

# Billboard

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NEWSPAPER

IN MUSIC NEWS



**Matador's Guided By Voices  
Are A Band On The Verge**

SEE PAGE 11

THE INTERNATIONAL NEWSWEEKLY OF MUSIC, VIDEO AND HOME ENTERTAINMENT

FEBRUARY 24, 1996

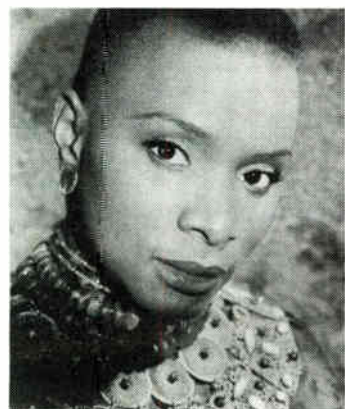
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**MUSIC TO MY EARS**



**Angélique Kidjo Soars  
On Mango's Fine 'fifa'**

SEE PAGE 3

## MusicMasters Salutes Benny Carter Celebration Hails Illustrious Life In Jazz

BY JIM MACNIE

Well-known for his masterful horn work, 89-year-old alto saxophonist/composer Benny Carter has also contributed a treasure trove of pop tunes during a career that has spanned almost seven decades.

MusicMasters is celebrating those compositions with the Feb. 27 international release of "Songbook," which features 14 esteemed jazz vocalists. The campaign for the title includes a high-visibility date for Carter at New York's Lincoln Center March 9.

"The enthusiasm level here is very high," says Steve Schoen, director of sales and marketing for the Ocean, N.J.-based label, which is distributed

worldwide by BMG. "Walk by a lot of people's offices, and you can hear different tracks from the record coming out. That's a great feeling."

Among the vocalists that producers

side newer works.

Krall, Short, Williams, Hendricks, and Reeves will also perform at the Lincoln Center show, which will be conducted by Wynton Marsalis.

Carter is "in the throes" of writing a longer, more orchestral work for the bash.

"Songbook" is "something that Benny wanted to do for years," says Schoen. "His songwriting talents, which are tremendous, have

been overshadowed by his skills as a soloist and arranger, as well as his soundtrack work. We think that some of the all-star personalities involved can help us get Benny's name across  
(Continued on page 16)



CARTER



## hi fi's Spacehog: It's In The Stars

BY CARRIE BORZILLO

LOS ANGELES—Things seem to be happening at the speed of light for



SPACEHOG



Spacehog, as the band is a Heatseekers Impact act less than three years after its formation.

(Continued on page 105)



SEE PAGE 61

## Shop For Music By Phone? Jury's Out On MCI Service

BY ED CHRISTMAN

NEW YORK—Although MCI's move into the direct marketing of music, via an 800 telephone number, is said to be performing below expectations, label sales executives say it is too early to pass judgment on the 3-month-old initiative.

In November, MCI launched its 1-800 MUSIC NOW business with great fanfare, saying it would entice consumers to shop for music by phone. At the time, Diamond Creative Partners, the company formed

to operate the venture, asked labels to support the effort by handing over thousands of dollars in cooperative advertising funds.

Diamond Creative Partners executives were said to be touting the service as having the potential to obtain a 2% market share of The Billboard 200, which would place it among the 25 largest music accounts. But since start-up, label executives say, there has been little in the way of reorders.

On the other hand, 1-800 MUSIC NOW is a runaway hit based on the  
(Continued on page 103)



## Seiko Sees The 'Future' In A&M

This story was prepared by Chris Morris in Los Angeles and Steve McClure in Tokyo.



SEIKO



A&M Records believes that the time is right for Seiko in the U.S. On May 14, the label will release "Was It The"  
(Continued on page 103)



FOLLOWS PAGE 40

## WANNA HEAR A DIRTY STORY?

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Airplay Service BDS**

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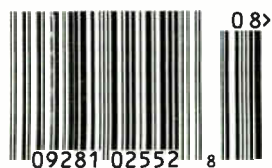
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Chris Kelly Chris Smith

COLUMBIA SONY MUSIC ENTERTAINMENT INC.





No one knows  
 where true talent  
 comes from...  
 only where  
 it goes.

where true



Joan Osborne

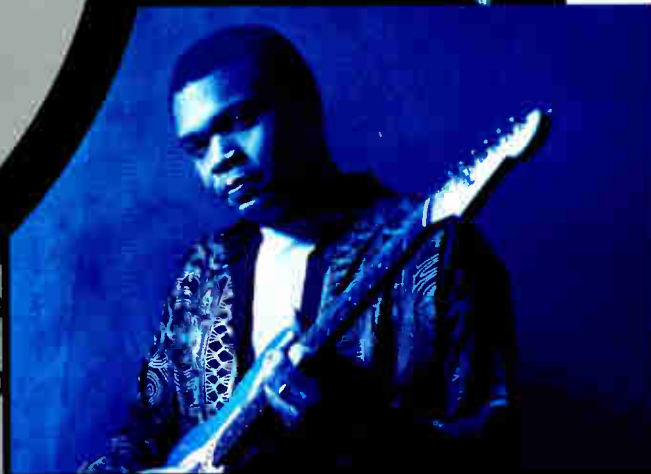
- Best New Artist
- Record of the Year
- Album of the Year
- Song of the Year
- Best Female Pop Vocal Performance
- Best Female Rock Vocal Performance
- Producer of the Year, Rick Chertoff

Mercury  
 congratulates all  
 the Grammy  
 Nominees.



Herbie Hancock

- Best Music Video, Short Form



Robert Cray

- Best Contemporary Blues Album



Vanessa Williams

- Best Female Pop Vocal Performance
- Best Female R&B Vocal Performance
- Best R&B Song
- Best Musical Show Album



No one



No. 1 IN BILLBOARD		PG. No.
VOLUME 108 • NO. 8		▼
★ <b>THE BILLBOARD 200</b> ★		
★ JAGGED LITTLE PILL • ALANIS MORISSETTE • MAVERICK / REPRISE	100	
★ <b>CLASSICAL</b> ★		
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★ JESUS FREAK • DC TALK • FOREFRONT	
★ <b>GOSPEL</b> ★	
★ KIRK FRANKLIN AND THE FAMILY KIRK FRANKLIN AND THE FAMILY • GOSPEL CENTRIC	
★ <b>THE BILLBOARD LATIN 50</b> ★	
★ DREAMING OF YOU • SELENA • EMI LATIN	
★ <b>REGGAE</b> ★	
★ BOOMBASTIC • SHAGGY • VIRGIN	
★ <b>WORLD MUSIC</b> ★	
★ BEST OF • GIPSY KINGS • NONESUCH	

# Angélique Kidjo Fêtes Freedom In 'fifa'

Singer Angélique Kidjo perceives the freedom she experienced during her idyllic childhood in the West African country of Benin as "what I'd wish for anyone: complete independence of movement, yet everybody, whether family or strangers, watches out for you."

This concept of liberation via reciprocal caring is the essence of *fifa*—the word for "cool, calm, and peaceful" in the southern Beninoise dialect of Fon, as well as the title of Kidjo's vigorously spiritual fourth album (and her first partially in English) for Mango Records, due March 19. As Kidjo sees it, we are initially implanted, however temporarily, with this impression of *fifa*. And it is only through the lifelong struggle to regain it that we grasp its deeper meaning—and responsibilities.

"For me, everything comes with a bit more difficulty," says Kidjo with a crisp chortle, "and that just means that these things I want to accomplish are important in my evolution. All of the songs on 'fifa' are stories that reflect what I've been through emotionally. For instance, the first song [a caroming welter of percussive and choral cries called 'Sound Of The Drums'] is an answer to a question I was asking myself since a trip back to Benin in 1994: 'I've been away for so long that I wonder/If the sound of the drums still has its power.'

"The second song [and first single] from the record, 'Wombo Lombo,' is about how dance describes and affects our lives, the dance in this case being the one when you're possessed by the gods in a voodoo ceremony.

"Like most people from Benin," Kidjo explains, "I am an animist [one who believes in the worship of the spirit in all things, the central tenet of voodoo]. I practice voodoo in addition to my other religion, which is Catholicism, and my great-uncle Daagbo Hounon is a well-known voodoo chief.

"Respect for ancestors is very big in my life," adds Angélique, one of three daughters and six sons of postal worker, photographer, and part-time banjo player Franck Kidjo and his choreographer wife, Yvonne. "After I was born [on July 14, 1960, in the coastal city of Cotonou]," says Kidjo, "my baptism ceremony took place in Ouidah, the town of my ancestors.

"When a mother has a baby girl, she shaves all the hair from her head and the baby's head, too. This my mother did, and, as a baby, I stayed with her for seven days in a special place called the Room of the Assins in Ouidah that's filled with all these ancient pictures, relics, and fetishes of my relatives. During the ceremony, the voodoo chiefs call the spirits of these ancestors and ask, 'What spirit will guide this baby all her days?'"

"I was the only girl in my family for centuries who got a male spirit to guide her, and his name is Linhounhinto. He died nearly a hundred years ago, and he was known as a very honest man, very mad with anyone who lies to him, and very strict. In fact, my mother tried at first to chase his spirit away during the ceremony because she knew from his reputation that he would be very tough on me. But it was too late; our spirits became linked."

So Linhounhinto is a guardian angel?

"Exactly! And when he's angry with me, I can feel it. He tests me and tests my surroundings, too, the people who are closest to me." Not the least of which are Kidjo's husband, noted bassist/arranger Jean Hébrail, whom she wed in Paris in August 1987, and their 3-year-old daughter, Naïma. "None of my family could believe I was a wife until they met my white French husband," the feisty Kidjo says, laughing, "because I was such a tomboy as a child, being the goalie for my brothers' soccer games and swearing I'd never marry or be a slave to a man!"

Hébrail produced the sensational new record, which mingles the rhythmic and rhetorical might of modern gospel, rap, and Afro-pop with the earthy drive of Kidjo's trumpet-like vocal vim (a Paris-trained jazz shout rippling with bluesy *zilin* forms descended from the folklore-steeped Fon village of Abomey). All attempts at creating a hit-bound universal ascension of world beat, hip-hop, and top 40 urban pop will have to form a flight path behind "fifa," which swoops around listeners on wings of sonic fire.

There are sobering issues enmeshed in this achievement, however, and they concern the voodoo-borne interconnections of guardian angels, ghosts of bygone slaves, and children raised to heed both spirits' admonishments. As reflected in the newly re-published "The Interesting Narrative" (Penguin Classics, 1995) by Olaudah Equiano, a Benin native from the 1700s who was sold into slavery at the age of 10 by his own people, the legacy of Kidjo's homeland is a complex one facing contemporary re-examination. In the memoir, penned after he bought his freedom and became a successful journalist/businessman, Equiano writes, "When a trader wants slaves, he applies to a chief for them. Accordingly, [the chief] falls on his neighbors, and a desperate battle ensues. If he prevails and takes prisoners, he gratifies his avarice by selling them."

"These stories are true," says Kidjo sadly, "and after many years under communism, the first thing done by the new democratic government [Benin's President Nicéphore Soglo was elected in 1991] was to resume a festival called the Route of the Slaves, where we retrace the itineraries in Ouidah that slaves had to follow to board slave ships. We must overcome the bitterness created by those who gave up our culture by selling each other's family members.

"As you mention, regarding that 'Narrative' book," Kidjo continues, "many of those Benin slaves went to America or the Caribbean, then got free and came back home, bringing African-

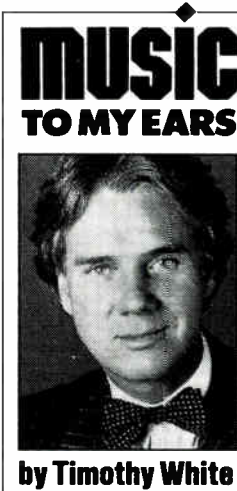
American musical influences, like gospel, with them! I realized this in December 1994, when I canceled a local tour in order to tape field recordings of music in central and northern Benin—where I'd never traveled before."

That ambitious project was the resolution of a moral crisis Kidjo confronted when planning her most extensive West African concert trek since her refusal to play pro-communist music forced her to move to France in 1980. "It's not possible, expenses-wise, to tour in West Africa without the sponsorship of cigarettes or alcohol," she notes. "I rejected my Philip Morris sponsors to fight against the double-nicotine cigarettes I believe they sell to my people."

Instead, Kidjo and her husband journeyed from Benin's capital of Porto Novo to hamlets like Korontiere to tape flutes, cow horns, and bamboo percussion, saying, "Let's spread Benin's true culture." And when they entered the Muslim town of Manigri, smiling women hugged them and sang "welcome home" in gospel harmony.

All these field recordings and more are woven into "fifa" in a loving manner that would make Equiano and his lineage proud.

"The lesson in life, which any child feels, is that we're supposed to take care of each other. But how much longer," Angélique Kidjo wonders, "until we all learn this?"



by Timothy White

## THIS WEEK IN BILLBOARD

### TAKING HOME THE VICTOIRES

France's premier music awards, the Victoires de la Musique, went to established acts Celine Dion and Johnny Hallyday, but newcomer rap acts Alliance Ethnik and Ménélik were winners as well. Correspondent Emmanuel LeGrand reports. **Page 40A**

### BRINGING BACK THE LONGFORM

Music video suppliers are using leaner, meaner approaches to improve sales of longforms, which once glutted the market. Now, selectivity and low prices are the rule. Correspondent Catherine Applefeld Olson has the story. **Page 47**

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# THE Billboard 200

THE TOP-SELLING ALBUMS COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE AND RACK SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY

FOR WEEK ENDING  
JULY 6, 1996



THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUGGESTED LIST PRICE OR EQUIVALENT FOR CASSETTE/CD)	TITLE	PEAK POSITION
1	1	1	3	METALLICA ELEKTRA 61923*EEG (10.98/16.98)	LOAD	1
★★★No. 1★★★						
2	NEW	1	1	TONI BRAXTON LAFACE 26020/ARISTA (10.98/16.98)	SECRETS	2
★★★HOT SHOT DEBUT★★★						
3	2	2	19	FUGEES ▲ RUFFHOUSE 67147*/COLUMBIA (10.98 EQ/16.98)	THE SCORE	1
4	3	3	54	ALANIS MORISSETTE ▲ MIAVERICK/REPRISE 45901/WARNER BROS. (10.98/16.98) HS	JAGGED LITTLE PILL	1
5	4	5	15	CELINE DION ▲ 550 MUSIC 67541/EPIC (10.98 EQ/16.98)	FALLING INTO YOU	2
6	5	7	32	TRACY CHAPMAN ▲ ELEKTRA 61850/EEG (10.98/16.98)	NEW BEGINNING	4
★★★GREATEST GAINER★★★						
7	7	13	48	BONE THUGS-N-HARMONY ▲ RUTHLESS 5539*/RELATIVITY (10.98/15.98)	E. 1999 ETERNAL	1
8	11	11	3	SOUNDTRACK DEF JAM 531911*/MERCURY (11.98/17.98)	THE NUTTY PROFESSOR	8
9	8	10	9	HOOTIE & THE BLOWFISH ▲ ATLANTIC 82886*/AG (10.98/16.98)	FAIRWEATHER JOHNSON	1
10	9	12	8	DAVE MATTHEWS BAND RCA 66904 (10.98/16.98)	CRASH	2
11	16	21	25	NO DOUBT ● TRAUMA 92580/INTERSCOPE (10.98/15.98) HS	TRAGIC KINGDOM	11
12	10	9	5	TOO SHORT DANGEROUS 41584*/JIVE (10.98/16.98)	GETTIN' IT (ALBUM NUMBER TEN)	3
13	13	16	69	SHANIA TWAIN ▲ MERCURY NASHVILLE 522886 (10.98 EQ/16.98) HS	THE WOMAN IN ME	5
14	12	8	5	SOUNDGARDEN A&M 540526* (10.98/16.98)	DOWN ON THE UPSIDE	2
15	15	14	10	RAGE AGAINST THE MACHINE EPIC 57523* (10.98 EQ/16.98)	EVIL EMPIRE	1
16	NEW	1	1	BECK DGC 24823*/Geffen (10.98/16.98)	ODELAY	16
17	6	4	3	JIMMY BUFFETT MARGARITAVILLE 11451/MCA (10.98/16.98)	BANANA WIND	4
18	18	15	10	BROOKS & DUNN ARISTA 18810 (10.98/15.98)	BORDERLINE	5
19	19	19	38	MARIAH CAREY ▲ COLUMBIA 66700 (10.98 EQ/16.98)	DAYDREAM	1
20	21	20	38	OASIS ▲ EPIC 67351 (10.98 EQ/16.98)	(WHAT'S THE STORY) MORNING GLORY?	4
21	17	22	15	"WEIRD AL" YANKOVIC ▲ ROCK N ROLL/SCOTTI BROS. 75500/ALL AMERICAN (10.98/15.98)	BAD HAIR DAY	14
22	25	26	9	GEORGE STRAIT MCA 11428 (10.98/16.98)	BLUE CLEAR SKY	7
23	20	17	8	THE CRANBERRIES ISLAND 524234* (10.98/16.98)	TO THE FAITHFUL DEPARTED	4
24	NEW	1	1	LYLE LOVETT CURB 11409/MCA (10.98/16.98)	THE ROAD TO ENSENADA	24
25	14	6	3	LOST BOYZ UNIVERSAL 53010* (10.98/15.98)	LEGAL DRUG MONEY	6
26	22	18	6	GEORGE MICHAEL DREAMWORKS 50000/GEFFEN (10.98/17.98)	OLDER	6
27	24	23	76	BUSH ▲ TRAUMA 92531/INTERSCOPE (10.98/15.98) HS	SIXTEEN STONE	4
28	39	35	4	SOUNDTRACK WALT DISNEY 60893 (10.98/16.98)	THE HUNCHBACK OF NOTRE DAME	28
29	35	53	37	GARBAGE ● ALMO SOUNDS 80004*/Geffen (10.98/16.98) HS	GARBAGE	29
30	27	30	19	JEWEL ● ATLANTIC 82700/AG (10.98/15.98) HS	PIECES OF YOU	27
31	29	28	33	COOLIO ▲ TOMMY BOY 1141* (11.98/16.98)	GANGSTA'S PARADISE	9
32	23	27	3	GLORIA ESTEFAN EPIC 67283 (10.98 EQ/16.98)	DESTINY	23
33	28	29	19	2PAC ▲ DEATH ROW/INTERSCOPE 524204*/ISLAND (19.98/24.98)	ALL EYEZ ON ME	1
34	34	34	32	R. KELLY ▲ JIVE 41579* (10.98/16.98)	R. KELLY	1
35	NEW	1	1	HELTAH SKELTAH DUCK DOWN 50532*/PRIORITY (10.98/16.98)	NOCTURNAL	35
36	33	37	6	THE ISLEY BROTHERS T-NECK 524214/ISLAND (10.98/16.98)	MISSION TO PLEASE	31
37	37	42	35	THE SMASHING PUMPKINS ▲ VIRGIN 40861 (19.98/22.98)	MELLON COLLIE AND THE INFINITE SADNESS	1
38	26	25	6	SOUNDTRACK MOTHER 531682*/ISLAND (10.98/16.98)	MISSION: IMPOSSIBLE	16
39	30	32	13	STONE TEMPLE PILOTS ▲ TINY MUSIC...SONGS FROM THE VATICAN GIFT SHOP ATLANTIC 82871*/AG (10.98/16.98)		4
40	41	40	22	TRACY LAWRENCE ● ATLANTIC 82866/AG (10.98/15.98)	TIME MARCHES ON	25
★★★PACESETTER★★★						
41	68	109	5	SOUNDTRACK WORK 67654/COLUMBIA (10.98 EQ/16.98)	THE CABLE GUY	41
42	32	24	4	VINCE GILL MCA 11422 (10.98/16.98)	HIGH LONESOME SOUND	24
43	38	43	23	LA BOUCHE ● RCA 66759 (9.98/15.98)	SWEET DREAMS	28
44	46	55	6	BUTTHOLE SURFERS CAPITOL 29842* (10.98/15.98)	ELECTRICLARRYLAND	44
45	31	31	3	BRYAN ADAMS A&M 540551 (10.98/16.98)	18 TIL I DIE	31
46	36	41	53	NATALIE MERCHANT ▲ ELEKTRA 61745/EEG (10.98/16.98)	TIGERLILY	13
47	45	50	35	ALAN JACKSON ▲ ARISTA 18801 (10.98/16.98)	THE GREATEST HITS COLLECTION	5
48	40	36	9	SWV RCA 66487* (10.98/16.98)	NEW BEGINNING	9
49	47	51	27	JARS OF CLAY ● ESSENTIAL/SILVERTONE 41580/JIVE (10.98/15.98) HS	JARS OF CLAY	46
50	43	33	32	SOUNDTRACK ▲ ARISTA 18796 (10.98/16.98)	WAITING TO EXHALE	1
51	44	47	102	HOOTIE & THE BLOWFISH ▲ ATLANTIC 82613*/AG (10.98/16.98) HS	CRACKED REAR VIEW	1
52	42	39	7	SOUNDTRACK WARNER SUNSET 46254/WARNER BROS. (10.98/16.98)	TWISTER	28

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUGGESTED LIST PRICE OR EQUIVALENT FOR CASSETTE/CD)	TITLE	PEAK POSITION
53	48	52	19	ADAM SANDLER ● WARNER BROS. 46151* (10.98/16.98)	WHAT THE HELL HAPPENED TO ME?	18
54	70	79	4	VARIOUS ARTISTS TOMMY BOY 1173 (11.98/16.98)	X-GAMES VOL. 1 — MUSIC FROM THE EDGE	54
55	NEW	1	1	PATTI SMITH ARISTA 18747 (10.98/16.98)	GONE AGAIN	55
56	49	45	21	MARILYN MANSON ● NOTHING 92641/INTERSCOPE (7.98/11.98)	SMELLS LIKE CHILDREN	31
57	67	61	254	METALLICA ▲ ELEKTRA 61113*/EEG (10.98/15.98)	METALLICA	1
58	64	65	14	VARIOUS ARTISTS QUALITY 6747/WARL(C)CK (12.98/16.98)	DANCE MIX U.S.A. VOL. 4	37
59	56	57	11	TRACY BONHAM ISLAND 524187* (8.98/14.98) HS	THE BURDENS OF BEING UPRIGHT	54
60	NEW	1	1	PRIMITIVE RADIO GODS ERGO 67000/COLUMBIA (7.98 EQ/11.98)	ROCKET	60
61	61	90	3	NEAL MCCOY ATLANTIC 82907/AG (10.98/15.98)	NEAL MCCOY	61
62	53	46	4	PORNO FOR PYROS WARNER BROS. 461.6 (10.98/16.98)	GOOD GODS URGE	20
63	57	54	5	EVERYTHING BUT THE GIRL ATLANTIC 82912/AG (10.98/16.98)	WALKING WOUNDED	37
64	50	38	7	PANTERA ● EASTWEST 61908*/EEG (10.98/16.98)	THE GREAT SOUTHERN TRENDKILL	4
65	52	44	9	SOUNDTRACK ▲ ELEKTRA 61904*/EEG (10.98/15.98)	SUNSET PARK	4
66	58	63	8	KIRK FRANKLIN AND THE FAMILY GOSPO CENTRIC 72127 (9.98/15.98)	WHATCHA LOOKIN' 4	23
67	63	76	80	GARTH BROOKS ▲ CAPITOL NASHVILLE 29589 (10.98/15.98)	THE HITS	1
68	59	56	31	LL COOL J ▲ DEF JAM 523845*/MERCURY (10.98/17.98)	MR. SMITH	20
69	72	72	23	THE TONY RICH PROJECT ● LAFACE 26222/ARISTA (10.98/15.98)	WORDS	31
70	60	70	15	STING ● A&M 540483 (10.98/17.98)	MERCURY FALLING	5
71	54	77	14	THE BEATLES APPLE 34448*/CAPITOL (12.98/31.98)	ANTHOLOGY 2	1
72	66	58	8	CELLY CEL SICK WID' IT 41577/JIVE (10.98/16.98)	KILLA CALI	26
73	55	59	103	SEAL ▲ ZTT/SIRE 45415/WARNER BROS. (10.98/15.98)	SEAL	15
74	71	68	45	THE PRESIDENTS OF THE UNITED STATES OF AMERICA ▲ COLUMBIA 67291 (9.98 EQ/16.98) HS	THE PRESIDENTS OF THE UNITED STATES OF AMERICA	6
75	76	66	26	EVERCLEAR ▲ TIM KERR 30929*/CAPITOL (9.98/13.98) HS	SPARKLE AND FADE	25
76	69	60	10	MASTER P NO LIMIT 53978*/PRIORITY (10.98/16.98)	ICE CREAM MAN	26
77	79	75	21	VARIOUS ARTISTS COLD FRONT 6218*/K-TEL (8.98/14.98)	CLUB MIX '96 VOLUME 1	51
78	73	71	44	JOAN OSBORNE ▲ BLUE GORILLA 526699/MERCURY (10.98 EQ/16.98) HS	RELISH	9
79	62	78	3	LORRIE MORGAN BNA 66847/RCA (10.98/16.98)	GREATER NEED	62
80	77	81	31	GARTH BROOKS ▲ CAPITOL NASHVILLE 3208C (10.98/16.98)	FRESH HORSES	2
81	82	69	36	SEVEN MARY THREE ▲ MAMMOTH/ATLANTIC 92633*/AG (10.98/15.98) HS	AMERICAN STANDARD	24
82	104	127	16	311 CAPRICORN 942041/MERCURY (10.98 EQ/16.98)	311	56
83	83	114	49	JEFF FOXWORTHY ▲ WARNER BROS. 45856 (10.98/16.98)	GAMES REDNECKS PLAY	8
84	74	48	6	DEF LEPPARD BLUDGEON RIFFOLA 532486/MERCURY (10.98 EQ/16.98)	SLANG	14
85	51	153	33	QUINCY JONES ● QWEST 45875/WARNER BROS. (10.98/16.98)	Q'S JOOK JOINT	32
86	75	62	5	MONIFAH UPTOWN 53004*/UNIVERSAL (10.98/15.98)	MOODS...MOMENTS	42
87	88	84	49	MONICA ▲ ROWDY 37006*/ARISTA (10.98/15.98)	MISS THANG	36
88	89	94	87	BOB SEGER & THE SILVER BULLET BAND ▲ CAPITOL 30334* (10.98/15.98)	GREATEST HITS	8
89	102	93	15	GRAVITY KILLS TWT 5910 (10.98/16.98) HS	GRAVITY KILLS	89
90	92	91	48	VARIOUS ARTISTS ▲ TOMMY BOY 1137 (10.98/15.98)	JOCK JAMS VOL. 1	30
91	94	107	85	EAGLES ▲ GEFFEN 24725 (12.98/17.98)	HELL FREEZES OVER	1
92	87	73	13	BUSTA RHYMES ● ELEKTRA 61742*/EEG (10.98/15.98)	THE COMING	6
93	81	74	3	DELINQUENT HABITS PMP/LOUD 66929*/RCA (10.98/15.98)	DELINQUENT HABITS	74
94	80	87	82	BLUES TRAVELER ▲ A&M 540265 (10.98/17.98)	FOUR	8
95	90	82	84	TLC ▲ LAFACE 26009/ARISTA (10.98/16.98)	CRAZYSEXYCOOL	3
96	95	88	33	ALICE IN CHAINS ▲ COLUMBIA 67248* (10.98 EQ/16.98)	ALICE IN CHAINS	1
97	78	64	12	GETO BOYS ● RAP-A-LOT/NOO TRYBE 41555*/VIRGIN (10.98/16.98)	RESURRECTION	6
98	103	100	13	BRYAN WHITE ASYLUM 61880/EEG (10.98/15.98)	BETWEEN NOW & FOREVER	52
99	65	80	12	ANDY GRIFFITH SPARROW 51440 (9.98/15.98) HS	I LOVE TO TELL THE STORY: 25 TIMELESS HYMNS	55
100	85	67	7	THE CURE FICTION/ELEKTRA 61744*/EEG (10.98/16.98)	WILD MOOD SWINGS	12
101	86	95	29	ENYA ▲ REPRISE 46106/WARNER BROS. (11.98/17.98)	THE MEMORY OF TREES	9
102	91	86	67	COLLECTIVE SOUL ▲ ATLANTIC 82745/AG (10.98/16.98)	COLLECTIVE SOUL	23
103	96	92	15	THE NIXONS MCA 11209* (9.98/15.98) HS	FOMA	77
104	84	98	29	SOUNDTRACK ● LONDON 448295 (10.98/16.98)	BRAVEHEART	45
105	93	103	90	DAVE MATTHEWS BAND ▲ RCA 66449 (9.98/15.98)	UNDER THE TABLE AND DREAMING	11
106	107	105	15	JANN ARDEN A&M 540336 (10.98/15.98) HS	LIVING UNDER JUNE	93
107	105	99	51	D'ANGELO ▲ EMI 32629 (9.98/13.98)	BROWN SUGAR	22

○ Albums with the greatest sales gains this week. ● Recording Industry Assn. of America (RIAA) certification for sales of 500,000 album units (250,000 for EPs). ▲ RIAA certification for shipment of 1 million units (500,000 for EPs), with multiplatinum titles indicated by a numeral following the symbol. \*Asterisk indicates LP is available. Most tape prices, and CD prices for WEA and BMG labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. Greatest Gainer shows chart's largest unit increase. Pacesetter indicates biggest percentage growth. Heatseeker Impact shows albums removed from Heatseekers this week. HS indicates past or present Heatseeker title. © 1996, Billboard/BPI Communications, and SoundScan, Inc.



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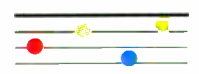
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Billboard Music Group

# Commentary

## How Effective Are Canadian Content Laws?

BY ROB ROBSON

Canadian content (Cancon) regulations have created a stigma against Canadian artists domestically and internationally, and it's time that serious consideration was given to their real effectiveness and ultimate necessity.

On Jan. 18, 1971, the Canadian Radio-television and Telecommunications Commission imposed Cancon regulations (currently 30%) on radio broadcasters to stimulate growth of the domestic music industry. There were growing pains. Many of those early releases were, to put it kindly, not on a competitive level with their foreign counterparts. Stations ghettoized their Canadian selections into the late evening and weekends. New songs by Canadian artists were not met with anticipation of "the next big thing" but with the need to meet a bureaucratic quota.

Over the years, the quality has improved, but that initial stigma became so ingrained in broadcasters' minds that the ghettoizing of Cancon continued at many stations until a few years ago, when stations were legislated to play at least 25% Canadian content between 6 a.m. and 7 p.m. Mondays to Fridays.

The criteria for Cancon are defined by the "MAPL" system: music, artist, production, lyrics. You need two of four parts to qualify. But if you, like Bryan Adams, recorded in London and co-wrote songs with a couple of Englishmen, you're out of luck. Adams didn't wholly write either the music or lyrics to "(Everything I Do) I Do It For You" and had the nerve to record out of the country, so the song satisfied only one part of MAPL (artist) and was thus not Cancon. The regulations were altered shortly after its release to give half-point credits for music and/or lyrics that are collaborations with foreigners, but it's ridiculous that the only country in the world that doesn't consider recordings by Bryan Adams to be Canadian is his own.

The CRTC says the regulations were imposed to create a market for Canadian music in Canada. It can't be questioned that more Canadian artists are on Canadian radio now than were a quarter of a century ago—making our stations distinctively different from those in the U.S.—and that airplay has started and sustained many domestic careers over the years. In this way, the regulations can be considered a cultural success.

But have the regulations really created a market for Canadian music in Canada, or have they just given the impression that Canadians are buying what they're hearing? On Jan. 22, only 11 of 75 titles on the retail chart of The Record, Canada's leading music trade paper, were by Canadians. Fourteen percent of the chart is nothing to brag about after 25 years of Cancon.

With 2½ decades of music to draw on, the regulations perpetuate a gold system for Canadian records with no incentive for broadcasters to play new Canadian talent. Why play an unproven artist when an established hit by Rush or the Tragically Hip will satisfy the Commission just as well? Unfamiliarity is the biggest tune-out at radio. Unless you program a current-intensive station, such as CFOX Vancouver, why take the chance on playing anything new?

At many stations, Canadian currents get fewer spins than their international counterparts. They are treated as second-class recordings that must be aired simply to hit a

quota. Shania Twain, one of the biggest international country stars of 1995, didn't get out of medium rotation at some stations in Canada because she was born here. While not all stations are like that, there are enough to cause concern at many Canadian record companies, as was illustrated in an article in the Feb. 3 issue of Billboard by Canada correspondent Larry LeBlanc, "Canadian Songs Fight For Airplay."

The regs have also created a world-wide credibility problem for any Canadian artist that is lucky enough to battle the odds and



**"The regulations have created a worldwide credibility problem."**

Rob Robson is a four-time national award-winning radio programmer in Canada and is music director at CFOX Vancouver, a station recognized for its leadership role in support of Canadian artists.

become a commercial or chart success in this country. How many international radio and record executives can honestly say that they have never looked at a No. 1 song in Canada by a Canadian and thought, to some degree, "Well, they had to play it." Ironically (and hypocritically, it would seem), the CRTC has allowed some border markets to play significantly less Cancon in order to make the stations more competitive in attracting Canadi-

an listeners away from U.S. signals.

In a perfect world, the Cancon regulations would be abolished, broadcasters would continue to support Canadian talent as much or more than they do currently, and the myth of manufactured Canadian hits would be removed from the international marketplace forever—but that won't happen. Cancon has been in this country longer than our own constitution and will remain for many years to come.

That said, there are nonetheless some steps that can be taken to improve the situation.

If the artist is a Canadian citizen, anything the artist releases should automatically be Cancon. The music, lyric, and production portions of MAPL should remain to help out those particular segments of the music community, but artists like Anne Murray, k.d. lang, and Celine Dion (and the stations that play them) shouldn't be penalized because those performers decide to record a song in Los Angeles that was written by an American. Their passports don't change; why should their status? This also eliminates any of the collaboration problems of the past.

Songs by new artists (the first two albums by an artist or group) played in current rotation should receive double credit per play. This allows gold-based stations to play older Canadian songs and still get credit but gives broadcasters added incentive to give up-and-coming talent airplay.

This probably seems like an accounting nightmare to American programmers, but here in Canada, we're used to it. After all, besides Cancon, we still have the hit/nonhit rule that doesn't allow FM stations to play more than 49.9% hits. But don't get me started on that.

### LETTERS

#### THRILLA IN MANILA

On behalf of Mariya's Mistress, I would like to thank you for the feature article on the band in your Global Music Pulse column (Billboard, Nov. 4, 1995). With the great popularity of your magazine here in the Philippines, your positive review gave our band a big boost in terms of radio airplay and sales.

Your support of the international alternative scene serves as an inspiration for us to strive harder to become part of that global music scene!

Carla A. Abaya  
Lead vocalist  
Mariya's Mistress  
Makati, Metro Manila  
Philippines

#### INSIGHTS INTO CELINE

You know why I renew my Billboard subscription every year? It's because I enjoy articles like Larry LeBlanc's informative Celine Dion piece (Billboard, Jan. 27), which gave me a sneak peek at Dion's upcoming album, with background information that certainly wouldn't be found in any other publication—and the executive quotes and strategies were



DION

very insightful. After reading the article, I also reserved some space in my record collection for Celine Dion's new album.

Brian Mickelson  
Milwaukee

#### TAKING INTERNS

In response to the Commentary on internships (Billboard, Jan. 20), M. William Krasilovsky and C.K. Lendt make a solid point. The burden of educating students rests primarily with colleges and universities. But, as they said, "interning can be crucial to landing a job."

Let's put the blame where it belongs. It is the industry that often uses students as cheap labor. If the music industry offered paying jobs, students could receive training on the job instead of through unpaid internships. Because these jobs are not offered, educators must do the next best thing to ensure an entry-level job for a graduate. While still in school, I was offered a part-time job at Relix. Believe me, I did more than "run errands and chat with junior-level employees." After graduation I was offered the full-time position I now hold. Internships have their place, but so do paying jobs.

Phyllis Antonello  
Associate Editor  
Relix magazine  
Brooklyn, N.Y.

Articles and letters appearing on this page serve as a forum for the expression of views of general interest. The opinions offered here are not necessarily those of Billboard or its management. Letters should be submitted to the Letters Editor. Commentaries should be submitted to Commentary Editor Susan Nunziata, Billboard, 1515 Broadway, New York, N.Y. 10036





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## U.S., EU Charge Japan With Not Amending C'Right Laws

■ BY BILL HOLLAND and STEVE McCLURE

WASHINGTON, D.C.—The U.S. and the European Union initiated a World Trade Organization case against Japan Feb. 9 for its failure to amend its copyright laws to halt the piracy of pre-1971 U.S. recordings.

In announcing the case, the first presented by the U.S. to the WTO under a new settlement mechanism, U.S. trade representative Mickey Kantor says that Japan's failure to amend its copyright law to achieve parity with the worldwide standard of 50 years' protection is costing U.S. companies about \$500 million a year. Japan is the second-largest market in the world for U.S. recordings.

Early reaction by Japanese officials indicates a conciliatory stance, according to industry insiders, although the government has not yet reacted officially.

A major Tokyo daily ran a story Feb. 5 saying that the Japanese government has informally decided to extend the protection period in what insiders call "a trial balloon" floated by the Cultural Affairs Agency to gauge public reaction.

In its Feb. 5 edition, the authoritative Nihon Keizai Shimbun daily economic newspaper quoted unnamed government sources as saying that Japan would roll back its neighboring rights protection period to 50 years. The source reportedly said that although the existing 25-year period does not violate WTO regulations, it is "desirable" to integrate Japan's protection-period standards with those of the U.S. and Europe.

There was no mention of when such a change would take place.

A spokesman for Japan's Cultural Affairs Agency, which deals with

(Continued on page 97)

## 'Babe' Could Bring Home Bacon Oscar Noms Should Spur Video Sales

■ BY EILEEN FITZPATRICK

LOS ANGELES—Among this year's Academy Award nominees available in video stores, the little pig named



James Cromwell with Babe.

"Babe" stands to benefit the most from the annual hoopla that will likely make retail registers plump with profits.

Separately, Buena Vista Home Video gave retailers something to look forward to with the announcement that "Toy Story" will be released Oct. 30.

The computer-animated film, which retailers say could surpass sales of "The Lion King," was nominated for three Academy Awards, including best song for "You've Got a Friend" by Randy Newman; best score, also by Newman; and best original screenplay.

Although marketing and pricing have yet to be finalized, the title will have five promotional partners, including General Mills, Kodak, and Burger King. The final two partners have yet to be determined.

Nominated for seven Academy Awards, including best picture, "Babe" will arrive in stores March 19 from MCA/Universal Home Video. The 68th annual Academy Awards will be broadcast on ABC March 25.

MCA is planning a full pig push beginning March 17 with extensive television advertising.

"We're fortunate with the timing of the title's release being so close to the Oscar telecast," says MCA VP of marketing Craig Relyea. "The momentum has been building on 'Babe,' and this gives retailers more opportu-

nity for added awareness."

The film, which is about a pig who yearns to be a sheep dog, won a Golden Globe Award for best picture last month.

"Even without the nominations," says Trans World Entertainment video buyer Mark Galeo, "we expect 'Babe' to bring home the bacon for us."

"Babe" will be competing against another MCA product, "Apollo 13," which was also nominated in the best picture category.

Other best picture nominees include Paramount Home Video's "Braveheart," set for a March 12 rental release, Buena Vista Home Video's "The Postman (Il Postino)," and Columbia TriStar Home Video's "Sense And Sensibility." The latter

(Continued on page 105)

## PolyGram Reports Slight Increases In Sales, Profits

■ BY JEFF CLARK-MEADS

LONDON—PolyGram has announced its eighth successive year of sales and profits growth, while simultaneously expressing its disappointment at the performance of some of its headline album releases.

For the year ending Dec. 31, the group saw sales increase 2.3% to \$5.3 billion, while income from operations increased 1.4% to \$654.6 million. However, when it reported the results in London Feb. 14, the company claimed that those increases are significantly understated.

The increases are expressed in terms of the Dutch guilder, in which PolyGram reports. President/CEO Alain Levy and CFO Jan Cook took pains to stress that one reason for the ostensibly small increases was the growing strength of the guilder

(Continued on page 53)

## Fonovisa Makes Gains Against Piracy Ruling Involves Third-Party Liability

■ BY JOHN LANNERT

The 9th U.S. Circuit Court of Appeals in San Francisco has issued a decision that could curtail the sale of counterfeit tapes and CDs at swap meets and flea markets across the country.

The ruling has broader implications for third-party liability issues raised by emerging technologies, such as on-line services, according to some industry observers.

On Jan. 25, judges Mary M. Schroeder and Arthur L. Alarcon and senior U.S. district judge Owen M. Panner ruled jointly that independent Latino label Fonovisa could prosecute a Fresno, Calif., swap-meet owner and its individual operators in civil court

for sales of pirate product by vendors who leased their premises.

The court opinion culminated a three-year wrangle that began in



1993, when Fonovisa filed a suit alleging contributory and vicarious copyright and trademark infringement against Cherry Auction Inc., Richard Pilegard, W.D. Mitchell, and Margaret Mitchell.



**An Excellent Choice.** BMG Distribution executives celebrate the launch of the "Their Choice Is Yours" campaign, which is running in conjunction with Black History Month. The program, co-sponsored by American Express, promotes individual responsibility within a community and will run in 20 cities. The event kick-off at New York's Apollo Theater featured a performance by Arista's Deborah Cox. Pictured, from left, are Lloyd Wirshba, VP/GM, American Express Co.; Pete Jones, president, BMG Distribution; Terri Rossi, VP of marketing, BMG Distribution; Strauss Zelnick, president/CEO, BMG Entertainment North America; and attendee Carolyn Jones, president/CEO, Carolyn Jones Advertising.

## MCA's Int'l Initiative Continues With Opening Of Latin American Offices

■ BY JOHN LANNERT

MCA is completing the final leg of its ambitious internationalization initiative by opening offices in Latin America.

In the past four months, MCA has set up shop in Brazil, Argentina, and Mexico.

Zach Horowitz, president of the MCA Music Entertainment Group, says the record company has "a special interest in the Latin music business, and going into Latin America for the first time will give us an outlet for our artists in territories where we control our own destiny."

The company is searching for a senior VP for Latin America, who will be based in Miami.

Over the past 2½ years, MCA has launched nearly 30 offices around the world.

The company has complemented its Latin American thrust with a distribution agreement between its distribution company, Uni Distribution, and prominent tropical/Latin jazz imprint RMM.

Citing RMM as "the most important tropical/salsa label in the country," Horowitz says that MCA and RMM could team on crossover English-language projects involving

RMM artists India and Marc Anthony.

Horowitz says that he and RMM president Ralph Mercado are discussing a marketing campaign for Lina Santiago, a Uni-distributed artist on Universal Records, who is climbing the Hot 100 with the single "Feels So Good (Show Me Your Love)."

A Spanish-language counterpart to the track is expected to be worked by RMM.

A third prong of MCA's Latin initiative was the signing last year of Gustavo Santaolalla to a label deal. Horowitz says that under the terms of the accord, the highly regarded songwriter/producer from Argentina "will be finding and producing for us a number of artists which may be released first in Argentina or Mexico. But we have high hopes that, over the years, he will bring us artists that will work not only in Latin America, but also in the United States."

Santaolalla has just finished producing an album by Argentinian comedic actress Juana Molina that which will be released in Argentina later this year.

Horowitz says an office for the U.S. Latino market will be opened in Miami "within a year." Moreover, he stresses that MCA is on the prowl to expand its presence in Latino markets in North and South America.

(Continued on page 53)

In late 1993, Cherry Auction filed a motion to dismiss Fonovisa's suit, and the case was thrown out by a district court judge in Fresno. The circuit court opinion reversed that dismissal. This is the first lawsuit of its kind to reach federal appeals court.

José Zorrilla, lead attorney representing Fonovisa, hailed the ruling, saying, "This is a landmark decision, because it holds owners and operators of swap meets and flea markets liable for sales of pirate merchandise by its licensed vendors."

The opinion is binding only on the district courts in the 9th Circuit. But Zorrilla notes that the ruling is the first of its kind issued by a circuit court

(Continued on page 106)

## 1995 Receipts, Distributions Break ASCAP Records

■ BY IRV LICHMAN

NEW YORK—Marilyn Bergman, ASCAP president/chairman of the board, reported record dollars in receipts and distributions in 1995 during the performing right society's annual membership meeting in Los Angeles Feb. 15.

ASCAP says the implementation of new policies over the past three years, particularly with regard to increased monitoring and internal economies, has played a key role in increasing distribution dollars to writer and publisher members.

Total receipts for the year increased 3.3% over those of 1994, the previous top year. According to Bergman, receipts hit \$436.8 million in 1995, up from \$422.7 million in 1994.

In 1995, ASCAP distributed a record \$356.7 million to members and foreign affiliated societies, 11.3% more than the previous year. This, too, set a record against the previous top year of 1994, when distribution dollars hit \$314.8 million.

Domestic distributions showed a 10.2% increase to \$253.9 million from \$230.4 million in 1994, the previous record year.

Foreign distribution to members hit \$102.8 million in 1995, compared to \$88.4 million in 1994, an increase of almost 16.3%.

Says Bergman, "This dramatic growth echoes our continuing efforts to license U.S. repertoire worldwide, while working to ensure the protection of performing rights royalties for all songwriters, composers, and music publishers at home."

ASCAP's operating expenses for 1995 declined 1.8% to \$78.8 million, down from \$80.3 million in 1994. The ratio of operating expenses to receipts also decreased, from 18.99% in 1994 to 18.04% in 1995.

"We've increased our distribution by 25% since 1993, the year before we instituted [dramatic] changes," says John LoFrumento, ASCAP's executive VP/COO.

In spite of a reduction in its U.S. staff from 840 at the end of 1993 to 556, LoFrumento says, TV surveys have increased from 30,000 hours to 2 million programs a year. (LoFrumento explains that even if the programs were

(Continued on page 104)



# AGI SALUTES THE GRAMMY® NOMINATED ART DIRECTORS

February, 1996

CATEGORY 70  
Best Recording Package

NEIL YOUNG, *Mirror Ball*  
REPRISE RECORDS  
ART DIRECTOR GARY BURDEN

"I had worked on several of Neil's albums in the past, including *Gold Rush* and *Tonight's The Night*, which is why I think he called me for this project. He was looking for something that captured a little of the mystery of album art back in the '60s and '70s. Something that broke out of the mold of a little plastic square.



"The package is basically one-color, printed on chipboard and I added an interactive element by taking an old picture of Neil, cutting it up and putting the pieces in the booklet. It's a free poster, with some assembly required."

\* \* \*

JONI MITCHELL, *Turbulent Indigo*  
REPRISE RECORDS  
ART DIRECTOR ROBBIE CAVOLINA

"This is a very warm, intimate and personal record, like being invited into Joni's home. I wanted to capture that in the art, as well as showcase Joni's paintings. We actually hung the pictures she selected in her house, to help capture her living environment. The bookshelf is also in her home.



"The original package was all paper, first to enhance the friendly feel, and secondly to do our part for the environment. I wanted the whole album to open up and invite you in, the way the music does."

H.P. ZINKER, *Mountains of Madness*  
ENERGY RECORDS  
ART DIRECTOR STEFAN SAGMEISTER

"The band approached me with the project, providing a tape and a copy of the lyrics. The theme of the album was angst and madness and it immediately reminded me of an incident I witnessed in the streets of New York when an ordinary looking man suddenly went completely crazy. It seemed like a perfect metaphor.



"The effect was achieved by exact printing of complimentary colors that changes the face of a calm man into a maniac when you remove the booklet from its red-tinted jewel case."

\* \* \*

VARIOUS ARTISTS, *This is Fort Apache*  
MCA RECORDS  
ART DIRECTOR TIM STEDMAN

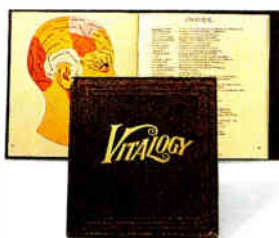
"The concept was to present a sampling of bands that had recorded at Fort Apache Studios in Boston, announcing the deal MCA had made with Gary Smith, Fort Apache's owner, to bring new music to the label.



"We wanted to introduce people to Fort Apache. We put an aerial map on the cover, while inside, images bring you closer and closer. The booklet has photographs of the studio's neighborhood and 360 degree views, one inside and the other outside. It's like taking a trip to the actual site."

PEARL JAM, *Vitalogy*  
EPIC RECORDS  
ART DIRECTOR JOEL ZIMMERMAN

"I had a great time working with the band, I always do. They're a very creative bunch of guys and I think the results speak for themselves."



CATEGORY 71  
Best Recording Package - Boxed

BLIND MELON, *Soup*  
CAPITOL RECORDS  
ART DIRECTORS BLIND MELON, JEFFREY FEY,  
CHRIS JONES, TOMMY STEELE

"While the idea of using a menu-motif and a diner setting was entirely the band's, there was a lot of creative exchange that went on. Everyone was involved. The guy eating soup on the front is the band's producer, Andy Wallace. The letters in the alphabet soup actually had to be fabricated to be seen



clearly and the diner itself we found in New Jersey. Some of the booklet collages were created by the late Shannon Hoon, but the most touching aspect of his contribution is the ultrasound of his baby son that he wanted included."

Interviews by Davin Seay, author and music business journalist, Los Angeles.

Photography by Deborah Fletcher, Chicago.

THE PET SHOP BOYS, *Alternative*  
EMI RECORDS  
ART DIRECTOR MARK FARROW

"The Pet Shop Boys have always been interested in pushing the limits. The album's first title was *Besides* and we had already taken the photos, which were very dark and moody.



"Then the band decided to change the name to *Alternative* which is when I got the idea of using lenticular photography. It gives you the choice of viewing one or another image and worked perfectly with the album concept. Happily, the photos fit the process, especially considering that the faces are in fencing masks, which provided the perfect grid for the lenticular effect."

\* \* \*

PINK FLOYD, *Pulse*  
COLUMBIA RECORDS  
ART DIRECTOR STORM THORGERSON

"The guiding impulse behind the album concept was that it was a live recording. We wanted the artwork to be alive in some way and speculated on a lot of approaches: a package that would make noise, change colors or move around.



"We settled on the blinking LED light because lighting is such an important part of a Pink Floyd concert and we made it pulse to suggest the heartbeat at the beginning of the song 'Dark Side of the Moon.' The effect we were aiming for was artwork that would say 'Hello!' to you from across the room."

AEROSMITH, *Box of Fire*  
COLUMBIA RECORDS  
ART DIRECTOR ALLEN WEINBERG

"This project was one of the most satisfying in my career because it gave me the chance to fulfill a creative concept I've had for years. I've always been fascinated with the visual possibilities of a cube of fire and when I was approached for ideas for an Aerosmith box set, my first thought was to call it *Box of Fire*. The group loved the approach and I finally had the opportunity to realize a long-cherished concept.



"The match, which opens the box when you symbolically 'light' it, was the most expensive component of the package. They cost ninety cents each and were hand-painted in four colors."

\* \* \*

Frank Zappa, *Civilization Phase III*  
EMI RECORDS  
ART DIRECTOR GAIL ZAPPA

"Frank had an approach to art direction that was similar to assembling a band: you find people whose talents you respect, put them together and, sometimes, the results far exceed your expectations.



"That was the case with this album, which I consider to be his masterwork. He knew that this would be his last recording and he paid very close attention to every aspect of it, including working with artist Uri Belashov on the concept for the cover painting. Frank's approach to album art is that it should give people an idea of the music they are going to hear inside and there's no better example of that than this album."

AGI would like to congratulate all artists, record labels, creative staff, and packaging companies involved with bringing forth excellence in design.

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# those who belong to ASCAP

## 1996 nominees

Jennifer Kimball The Mighty Clouds of Joy  
 Dave Hall Manuel Seal  
**Nine Inch Nails** Robert Shaw Jerry Herman  
**White Zombie** The Mavericks Steve Earle  
**Alan Jackson** Richard Foos  
 Montell Jordan Jorge Calandrelli Julie Andrews  
 Cindy Morgan **Bone Thugs-N-Harmony** John Pfeiffer  
 Willie Colon **Trisha Yearwood** Dave Van Ronk  
 Rene Dupere(SOCAN) **Eagles** Rene Dupere(SOCAN)  
**Madonna** Anointed **Annie Lennox (PRS)**  
 Rick Chertoff **Mike Stoller**  
 Brownstone **Mary J. Blige** Gyorgy Ligeti(GEMA)  
 Gwar **Naughty by Nature**  
 4HIM **Juan Gabriel** Jermaine Dupri Christopher Hogwood(PRS)  
 Tangerine Dream **Ziggy Marley and**  
 Josefa Heifetz The Nashville Bluegrass Band  
 Doug Williams **the Melody Makers**  
 Fourplay **Liz Pinnair** Carol Cymbala Shaggy  
**Emmylou Harris** Dianne Reeves Toni Childs  
 Lee Pitenour  
**Bob McDill** **Cypress Hill** Bruce Swedien  
 Bruce Carroll  
 Wynton Marsalis **Stevie Wonder**  
 Bill Bottrell Vernon Reid  
 Byron Berline **Michael W. Smith**  
 Martin Neary(PRS) Roomful of Blues Gretchen Peters  
 Pete Christlieb  
 George Jellinek **Bry** **Ada S**  
 Leona Pennario  
**oo i** Kitaro(JASRAC)  
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Dear **Madonna**,

Bravo for putting your **knife-wielding**  
stalker behind bars.

Might you now become more sensitive to defenseless  
animals **suffering** comparable **terror**, by no  
longer promoting bullfighting in your videos ("Take  
a Bow" and "You'll See")?

Your **continued** efforts to provide exposure for  
this bloodsport run counter to those of humane groups  
throughout the world that are working hard to halt this  
**shameful** spectacle. Young people and top artists  
are embracing animal rights—please don't turn back  
the clock on social **change**.



David Allocca, DMI



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# Artists & Music

POP • ROCK • R&B • RAP • DANCE • COUNTRY • LATIN • CLASSICAL • JAZZ • PRO AUDIO

## Guided By Voices Led To Studio Matador Set Offers Baroque Power Pop

■ BY BRADLEY BAMBARGER

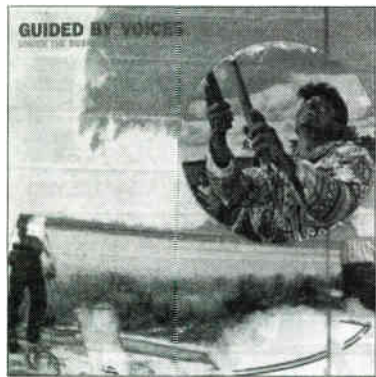
NEW YORK—Prolific savants of skewed power pop Guided By Voices are on the verge of graduating from lo-fi kingpins to modern rock spoilers with "Under The Bushes Under The Stars," the band's second Matador album and its first recorded in a traditional studio.

Due March 26, "Under The Bushes Under The Stars" represents an inspired leap from Guided By Voices' previous nine albums and sundry singles, which were recorded over the past 10 years as pop-art projects in various Dayton, Ohio, basements and living rooms.

"We made the 4-track recordings out of necessity, and now we've grown out of it," says Guided By Voices singer and main songwriter Robert Pollard. "But, we still learn the songs as we record them, to give them the immediacy that

rock has to have."

Compulsive music makers, the members of Guided By Voices kept writing



and recording even after turning in the album—eventually recalling and overhauling "Under The Bushes" three

times. The band ended up producing the bulk of the album itself, after sessions with Breeders boss Kim Deal yielded five tracks and time with indie-rock auteur Steve Albini produced two.

Even with the sonic upgrade and persistent futzing, "Under The Bushes" shouldn't disappoint the Guided By Voices cult. Those enamored of the band's past confluences of indie-rock spirit and British Invasion sensibilities—as on last year's "Alien Lanes" from Matador and 1994's "Bee Thousand" from Scat—should be overjoyed by the new album's 24 tightly wound mar-

(Continued on page 86)

## John Pfeiffer, Veteran RCA Classical Producer, Dies

■ BY HEIDI WALESON

NEW YORK—John F. "Jack" Pfeiffer, an executive producer at BMG Classics/RCA who recorded many of the greatest classical artists of the century during his unbroken 47-year association with the label, is considered by many to be the last link with the golden age of recording.



PFEIFFER

He died of a heart attack Feb. 8 in his New York office. He was 75.

Pfeiffer produced recordings by such legendary artists and ensembles as the violinist Jascha Heifetz; pianists Vladimir Horowitz, Artur Schnabel,

and Van Cliburn; harpsichordist Wanda Landowska; soprano Leontyne Price; conductors Arturo Toscanini, Leopold Stokowski, Fritz Reiner, Eugene Ormandy, and Charles Munch; and the Philadelphia, Chicago, and Boston symphony orchestras.

He began his career as the industry was switching from 78s to LPs (and the short-lived classical 45) and recording activity was exploding to keep pace with the change; at the end of his life, he was bringing those recordings to a new public by way of large-scale CD reissue programs.

The 65-disc "Heifetz Collection," released in October 1994, has been nominated for a Grammy Award.

Pfeiffer balanced technical expertise with a relaxed, humane rapport with the artists with whom he worked.

(Continued on page 95)

## New David Bowie BMG Set Spawns Int'l Art Contest

NEW YORK—BMG Entertainment International has sponsored an international art competition that relates to the "arty cult status" of David Bowie's new album, "Outside."

Held in 11 countries, the contest asked participants to convey their version of the album's contents in painting or sculpture.

The winners in each country will be part of the final competition scheduled for Tuesday (20) at Le Monde de L'art Gallery in Paris. The contest will be judged by Bowie, artist Hermann Nitsch, and BMG Entertainment International VP of international marketing Christoph Ruecker.

The event coincides with the end of the European leg of Bowie's world tour in support of "Outside." The winner will be awarded \$25,000 for tuition to further his or

(Continued on page 97)

## Sam Goody, ESPN Team For X Games Music Promo

■ BY TERRI HORAK

NEW YORK—Sam Goody has signed on as the music retail sponsor for ESPN's "X Games" promotion, which this year is using music to help attract young viewers.



The promotion, the X Games Road Show, is a 12-city tour that begins March 30 in Miami and runs through June 22 in Boston. Alternative bands will be featured on-site

as part of free daylong events designed to promote ESPN's X Games competition, which will air on the network June 24.

Now in its second year, the X Games (formerly called the Extreme Games)

feature "extreme" forms of skateboarding, biking, snow skating, and other fast-paced outdoor activities.

"This partnership represents a

(Continued on page 34)

## NPR Starts Classical Music Label To Help Provide Income, Prestige

■ BY DON JEFFREY

NEW YORK—In the wake of congressional budget cuts for public broadcasting, National Public Radio has started a classical record label as a means of increasing revenues for its cultural offerings.

The label, NPR Classics, will market recordings of performances from the archives and future programming of the popular two-hour daily NPR classical music show "Performance Today."

Ben Roe, the show's music producer, says that the label will begin operating in March and that CDs will be available at retail as late as the fall.

The worldwide distributor for NPR's releases will be Allegro, the Portland, Ore.-based independent distributor, which handles about 120 labels, many of which are classical.

Joe Micallef, president of Allegro,

says the offerings will range from "major artist retrospectives to potentially new artists. 'Performance Today' finds hot new talent and broadcasts it."

Spearheading the label will be Roe and "Performance Today" senior producer Don Lee. The show has 1.2 million listeners, according to Roe.

The program records classical artists in venues around the country and presents live

performances in the studio about once every two weeks. "We're building up the archive all the time," says Roe, adding that the show is "in the business of uncovering the next generation of talent."

Initial funding for the label has been provided by NPR. But, Roe says, he expects NPR Classics to become self-sustaining and provide profits for "Performance Today" and its broadcaster.

(Continued on page 104)



Black History.

Too strong to be silent.





## Michael W. Smith, DC Talk's McKeehan Top Dove Noms

BY DEBORAH EVANS PRICE

NASHVILLE—Michael W. Smith and DC Talk's Toby McKeehan lead the list of nominees for the Gospel Music Assn.'s 27th annual Dove Awards, which will be held at the Grand Ole Opry House here on April 25.

This year marks the introduction of several award categories, as well as the renaming of a number of other categories.

Smith is nominated in seven categories, including artist and male vocalist of the year. McKeehan has the potential to win eight awards. He was nominated for four as a member of DC Talk: two for songwriting credits and two producer nominations as part of the Gotee Bros. production team.

Other multiple nominees include

4HIM, Point Of Grace, Steve Taylor, CeCe Winans, and the multi-artist "My Utmost For His Highest" album, each with six nods. Steven Curtis Chapman, Larnelle Harris, and Jars Of Clay each received five nominations.



Jars Of Clay's nominations in

the categories of new artist and group of the year reflect the band's rapid ascent in the past year.

"It's exciting to see that there are some new faces, some new people being recognized," says GMA president Bruce Koblish. "I think the whole industry is excited about Jars Of Clay."

(Continued on page 104)

## Boyz II Men To Head Label At Sony Act Maintains Motown Recording Deal

BY J.R. REYNOLDS

The four artists who compose Motown R&B group Boyz II Men have entered into a joint venture with Sony Music Entertainment to create Stonecreek Recordings.

The announcement of the worldwide venture, which will be funded and distributed by Sony, was made by Boyz II Men members Nathan Morris, Michael McCary, Shawn Stockman, and Wanya Morris, and Sony Music Entertainment president/COO Thomas D. Mottola.

"[Boyz II Men's] level of success and proven abilities as songwriters and producers will serve as a powerful magnet for attracting new talent to both Stonecreek and other labels within the Sony system," says Mottola.

The deal with Sony will allow Stonecreek releases to be marketed

and promoted through Columbia Records Group, Epic Records Group, and associated labels, depending on the creative direction of each act.

The association with Sony also creates alternative outlets for applying



the quartet's acknowledged skills as writers, arrangers, and producers to artists within the Sony system, in addition to those signed directly to Stonecreek.

Morris says, "This deal gives us a creative avenue to do things that we would not be able to as Boyz II Men. We're not just sticking to R&B music. We'll be signing hip-hop, jazz, pop... all kinds of acts that will allow us to explore our creative potential."

Morris and Mottola declined to discuss financial details surrounding the deal.

Boyz II Men maintains its exclusive recording deal with Motown. Motown president/CEO Andre Harrell says, "Motown is looking forward to continuing its recording relationship with Boyz II Men for many releases to come. I wish them the best of luck and much success in their new venture."

PolyGram president/CEO Alain Levy says that PolyGram—Motown's parent company—was approached with the idea, "had words" with the band about it, but ultimately declined.

Another PolyGram executive puts the time frame for these discussions at six to nine months ago, prior to Harrell's arrival at Motown.

Levy adds, "We want artists to concentrate on their own careers rather than..."

(Continued on page 97)

## Motown Lays Off 21 Staffers Firings Part Of Move To New York

LOS ANGELES—Motown Records, engaged in what it describes as "a limited corporate reorganization," has terminated 21 employees. The move is part of the label's plans to relocate its headquarters from Los Angeles to New York.

Most of the staffers released were midlevel personnel, according to sources. No senior executives have been let go, according to a source.

The personnel changes, which had been expected, come in the wake of Andre Harrell's installation as Motown president/CEO (Billboard, Oct. 14, 1995).

Harrell developed a reputation with his impressive run as president and founder of Uptown Records, which broke such cutting-edge R&B acts as Mary J. Blige and Jodeci.

Commenting on the changes, the label issued a prepared statement

Feb. 12 that said, "Motown's new management team has taken steps to restructure in order to make the company stronger for the future and the current competitive environment, [and] a certain number of positions, mostly in the Los Angeles offices, have been affected by this restructuring."

The statement goes on to say that the restructuring in no way alters the current size of Motown's core organization, referring to the fact that Motown has significantly bolstered its A&R department in recent months. With the layoffs and recent additions, the label maintains a staff of 165.

According to sources, when the relocation is complete, the label plans to retain a satellite staff in Los Angeles roughly the size of its current New York staff.

J.R. REYNOLDS

## SESAC, BDS To Monitor More Genres

NEW YORK—Performing right society SESAC is broadening its ties to Broadcast Data Systems, the airplay recognition and monitoring service, to encompass genres beyond the Spanish-language music field.

Among the additional genres to be monitored, effective April 1, are top 40, album rock, adult contemporary, country, modern rock, R&B, and adult alternative.

By making a deal with BDS in 1994, SESAC became the first performance right group to use BDS' technology, which has tracked Latin music for SESAC/Latina, SESAC's self-contained subsidiary.

(Continued on page 95)

## Short Wait For 'Exhale' Video Set For Sell-Thru In April

BY SETH GOLDSTEIN

NEW YORK—Whitney Houston is expected to work wonders for 20th Century Fox Home Entertainment.

The best-selling album "Waiting To Exhale," which slips from its reign at No. 1 to No. 2 on this week's Billboard 200, has prompted Fox to release the movie of the same name as a sell-through video April 23.

Houston stars in the feature, which has grossed about \$65 million since it went into theaters late last year.

The studio estimates that consumer purchases will top 4.5 million cassettes, says Fox Home Entertainment marketing senior VP Bruce Pfander. At press time, album sales had reached 3.1 million units, according to SoundScan. Fox plans to fully exploit the cross-promotional potential of the video and the CD, especially in record chains.

Pfander says the studio is discussing opportunities with Arista Records,

Houston's label, but acknowledges that time is short. The decision to price the movie for sale instead of rental was made only in the past two weeks.

"We don't have the same planning horizons as usual," Pfander notes.

Nonetheless, he's confident Fox can develop sufficient demand among blacks, who made the movie a surprise hit, and a wider audience intrigued by the popular soundtrack.

"Music is going to have a greater impact now than it did during the theatrical [run]," Pfander predicts.

Retailers will enjoy ample room to price-promote the video. "Exhale" carries a suggested list of \$19.98, but chains can go as low as \$12.95 without violating Fox's minimum-advertised-price policy and losing co-op ad dollars.

"Exhale" is Fox's second R-rated feature, after "Speed," to go the sell-through route, normally a haven for family titles. "We wrestled with it," Pfander says.

### EXECUTIVE TURNTABLE

**RECORD COMPANIES.** Gary Baddeley is appointed VP/GM for Robbins Entertainment in New York. He was an attorney with Phillips Nizer Benjamin Krim & Ballon.

Ken Gullie is named VP of sales at Relativity Records in New York. He was national director of product development at RED Distribution.

Lisa Markowitz is promoted to senior director of publicity for Epic Records in New York. She was director of publicity.

The Enclave in New York names Leyla Turkkan a senior A&R executive. She was executive VP/GM of TAG Recordings.

Joanne Oriti is promoted to director of communications for Sony Music Entertainment in New York. She was manager of communications.

Arista Records in New York names Bill Wilson associate director of product management and Ari Martin associate director of artist develop-



BADDELEY



GULLIE



MARKOWITZ



TURKKAN



ALPERT



MORASKIE



POTTS



WILLIAMS

ment. They were, respectively, manager of product management and product manager for Epic Records. In Los Angeles, Arista names Catrin Walz director of travel management. She was director of office services.

Island Records' black music division in New York names Morace Landy national director of promotion and Ane Roseborough director of marketing. They were, respectively, Northeast regional manager and marketing manager.

Greg "English" Jones is named manager of field promotion for Loose

Cannon Records in New York. He was Northeast regional manager of urban radio/street promotion for Scotti Bros.

**PUBLISHING.** Derek Alpert is promoted to VP of motion picture music for Rondor Music International in Los Angeles. He was senior director of music development.

Ellen Moraskie is named VP, Latin music division, for Warner/Chappell Music in Miami. She was director, Latin America, for Sony Music Publishing.

Simon Potts is appointed head of Island Entertainment Music Publishing. His last music-industry position was senior VP of A&R at Capitol Records.

Peermusic in New York names Manuel Mosquera VP of finance and Brooke Wixson controller. They were, respectively, controller and assistant controller.

BMI in Los Angeles promotes Jessica Young to director and Elisa Randazzo to associate director of writer/publisher relations, West Coast. They were, respectively, asso-

ciate director of writer/publisher relations, Los Angeles, and executive assistant to the assistant VP of writer/publisher relations.

**RELATED FIELDS.** Michael S. Williams is named CFO of the Recording Industry Assn. of America in Washington, D.C. He was director of finance at the Pomona Valley Hospital Medical Center.

Susie Penley is promoted to manager of print advertising for PolyGram Holding in New York. She was media planner.



# Capitol's tripl3fastaction Revs Up 'Broadcaster' Set Follows Speedy Deal

BY CARRIE BORZILLO

LOS ANGELES—While tripl3fastaction may have named itself after a description on the Gold Bond medicated powder container, its moniker could also describe the swiftness with which the Chicago band received a label deal.

To say things happened fast for this band, known for its feedback-laden, fuzz guitar approach and energetic live shows, is a bit of an understatement.

Formed in 1993, tripl3fastaction played a few high-profile showcases that attracted flocks of A&R reps in summer and fall 1994, and a month or so later the group was signed to Capitol.

As if the A&R feeding frenzy wasn't whirlwind enough, tripl3fastaction has also been on the road since its inception with such artists as Juliana Hatfield, Buffalo Tom, and labelmates Supergrass and Menthol. The band will likely tour for the rest of 1996.

On April 2, Capitol will release the debut album, "Broadcaster," which was produced by Don Fleming (Teenage Fanclub, Sonic Youth).



TRIP3FASTACTION

Producer Brad Wood also recorded two tracks—the album's first single, "Revved Up," and "Sally Tree."

"It all happened pretty fast," says Wes Kidd, lead singer/guitarist/songwriter of tripl3fastaction, which is represented by Blues Traveler manager and H.O.R.D.E. tour co-founder Dave Frey. "The drummer, Brian [St. Clair], and I had been together in shitty bands for like 10 years, and about a year after we started playing as tripl3fastaction, we got all these people asking for tapes. It was goofy, really stupid. The whole thing made me sick."

## Singer/Songwriter Rothberg Is EMI's 'Underground' Discovery

BY PAUL VERNA

NEW YORK—The minute EMI Records senior VP Brian Koppelman met Patti Rothberg, he knew he wanted to sign her.

"She's one of those artists you come across once in 10 years," he says of the 23-year-old, New York-based singer/songwriter, who was discovered busking in the subway here.

For Rothberg, the feeling was mutual. "I knew that Brian was the one who listened and got it," she says, recalling her live audition at Koppelman's office.



ROTHBERG

On her April 2 EMI debut, "Between The 1 & The 9," Rothberg performs alternative rock with mature, thought-provoking lyrics about strained relationships—songs of yearning and anthems of self empowerment. The album ends with a hidden track that details Rothberg's experiences as a street performer.

Rothberg wrote all of the songs on her album, many of them during a year in Paris from 1992 to 1993. A gifted visual artist, Rothberg painted a self-portrait for the album cover and made drawings to go with each song lyric.

The first single, "Inside"—which will be serviced to modern rock, album rock, triple-A, and college stations March 4—is an acoustic rocker that sums up its generational-angst

theme in its first line: "Haven't done a thing today/I'm just sittin' around wastin' time away." Another of the album's highlights is the opener, "Flicker," a dreamy tune with defiant lyrics that rebuke an ex-lover.

While some of Rothberg's edgier songs, such as "Treat Me Like Dirt," might invite comparisons to the angry lyricism of Alanis Morissette, Rothberg insists she's not "an angry young woman with all this vengefulness. It's just that I have all this emotion, and I'm saying, 'Look at this pattern that all the girls that I know go through and even a lot of the guys I know go through.' And it's not just a guy/girl thing either. I hardly consider myself a male basher. In fact, I'm a male advocate."

In anticipation of the album's release, Rothberg, who is booked by Creative Artists Agency, and her band are on the road playing club dates throughout the Northeast, according to EMI senior director of marketing Dane Venable.

"We're also making 25,000 cassette samplers with 'Inside,' 'Treat Me Like Dirt,' and 'Flicker' to begin passing out at some of her gigs," says Venable.

"At radio, the reaction has been so strong that we're having to already slot things in," he continues. "Joel Folger at [commercial alternative KDFW] Dallas liked it so much he asked that Patti be on both of the station's Dallas spring festivals. We've also had a tremendous response from Bruce Warren at [triple-A] WXPX Philadelphia."

At the club level, the response has

The experience also served as lyrical inspiration for Kidd on such songs as "Bird Again," which is about getting back to his normal state of mind after being wooed for months by labels.

"I'd get Ahmet Ertegun—Ahmet Ertegun!—calling me, wanting to fly me in for lunch. That was the strangest thing," says Kidd. "Some meetings, people would sit around and kiss your ass. At others we had [a label head] screaming at us, telling us we didn't know what... we wanted to do. It was all really

(Continued on page 15)



Our Gang. Reprise Records celebrates the signing of New York trio Darla Hood. Shown, from left, are band member David Sellar, Reprise A&R rep Sue Drew, band member Luke, Reprise Records president Howie Klein, band member Joe Magistro, and Warner Bros. VP of legal affairs Rick Strecker.

## Grammy Predictions Underscore Focus On Women; MCA Pub Finds President

THE YEAR OF THE WOMAN: As clichéd as it sounds, it's true. The top three Grammy nominees, Mariah Carey, Alanis Morissette, and Joan Osborne, are female, and plenty of other women scored nominations. But who will walk away with the most trophies? That's the question as we make our predictions for Feb. 28.

Record of the year: "One Sweet Day" by Carey and Boyz II Men. It's sappy; it shows that superstars Carey and the Boyz play well with others and have great cross-format appeal. My choice is "Gangsta's Paradise" by Coolio Featuring L.V.

Album of the year: Look! No "Unplugged" albums are nominated. The Grammy goes to Carey's "Daydream," although Morissette could sneak in with a major upset.

Song of the year: In general categories such as this, the Grammy voters tend to be very conservative. This means that the award will probably go to Michael Jackson's "You Are Not Alone," which was written by R. Kelly. My nod goes to Osborne's "One Of Us," written by Eric Bazilian. Given the Academy's fondness for all things Disney/Alan Menken, I'm very surprised that "Colors Of The Wind" from the "Pocahontas" soundtrack isn't nominated.

Best new artist: What a strong category this year. Combined, the five nominees have sold a staggering 25 million albums. Half of those belong to Hootie & the Blowfish, whom I think should win, but I have a twitchy feeling that the Grammy will go to Morissette. That's cool, too.

Best female pop vocal performance: The Grammy voters love Bonnie Raitt, who's up for "You Got It," and they love "Colors Of The Wind" co-writer Menken; Vanessa Williams garnered a nod for that track. But I still think the Grammy will go to Carey's "Fantasy."

Best male pop vocal performance: My vote goes to Seal and "Kiss From A Rose." The Grammy goes to Jackson's "You Are Not Alone."

Best pop performance by a duo or group with vocal: "Let Her Cry" by Hootie & the Blowfish.

Best pop album: Odds on favorite is Carey for "Daydream," but don't be surprised if sentimental favorite Joni Mitchell wins for "Turbulent Indigo."

Best female rock vocal performance: After a few years' absence because of a lack of nominees, this category returns. It's padded, but I'm just happy it's back. The Grammy goes to Morissette for "You Oughta Know," even though every voting journalist cast a ballot for PJ Harvey's "Down By The Water."

Best male rock vocal performance: "You Don't Know How It Feels" by Tom Petty.

Best rock performance by a duo or group with vocal: It's conceivable that the award could go to the Eagles for "Hotel California," although NARAS has got to be hoping that the Grammy goes to a song written in this decade.

I'm rooting for "Run-Around" from Blues Traveler.

Best hard rock performance: "Spin The Black Circle" by Pearl Jam.

Best metal performance: Can you imagine Gwar getting on stage during the telecast to accept this award? It will never happen. The winner is Nine Inch Nails for "Happiness In Slavery."

Best rock album: Petty's "Wildflowers."

Best alternative music performance: The Grammy goes to Nirvana for "MTV Unplugged In New York," but my vote goes to Foo Fighters. Either way, Dave Grohl's going home with a Grammy.

Best female R&B vocal performance: The Academy loves Anita Baker, but this award should go to Brandy for "Baby."

Best male R&B vocal performance: "Baby's Home" by Barry White.

Best R&B album: There should be no doubt. The Grammy goes to "CrazySexyCool" by TLC.

Best female country vocal performance: Riding the crest of her Country Music Assn. sweep, I predict a win for Alison Krauss for "Baby, Now That I've Found You." Kraus is great, but my favorite is

"Safe In The Arms Of Love" by Martina McBride.

Best male country vocal performance: "Go Rest High On That Mountain" by Vince Gill.

Best country performance by a duo or group with vocal: "Here Comes The Rain," the Mavericks.

Best country song: This is a tough call, but I'm going with "Gone Country," written by Bob McDill and performed by Alan Jackson.

Best country album: I'm still baffled by Junior Brown's nomination for his self-titled album. Yes, it's good, but it really seems like a stretch, given that he receives no airplay, and that, after the nomination announcement, most country fans were scratching their heads, muttering, "Who?" If the goal was to spotlight an artist who deserves recognition, fine, but it hasn't worked. The Grammy goes to "The Woman In Me" by Shania Twain, but my vote goes to "Music For All Occasions" from the Mavericks.

Best song written specifically for a motion picture or for television: As I've mentioned, the Academy gets all gooey for Menken, who's nominated here as co-writer (with Stephen Schwartz) of "Colors Of The Wind," but it also bows at the altar of Barry Mann and Cynthia Weil, who co-wrote (with James Horner) "Whatever You Imagine" from "The Page-Master." A song no one heard from a movie no one saw. The Grammy goes to "Colors Of The Wind."

OTHER NEWS: Look for David Renzer to move to L.A. as head of MCA Music Publishing. The company's presidency has been vacant since Jay Boberg went to MCA Records last year. Renzer is president of Zomba Publishing.



by Melinda Newman



## Twila Paris Has New Look But Familiar Sound On Latest EMI Set

■ BY DEBORAH EVANS PRICE

NASHVILLE—With a change in record companies from Star Song to sister EMI Christian Music Group label Sparrow and a startlingly different photo on the cover, Twila Paris' new album, "Where I Stand," could be anticipated as a radical musical departure.

A few things might have been different in the making of the April 2 release, but Paris' fans will be

happy to know that they can expect music in the vein of what has made Paris the Gospel Music Assn.'s female vocalist of the year for the last three years and one of contemporary Christian music's premier singer/songwriters.

Well known in the contemporary Christian community for such songs as "The Warrior Is A Child," "Runner," "Every Heart That Is Breaking," "Destiny," and "God Is In Control," Paris has developed a

reputation as a formidable artist whose music is embraced not only by Christian radio but by church audiences. With the release of "Where I Stand," Sparrow hopes to broaden that appeal to the mainstream market.

"Our plan right now is to introduce Twila. She's never really had an introduction to mainstream retailers," says Sparrow marketing VP Jenny Lockwald. (Her last album on Star Song was released before EMI's 1994 purchase of the label.)

"We're going to familiarize them with the fact that she is a major contemporary Christian music artist. We'll do that by really going after the facts with them—how many Dove Awards she has won, the fact that she is a staple in the church with songs in hymnals, how many units she has sold—and solidifying with them that she is a valid, selling artist."

When asked why she left Star Song and signed with Sparrow, Paris says, "I had 11 years at Star Song. I have wonderful friends and felt like a lot was accomplished there, but there are times when you feel like God is saying that it's just time to move on. It [wasn't] any sort of negative thing."

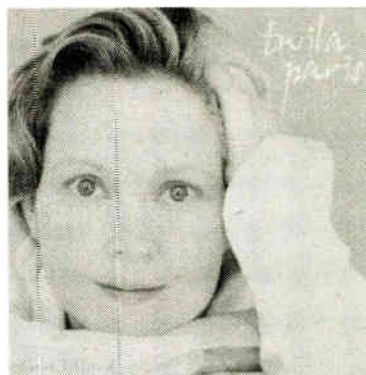
Though Sparrow is hoping Paris will draw a wider audience with this release, it won't be at the expense of her old fans. "Where I Stand" features the songs of faith and encouragement for which Paris is known. Musically, Paris says, she and producer Brown Bannister engineered a few changes.

"I think we were smack in the middle of AC with the last record, and I think we still are," Paris says. "We wanted the texture to be slightly different on this album, and the main change we made was, rather than having two electric guitars on the basic sessions, we had one electric and one acoustic. So, without becoming an acoustic album, it's a little more acoustic-oriented, a little bit warmer texture all the way through."

Fans may also be surprised at Paris' look on the album cover. Instead of her usual bangs and subtle makeup, the photo features an extreme close-up of Paris' face, with her hair pulled back and minimal makeup. Attendees of a recent Christian retailers convention didn't recognize her on the promotional materials at the Sparrow booth.

"It startled everyone," Paris admits. "We wanted to do something really fresh and different... and I said I've always wanted to do one of those photographs where it's minimal makeup, the hair is back off the face, and it really [is just] the face and eyes. You feel like you're really getting inside the person. It's not about glamour. It captures the personality, the person inside."

The album is also a reflection of the person inside in terms of its music. "Even though songs like 'Not Afraid Anymore' and 'Hold On' [are] addressed to other people, all the way through this album, there are definite elements that are vulnerable and revealing of where I am," she says. "I think the cover goes with that."



Paris has always been known for writing all her own material, and she continued to do that on "Where I Stand," with the exception of "Faithful Friend," which was co-written with Steven Curtis Chapman. Paris says Sparrow president Peter York really pushed her to write material for this project. "Peter York, as an A&R guy, really

challenged me," Paris says. "I brought in my batch of songs, and he encouraged me to think about going back and writing some more... I thought, 'We are only three to four weeks out from starting the album, and I don't know if I can write inspired songs on demand.'"

But Paris found she could rise to the occasion. The first single, "Faithful Friend," which will be released to Christian radio March 8, was one of the last songs written for the album. "Steven actually inspired the lyrics to the first verse," Paris says. "And of course, later, he actually wrote the verse that he sings because... I realized this needs to be a duet, and whoever is singing it needs to write the second verse so it would be complementary to the first."

Although Sparrow has no plans to push a single to mainstream radio, the label anticipates "Faithful

(Continued on next page)

### AN OPEN LETTER TO RECORD COMPANIES

I have spent the better part of the last 12 years endeavoring to become the best songwriter I could possibly be. I've released 3 albums to college radio and received enough airplay to know I can reach people. But through the years I've paid little to no attention to networking and promotion. Quality of my writing has always come first but in this business being marketable is as important, if not more, to getting noticed and signed. Now though, I'd like to be heard, and I'd like to retain my ideals in the process. So, my idea for you is this: I will donate 100% of my songwriter royalties to children's charities, on every record I make for whatever company wants me. If you can't market that, you can't market anything. You can make lots of money and I can make music and help people. Cynics beware. I'm not rich. I wait on tables for a living. This is real. It's on the table for whoever wants it.

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ROD STEWART	Louisiana Superdome New Orleans	Feb. 10	\$637,255 \$40/\$25	16,954 sellout	Beaver Prods.
ROD STEWART	Reunion Arena Dallas	Feb. 6	\$517,383 \$40/\$29.50	14,545 17,500	Beaver Prods.
ROD STEWART	Summit Houston	Feb. 5	\$448,210 \$65/\$25	13,212 16,210	PACE Concerts
RED HOT CHILI PEPPERS SILVERCHAIR RENTALS	Madison Square Garden New York	Feb. 9	\$408,403 \$27.50	14,851 sellout	Delsener/Slater Enterprises
ROD STEWART	Myriad Arena Oklahoma City	Feb. 8	\$390,346 \$39.50/\$29.50	10,569 15,600	Beaver Prods.
GEORGE STRAIT TERRI CLARK	Frank Erwin Center, University of Texas at Austin Austin, Texas	Feb. 9	\$371,272 \$22	17,260 sellout	Varnell Enterprises
AC/DC POOR	Alamodome San Antonio, Texas	Jan. 27	\$361,482 \$25.50/\$23.50	15,237 sellout	Stone City Attractions
OZZY OSBOURNE KORN LIFE OF AGONY	Alamodome San Antonio, Texas	Jan. 6	\$355,558 \$34.50/\$24.50/\$22	14,470 sellout	Stone City Attractions
AC/DC POOR	Summit Houston	Jan. 25	\$315,975 \$25.75/\$22.75	13,433 sellout	PACE Concerts
RED HOT CHILI PEPPERS SILVERCHAIR RENTALS	CoreStates Spectrum Philadelphia	Feb. 6	\$297,040 \$23.50	12,640 14,620	Electric Factory Concerts

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## CAPITOL'S TRIPL3FASTACTION REVS UP

(Continued from page 13)

demented.” Kidd says the band chose Capitol partly because it was the label’s senior VP of promotion, Phil Costello, who brought the band’s demo tape to Capitol president/CEO Gary Gersh, instead of an A&R executive.

“Usually, A&R forces radio into liking the music,” says Kidd. “But for the radio guy to be into it, we felt confident. And then when a bunch [of Capitol executives] came to see us and we sat down and had a good conversation, it seemed right.”

The marketing efforts for breaking the band have concentrated on touring and tour marketing, such as getting radio, retail, press, and Cema representatives out to shows and handing out five-song cassette samplers at the gigs.

One key element is to hammer away at markets region by region, beginning with the Midwest. The band’s tour with Menthol, which wrapped Feb. 15, marked its third swing through the Midwest since Capitol signed the act in fall 1994.

“We’re marketing this as an album-driven project,” says Clark Staub, senior director of marketing at Capitol. “We feel this record has a lot of great songs, and we intend to take this well into next year.”

Capitol will get even more aggressive when tripl3fastaction, which is booked by Creative Artists Agency, hits the road for its first West Coast jaunt March 18-30 with labelmates Everclear and London Records’ Hagfish. Key dates include three nights at the Roxy in

Los Angeles March 20-22, including a double show on March 21, when tripl3fastaction will play the Alligator Lounge in Santa Monica, Calif., after its Roxy performance. The tour also includes an already sold-out show March 28 at the 5,500-seat Seattle Arena.

Capitol will support the West Coast tour with print ads for both of its bands. To drive fans to retail, discount coupons for “Broadcaster” will be given away at the shows.

“We’re going all out for this tour,

including a tour poster designed by Coop, who did the artwork for Lords Of Acid’s last album cover and Nirvana tour posters,” says Staub.

Another part of the awareness campaign will be a postcard mailing to 10,000 fans on Frey’s and Blues Traveler’s fan list. In an effort to create a fan list for tripl3fastaction, the mailing will feature a bounce-back card for fans to receive the five-song cassette sampler.

With touring as important to the band as it is to the label and management, Kidd says the goal of the album was to capture the band’s live feel as much as possible. The album even features an extended jam of “Superstar” (a possible future single) that clocks in at nearly 10 minutes, as well as three other songs that are approximately five minutes each.

“It’s so important to get the live thing down,” says Kidd. “You see so many great bands live and the record sucks. We totally wanted our record to sound like our shows do.”

On the radio front, Capitol plans to work college radio fiercely to create a base. The first single for modern rock radio, “Revved Up,” will be worked to the format starting March 25.

Modern rocker WKQX (Q101)  
(Continued on page 19)

## TWILA PARIS HAS NEW LOOK BUT FAMILIAR SOUND

(Continued from preceding page)

Friend” to be a major hit at Christian stations. Mark Rider, PD at WAYM-FM Nashville, hasn’t heard the single but says he’s open to giving it a shot. “[Sparrow] is really trying to take her to that next level. She has always been thought of as a little more inspirational, whereas Steven is not. He’s more contemporary, obviously,” Rider says. “Even though she used to be pretty contemporary, they kind of made her more middle of the road as years went by. Maybe this is them bringing her back to center, which I think is a really good idea.”

In addition to promoting heavily to radio, Sparrow plans a big push

at retail that will involve banner boards and counter easels promoting the release and offering consumers special prerelease reservation forms to reserve a copy of the album prior to street date. Lockwald says the label may station greeters at retail entrances to show consumers where to find the album.

Paris has served as the spokeswoman for the San Luis Obispo, Calif.-based Parable Group, an organization that represents 350 independent Christian bookstores nationwide. Paris’ involvement with Parable will aid in promoting the album. Plans call for Parable to

run a teaser in its March product catalog, and it will hold a big campaign in the catalog to coincide with the album’s release.

Lockwald feels the album will be a hit with Christian radio and the church crowd who have always made Paris’ music part of their worship services. To make sure the church audience is aware of the release, Sparrow plans a special promotion with Worship Leader magazine. The promotion involves a brochure that will feature Paris and Sparrow labelmates Cheri Keaggy and Steve Green, spotlighting songs that would be appropriate for use in church services,

such as “Honor And Praise.” Lockwald says Sparrow plans to distribute the brochures at worship-leader conferences across the country this year.

Fans will have the chance to hear Paris perform the music from “Where I Stand” live when she embarks on her fall tour. The opening act and other specifics are still in the works, but Paris is anxious to hit the road. “It’s a lot of fun for me,” she says. “I love being in the studio, but I also love doing the songs live, and all the lights add to giving the song a somewhat different life than on the album. That has always intrigued me.”

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# MUSICMASTERS SALUTES BENNY CARTER

(Continued from page 1)

to a wider audience."

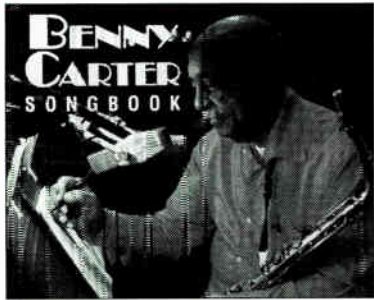
Carter also sees the disc drawing in new fans for his tunes. "These days, it seems there are many more popular singers than there are popular instrumentalists," says Carter, who also plays trumpet, trombone, tenor sax, clarinet, and piano. "Singers sell the big records. As listeners, we attach ourselves to words, to the emotions and stories around the lyrics. I'm really an instrumentalist, a melodist. There are many songs that I've played that I don't really know the words to. But with the general public, they are very important. So this might help."

Carter is also likely to gain attention from two other releases. Rhapsody Films has issued Harrison Engle's 1989 Carter documentary "Symphony In Riffs" on video for the first time. The title sold in record stores, \$24.99 list price. In June, Verve will reissue "The New Jazz Sound," a two-disc set.

The timing is right for "Songbook," according to Schoen. "Benny has received a great level of support with fellow musicians, jazz press, and radio as well. But I think we're lagging a little bit on the consumer end. One of the things we are hoping for with this record is to expand his base. Considering that the guy has received the lifetime achievement award Grammy and two additional Grammys, there's considerable upward movement available at the retail level. It could always be bigger for him."

The album is a follow-up to the Grammy Award-winning 1994 disc "Elegy In Blue" on MusicMasters. The label also released the album "Best Of Benny Carter" in 1995, "but that was just to keep us visible until this one was ready," says Schoen.

MusicMasters began its campaign



We're infusing more vocals into our rotation, and so far, it's good. The downside is that there aren't enough quality jazz vocalists compared to the numbers of quality instrumentalists. But this record is wonderful; it would be right for drive-time play."

## FIRST RECORDING IN 1927

Carter's accomplishments are legion. Critic Peter Watrous once said that discovering his body of work is like discovering "a lost continent." Along with Johnny Hodges and Charlie Parker, Carter is often said to have created the modern saxophone language. "There are no others even vaguely similar," critic Stanley Crouch once wrote.

Carter, a New York native, worked club dates in Harlem as a teenager, playing C-melody saxophone. Pianist Willie "the Lion" Smith convinced him to switch to alto in 1924, and a blessed companionship was formed. (In the late '20s, he also picked up the trumpet, which he still plays.) He put his first arrangement on disc in 1927, under the auspices of Fletcher Henderson. After a short stint leading his own large group, he worked with two highly respected units: the Chocolate Dandies and McKinney's Cotton Pickers.

Word got around regarding the clever nature of his charts, and Carter wrote arrangements for the Ellington group as well as pieces that helped spark the rise of Benny Goodman's band.

His own orchestras became deified, even by an overseas audience. In 1934, he took an extended trip to France, the U.K., and the Netherlands, where he made a point of integrating his bands.

Back home by '38, his credentials as an arranger were by then impeccable. The style of his alto playing began to be scrutinized, and many considered him one of the most individualistic voices of the day.

By 1943, he was on the West Coast, swept up in the plentiful work offered by the television and movie industry.

In 1945, Hollywood, Calif., was his home, and Carter regularly wrote film scores, including those to "The Snows Of Kilimanjaro," "The Five Pennies," and "Flower Drum Song." He also wrote the music for many episodes of the TV series "M-Squad."

When "Further Definitions," now a classic, came out in 1961, it proved that the glitz of Tinseltown did nothing to mar Carter's essential jazz skills. His writing for reeds—he also did wonderful work for Count Basie at the time—was plush yet gutsy.

All his subsequent activity, especially his sublime improvising throughout the '30s, has been heard as it should be: as the inventions of a wizard. The "Songbook" pieces remind the listener how supple, rich, and romantic his work can be.

"I don't write what I call 'jazz tunes,'" Carter says. "If you hark back to the beginning of the jazz movement, most of the songs were just songs that were written for everyone to enjoy, played just the way they were. Look at all the wonderful Tin Pan Alley tunes that were done by, say, Louis Armstrong. They were just lovely songs. It was the

way he did them that made them jazz. Jazz players have done just as much with Cole Porter and Gershwin tunes as they have with songs that were written strictly as jazz pieces."

Carter says that he never puts his pen down for long. "Hearing the old songs being sung by these people inspires me to go on writing. When I see the response [to these tunes], I want to go forward."

Some of the tunes on "Songbook" are new. Carter wrote "I Was Wrong" for Williams and "You Bring Out The Best In Me" for Short.

"Bobby walked into the studio with the sheet in his hand and a smile on his face," says Carter. "He said, 'Gee, you really know how to write a song for me.' I was flabbergasted."

Krall's track, "Fresh Out Of Love," is also new. For the singer, it was a lesson to record with Carter. The title cut to her first GRP disc was Carter's "Only Trust Your Heart."

"It's an honor to work with him," Krall says. "But better, it's fun to study how his music works up close. We did everything live. To sing a composer's music with the composer, especially if he's this innovative saxophonist and arranger, is a real learning experience."

Some tracks have an air of mystery. "I See You" was written 50 years ago and was heard by nobody except Carter and lyricist Kaye Parker until Lee recorded it on "Songbook."

Carter says he has never recorded "Cow-Cow Boogie." "It was done for a motion picture called 'Ride 'Em Cowboy' with Abbott and Costello," he says. "Then it had the big record by Ella Mae Morse and was also done by Mel Torme and others, even the Judds."

Carter doesn't like to script the dynamics in the studio.

"I'd read that his approach to things was very spontaneous," Krall says. "That's what jazz is all about. I was concerned that I wouldn't be prepared. But the studio was very relaxed. At the end of the afternoon, he actually gave me a stack of his tunes, the sheets. What a present."

Carter says that with Krall he wanted "everything to be just right, but I also wanted her to be comfortable and sing it as she felt it. So we were loose. She has such a natural feel, so natural that I wonder where she got it at such a young age."

Carter's extended works have a knack for sounding simultaneously elaborate and cozy; blues motifs are often found in the center. Carter thinks that the orchestral language has changed since his early days, "but not drastically so."

"Today's musicians are much more formally trained," says Carter. "There

are plenty of things that I know now that I wish I knew then."

The Lincoln Center bash will be a real help to the "Songbook" launch, says Schoen. "It's a wonderful opportunity that you don't often get with a record release. We're also letting retailers in New York know all about it. Hopefully, that will translate into regional breakout activity as well."

Schoen says that international marketing will mirror the U.S. plans and that any tour dates Carter schedules worldwide will be supported with advertising.

At HMV's Cambridge, Mass., store, jazz buyer Roger Koehnlein says, "Songbook" really could be something special. Benny's not a high-profile seller up here, but I personally like him—the way he structures his solos has been very influential. Records by singers sell well these days, and this will probably be his most impressive disc, sales-wise. We also play this kind of stuff in the store."

Schoen says MusicMasters primed the pump at BMG's corporate gathering in New Orleans last month. "Benny was the featured artist in the jazz portion of a video we showed at the BMG convention. It was to get the field and sales people hip to our big priority. It's nice when you have that kind of excitement. That translates to retail, radio, and all those things. Like, 'Man, that Benny Carter record is great; what else you got going?'"

## A Sampling Of Benny Carter Recordings: 1928-1993

Following are highlights from Benny Carter's extensive discography.

- "A Study In Frustration: The Fletcher Henderson Story" (Columbia/Legacy). In 1928 and 1929, Carter took over the arranging duties for Henderson's unit from Don Redman. This enabled him to write crafty, almost serpentine ensemble passages and hear them played perfectly by one of the most sharply honed horn sec-

tracks are historic: the trio teams with drummer "Papa" Jo Jones, and pianist Teddy Wilson takes interplay to an extraordinary level, making almost every phrase by the group sound novel.

- "Jazz Giant" (Contemporary). This septet with Ben Webster and Barney Kessel is less about arrangement and more about soloing. Never doubted as a soloist, Carter nonetheless reached a new degree of articulation on this set, released in 1958. Turning the corner toward a place where technique becomes an invisible ally, Carter makes the blues sound like the richest language on earth.

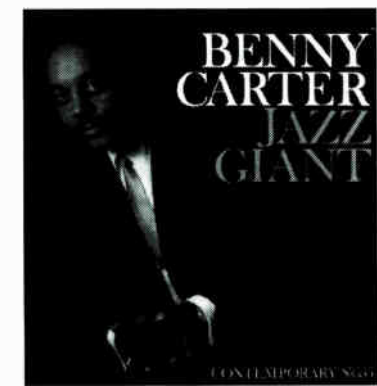
- "The Complete Roulette Studio Recordings Of Count Basie And His Orchestra" (Mosaic). The best gathering of Carter's composing and arranging for the second great Basie big band is found on the last part of a must-have boxed set. No less dramatic than his TV scores ("M-Squad Theme" is enclosed here), the work he did for Basie at the start of the '60s put some lilt into the hard-driving orchestra. There are exquisitely placed silences, deluxe passages in which one section of horns erupts as another swoops downward, and fanfare melodies by the truckload.

- "Further Definitions" (Impulse!). After an extended string of writing for television and film, Carter signed up with the most happening jazz label of the '60s for a date that unified four masters of the sax in its front line. Coleman Hawkins, Charlie Rouse, Phil Woods, and Carter rode the supple, luxurious material written for the session. "Reeds'n' rhythm" is how this 1961 disc is often described, and the design of ways for the two essential band components to coexist is one of Carter's lasting achievements.

- "A Gentleman And His Music" (Concord). Almost all who record with him claim Carter to be utterly relaxed in the studio, but in 1985 this lighthearted septet, which included trumpeter Joe Wilder, created the sound of a sigh. Ben-

ny's expertise with the blues vernacular creates the kind of certitude that genuinely disarms the listener. In this refined atmosphere, not one note is out of place.

- "Central City Sketches" (MusicMasters). In 1987, Carter again got a chance to lead a big band, this time the American Jazz Orchestra, a repertory ensemble assembled to play exactly the kind of classic works that Carter wrote. At the time, he



said that leading the band was a "luxury." This live record captures some of his best-known tunes, including "Doozy," "When Lights Are Low," and the title suite, composed for the occasion and conducted by Carter. The overall tone of the disc is both erudite and chummy.

- "Legends" (MusicMasters). In 1993, Carter, 86, shared the studio with older geni Hank Jones and Doc Cheatham and young adepts Christian McBride and Lewis Nash. His playing is pared down to nothing but the essentials, and his melodic acumen is bolstered to incredible heights. It's easy to hear; several of these tracks are duets with Jones, whose own discriminating artistic sense bars any unnecessary moves. On "Wonderland" and "People Time," it's obvious that grace can be a strong suit when it comes to exchanging formidable ideas with an equally talented cohort.

JIM MACNIE



From left, Carter with Bobby Short.

for "Songbook" in November 1995 at the JazzTimes Convention in New York. The label placed "a little teaser" from "Songbook" in gift bags received by all registrants. It was a three-track cassette that included "All That Jazz," a duet between Carmen Bradford and Kenny Rankin; "Only Trust Your Heart" by Reeves; and Hendricks' take on "Cow-Cow Boogie."

"The intention was to get people's attention and let them know the scope of the project," says Schoen. "Most were knocked out by the concept, saying, 'Oh man, this is the kind of project we've been waiting for.'"


Gary Vercelli, music director of KXJZ Sacramento, Calif., thinks radio should get excited, too. "I would consider this for heavy rotation," he says. "It's a testament to Benny as a composer, soloist, and arranger. It doesn't surprise me that some of the great singers of this time would line up to get involved. Williams epitomizes Benny's elegance on the horn in the interpretation of 'I Was Wrong,' which would be a power track here at the station. They also sequenced the material well; there are lots of strong tunes at the front."

Vercelli says vocal discs are on the rise. "Vocals are a real important element in terms of holding the listener.



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 "Where Ever You Are"  
 dropping February 28th

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**George Huntley - Brainjunk**  
 Connells singer songwriter  
 solo effort in stores now  
 and AAA February 21.

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**G/Z/R - Plastic Planet**  
 featuring  
 Geezer Butler (Black Sabbath)  
 & Burton Bell (Fear Factory)  
**#1 Metal -Hits/FMQB/Gavin.**

W RECORDS



**Psykosonik - Unlearn**  
**#11 Billboard Club Play**  
**#1 Net**  
**#1 Midwest Dance**  
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## ROTHBERG

*(Continued from page 13)*

been no less impressive, according to Venable. He credits Steve Weitzman, owner of New York haunt Tramps, for spreading the word on Rothberg and booking her in key time slots.

"He has been the biggest supporter," Venable says of Weitzman. "Besides putting her on a bill at Tramps twice so far, he's had a lot of people from all different types of media call us and come up to us, just asking who Patti Rothberg is."

Beyond the club appearances and radio push, EMI will promote "Between The 1 & The 9" with a print campaign, appearances on syndicated radio shows and at the Pollock Convention, and a video that will be serviced to MTV, which has already expressed an interest in Rothberg, according to Venable.

The label also plans to include Rothberg in its spring "developing-artist program," which offers retailers discounts, extended dating, and additional co-op funds as an incentive to buy deeply on the album.

Furthermore, Rothberg will have her own page on the EMI World Wide Web site on the Internet, according to Venable. He adds that EMI will release "Between The 1 & The 9" in all major territories outside the U.S.

Rothberg was introduced to Koppelman by her manager, Alicia Gelernt, whose sister was Koppelman's law school classmate. It was Gelernt who discovered Rothberg busking in the subways between the platforms for the 1, 9, and L trains at 14th Street.

"Alicia came up and said, 'What's going on?' I said, 'I'm just kind of sitting here in the subway playing guitar,'" recalls Rothberg. "So she said, 'How much do you make an hour doing this?' I said, 'Five dollars, if I'm lucky.' And she said, 'Well why don't you come with me. I know this guy who has a home studio, and you can make some tapes.' I was out of a job and totally frustrated, so I went."

Gelernt introduced Rothberg to "Little" Dave Greenberg, a recording enthusiast with a home studio. The three formed an instant bond, recording songs at Greenberg's studio and calling themselves "the firm."

In fact, the chemistry between Rothberg and Greenberg was so strong that when Koppelman signed the artist he insisted that Greenberg produce her album, even though he had no prior experience working on a major project.

"With an artist like Patti, the record company needs to be as transparent as possible. We're allowing her to become comfortable enough to be who she is. That's why we didn't want to put her with a big-time record producer," says Koppelman.

Rothberg says she relishes the attention lavished on her by EMI and the early press response to her work (she has received mentions in The New York Times and The Philadelphia Inquirer).

However, she says, her feet remain planted firmly on the ground. "Maybe some day it will all catch up to me, but I don't think it really will," she says. "I have what I wanted. I wanted a job."

Then she adds, wistfully, "I'm gonna miss playing in the subway."



# Continental Drift

UNSIGNED ARTISTS AND REGIONAL NEWS  
EDITED BY MELINDA NEWMAN

**RICHMOND, VA.:** If the songwriting approach of the Dave Matthews Band were to absorb the upbeat rhythms of ska and reggae, the result would sound like *Fighting Gravity*. Yet, a flair for diverse and imaginative composing isn't the only thing these eclectic Virginia bands share; both have ridden a



FIGHTING GRAVITY

huge wave of independent success. "For an unsigned band, we're very pleased with the response we've received," says guitarist/vocalist **David Triano**. The band has sold a whopping 52,000 units of its first two releases, "Shishkabob" and "No Stopping, No Standing." And although the band's newest effort, "forever=1 day," has been out only a month, it shows equal sales promise and is already receiving airplay on college stations from Virginia Beach, Va., to Killington, Vt. Equally impressive is the band's drawing power; it has been packing them in at colleges and in clubs along the East Coast from the Carolinas to New England. Club booker **Paul Manna** says, "These guys do amazing everywhere they go." Fighting

Gravity has also contributed tunes to a pair of compilations on Bob Records ("Ska Gone South" and "Ska Cover To Cover"). The lineup of the 7-year-old group includes lead vocalist **Schiavone McGee**, percussionist **Mike Boyd**, keyboardist **Eric Lawson**, bassist **David Peterson**, saxman **Karl Von Klein**, and trombonist **John Utley**. As Killing Gravity, they've shared the stage with the **Bodeans**, the **Connells**, **Eek-A-Mouse**, **Juliana Hatfield**, and, of course, the **Dave Matthews Band**. Contact **Frank X. Weber** at FMI Inc. at 516-862-0721.

J. DOUG GILL

**FORT LAUDERDALE, FLA.:** The members of **Nectar** have been buzzing around since late 1994 after their former bands, **Planet Boom** and **Velvet Revolution**, broke up in the same week. "We were all together in the same rehearsal studio bumming out in the hallway," says vocalist **Randy Bates**, "but then we started eyeing each other's bands for a new lineup."

That lineup became guitarist **Sean Snyder**, drummer/percussionist **Chris Johns**, and bassist **Dave Poole**, whose day job is as a tattoo artist and who has left his mark on several band members. The band's music, which is an aggressive combination of alternative rock, metal lite, and melodic liquid grooves, is given the full treatment on its new self-titled, 11-track CD, recorded at Live Wire Studios and mastered at Fuller Sound. The single "Celebration" is the most requested song on local high school station WKPX, and airplay has extended to commercial stations WZTA Miami and WSHE Fort Lauderdale and the University of Miami's WVUM, where the band recently performed a live on-air acoustic set. Nectar has been heavily touring the state and is planning an ASCAP showcase in New York and a gig at the SXSW Music Conference in Austin, Texas. The band recently inked a management deal with John Tovar Music Group, which has worked with **Marilyn Manson**, the **Mavericks**, and the **Goods**. Contact **John Tovar** at 305-275-8242.



NECTAR

SANDRA SCHULMAN

**MILWAUKEE:** **Pet Engine** had no intention of releasing a second CD anytime soon, but the attention given to a demo of its song "Place To Breathe" by new rock station WLUM Milwaukee forced the group's hand. With consistent airplay—and a spot on a successful local band bash co-sponsored by the station and local alternative weekly newspaper *The Shepherd Express*—came a public clamor for **Pet Engine** material. The band's four-song EP, "Musicalbum," released by Milwaukee's **Don't Records**, shows greater focus than the full-length album released two years ago. Incongruous '70s rock guitar solos and instrumental bridges have disappeared, permitting an unencumbered appreciation of guitarist **Steve Ziel**'s talent for penning garagey Midwestern rock tunes with pop hooks. **Don't Records** has not started to promote the new disc outside of Milwaukee, but **Pet Engine** has been working hard during the past few years to cover the Midwest club circuit. Contact **Don't** at 414-224-9023.

DAVE LUHRSEN

## TRIPL3FASTACTION

(Continued from page 15)

Chicago has already shown support for the band by playing its two 7-inch singles, a 1994 version of "Revved Up"/"Sally Tree" on the defunct Limited Potential Records and 1995's "Ronnie's Pants"/"Aero-smith" on the local Hit It! label. PD Bill Gamble says there's anticipation for the album.

"Good music comes before local music, but when we have good local music, it's the best of both worlds," says Gamble. "People really like them in town."

Prior to the release of "Broadcaster," Capitol is issuing three promotional 10-inch vinyl sets featuring all of the songs from the album, plus the additional track "Bed Head." The sets go out Feb. 29 to college radio, select press, and indie retail accounts to further awareness.

Capitol also has its sights set on markets outside of the U.S. The band will play in London Feb. 29 for EMI executives, local booking agents, and promoters. An international release date for "Broadcaster" hasn't been set yet, but the label plans to work the album in and out of the U.S. for some time to come.

Costello adds, "It doesn't matter how long it takes to break this act. We stick to records here. We've done it with Everclear and Radiohead, and we'll do it with them."

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# BILLBOARD'S HEATSEEKERS ALBUM CHART

THIS WEEK	LAST WEEK	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUGGESTED LIST PRICE OR EQUIVALENT FOR CASSETTE/CD)	TITLE
			COMPILED FOR WEEK ENDING FEBRUARY 24, 1996 FROM A NATIONAL SAMPLE OF RETAIL STORE AND RACK SALES REPORTS COLLECTED, COMPILATED, AND PROVIDED BY <b>SoundScan®</b>	
			★★★★ <b>No. 1</b> ★★★★★	
1	3	26	<b>TERRI CLARK</b> MERCURY NASHVILLE 526991 (10.98 EQ/16.98)	TERRI CLARK
2	2	14	<b>KENNY WAYNE SHEPHERD</b> GIANT 24621/WARNER BROS. (10.98/15.98)	LEDBETTER HEIGHTS
3	5	14	<b>3T</b> MJJ/550 MUSIC 57450/EPIC (10.98 EQ/15.98)	BROTHERHOOD
4	10	23	<b>JARS OF CLAY</b> ESSENTIAL/SILVERTONE 41580/JIVE (10.98/15.98)	JARS OF CLAY
5	6	18	<b>MYSTIKAL</b> BIG BOY 41581/JIVE (10.98/15.98)	MIND OF MYSTIKAL
6	4	26	<b>GARBAGE</b> ALMO SOUNDS 80004*/Geffen (10.98/16.98)	GARBAGE
7	8	2	<b>LINDA DAVIS</b> ARISTA 18804 (9.98/15.98)	SOME THINGS ARE MEANT TO BE
8	7	7	<b>FOR SQUIRRELS</b> 550 MUSIC 67150/EPIC (7.98 EQ/11.98)	EXAMPLE
9	11	20	<b>JIM BRICKMAN</b> WINDHAM HILL 11164 (9.98/15.98)	BY HEART
10	15	120	<b>ADAM SANDLER</b> ● WARNER BROS. 45393 (9.98/15.98)	THEY'RE ALL GONNA LAUGH AT YOU
11	9	20	<b>JEWEL</b> ATLANTIC 82700/AG (7.98/11.98)	PIECES OF YOU
12	14	9	<b>JERALD DAEMYON</b> GRP 9829 (9.98/16.98)	THINKING ABOUT YOU
13	18	3	<b>STABBING WESTWARD</b> COLUMBIA 66152 (9.98 EQ/15.98)	WITHER BLISTER BURN + PEEL
14	13	13	<b>TERRY ELLIS</b> EASTWEST 61857/EEG (10.98/16.98)	SOUTHERN GAL
15	20	25	<b>POINT OF GRACE</b> WORD 67049/EPIC (9.98 EQ/15.98)	THE WHOLE TRUTH
16	16	2	<b>LA MAFIA</b> SONY 81722 (8.98 EQ/13.98)	UN MILLON DE ROSAS
17	23	4	<b>LONESTAR</b> BNA 66642/RCA (9.98/15.98)	LONESTAR
18	17	16	<b>FROST</b> RUTHLESS 1504*/RELATIVITY (10.98/16.98)	SMILE NOW, DIE LATER
19	1	2	<b>FRANK BLACK</b> AMERICAN 43070/WARNER BROS. (10.98/15.98)	THE CULT OF RAY
20	19	18	<b>DEBORAH COX</b> ARISTA 18781 (10.98/15.98)	DEBORAH COX

The Heatseekers chart lists the best-selling titles by new and developing artists, defined as those who have never appeared in the top 100 of The Billboard 200 chart. When an album reaches this level, the album and the artist's subsequent albums are immediately ineligible to appear on the Heatseekers chart. All albums are available on cassette and CD. \*Asterisk indicates vinyl LP is available. ○ Albums with the greatest sales gains. © 1996, Billboard/BPI Communications.

21	12	17	<b>THE CORRS</b> 143/LAVA 92612/AG (10.98/15.98)	FORGIVEN, NOT FORGOTTEN
22	26	4	<b>ENRIQUE IGLESIAS</b> FONOVISA 0506 (9.98/13.98)	ENRIQUE IGLESIAS
23	27	26	<b>EDWIN MCCAIN</b> LAVA 92597/AG (10.98/15.98)	HONOR AMONG THIEVES
24	25	36	<b>RHETT AKINS</b> DECCA 11098/MCA (10.98/15.98)	A THOUSAND MEMORIES
25	22	7	<b>SON VOLT</b> WARNER BROS. 46010 (10.98/15.98)	TRACE
26	29	28	<b>THE IMMORTALS</b> VERNON YARD 39629/VIRGIN (9.98/15.98)	MORTAL KOMBAT: THE ALBUM
27	21	8	<b>DOUG SUPERNAW</b> GIANT 24639/WARNER BROS. (10.98/15.98)	YOU STILL GOT ME
28	40	5	<b>RUBY</b> CREATION/WORK 67458/COLUMBIA (10.98/15.98)	SALT PETER
29	24	12	<b>GROUP HOME</b> PAYDAY/FFRR 124079*/ISLAND (10.98/15.98)	LIVIN' PROOF
30	28	3	<b>FUN FACTORY</b> CURB EDEL 77824/CURB (10.98/15.98)	FUN-TASTIC
31	34	15	<b>PURE SOUL</b> STEP SUN/INTERSCOPE 92638/AG (10.98/16.98)	PURE SOUL
32	31	16	<b>MANDY PATINKIN</b> NONESUCH 79392/AG (10.98/16.98)	OSCAR & STEVE
33	—	1	<b>KILO</b> WRAP 8147/ICHIBAN (10.98/15.98)	GET THIS PARTY STARTED
34	—	1	<b>THE NIXONS</b> MCA 11209* (9.98/15.98)	FOMA
35	30	13	<b>DARYLE SINGLETARY</b> GIANT 24606/WARNER BROS. (10.98/15.98)	DARYLE SINGLETARY
36	38	13	<b>BONEY JAMES</b> WARNER BROS. 45913 (10.98/15.98)	SEDUCTION
37	—	1	<b>CRISTIAN</b> MELODY 0510/FONOVISA (9.98/13.98)	EL DESEO DE OIR TU VOZ
38	35	4	<b>LOUD LUCY</b> DGC 24733/GEFFEN (9.98/12.98)	BREATHE
39	—	1	<b>BARENAKED LADIES</b> REPRISE 46183/WARNER BROS. (7.98 CD)	SHOEBOS (EP)
40	—	1	<b>DONALD LAWRENCE &amp; TRI-CITY SINGERS</b> CRYSTAL ROSE 51480/SPARROW (9.98/13.98)	BIBLE STORIES

## POPULAR • UPBRISINGS

BILLBOARD'S WEEKLY COVERAGE OF HOT PROSPECTS FOR THE HEATSEEKERS CHART • BY CARRIE BORZILLO

**HAPPY HAPPY, JOY JOY:** After extensive touring and a massive setup on the part of Columbia, **dog's eye view's** debut album, "Happy Nowhere," is finally starting to make some serious sales strides.

This week, the album saw a 62% increase in sales over last week, according to SoundScan. The album, which was available in select retail outlets Oct.



**Rich Debut.** Rich McCready nabs a string of dates with Tracy Lawrence and Toby Keith Feb. 25-March 9. McCready's first single, "Hangin' On," from his self-titled Magnatone debut, due Tuesday (20), is No. 60 with a bullet on Hot Country Singles & Tracks. McCready is also scheduled to play some festivals this summer.

10, 1995, to coincide with the band's tour dates, but was released nationwide Jan. 30, has sold more than 10,000 units, according to SoundScan. The recent sales surge can be partly attributed to the clip for the first single, "Every-

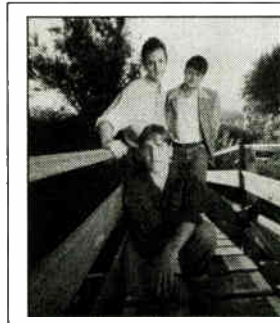
thing Falls Apart," being placed in regular rotation on MTV Feb. 5, as well as airplay on VH1 and modern rock and album rock radio. "Everything Falls Apart" is No. 39 with a bullet on Modern Rock Tracks and No. 24 with a bullet on Album Rock Tracks this week.

Before Columbia signed the band, the group's lead singer/songwriter **Peter Stuart** toured with **Counting Crows** and on the **Tori Amos** and **Cracker** tour in 1994 (Billboard, Jan. 6). Billed as **dog's eye view's Peter Stuart**, the singer opened the shows either solo or accompanied by a bass player. He also sold demos at the gigs and built a loyal fan base.

Stuart frequently converses with those fans via E-mail. In fact, **Bridget Roy**, director of marketing at Columbia, says that the dog's eye view World Wide Web site is now the most active of all the Sony sites and that Stuart is one of the label's most active users—and schmoozers—on the Internet.

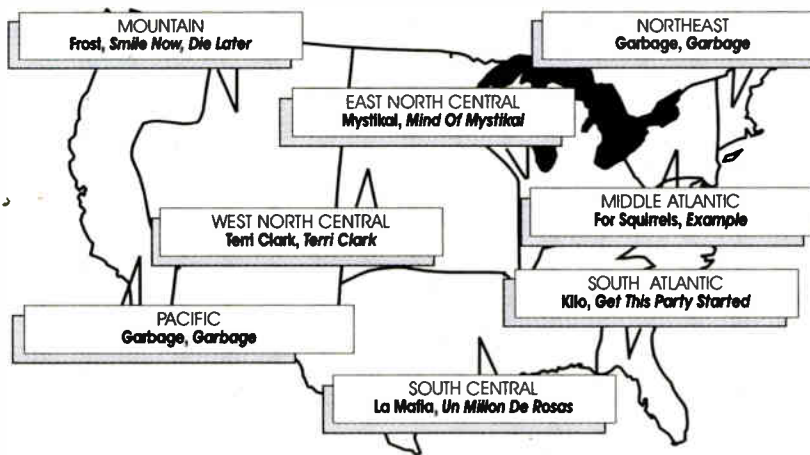
Once signed to Columbia, Stuart embarked on what Roy calls the label's most extensive radio, press, and retail promotional tour in the label's recent history. A four-song CD sampler and electronic press kit were among the materials used to introduce the band to the masses.

"We heard feedback from



**Cat Call.** As triple-A airplay on the cat **Mary's** debut album, "Her High, Lonesome Days," mounts, the folk/rock trio embarks on its first national tour Saturday (24)-April 26. The album was released Oct. 3 on the new Orchard Music Group label, run by producer **Richard Dashut** (Fleetwood Mac, Matthew Sweet).

### REGIONAL HEATSEEKERS #1's



### THE REGIONAL ROUNDUP

Rotating top-10 lists of best-selling titles by new & developing artists.

WEST NORTH CENTRAL	MIDDLE ATLANTIC
1. Terri Clark <i>Terri Clark</i>	1. For Squirrels <i>Example</i>
2. Jim Brickman <i>By Heart</i>	2. Group Home <i>Livin' Proof</i>
3. Linda Davis <i>Some Things Are Meant To Be</i>	3. Garbage <i>Garbage</i>
4. Mystikal <i>Mind Of Mystikal</i>	4. Kenny Wayne Shepherd <i>Ledbetter Heights</i>
5. Kenny Wayne Shepherd <i>Ledbetter Heights</i>	5. Adam Sandler <i>They're All Gonna Laugh At You</i>
6. 3T <i>Brotherhood</i>	6. Jewel <i>Pieces Of You</i>
7. Golden <i>Smog Down By The Old Mainstream</i>	7. Mandy Patinkin <i>Oscar &amp; Steve</i>
8. Lonestar <i>Lonestar</i>	8. Barenaked Ladies <i>Shoebos (EP)</i>
9. The Nixons <i>Foma</i>	9. Deborah Cox <i>Deborah Cox</i>
10. Son Volt <i>Trace</i>	10. Buju Banton <i>Tri Shiich</i>

the EPKs that we don't always hear from them, so we feel it really got watched," says Roy. "Peter is such a funny, personable, yet complex person

underneath. He really connects and hits home with people."

One of the most interesting parts of the label's marketing

efforts was its college campaign, which included a direct-mailing to 107,000 college dorm rooms, a college TV buy featuring the EPK, and classified ads in college papers that read, "If you saw Counting Crows or Tori Amos, then you've got a dog's eye view of Peter Stuart."

The materials sent directly to dorm rooms also contained teasers, as well as information on the band and its release.

Dog's eye view will embark on a club tour next month, which includes a March 7 stop at the Troubadour in Los Angeles.

**PERFECTION:** Nate Ouderkirk's debut album, "Perfect Wave," 1-800-Prime-CD's first offering from its alternative imprint, 1-800-Prime-CD Alternative, is beginning to get a smattering of airplay with various tracks.

Modern rock WNEW New York placed "These Are The Things" in regular rotation this week, and triple-A WCBR Chicago is playing "Psychosis Of Hip."

The folk-inflected singer/songwriter, whose voice is at times reminiscent of **Lou Reed**, is garnering rave reviews in such publications as *Alternative Press*, *New York's Daily News*, and *Minnesota-based Cake*. New York-based Ouderkirk is in the midst of rehearsing a new band with which to tour.

**REGIONAL HAPPENINGS:** **Richie Rich's** "Half Thang" on Shot Records clocks in at No. 6 in the Pacific Regional Roundup... EMI Latin's **Bobby Pulido's** self-titled set bows at No. 23 in the South Central Regional Roundup.

**ROADWORK:** 550 Music's **Echobelly** hits the road March 3-April 4... Pianist **Jacky Terrasson's** first leg of his world tour begins Tuesday



**Night Songs.** Latin singer/songwriter **Soraya** opens for Natalie Merchant Feb. 9-March 7. Soraya's debut album, "On Nights Like This," is the first release under Island's venture with PolyGram Latino. Island is working the English version of the album, while PolyGram Latino is working the Spanish version. "Suddenly" is the first single for triple-A and AC radio.

(20) and wraps up May 27. Tuesday also marks the release of Terrasson's second Blue Note album, "Reach."





**Golden Tale.** Larry Robinson, music supervisor/executive producer of the soundtrack to "Tales From The Hood," celebrates the Recording Industry Assn. of America's gold certification of the album with his collaborators. Shown, from left, are artists Spice 1 and E-40, the film's director Rusty Cundieff, Robinson, MCA national rap promotion director Brian Sampson, the Click's B-Legit, and Spice 1 manager Chaz Haye.

## Bahamadia's 'Kollage' Of Diversity EMI Rapper Has Earthy, Poetic Style

■ BY HAVELOCK NESLON

NEW YORK—EMI rapper Bahamadia pulls together such a diverse collection of songs on her debut set, "Kollage According To Bahamadia," that it's easy to see how the project got its title.

"I don't ever focus on a particular form or format when I'm writing," she says. "What I come up with really just depends on the vibe I feel from a track."

"Natural" is how Bahamadia describes the earthy poetic style on her album, which hits streets April 2. For it, she draws on creative elements from rap's colorful past. "I feel there are so many speech patterns you

could incorporate into your music," she says. "That's the way it was done back in the day, when [performers] combined whatever to be original."

Bahamadia proudly proclaims her music-scene arrival as the dawn of a new age on the track "Spontaneity," and she sticks to this lyrical-lord manifesto throughout most of the set's 15 cuts.



BAHAMADIA

She says, "At present, I speak the new beginning, when every other trend fell short."

On tracks produced by DJ Premier, Beatminerz, Original Flavor, N.O. Joe, and the Roots, her revolving rhymes actively mix metaphors and flip flows. Her delivery is patient and relaxed.

"I feel rap music should be like a conversation," she says. "I shouldn't be yelling at you or talking over your head."

As a native of Philadelphia, Bahamadia follows in the footsteps of

rap acts Steady B., Schoolly D, and DJ Jazzy Jeff & the Fresh Prince. Initially a DJ, she became a rapper after witnessing the emergence of such female MCs as Lady B., Sha-Rock, and Salt-N-Pepa.

In 1989, she was spotted by a talent scout while free-styling. "I'll rhyme for anybody," she says.

As a result, she gained a production deal. In 1992, she released the single "Funk Vibe" on I-Key Records and guest-rhymed on several local jams.

In 1993, she hooked up with Guru of EMI duo Gang Starr after Cecely Chapman, her manager, sent him a demo tape.

As a member of the Gang Starr Foundation (a collective of artists associated with Gang Starr), Bahamadia was featured on "Total Wreck," a single from Guru's 1994 "Ill Kid" sampler. The track kept underground heads ringing until last year, when Bahamadia completed a cameo on Big Kap's Tommy Boy single "Da Ladies."

In 1995, Bahamadia performed a duet with Guru on "Respect The (Continued on page 27)

## L.A. And N.Y., Secondary Markets Offer Plenty Of Places To Tour For Baby Acts

IN TODAY'S IMPATIENT music business, most near-sighted strategists pass on small game in favor of bagging the big elephant. Everyone is pushing to score the big single or sign the "hottest flavor of the day."

Such is also the case with touring, as labels and managers hit mainly major markets, bypassing cities with smaller populations or that aren't home to an all-important radio station.

Savvy businesspeople realize that it's more prudent to have a dozen smaller sources of income, rather than a single big one. Yet most continue to favor the "giant step" approach.

"Labels need to pay more attention to secondary markets because they can get vital exposure for their baby acts, which fuels the fire for major-market action," says Sandra Wadsworth, president of Portland, Ore.-based Unforgettable Entertainment.

Wadsworth's concert promotion company hosts the annual Northwest Black Music Month Celebration, which is in its third year and runs June 6-9 in Portland.

"It's a great opportunity for label acts to gain exposure in our market and for the industry to get a taste of the quality music talent we have to offer," says Wadsworth.

With the old chitlin circuit defunct, touring through secondary markets can often be a crap shoot, with shady or inept concert promoters increasing the risk of losses for labels and managers.

"I'm all for going into secondary markets because of the exposure that you can get, but you really have to be careful of who you do business with," says Herb Trawick, who manages Mercury artist Brian McKnight.

"I'm speaking from experience when I say that there's got to be a way for you to know just who you're dealing with," Trawick says.

"A lot of local promoters are just street hustlers who are in it for the quick buck and don't care about the artist or have a respect for the concert promotion business," says Pat Richardson, president of Norfolk, Va.-based promotion company Voices Productions.

"At the club level, you'll find younger people who are in it for prestige of saying, 'I got so-and-so to play at the club,'" Richardson says.

However, there are promoters out there who can

turn a small market visit into a boon for developing acts, and many of them go the extra mile to insure an artist's visit is profitable and productive.

For example, when Motown act Impromptu arrived in Portland to play a 400-seat show, Wadsworth had arranged a number of exposure vehicles for the act.

"Normally we have more time to prepare, but in this case we had only 10 days to put the showcase together," she says. "But we were still able to schedule a lot of things to get the word out on the group."

Among the activities were a guest performance on the city's local morning TV show "A.M. Northwest," a feature in the local newspaper, and several retail visits—all scheduled for the day of the group's arrival.

Wadsworth says, "People here are starving to see live recording acts, and Impromptu's CDs sold out in almost every store they visited. They also sold out the show, and people got the chance to meet with the group after their performance and received promotional product."

Richardson agrees that secondary-market consumers are more appreciative of artists when they make concert stops, which is reflected at the bottom line. "Record sales go up when an act comes to town," she says.

Richardson's promotion company also goes above and beyond the call of duty, researching booked acts prior to their shows, especially if they're developing talent. "We track sales and airplay to determine if an act will appeal to a crossover crowd and to see how much of a push we need behind a show," she says.

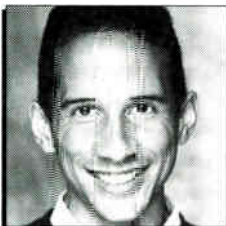
Methods that Richardson uses to promote concert dates include offering ticket giveaways on the radio and coordinating with retailers and labels for time buys. Richardson says, "We have our own in-house ad agency, which we use to blanket the market. We also conduct extensive flier campaigns using a street team that distributes them throughout the market."

Tips for finding a reputable promoter in a secondary market with which you're not familiar? Aside from using common sense, consult major booking agencies, such as William Morris or ICM for referrals. Richardson also suggests reaching out to local radio stations.

"Ask the PD, GM, or the promotion person who they'd recommend," she says.



by J. R. Reynolds



## Trio Art N' Soul Delivers Its Band 'Touch' On Big Beat

■ BY HAVELOCK NELSON

NEW YORK—In an effort to market Art N' Soul, a soul band that takes a heavy acoustic approach on its debut album, "Touch Of Soul," Nature Boy/Big Beat/Atlantic Records executives plan to blitz the R&B community with live promotional tours.

Big Beat president Craig Kallman says, "It was the live element that was so attractive. I thought they could really develop into a premier R&B/soul group that also has tremendous crossover potential."

Co-produced by Timothy Christian Riley from Tony Toni Toné, "Touch Of Soul," which streets March 26, serves hooky, heartfelt lyrics over curvy, sympathetic soundscapes consisting of gentle drums, acoustic guitars, Fender-Rhodes keyboards, and hazy-sounding synthesizers.

Such songs as "Stay With Me," "Special," and "Ever Since You Went Away," the first single, attempt to go beyond clichéd R&B emotional appeals.

Executives hope that live performances, despite their expense, will endear Art N' Soul to radio programmers. Kallman says, "It's going to be a situation where we're not going to be able to track-date this group to every station in the country, like you would sometimes do with acts [like this]."

The label will arrange club dates close to the album release date "in appropriate venues that are able to support the band's full setup" and will have the trio perform at radio-sponsored concerts, says Kallman. "We're going to apply every effort we can to support the stations, both urban and crossover."

Some observers are calling Art N' Soul "retro-nouveau," like D'Angelo.

However, members of the group, which currently has no manager, are shunning comparisons to other acts, including Boyz II Men. Lead vocalist Tracy, who also plays keyboards and bass, says, "We're not a vocal group; we don't do a cappella. We're a band."



ART N' SOUL

Rounding out Art N' Soul are Dion (drums) and Lattrell (keyboards and drums). The band came together in 1988. "We all clicked," recalls Tracy. "As soon as we met, we started writing and rehearsing together."

After recording a homemade demo, the band connected with Riley. "Me, Tim, and Dion attended the same church," says Lattrell. "In fact, watching Tim play drums is what started me."

According to Lattrell, Riley also helped the group—whose compositions (Continued on page 27)



# Billboard TOP R&B ALBUMS

FOR WEEK ENDING FEB. 24, 1996

COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY **SoundScan**

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	ARTIST	TITLE	PEAK POSITION
<b>★★★ No. 1 ★★★</b>						
1	2	1	13	<b>SOUNDTRACK</b> ▲ ARISTA 18796 (10.98/16.98) 10 weeks at No. 1	WAITING TO EXHALE	1
2	1	—	2	<b>EAZY-E</b> RUTHLESS 5504*RELATIVITY (10.98/16.98) STRB OFF THA STREETZ OF MUTHAPHU**IN COMPTON		1
3	3	2	13	<b>R. KELLY</b> ▲ JIVE 41579* (10.98/16.98)	R. KELLY	1
<b>★★★ GREATEST GAINER ★★★</b>						
4	7	11	32	<b>D'ANGELO</b> ▲ EMI 32629 (10.98/15.98)	BROWN SUGAR	4
5	5	3	5	<b>KRIS KROSS</b> RUFFHOUSE 67441* COLUMBIA (9.98 EQ/15.98) YOUNG, RICH AND DANGEROUS		2
6	4	4	5	<b>SOUNDTRACK</b> ISLAND 524146* (10.98/16.98) DON'T BE A MENACE TO SOUTH CENTRAL...		3
7	6	6	12	<b>LL COOL J</b> ▲ DEF JAM/RAL 523845*/ISLAND (10.98/17.98)	MR. SMITH	4
8	8	7	19	<b>MARIAH CAREY</b> ▲ COLUMBIA 66700 (10.98 EQ/16.98)	DAYDREAM	1
9	10	9	16	<b>THA DOGG POUND</b> ▲ DEATH ROW/INTERSCOPE 50546*/PRIORITY (10.98/16.98) <b>HS</b> DOGG FOOD		1
10	11	10	22	<b>SOLO</b> ● PERSPECTIVE 549017/A&M (10.98/16.98)	SOLO	10
11	12	8	14	<b>QUINCY JONES</b> ● QWEST 45875/WARNER BROS. (10.98/16.98)	Q'S JOOK JOINT	6
12	13	12	30	<b>MONICA</b> ▲ ROWDY 37006*/ARISTA (10.98/15.98)	MISS THANG	7
13	14	13	14	<b>GOODIE MOB</b> LAFACE 26018 ARISTA (10.98/15.98)	SOUL FOOD	8
14	9	5	3	<b>THE D.O.C.</b> GIANT 24627/WARNER BROS. (10.98/16.98)	HELTER SKELTER	5
15	16	15	30	<b>XSCAPE</b> ▲ SO SO DEF 67022*/COLUMBIA (10.98 EQ/15.98)	OFF THE HOOK	3
16	15	14	24	<b>FAITH EVANS</b> ● BAD BOY 73003*/ARISTA (10.98/15.98)	FAITH	2
17	21	25	25	<b>JUNIOR M.A.F.I.A.</b> UNDEAS/BIG BEAT 92614*/AG (10.98/15.98)	CONSPIRACY	2
18	18	15	15	<b>EIGHTBALL &amp; MJG</b> ● SUAVE 1521*/RELATIVITY (10.98/16.98)	ON TOP OF THE WORLD	2
19	24	22	20	<b>GERALD LEVERT &amp; EDDIE LEVERT, SR.</b> ● EASTWEST 61359/EEG (10.98/15.98)	FATHER AND SON	2
20	17	18	30	<b>BONE THUGS-N-HARMONY</b> ▲ RUTHLESS 5539*/RELATIVITY (10.98/15.98) E. 1999 ETERNAL		1
21	20	17	14	<b>THE CLICK</b> SICK WID' IT 41562/JIVE (10.98/15.98)	GAME RELATED	3
22	19	20	65	<b>TLC</b> ▲ LAFACE 26009 ARISTA (10.98/16.98)	CRAZYSEXYCOOL	2
23	22	16	14	<b>VARIOUS ARTISTS</b> LOUD 66805*/RCA (10.98/15.98) FUNKMASTER FLEX: 60 MINUTES OF FUNK		15
<b>★★★ PACESETTER ★★★</b>						
24	31	33	4	<b>THE TONY RICH PROJECT</b> LAFACE 26022/ARISTA (10.98/15.98)	WORDS	24
25	26	24	10	<b>IMMATURE</b> MCA 11385* (9.98/15.98)	WE GOT IT	14
26	23	25	49	<b>MYSTIKAL</b> BIG BOY 41581 JIVE (10.98/15.98) <b>HS</b>	MIND OF MYSTIKAL	14
27	25	23	15	<b>GENIUS/GZA</b> ● GEFEN 24813* (10.98/15.98)	LIQUID SWORDS	2
28	27	26	30	<b>JODECI</b> ▲ UPTOWN 11258*/MCA (10.98/16.98) THE SHOW, THE AFTER PARTY, THE HOTEL		1
29	29	27	13	<b>SILK</b> ELEKTRA 61849/EEG (10.98/16.98)	SILK	10
30	33	29	16	<b>GROOVE THEORY</b> EPIC 57421* (10.98 EQ/15.98)	GROOVE THEORY	14
31	28	28	14	<b>COOLIO</b> TOMMY BOY 1141* (11.98/16.98)	GANGSTA'S PARADISE	15
32	32	30	18	<b>JANET JACKSON</b> ▲ A&M 540399* (11.98/17.98) DESIGN OF A DECADE 1986/1996		4
33	30	32	10	<b>SPICE 1</b> JIVE 41583 (10.98/15.98)	1990 SICK	3
34	36	38	27	<b>BRIAN MCKNIGHT</b> ● MERCURY 528280 (10.98 EQ/16.98)	I REMEMBER YOU	4
35	34	34	15	<b>CYPRESS HILL</b> ▲ RUFFHOUSE 66991* COLUMBIA (10.98 EQ/16.98) CYPRESS HILL III (TEMPLE OF BOOM)		3
36	38	31	14	<b>PHYLLIS HYMAN</b> PIR 11040/200 (10.98/16.98)	I REFUSE TO BE LONELY	12
37	49	43	14	<b>WILL DOWNING</b> MERCURY 528755 (10.98 EQ/16.98)	MOODS	23
38	43	35	7	<b>JERALD DAEMYON</b> GRP 9829 (10.98/16.98) <b>HS</b>	THINKING ABOUT YOU	35
39	39	61	72	<b>BRANDY</b> ▲ ATLANTIC 82610/AG (9.98/15.98)	BRANDY	6
40	35	42	15	<b>VARIOUS ARTISTS</b> NO LIMIT 53993*/PRIORITY (12.98/18.98) DOWN SOUTH HUSTLERS		13
41	42	53	28	<b>AL GREEN</b> THE RIGHT STUFF 30800/CAPITOL (10.98/16.98)	GREATEST HITS	34
42	37	37	28	<b>RAEKWON GUEST STARRING TONY STARKS (GHOST FACE KILLER)</b> ● LOUD 66663*/RCA (10.98/16.98) ONLY BUILT 4 CUBAN LINK...		2
43	47	56	3	<b>VARIOUS ARTISTS</b> RHINO 71865 (7.98/11.98) SMOOTH GROOVES: A SENSUAL COLLECTION, VOL. 7		43
44	41	36	15	<b>ERICK SERMON</b> DEF JAM/RAL 529286*/ISLAND (10.98/16.98)	DOUBLE OR NOTHING	6
45	45	58	63	<b>MARY J. BLIGE</b> ▲ UPTOWN 11156*/MCA (10.98/15.98)	MY LIFE	1

46	40	50	17	<b>S.O.S. BAND</b> TABU 530594/MOTOWN (7.98/11.98) THE BEST OF S.O.S. BAND	27	
47	46	45	3	<b>VARIOUS ARTISTS</b> RHINO 71863 (7.98/11.98) SMOOTH GROOVES: A SENSUAL COLLECTION, VOL. 5	45	
48	52	47	12	<b>VARIOUS ARTISTS</b> DANGEROUS 41573/JIVE (10.98/15.98) DON'T TRY THIS AT HOME	23	
49	48	40	13	<b>TERRY ELLIS</b> EASTWEST 61857/EEG (10.98/16.98) <b>HS</b> SOUTHERN GAL	27	
50	56	52	16	<b>FAT JOE</b> VIOLATOR 1239*/RELATIVITY (10.98/16.98) JEALOUS ONE'S ENVY	7	
51	50	39	14	<b>TOP AUTHORITY</b> TRAK 72665*/MCA (10.98/16.98) RATED G	16	
52	58	49	48	<b>2PAC</b> ▲ INTERSCOPE 92399*/AG (10.98/16.98) ME AGAINST THE WORLD	1	
53	53	59	66	<b>SADE</b> ▲ EPIC 66686* (10.98 EQ/16.98) THE BEST OF SADE	7	
54	62	63	13	<b>5TH WARD BOYZ</b> RAP A-LOT 40758/VIRGIN (9.98/15.98) RATED G	35	
55	63	48	13	<b>THE PHARCYDE</b> DELICIOUS VINYL 35102*/CAPITOL (9.98/15.98) LABCABIN CALIFORNIA	17	
56	66	54	15	<b>INTRO</b> ATLANTIC 82662/AG (10.98/15.98) NEW LIFE	16	
<b>★★★ Hot Shot Debut ★★★</b>						
57	<b>NEW</b>	1	1	<b>RICHIE RICH</b> SHOT 8000 (9.98/14.98) HALF THANG	57	
58	51	55	20	<b>SOUNDTRACK</b> ● UNDERWORLD 32438/CAPITOL (10.98/16.98) DEAD PRESIDENTS	1	
59	60	68	44	<b>SOUNDTRACK</b> ▲ PRIORITY 53959* (10.98/15.98) FRIDAY	1	
60	54	41	11	<b>EAZY-E</b> RUTHLESS 50544/PRIORITY (10.98/16.98) ETERNAL E	19	
61	59	46	14	<b>BOYZ II MEN</b> MOTOWN 530584* (10.98/16.98) THE REMIX COLLECTION	15	
62	44	44	12	<b>GROUP HOME</b> PAYDAY FRFR 124079*/ISLAND (10.98/16.98) <b>HS</b> LIVIN' PROOF	34	
63	61	72	76	<b>BOYZ II MEN</b> ▲ MOTOWN 530323* (10.98/16.98) II	1	
64	69	79	17	<b>PURE SOUL</b> STEP SUN/INTERSCOPE 92638/AG (10.98/16.98) <b>HS</b> PURE SOUL	33	
65	55	51	62	<b>KIRK FRANKLIN AND THE FAMILY</b> ▲ GOSPE CENTRIC 72119-9/98 (13.98) <b>HS</b> KIRK FRANKLIN AND THE FAMILY	6	
66	68	67	74	<b>THE NOTORIOUS B.I.G.</b> ▲ BAD BOY 73000*/ARISTA (9.98/15.98) READY TO DIE	3	
67	57	57	3	<b>MAZE FEATURING FRANKIE BEVERLY</b> THE RIGHT STUFF 35885/CAPITOL (11.98/17.98) ANTHOLOGY	57	
68	<b>NEW</b>	1	1	<b>2PAC</b> DEATH ROW 24204/INTERSCOPE (19.98/24.98) ALL EYEZ ON ME	68	
69	82	91	5	<b>KILO</b> WRAP 8147/ICHIBAN (10.98/15.98) <b>HS</b> GET THIS PARTY STARTED	69	
70	65	73	107	<b>WU-TANG CLAN</b> ▲ LOUD 66336*/RCA (9.98/15.98) ENTER THE WU-TANG (36 CHAMBERS)	8	
71	73	75	3	<b>VARIOUS ARTISTS</b> RHINO 71864 (7.98/11.98) SMOOTH GROOVES: A SENSUAL COLLECTION, VOL. 6	71	
72	64	60	16	<b>ONXY</b> JMJ/RAL 523265*/ISLAND (10.98/16.98) ALL WE GOT IZ US	2	
73	90	69	29	<b>TRU</b> NO LIMIT 53983*/PRIORITY (10.98/14.98) <b>HS</b> TRUE	25	
74	67	66	27	<b>SOUNDTRACK</b> ▲ DEF JAM/RAL 529021*/ISLAND (10.98/16.98) THE SHOW	1	
75	74	84	29	<b>SOUNDTRACK</b> ▲ MCA SOUNDTRACKS 11228*/MCA (10.98/17.98) DANGEROUS MINDS	2	
76	77	76	14	<b>C-BO</b> AWOL 7199 (9.98/14.98) BEST OF C-BO	35	
77	76	64	34	<b>MICHAEL JACKSON</b> ▲ EPIC 59000* (23.98 EQ/32.98) HISTORY: PAST, PRESENT AND FUTURE BOOK 1	1	
78	79	86	12	<b>VARIOUS ARTISTS</b> TOMMY BOY 1139 (11.98/15.98) MTV PARTY TO GO VOLUME 8	46	
79	75	71	18	<b>AZ</b> EMI 32631* (10.98/15.98) DOE OR DIE	1	
80	80	80	18	<b>DEBORAH COX</b> ARISTA 18781 (10.98/15.98) <b>HS</b> DEBORAH COX	25	
81	78	74	16	<b>FROST</b> RUTHLESS 1504*/RELATIVITY (10.98/16.98) <b>HS</b> SMILE NOW, DIE LATER	36	
82	70	65	35	<b>WILLIAM BECTON &amp; FRIENDS</b> WEB 9145/INTERSOND (9.98/13.98) <b>HS</b> BROKEN	25	
83	81	82	14	<b>3T</b> MJJ 550 MUSIC 57450/EPIC (10.98 EQ/15.98) <b>HS</b> BROTHERHOOD	65	
84	71	77	32	<b>LUNIZ</b> ● NOO TRYBE 40523 (9.98/13.98) OPERATION STACKOLA	1	
85	96	—	39	<b>VARIOUS ARTISTS</b> RHINO 71859 (7.98/11.98) SMOOTH GROOVES: A SENSUAL COLLECTION, VOL. 1	33	
86	<b>NEW</b>	1	1	<b>VARIOUS ARTISTS</b> THE RIGHT STUFF 36995/CAPITOL (7.98/11.98) SLOW JAMS THE TIMELESS COLLECTION VOLUME 5	86	
87	72	81	18	<b>KRS-ONE</b> JIVE 41570* (10.98/15.98) KRS-ONE	2	
88	86	88	169	<b>KENNY G</b> ▲ ARISTA 18646* (10.98/15.98) BREATHLESS	2	
89	87	70	14	<b>VARIOUS ARTISTS</b> MERGELA 72667/SOLAR (10.98/16.98) ONE MILLION STRONG	36	
90	<b>RE-ENTRY</b>	8	8	<b>CAPLETON</b> AFRICAN STAR/RAL 529264*/ISLAND (10.98/16.98) <b>HS</b> PROPHECY	65	
91	98	98	30	<b>AFTER 7</b> ● VIRGIN 40547 (10.98/16.98) REFLECTIONS	7	
92	83	90	14	<b>AL GREEN</b> MCA 11350 (10.98/16.98) YOUR HEART'S IN GOOD HANDS	57	
93	84	94	14	<b>JAMAL</b> ROWDY 37008 ARISTA (10.98/15.98) <b>HS</b> LAST CHANCE, NO BREAKS	37	
94	91	89	29	<b>BUJU BANTON</b> LOOSE CANNON 524119*/ISLAND (10.98/14.98) <b>HS</b> 'TIL SHILOH	27	
95	89	93	27	<b>VARIOUS ARTISTS</b> ● TOMMY BOY 1137 (10.98/15.98) JOCK JAMS VOL. 1	33	
96	<b>RE-ENTRY</b>	51	51	<b>BARRY WHITE</b> MERCURY 522459 (10.98/16.98) ALL TIME GREATEST HITS	70	
97	<b>RE-ENTRY</b>	30	30	<b>VARIOUS ARTISTS</b> RHINO 71860 (7.98/11.98) SMOOTH GROOVE: A SENSUAL COLLECTION, VOL. 2	34	
98	<b>RE-ENTRY</b>	63	63	<b>METHOD MAN</b> ▲ DEF JAM/RAL 523839*/ISLAND (10.98/16.98) TICAL	1	
99	92	—	4	<b>GHETTO TWINZ</b> BIG BOY 20 (9.98/14.98) SURROUNDED BY CRIMINALS	66	
100	93	92	17	<b>SHAI</b> GASOLINE ALLEY 11176/MCA (10.98/15.98) BLACKFACE	15	

○ Albums with the greatest sales gains this week. ● Recording Industry Assn. Of America (RIAA) certification for shipment of 500,000 album units (250,000 for EPs). ▲ RIAA certification for shipment of 1 million units (500,000 for EPs), with multi-platinum titles indicated by a numeral following the symbol. \*Asterisk indicates LP is available. Most tape prices, and CD prices for WEA and BMG labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. Greatest Gainer shows chart's largest unit increase. Pacesetter indicates biggest percentage growth. Heatseeker Impact shows albums removed from Heatseekers this week. **HS** indicates past or present Heatseeker title. © 1996, Billboard/BPI Communications, and SoundScan, Inc.

## Too Short's 'Retirement'; Suga-T 'Hustlin' With Solo Set

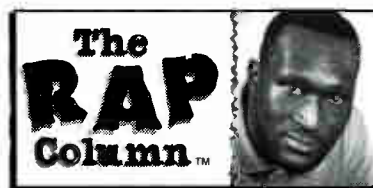
**SHORT STOP:** Recently, Too Short announced he's retiring. You can call me a cynical culture critic, but I've got the feeling "Album Number Ten" won't be the last Short set we'll be seeing.

As a performer who has been rhyming for more than 15 years, Short has rap in his blood. He has even said, "Music is all I know."

Throughout his career, however, Short has also been a shrewd businessman. He knows the nuts and bolts of the industry with a hole in the middle, and though he could sustain his lifestyle with income

from his label, Dangerous Music, and his two recording studios, he also could be positioning himself for a better solo deal. To him, retirement could be just another way to say "strike."

**SO SO SWEET:** Straight from the streets of Vallejo, Calif., Suga-T is one of first members of the Click (the crew of her brother, E-40) to venture into solo waters. Her Sic-Wid-it/Jive debut album, "Paper Chasin' (4eva Hustlin')," ships Feb. 27 and spits mad attitude. In person, though, Suga engages in down-



by Havelock Nelson

home, everyday chit-chat about family and life. We're also told that along with records and stages, she makes public displays over the telephone. In the Bay

Area, she has a spiritual line on which prison inmates can call for words of inspiration; in addition, she's got a sex line, which can also be inspirational.

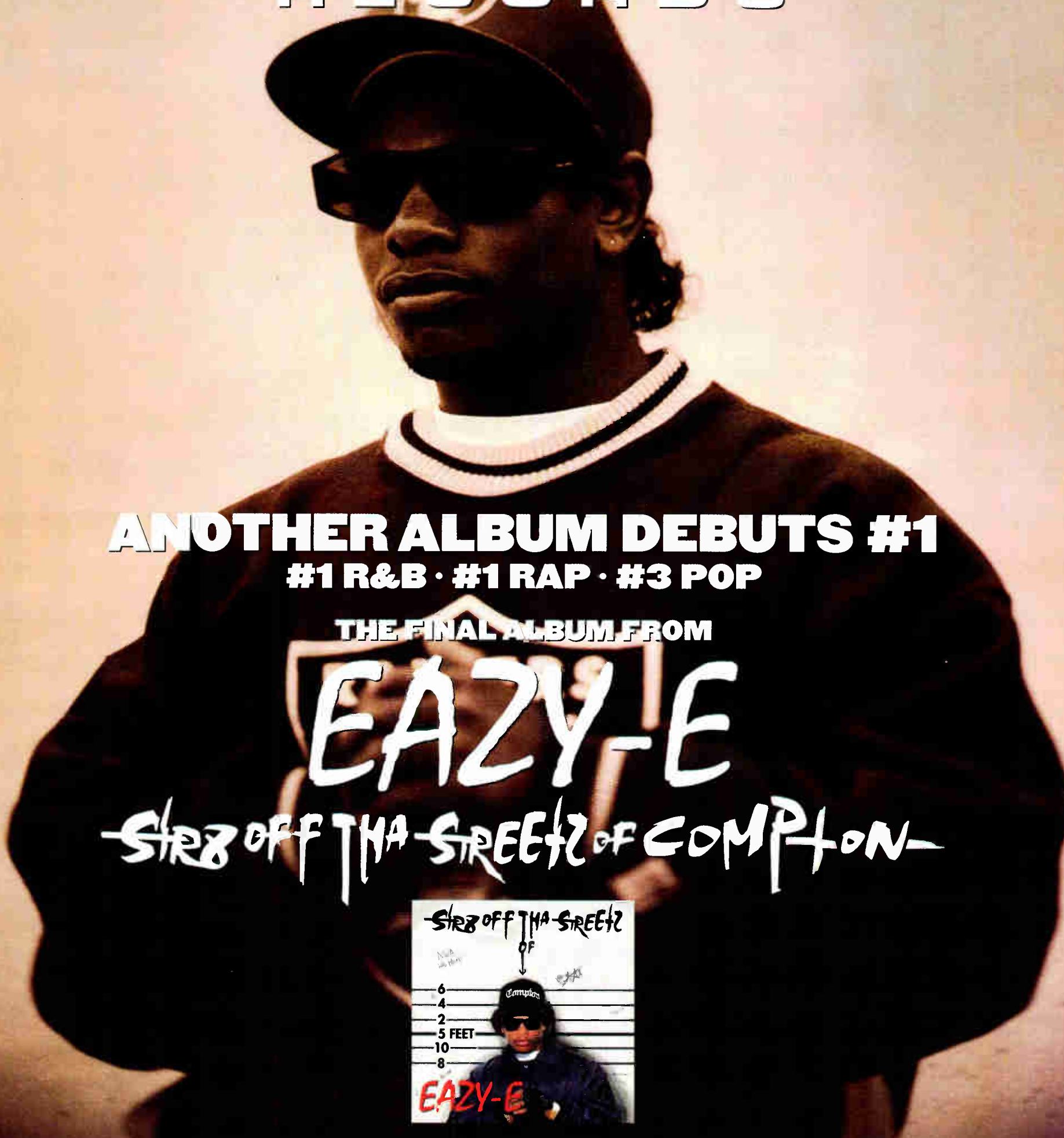
**FULL STOP:** With "Bounce" (Quality), Sir Mix-A-Lot and DJ Magic Mike team up to announce a new pre-fab dance craze for da ladies. Magic and Mix slide their voices over a bassy track like mercury and try to convince all the shorties to "let those big ones go." The song drips dynamism and spine-tingling atmospherics, so go go, get it, get it...

New York-based Jamekee Communications will present the Peace & Luv Concert Series March 8-10 in Nassau, Bahamas. Das EFX, Adina Howard, Nadine Sutherland, Spragga Benz, the Jazzhole, the Toasters, and Roguish Armament are some of the early entries in the lineup. With support from the Bahamian tourist ministry, the producers want to develop the event into an annual spring-break alternative for college students. To that end, they plan on taking a scaled-down Peace & Luv package on the road to college markets.



U N F A D E A B L E

# RUTHLESS RECORDS

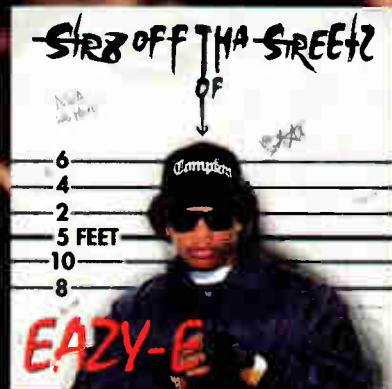


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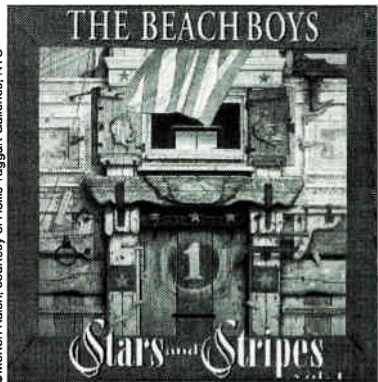


## BEACH BOYS GO COUNTRY WITH MULTIFACETED MUSICAL PROJECT

(Continued from page 1)

venture, a hugely successful joint appearance at Fan Fair that may be repeated, two spinoff TV specials, and a planned radio special.

The initial CD release, "Stars & Stripes," ships Aug. 20 from River North Records, with a dozen country artists singing familiar Beach Boys hits and the Boys singing harmony. The first single, James House and the Beach Boys doing "Little Deuce Coupe," goes to country radio July 22. The group has tapped House to open



Beach Boys dates this year.

A second CD, with a different roster of country artists, ships this fall from River North, which is distributed by PolyGram.

The Disney Channel will air a documentary on the making of the project Oct. 18, while CBS-TV will air a separate special Aug. 27.

Details on the radio special, which is targeted to air around the time of the album's release, are pending.

Further adding to what is shaping up to be a Beach Boys summer is an unrelated project: Sub Pop's release of a three-track single culled from Capitol Records' forthcoming "Pet Sounds" boxed set (see story, page 9).

Joe Thomas, who co-produced the River North CDs along with Brian Wilson, says the project came about innocently enough. Thomas, the founder of River North Records in Chicago (the company also has the River North Nashville label), has taken a leave of absence from his post as administrative president to work on the project, which he says started about a year and a half ago. A promoter who was handling dates for Hank Williams Jr. with the Beach Boys suggested that it might be a good idea for Williams to cut "Help Me, Rhonda."

"I said that was a nice idea," says Thomas, "but I thought it would be a better idea to combine country stars with the Beach Boys. I got in touch with Mike Love to conceptualize this. To me, Willie Nelson would be a perfect match. Mike had liked the idea of Hank Jr., but when I mentioned Willie Nelson to him, he said, 'Well, if you can deliver

Willie Nelson to me, I can deliver Brian Wilson to you.'"

Love put Thomas on the phone with Wilson, who said, "I'll produce this record if you can get Willie Nelson to record 'Warmth Of The Sun.'" The song has a Texas connection—Wilson and Love wrote it immediately after the assassination of President Kennedy in Dallas.

Next, the Beach Boys were on their way to Nelson's Pedernales Studio in Austin, Texas.

"I've known those guys for a long time," Nelson says. "Brian and Love were fans, and vice versa. So they all came down to Texas. They gave me one of their best songs. I think 'Warmth Of The Sun' is a beautiful song, and they put the finishing touches on it. Those guys can sing. I think this was a natural mix. Country music's getting to be like Texas boundary lines—it keeps bleeding into other places."

Thomas says, "Willie was the catalyst for the project. He walked into the studio from his barbecue and cut that. When Willie sang the first lines, the guys gave him a standing ovation, and we knew right there it would work. The Beach Boys became background singers then and there and got a chance to work with their favorite singers."

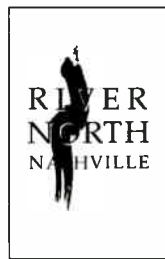
There was understandable initial skepticism in Nashville to the notion of another tribute or compilation album, but, Thomas says, Nelson's entrance into the project assured its acceptance. Lorrie Morgan stepped up next and said that "Don't Worry Baby" was a natural song for her to do, and the Beach Boys took off for Nashville. "Once Willie and Lorrie committed," says Thomas, "the resistance was gone. They were coming out of the woodwork."

Indeed, they soon had artists lining up. "Everyone had a favorite song," says Love. "Everybody had a personal history of the song. Wait'll you hear Junior Brown playing guitar on '409.' Doug Supernaw [who, as a teenager, once talked his way onto the Beach Boys bus] knew Beach Boys songs that we had forgotten we had recorded. Tammy Wynette just brought tears to the eye when she sang 'In My Room.'"

They soon had enough for one CD and decided to keep recording for a second. The first release features Morgan ("Don't Worry Baby"), Nelson ("Warmth Of The Sun"), Supernaw

("Long, Tall Texan"), Collin Raye ("Sloop John B"), Junior Brown ("409"), Sawyer Brown ("I Get Around"), House ("Little Deuce Coupe"), Toby Keith ("Be True To Your School"), Timothy B. Schmit ("Caroline, No"), Kathy Troccoli ("I Can Hear Music"), Ricky Van Shelton ("Fun, Fun, Fun"), and T. Graham Brown ("Help Me, Rhonda").

Artists on the second release will include Wynette, Rodney Crowell ("Sail On Sailor"), and Ronnie Milsap ("Surfer Girl"). Love says Kenny Rogers, Randy Travis, and others have been contacted about recording tracks.



Thomas does not anticipate any negative reactions to the project. "There's no doubt that this is a country record," he says. "The country artists all put their special twist on it. We used all

Nashville musicians—Brent Rowan, Michael Rhodes, Larry Franklin, Eddie Bayers—the guys who play on 75% of all country records, and Brian and I made sure we didn't alter their styles in producing the record. This is the Beach Boys putting their background vocals on country tracks.

"And it's not a tribute album. It's a new Beach Boys album of familiar tunes sung by their favorite artists. When Lorrie Morgan sings 'Don't Worry Baby,' who's to say that's not a country song?"

Love agrees. "Both styles of music are uniquely American," he says. "Both are about telling stories. It's a country-cousin kind of thing." In addition, both styles share the car culture, he adds.

Bud Schaetzle, who is producing the CBS-TV special, says those connections are part of his aim. "The idea is to trace how the Beach Boys impact on America and how their music has played as a soundtrack to everyday life, which is also what country music has become."

Carl Wilson, who has been coming to Nashville to co-write since 1985, says he has long been a country music fan. "I called Brian the minute I first heard Vince [Gill]," he says. "He's just unbelievable. And when we first heard 'Somewhere In The Vicinity Of The

Heart,' we just played it over and over."

Wilson also sees similarities between country music and Beach Boys music. "Some of the harmonics and vocal chords are the same. The new country is basically rock'n'roll—country people doing rock and doing it great."

He anticipates that the group will be spending more time in Music City.

They've been asked to return to Fan Fair, where their two-hour performance with many of the country artists from the album was a huge success. Nashvilleans, he says, may expect to see a lot more of the Beach Boys.

"Brian's already bought some property there," he says. "I couldn't believe it! So, it didn't get lost on him."



by Geoff Mayfield

**STANDING TALL:** Metallica sees a 27.5% decline from prior-week sales on The Billboard 200, but even with that 83,000-unit erosion, 219,000 units is more than enough to stave off a handsome first-week run by Toni Braxton's sophomore album (170,000 units). The top half-dozen titles each sell more than 100,000 pieces, one more than did so the previous week.

The gap between No. 1 and the runner-up is 29%, compared to the 78% margin that Metallica held over last week's No. 2 Fugees, whose album gets bumped to No. 3 by Braxton's brassy debut. The Fugees see a 4% slide; they would have been displaced even if their sales had equalled last week's. For the week, the hip-hop trio rings 162,500 copies, enough to stay ahead of No. 4 Alanis Morissette (160,000 units), who registers a gain of more than 3,000 units following several concert dates in the Los Angeles area.

The mature appeal of Braxton's pop and R&B blend suggests that she won't see the large second-week decline often experienced by acts that open with large numbers, which means that she and Metallica could wage a close battle for next week's top rung.

**LAUNCH PADS:** The theatrical debut of "The Cable Guy" and related specials on HBO and E! propel a 66% gain for that film's soundtrack, good for this week's Pacesetter Award (68-41). The album includes the Primitive Radio Gods cut, an MTV Buzz Clip, which jumps 12-3 on Modern Rock Tracks. The band bypasses Heatseekers, as 18,000 units place its album at No. 60 on The Billboard 200.

Meanwhile, look for a large boost next week for Walt Disney's "The Hunchback Of Notre Dame" soundtrack (39-28, a 40% gain), following that animated film's bow. And, gee, has it really been a year since ESPN covered the Extreme Games? Look for the cablecast of the renamed X Games to further juice that event's related album (70-54, a 24% gain).

**HIGH ROAD:** Lyle Lovett scores career-high peaks on Top Country Albums (No. 4) and The Billboard 200 (No. 24) with "The Road To Ensenada." First-week sales of more than 43,000 pieces are 4.7% ahead of 1994's "I Love Everybody," which represented his previous big-chart plateau (No. 26). His previous peak on the country list was No. 10, scored by 1989's "Lyle Lovett And His Large Band."

Although "I Love Everybody" has been his most conspicuous title, it appeared on the chart for only 13 weeks. A broader fan base might create a longer chart life for this set, because for the first time in several years, Curb plans to take songs to country radio (see Country Corner, page 29). The eclectic singer/songwriter has not appeared on Hot Country Singles & Tracks since '89.

Lovett's fans—and I have been one since day one—have always felt that his talent stands out on its own merit, but one cannot help but think that his short-lived marriage to Julia Roberts heightened his celebrity in a way that roles in Robert Altman films and frequent visits to Johnny Carson, David Letterman, and Jay Leno's shows never could. Prior to '94, his highest Billboard 200 peak was No. 57, scored when "Joshua Judges Ruth" debuted in 1992. His second set, "Pontiac," peaked at No. 117 in 1988, and his "Large Band" album rose no higher than No. 62.

**LADY BE GOOD:** We learned it in spades when John Lennon and Elvis Presley died, and we had smaller refresher courses within the past year, when the drug-related death of Shannon Hoon prompted a Billboard 200 re-entry last November for Blind Melon's "Soup" and that of Bradley Nowell returned Sublime to Heatseekers in the June 15 issue after a five-month absence from that chart. The almost morbid and certainly obvious lesson is that a musician's death ignites sales, so it is no surprise to find that the passing of beloved jazz ambassador Ella Fitzgerald has created a run on her albums.

Her recently released Verve anthology "The Best Of The Songbooks" falls shy of The Billboard 200, but a 171% increase vaults it 11-2 on this week's unpublished Top Jazz Albums. That list also sees re-entries for Fitzgerald albums at Nos. 10, 13, and 18 and a first-time chart appearance for GRP's Decca anthology "The Best Of Ella Fitzgerald" (No. 16). And she's all over SoundScan's Jazz Catalog chart, a Billboard-managed list that does not appear in the magazine, where she sits at Nos. 1, 7, and 9 and is represented on 18 of the chart's top 50 positions.

**CABLE GUYS:** An MTV News spotlight helps Maxwell earn a 19% gain, good for a 6-2 jump on Heatseekers and a 130-115 move on The Billboard 200. He bullets 20-16 on Top R&B Albums... VH1's runs of "Abba: The Movie" help the band bullet at No. 140 on the big chart.

## SUB POP RELEASES BEACH BOYS SINGLE

(Continued from page 9)

big corporate world, if we're known at all, for two things: one is Nirvana, and the other is singles. We did a 7-inch, and that's about the extent of it."

In spite of the low-profile campaign,

fans know that the single is out there and are snapping it up quickly.

At indie-rock-oriented No Life Records in L.A., manager Peter Taylor says his shipment of 20 Beach Boys singles lasted for two days.

"That's a fast mover," Taylor says. "Nothing blows out of here like that in two days... In retrospect, I probably should have ordered more when it was pitched to me. I probably should have said, like, 100. I knew it was going to be a hot item, but not a huge item."

"In a way, I'm kind of glad it's gone," he adds. "That way, I don't have to deal with the three-weeks-late people."

Capitol is unlikely to reap any immediate benefits from this unique cross-promotion. The release of the single was timed to preface the arrival of the "Pet Sounds" box, which Capitol had targeted for a late-June street date. However, the set has been pushed back and "hasn't been given a confirmed release date," according to a Capitol spokeswoman.



The Beach Boys and some country music friends onstage during Nashville's annual Fan Fair. (Photo: John Lee Montgomery III/Nouveau Photography)



Table with columns: THIS WEEK, LAST WEEK, 2 WKS AGO, WKS. ON CHART, TITLE, ARTIST, LABEL & NUMBER/DISTRIBUTING LABEL, PEAK POSITION. Includes entries like 'NOT GON' CRY', 'SITTIN' UP IN MY ROOM', 'BEFORE YOU WALK OUT OF MY LIFE/LIKE THIS AND LIKE THAT'.

Table with columns: THIS WEEK, LAST WEEK, 2 WKS AGO, WKS. ON CHART, TITLE, ARTIST, LABEL & NUMBER/DISTRIBUTING LABEL, PEAK POSITION. Includes entries like 'HOOKED ON YOU', 'ALL I NEED', 'LEFLAUR LEFLAH ESHKUSKA', 'BEWARE OF MY CREW'.

Records with the greatest airplay and sales gains this week. Videoclip availability. Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ARIA certification for sales of 1 million units, with additional million indicated by a numeral following the symbol. Catalog number is for cassette single. \*Asterisk indicates catalog number is for cassette maxi-single; regular cassette single unavailable. (C) Cassette single availability. (D) CD single availability. (M) Cassette maxi-single availability. (T) Vinyl maxi-single availability. (V) Vinyl single availability. (X) CD maxi-single availability. © 1996, Billboard BPI Communications.



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Table with columns: THIS WEEK, LAST WEEK, WEEKS ON, TITLE, ARTIST (LABEL/DISTRIBUTING LABEL). Includes top hits like 'NOT GON' CRY' and 'SITTIN' UP IN MY ROOM'.

Records with the greatest airplay gains. © 1996 Billboard/BPI Communications.

HOT R&B RECURRENT AIRPLAY

Table with columns: THIS WEEK, LAST WEEK, WEEKS ON, TITLE, ARTIST (LABEL/DISTRIBUTING LABEL). Lists songs that have been on the chart for 20 weeks or more.

Recipients are titles which have appeared on the Hot R&B Singles chart for 20 weeks and have dropped below the top 50.

R&B SINGLES A-Z

- 39 5 O'CLOCK (ARALC, ASCAP/Deez Nutz, ASCAP)
66 AIN'T NOBODY (Copyright Control)
50 ALL I NEED (Copyright Control)
5 ALL THE THINGS (YOUR MAN WON'T DO) (FROM DONT BE A MENACE...)

Hot R&B Singles Sales

Compiled from a national sub-sample of POS (point of sale) equipped key R&B retail stores which report number of units sold to SoundScan, Inc.



Table with columns: THIS WEEK, LAST WEEK, WEEKS ON, TITLE, ARTIST (LABEL/DISTRIBUTING LABEL). Includes top sales hits like '5 O'CLOCK NONCHALANT' and 'WELCOME'.

Records with the greatest sales gains. © 1996 Billboard/BPI Communications and SoundScan, Inc.

- 61 GLOBE ART. B.M.I./Montezk. BMJ/Play One. B.M.I./Rightsong. B.M.I. HL
100 WHAT'S UP STAR? (FROM THE SHOW) (Henchmen. B.M.I./Hi-Billyz. B.M.I./Mystery Systems. B.M.I./Ba-Da-Ba. B.M.I./Seven. B.M.I./Super Songs. B.M.I.)
94 WHAT'S YOUR NAME (Nu Soul. B.M.I./Living. B.M.I./Straight Up Street. B.M.I./Careers-BMG. B.M.I.)





THEDA SANDIFORD-WALLER'S  
**RHYTHM SECTION**

**ARISTA'S APEX:** Arista locks up the top four slots on the Hot R&B Singles chart. Beyond that, the label has dominated the No. 1 position on the singles list so far this year and, in fact, has held the top slot since the Nov. 25, 1995, issue. The run began with the first release from the "Waiting To Exhale" soundtrack, Whitney Houston's "Exhale (Shoop Shoop)," for eight weeks, followed by Monica's "Before You Walk Out Of My Life"/"Like This And Like That" for two weeks (Rowdy/Arista), and Mary J. Blige's "Not Gon' Cry" for the past four weeks.

**DON'T JUDGE A BOOK BY ITS COVER:** Effective with this issue, five major-market R&B-leaning top 40/rhythm-crossover stations have been added to the Hot R&B Singles panel. Consequently, the change causes a number of records on Hot R&B Airplay to get pushed backward despite increased spins: No. 24, "I Will Survive" by Chantay Savage (RCA); No. 25, "Nobody Knows" by the Tony Rich Project (LaFace/Arista); No. 32, "Visions Of A Sunset" by Shawn Stockman (Polydor/A&M); No. 41, "Wind Beneath My Wings," and No. 47, "Already Missing You," by Gerald Levert & Eddie Levert Sr. (EastWest); and No. 57, "Give Me The Night" by Randy Crawford (Bluemoon/Atlantic). Despite the gains in airplay, these songs have not yet penetrated the stations that were added to the panel. Be assured, though, that these records' runs are not over; during this adjustment week, the chart is congested.

On the other hand, the record that benefits the most from the panel change is L.L. Cool J's "Doin It" (Def Jam/RAL/Island), which surges 73-37 on the airplay chart, due primarily to top 10 airplay from three of the added stations: dual reporters WJMH Greensboro, N.C., and KBXX Houston, along with WQHT New York.

**STRONG SALES STORIES:** On the strength of his No. 5 bow on the Hot R&B Singles Sales chart and airplay from 11 R&B stations, George Michael's "Jesus To A Child" (DreamWorks/Geffen) earns this week's Hot Shot Debut at No. 22 on the Hot R&B Singles chart. The song also debuts at No. 3 on Hot 100 Singles Sales and at No. 7 on the Hot 100 Singles chart.

This marks Michael's first appearance on the Hot R&B Singles chart since 1993's "Killer"/"Papa Was A Rolling Stone" (Hollywood), which peaked where it debuted, at No. 88. The singer has had one No. 1 R&B single in his career, 1988's "One More Try" (Columbia). . . . Early reaction to D'Angelo's "Lady" single (EMI) inspires a 61% increase in sales for his "Brown Sugar" album (7-4). As a result, the title wins Top R&B Albums' Greatest Gainer award for a third consecutive week.

**2SOON:** 2Pac's highly anticipated release "All Eyes On Me" (Death Row/Interscope) debuts at No. 68 on Hot R&B Albums one week early because of street-date violations. Expect the album to jump to No. 1 next week, when it will make a loud debut on The Billboard 200.

**R&B**

**BAHAMADIA**

(Continued from page 21)

Architect" from "Jazzmatazz Vol. 2." "Those records paved the way for us," says EMI marketing director Gary Beech. "They did fairly well on the street, which was what we wanted to happen."

EMI plans to establish Bahamadia as a credible MC one step at a time. "We're positioning her as a rap artist," Beech says. "The fact that she's a woman is obvious, and we don't feel a need to say she's the dopest female MC, blah, blah, blah."

The Bahamadia campaign began last December, when EMI began distributing 20,000 units of a three-song sampler to the music community and general consumers. Copies were also shipped to press, retail, radio, and those on the Source magazine's VIP list. Product was also distributed by the label's national street promotion team.

Beech says, "We included "Uknowhowwedo," "True Honey Buns," and "Da Jawn," to show off her different flavors."

In mid-December, a double-sided 12-inch of "Uknowhowwedo"/"True Honey Buns" was mailed to DJs and mix-show jocks across the country. The vinyl went to retail in January, and EMI's urban promotions staff will begin a heavy radio campaign for airplay on Monday (19).

"In conjunction with what's happening at urban radio," Beech says, "we'll continue to further develop the underground level."

For example, during the first week of March, one month before "Kollage According To Bahamadia" ships to retail, EMI will service a double-vinyl set of the title to street DJs and mixers nationwide.

One week after the promotional single's vinyl release, a clip was serviced to local and national video programs.

**ART N' SOUL**

(Continued from page 21)

are administered by Nature Boy Music—sharpen its songwriting skills. "We picked up on his mature, musical vibe," Lattrell says.

In January 1994, Art N' Soul's new, reworked demo arrived at Big Beat. Dave Moss, the label's senior director of A&R, says, "[Kallman] and I both got a tape. There were four songs on it, and although they [were somewhat under-produced], I noticed a difference I didn't hear on other R&B demos. The chord changes were absolutely brilliant."

"Radio has been the force driving Art N' Soul," says Big Beat marketing director Glenn Orenstein. "Ever Since You Went Away," which arrived at retail Jan. 30, received 200 spins, according to BDS, "even though its official impact date at crossover radio wasn't until early February," he says.

For the week beginning Feb. 5, the single received 648 detections at 55 R&B and crossover stations, including KBXX (the Box) Houston and WOWI Norfolk, Va., according to BDS.

Orenstein says a videoclip was released to local shows Jan. 2 and is appearing on the Box and BET.

Thirty-second video spots are scheduled to run on the Box two weeks prior to the album's release date. The same spot will run for three weeks in conjunction with the album's release.

**Hot Rap Singles™**

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
				COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY SoundScan®	
				★★★ No. 1/GREATEST GAINER ★★★	
1	3	4	3	GET MONEY (C) (T) UNDEAS/BIG BEAT 98097/AG	JUNIOR M.A.F.I.A. FEAT. THE NOTORIOUS B.I.G. 1 week at No. 1
2	1	1	12	TONITE'S THA NIGHT (C) (D) (M) (T) RUFFHOUSE 78092/COLUMBIA	KRIS KROSS
3	2	2	9	FU-GEE-LA (C) (M) (T) (X) RUFFHOUSE 78195/COLUMBIA	FUGEES
4	4	3	15	HEY LOVER (C) (D) (M) (T) (V) DEF JAM/RAL 577494/ISLAND	LL COOL J
5	7	5	20	CELL THERAPY (C) (D) (M) (T) LAFACE 2-4113/ARISTA	GOODIE MOB
6	8	7	8	LET'S PLAY HOUSE (C) (D) DEATH ROW/INTERSCOPE 53230/PRIORITY	THA DOGG POUND FEAT. MICHELLE
7	6	6	21	DANGER (C) (T) (X) FADER 127049/MERCURY	BLAHZAY BLAHZAY
8	9	19	11	BEWARE OF MY CREW (C) (D) (T) JAC-MAC 17722/WARNER BROS.	L.B.C. CREW FEAT. TRAY D AND SOUTH SENTRELL
9	16	23	11	COLD WORLD (C) (T) GEFFEN 19391	GENIUS/GZA FEAT. INSPEKTAH DECK
10	10	8	28	GANGSTA'S PARADISE (FROM "DANGEROUS MINDS") (C) (D) MCA SOUNDTRACKS 55104/MCA	COOLIO FEAT. L.V.
11	5	41	3	MICROPHONE MASTER (C) (T) (X) EASTWEST 64309/EEG	DAS EFX (FEAT. MOBB DEEP)
12	13	10	14	LEFLAUR LEFLAH ESHKUSHKA (C) (T) DUCK DOWN 53223/PRIORITY	HELTAH SKELTAH AND O.G.C. AS THE FAB 5
13	NEW		1	5 O'CLOCK (C) (T) MCA 55075	NONCHALANT
14	12	18	3	WELCOME (C) (D) (T) DEF JAM/RAL 577791/ISLAND	ERICK SERMON
15	15	11	11	GOIN' UP YONDER (C) (D) GIANT 17717/WARNER BROS.	M.C. HAMMER FEAT. ANGEL BURGESS & THE SAN JOSE COMMUNITY CHOIR
16	11	9	10	JUST TAH LET U KNOW (C) (D) (T) RUTHLESS 5532/RELATIVITY	EAZY-E
17	14	13	16	HURRICANE (C) (T) (X) SICK WID' IT 42335/JIVE	THE CLICK
18	31	26	18	WINGS OF THE MORNING (C) (D) (M) (T) AFRICAN STAR/RAL 577198/ISLAND	CAPLETON
19	18	15	8	FUNKORAMA (M) (T) INTERSCOPE 95691*/AG	REDMAN
20	20	12	12	TOO HOT (C) (D) (T) TOMMY BOY 7718	COOLIO
21	19	16	20	THROW YOUR SET IN THE AIR (C) (M) (T) (X) RUFFHOUSE 78042/COLUMBIA	CYPRESS HILL
22	23	21	16	BROKEN LANGUAGE/HUSTLIN' (C) (T) (X) PROFILE 5440	SMOOTHE DA HUSTLER
23	17	14	14	RIDIN' LOW (C) (D) (T) HOLLYWOOD 64004	L.A.D. FEATURING DARVY TRAYLOR
24	40	—	2	SPACE AGE (C) (D) (T) SUAVE 1545/RELATIVITY	EIGHTBALL & MJG
25	33	38	6	COOLIE HIGH (C) (T) PROFILE 5445	CAMP LO
26	21	17	24	FADES EM ALL (C) (D) (M) (T) ROWDY 3-5042/ARISTA	JAMAL
27	22	25	5	UKNOWHOWWEDU (C) (M) (T) (X) CHRYSALIS 58517/EMI	BAHAMADIA
28	27	28	13	I NEED YOU TONIGHT (C) (T) UNDEAS/BIG BEAT 98097/AG	JUNIOR M.A.F.I.A. FEAT. AALIYAH
29	26	24	12	EAST 1999 (C) (D) (T) RUTHLESS 6332/RELATIVITY	BONE THUGS-N-HARMONY
30	NEW		1	GAMERS (C) (T) PRIORITY 53216	THE CONSCIOUS DAUGHTERS
31	35	33	6	WHITE HORSE/NASTY DANCER (C) (T) WRAP 349/CHIBAN	KILO
32	30	29	28	JEEPS, LEX COUPS, BIMAZ & BENZ (C) (M) (T) UPTOWN 55062/MCA	LOST BOYZ
33	NEW		1	PHYSICAL FUNK (C) (D) (M) (T) OUTBURST/RAL 577794/ISLAND	DOMINO
34	32	27	20	INCARCERATED SCARFACES/ICE CREAM (C) (D) (T) LOUD 64426/RCA	CHEF RAEKWON
35	28	22	16	THE RIDDLER (FROM "BATMAN FOREVER") (C) (D) (T) ATLANTIC 87100	METHOD MAN
36	47	40	36	ONE MORE CHANCE/STAY WITH ME (C) (D) (M) (T) BAD BOY 7-9031/ARISTA	THE NOTORIOUS B.I.G.
37	25	20	13	FAST LIFE (C) (T) COLD CHILLIN'/EPIC STREET 78081/EPIC	KOOL G RAP
38	44	—	2	WHY YOU TREAT ME SO BAD (C) (T) (X) VIRGIN 38529	SHAGGY FEAT. GRAND PUBA
39	24	—	2	EASTSIDE LB (C) (D) (T) G FUNK/RAL 577792/ISLAND	TWINZ
40	34	30	9	GIMME YOURS (C) (T) (X) EMI 58512	AZ
41	36	32	23	Y'ALL AIN'T READY YET (C) (T) BIG BOY 42331/JIVE	MYSTIKAL
42	29	36	5	MOVE YA BODY (C) (T) BIG BEAT 98100/AG	MAD SKILLZ
43	45	47	5	REAL LIVE SH* (C) (T) (X) PIRATE/BIG BEAT 98113/AG	REAL LIVE FEAT. K-DEF & LARRY-O
44	38	34	14	WREKONIZE/SOUND BWOY BURIAL (M) (T) (X) WRECK 20161*/NERVOUS	SMIF-N-WESSUN
45	41	31	20	RUNNIN' (C) (T) (X) DELICIOUS VINYL 58483/CAPITOL	THE PHARCYDE
46	49	48	4	FOR REAL (C) (T) (X) UNION 189/WARLOCK	JACKAL THE BEAR
47	50	43	34	SUGAR HILL (C) (T) (X) EMI 58407	AZ
48	NEW		1	NO LOVE WITHOUT HATE (M) (T) (X) WU-TANG 009*	SUNZ OF MAN
49	42	42	12	WHAT'S UP STAR? (FROM "THE SHOW") (C) (D) (T) JMJ/RAL 577432/ISLAND	SUGA
50	RE-ENTRY		3	HEINY HEINY (C) (D) (T) (X) RIP-IT 9521	95 SOUTH

Records with the greatest sales gains this week. ◆ Videoclip availability. ● Recording Industry Association of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units. Catalog no. is for cassette single. \*Asterisk indicates catalog number is for cassette maxi-single; cassette single unavailable. (C) Cassette single availability. (D) CD single availability. (M) Cassette maxi-single availability. (T) Vinyl maxi-single availability. (V) Vinyl single availability. (X) CD maxi-single availability. © 1996, Billboard/BPI Communications, and SoundScan, Inc.

**BUBBLING UNDER HOT R&B SINGLES**

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST (LABEL/DISTRIBUTING LABEL)	THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE ARTIST (LABEL/DISTRIBUTING LABEL)
1	2	4	FOR REAL JACKAL THE BEAR (UNION/WARLOCK)	14	14	15	LIVIN' PROOF GROUP HOME (PAYDAY/LONDON/ISLAND)
2	—	1	C'MON N' RIDE IT QUAD CITY DJ'S (BIG BEAT/ATLANTIC)	15	—	2	EVERYBODY WANTS TO BE A GANGSTA DAZZIE DEE (CAPITOL)
3	—	1	DON'T CRY SEAL (ZTT/SIRE/WARNER BROS.)	16	5	3	DARK SUN RIDERS DARK SUN RIDERS (ISLAND)
4	3	3	WHY YOU TREAT ME SO BAD SHAGGY FEAT. GRAND PUBA (VIRGIN)	17	17	27	WASSUP, WASSUP! A-TOWN PLAYERS (PREMEDITATED/WB)
5	6	2	GIN & JUICE DEVANTE (MCA SOUNDTRACKS/MCA)	18	25	16	BANKHEAD BOUNCE DIAMOND FEAT. D-ROC (EASTWEST/EEG)
6	20	6	HANDS IN THE AIR DOUG E. FRESH (GEE STREET/ISLAND)	19	16	10	SOMETIMES I MISS YOU SO MUCH P.M. DAWN (GEE STREET/ISLAND)
7	—	1	FAIRGROUND SIMPLY RED (EASTWEST/EEG)	20	18	2	GEORGY PORGY 3*D (TRISTAR/COLUMBIA)
8	—	1	NO LOVE WITHOUT HATE SUNZ OF MAN (WU-TANG)	21	15	11	THE CLOSER I GET TO YOU FOURPLAY (WARNER BROS.)
9	10	3	CRIME SAGA SHABAZZ THE DISCIPLE (PENALTY/TOMMY BOY)	22	21	2	MONEY MAID (FALLIN' IN LOVE) SLOW PAIN (THUMP)
10	9	3	BOUNCE IT Y'ALL KIZZY ROCK (TOMMY BOY)	23	—	1	WHAT GOES UP (REMIX) MACK DA MANIAK (SELECT)
11	7	5	SO SENSITIVE MAREE (GAMMA)	24	—	4	HEADZ AIN'T REDEE/BLACK SMIF N WESSUN BLACK MOON/SMIF-N-WESSUN (WRECK/NERVOUS)
12	11	4	I GOT DAT FEELIN' D.J. KOOL (CLR)	25	24	3	LAP DANZ TOP SECRET (BELLMARK)
13	—	1	MUST STAY PAID BROADWAY (WRECK/NERVOUS)				

Bubbling Under lists the top 25 singles under No. 100 which have not yet charted.



## The 'Beat' Of New York No Victory For Dance Community

**ON THE RADIO:** The speculation is finally over: After months (make that years) of back-room whispering about the possibility of a dance-driven radio station hitting the airwaves of New York—the No. 1 market in the U.S.—comes WKTU, the self-proclaimed “beat” of da Big Apple. So why aren't we smiling?

Sure, the offering of a station with even a slight dance context is preferable over another rock or hip-hop station on a dial that is already overpowered by both formats. But after monitoring WKTU's first few days, we are not wildly encouraged by a playlist that leans more on music made during the bygone days of polyester than on even the solidly proven mainstream fodder of Planet Soul or Ace Of Base.

Certainly, rendering a verdict on the station's quality at this point would be completely unfair. We plan to monitor WKTU for far longer than a few days before fully addressing its value. We hope those of you with access to the station will do the same and keep an open mind and heart. However, we also ask that listeners be discerning and not passively accept such programming choices as “Electric Boogie” by Marcia Griffiths (which was heard during morning drive time at least once this week) for too long.

Caught up in the excitement of finally being tossed a bone, some of our colleagues are already rushing to proclaim WKTU an unqualified victory and a healthy development for the dance music community. So far, neither is completely true. As much as we adore the occasional twirl back in time, no genre or art form can flourish (or even survive) on the perpetual regurgitation and revisitation of past glories. We have never labored under the delusion that hardcore house or trance will ever be welcome on mainstream radio. We would happily settle for an evenly weighted blend of oldies and current pop-friendly rhythm jams. Then—and only then—will we sound the trumpets of victory. Our fingers are crossed that such a moment is not adrift in the unrealistic and untouchable distance.

**RIISING PROFILE:** While Profile



by Larry Flick

Records has long been a solid player in the club field, it is now aiming to expand and strengthen its presence with the formation of QPM Records. Headed by veteran journalist and A&R exec Brian Chin, the label begins its maiden voyage into public view this month with “Think Twice,” an uptempo cover of the popular Celine Dion ballad by Heartbeat Featuring Lauraine.

Chin laughs at the various names industry insiders have attached to the letters QPM. “Maybe we'll have a contest and pick the most imaginative one and use it,” he says. Actually, QPM was inspired by what a DJ pal of Chin refers to as the “quality piano moment” required of any great dance record. Cute.

Cute is also an apt description for “Think Twice,” which has been effectively accelerated to a giddy Euro-NRG pace by producers Gary Miller and Martyn Norris. Fans of the Dion recording will need a minute or two to digest this sugary morsel, which races along at too fast a clip to fully capture the melodrama of the original. But when placed among the dross of pop-gear dance cuts currently bouncing around the pop perimeter, it wafts along like a refreshing breeze. Hard-headed underground punters should seek pleasure elsewhere.

“Think Twice” draws the intended line of contrast between QPM and its sister Profile subsidiary Sm:je Communications, which often mines more experimental rhythm terrain. Chin says QPM will cover “the more traditional forms of dance music,” with a musical mix ranging from “crossable” fare to the dubby efforts of producers Jason Nevins, Mitch Moses, and Jazzy Nice.

“I think dance music needs to build a constituency, instead of fragmenting, which is what's been happening for the last three years,” Chin says. “I want QPM to bring a variety of ideas togeth-

er and not specialize in one specific dance form.”

The label's second single is due at the top of March, and it will be a remix of “No Reason To Cry” by Latin/pop siren Judy Torres. The track was originally signed to Profile by current Maxi Records president Claudia Cusetta during her A&R tenure at Profile in 1987. Glenn Friscia, Danny Coniglio, Chris Gioclo, and Richie Santana remixed the track.

At this point, QPM will be a single-driven label, though Chin is hopeful that the success of such singles as “Think Twice” will lead to full-length albums. For now, though, he is wisely taking it one track at a time.

## Jungle Enriches Voice Of Babble

### Reprise Act Shows Spiritual, Sedate Side On 'Ether'

BY MICHAEL PAOLETTA

**NEW YORK**—Three years ago, Reprise act Babble released its techno-dub debut, “The Stone,” to widespread critical and club DJ acclaim. In the time between that project and the forthcoming “Ether,” the group's founding members and guiding lights, former Thompson Twins members Alannah Currie and Tom Bailey, packed their bags and left urban London for the exotic jungles of Matakana, New Zealand.

“We were completely demented,” says Currie. “It was one of those late-night instances where we decided to move to New Zealand, which started a huge madness, really. We bought a piece of land on the northern coast and just thought we would come here and record the album. But then we realized that we first had to build a house and a studio.

“For one year, we lived in a tiny two-bedroom shack in the middle of the muddy woods, with a telephone that kept falling off the wall,” Currie continues with a laugh. “[It was] a totally different living situation from our days in London. I remember thinking, ‘We used to be pop stars, now look at us!’ But now, it's become my paradise.”

Situated north of Auckland, Matakana is not a locale that would appeal to your typical cosmopolitan urbanites—let alone pop stars. But Currie, who was born and raised in New Zealand, and Bailey, who hails from Yorkshire, England, are anything but typical. And “Ether,” produced by the group (which also includes electronic wiz Keith Fernley), takes an equally atypical stance.

Like the substance for which it is named, “Ether”—due in stores April 23—is a spacy, mystical, and often heavenly journey that illustrates a unique way of intermingling trip-hop, underground dance, ambient, pop, and Indian influences. But how accessible is it?

“We're not really dealing in pop music now,” says Currie. Whereas the Thompson Twins—which boast a catalog of hits, including “Hold Me Now,” “Lies,” and “In The Name Of Love”—were a full-on pop band, complete with pointedly melodic and memorable

**IN THE MIX:** One of the more refreshing entries to be met with warmth by the British club community in recent weeks is “I've Had Enough” by Arista U.K. newcomer Ivan Matias. Eagle-ears will recall the song's original version by missing-in-action Epic singer Denitria Champ. Interestingly, Frankie Knuckles handled production of both incarnations, bringing a more subtle and muscular groove to the Matias recording. A bevy of remixers have had their way with the track, with C.J. Mackintosh striking the most even balance between fulfilling dancefloor and radio requirements. For a harder edge, go to the

hypnotic, mildly trance-spiked Fathers Of Sound version.

Matias is currently assembling material for his first album. No word yet on whether or not Arista's stateside arm will participate in the project. We hope it will. It has been a little while since the label has thrown its support behind a strong, young, male solo performer.

After 10 years with EMI Records in the U.S., Pet Shop Boys have joined the ranks of Atlantic Records. Partners Neil Tennant and Chris Lowe have already completed the act's next album, which is slated for release in September.

hooks, Babble's intention is to be more personal, more adventurous, and much more honest in its composition and performance. “We used to write with an audience in mind,” says Currie, “but I don't think we do that anymore.”

Sergio Goncalves, national director of dance/specialty radio promotion at Reprise, appears undaunted by this confession. “Of course, ‘Ether’ will be a challenging project to market,” he

The lyrics for “Love Has No Name,” as well as for the album's other tracks, were born out of diaries Currie kept during the first seven months in New Zealand. “I was trying to communicate with people in other places, both on an astral and a spiritual level,” says Currie. “It was like trying to connect the new life with no life. I was trying to access this otherworldliness.”

“It was rather strange,” Bailey says. “After several months, Alannah started tearing pages out of her diaries and throwing them at me. She'd stopped speaking by then, so I just started working music around her written words, mixing Indian music and everything from dub to the rave to ambient sounds we'd brought along with us.”

Currie jumps in, adding, “I think it's the only album that we really had to make. It was our lifeline with ourselves, with our security. There's something very moody and sensual about it that can only be defined by hearing. It's a strange weave of all the strands of our lives. It really felt like we had to get this stuff out, or we'd go mad.”



BABBLE

says. “But because the music is so brilliant, spiritual, and moody, it allows us to tap into a variety of areas. We know that the traditional top 40 market doesn't embrace this style of music right now. What we're finding, though, is that there are many alternative, college, and some triple-A stations that now host specialty shows, usually during the midnight hours, which feature many styles of new music. We'll be tapping into that territory.”

Goncalves adds that the label will also stock the disc in nontraditional music-buying outlets, such as boutiques and bookstores that sell spiritual items. “We're also going to work at getting the disc played in some of the cooler lounges, bars, and coffeehouses,” he says. “Of course, we'll also be working heavily at the club level.”

The set's first single, “Love Has No Name,” features the sultry vocals of Teremoana Rapley and is the only song on the album that does not feature Currie or Bailey on lead vocals. “Initial response from the club jocks to this track has been really positive,” says Goncalves. “It appears that everyone is liking this one—both the remixes by Todd Terry and the mixes done by the group. People are really listening to it, getting into the song's cool vibe and left-of-center sensual lyrics.”

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Billboard **Dance**  
**HOT Breakouts**  
FOR WEEK ENDING FEB. 24, 1996  
**CLUB PLAY**

1. FEELS SO GOOD (SHOW ME YOUR LOVE) LINA SANTIAGO UNIVERSAL
2. REACHIN' INSTINCT JELLYBEAN
3. REAP (WHAT YOU SOW) VERNESSA MITCHELL SOUND PROOF IMPORT
4. LOVE HAS NO NAME BABBLE REPRISÉ
5. LOVE HIM ANYWAY SHERREE FORD-PAYNE ALMO SOUNDS

#### MAXI-SINGLES SALES

1. 5 O'CLOCK NONCHALANT MCA
2. THE LOVER THAT YOU ARE PULSE FEATURING ANTOINETTE ROBERSON JELLYBEAN
3. MUST STAY PAID BROADWAY WRECK
4. IMITATION OF LIFE BILLIE RAY MARTIN SIRE
5. WHAT GOES UP MACK DA MANIAK SELECT

Breakouts: Titles with future chart potential, based on club play or sales reported this week.



THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE LABEL & NUMBER DISTRIBUTING LABEL	ARTIST
<b>CLUB PLAY</b> COMPILED FROM A NATIONAL SAMPLE OF DANCE CLUB PLAYLISTS.					
<b>★ ★ ★ No. 1 ★ ★ ★</b>					
1	2	3	11	DAY BY DAY CAJUAL 234 1 week at No. 1	DAJAE
2	3	8	7	ENERGY AQUA BOOGIE WING 852637 MERCURY	DEVONE
3	8	12	5	WHO DO U LOVE ARISTA 1-2943	DEBORAH COX
4	11	17	5	THE NEW ANTHEM LOGIC 59034 N-JOI FEATURING MARK FRANKLIN AND NIGEL CHAMPION	
5	6	10	10	FREEDOM (MAKE IT FUNKY) STRICTLY RHYTHM 12420	BLACK MAGIC
6	1	2	11	THE LOVER THAT YOU ARE JELLYBEAN 2506 PULSE FEATURING ANTOINETTE ROBERSON	
7	7	11	8	CATERPILLAR MOONSHINE MUSIC 88419	KEOKI
8	13	14	5	THE WINDING SONG SIRE 66019 EEG	DOUBLEPLUSGOOD
9	4	1	11	WHEN COLUMBIA IMPORT	SUNSCREAM
10	5	7	10	TREAT ME RIGHT ONE PLANET 10302	TEMPLE OF THE GROOVE
11	15	15	7	UNLEARN WAX TRAX! 8728 TVT	PSYKOSONIK
12	20	27	4	MUSICA ES MI VIDA (ROBI-ROB'S BORIQUA ANTHEM PT.II) MCA IMPORT	C+C MUSIC FACTORY
13	16	21	6	DREAM COME TRUE GROOVILICIOUS 006 STRICTLY RHYTHM	ANGELA LEWIS
14	14	6	13	I FOUND IT MAXI 2030	DAPHNE
15	9	4	12	SHOOT ME WITH YOUR LOVE SIRE 66085 EEG	◆ D.REAM
16	10	9	10	TOMA DIGITAL DUNGEON 1208	EL CANTOR
17	12	5	12	GOT MYSELF TOGETHER HENRY STREET BIG BEAT 95697 ATLANTIC	THE BUCKETHEADS
18	27	39	3	TRES DESEOS (THREE WISHES) EPIC PROMO	◆ GLORIA ESTEFAN
19	25	31	4	SET ME FREE (CHIBAN 24880)	MIISA
20	18	22	7	THIS TIME AROUND EPIC PROMO	MICHAEL JACKSON
<b>★ ★ ★ POWER PICK ★ ★ ★</b>					
21	29	—	2	LUCKY LOVE ARISTA 1-2980	◆ ACE OF BASE
22	19	20	8	CHILDREN OF THE WORLD LIGHTYEAR 54166	SOUNDS OF BLACKNESS
23	32	43	3	AIN'T NOBODY WORK 78229 COLUMBIA	◆ DIANA KING
24	31	38	4	GIV ME LUV YOSHITOSHI 005	ALCATRAZ
25	17	16	10	PASSION OF THE NIGHT LOGIC 59031	◆ CLUBZONE
26	33	40	3	IMITATION OF LIFE SIRE 66049 EEG	BILLIE RAY MARTIN
27	30	37	4	LET THERE BE LIGHT REPRISE 43561	◆ MIKE OLDFIELD
28	37	—	2	SALVA MEA (SAVE ME) CHEEKY 008/CHAMPION	◆ FAITHLESS
29	24	29	6	LOVE IN C MINOR PURE 2251	CERRONE
30	36	44	3	LIGHT YEARS WORK 78077/COLUMBIA	◆ JAMIROQUAI
31	26	26	6	SHUT UP (AND SLEEP WITH ME) LOGIC 59033	◆ SIN WITH SEBASTIAN
32	21	19	11	PEOPLE DEEPER 0002	DEEPER FEATURING KAREN POLLARD
33	22	13	12	FINGERS & THUMBS (COLD SUMMER'S DAY) MUTE ELEKTRA 66053 EEG	◆ ERASURE
34	42	—	2	RUMOUR LAVA 95649 ATLANTIC	◆ BEL CANTO
35	41	—	2	CARNIVAL CUTTING 364	◆ 2 IN A ROOM
36	23	18	12	I SPECIALIZE IN LOVE ARISTA 1-2920	EXPOSE
37	35	35	6	HAPPY MAXI 2032	JUDY ALBANESE
38	43	48	3	TAKE A LOOK HOLLYWOOD 66002	◆ J'SON
39	45	—	2	MOVIN' UP RCA 64479	DREAMWORLD
40	48	—	2	GEORGY PORGY TRISTAR 36771	3-D
41	38	32	6	EARTH SONG EPIC PROMO	◆ MICHAEL JACKSON
42	39	30	8	SUPERSTAR DJ MOONSHINE MUSIC 88424	CIRRUS
<b>★ ★ ★ HOT SHOT DEBUT ★ ★ ★</b>					
43	NEW ▶	1	1	THIS IS THE WAY STOCKHOLM IMPORT	E-TYPE
44	NEW ▶	1	1	BIG YELLOW TAXI REPRISE PROMO	JONI MITCHELL
45	NEW ▶	1	1	UNTIL WE MEET AGAIN KING STREET 1036	URBAN SOUL
46	40	36	6	TIME TO GET DOWN HOT SPIC 1186 ANGEL MORAES FEAT. SALLY CORTEZ & OCTAVIA LAMBERTIS	
47	NEW ▶	1	1	DON'T FALL IN LOVE NERVOUS 20146	BYRON STINGILY
48	28	23	13	ADDICTED BOLD! 2008	PLUTONIC
49	NEW ▶	1	1	DON'T STOP (WIGGLE WIGGLE) AUREUS 1200	◆ THE OUTHERE BROTHERS
50	34	28	13	COME ON HOME EPIC 77941	CYNDI LAUPER

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE LABEL & NUMBER DISTRIBUTING LABEL	ARTIST
<b>MAXI-SINGLES SALES</b> COMPILED FROM A NATIONAL SUB-SAMPLE OF POS (POINT OF SALE) EQUIPPED KEY DANCE RETAIL STORES WHICH REPORT NUMBER OF UNITS SOLD TO SOUNDSCAN, INC. <b>SoundScan</b>					
<b>★ ★ ★ No. 1 ★ ★ ★</b>					
1	1	2	12	SOON AS I GET HOME (M) (T) (X) BAD BOY 7-9049/ARISTA 2 weeks at No. 1	◆ FAITH EVANS
2	2	—	2	SITTIN' UP IN MY ROOM (M) (T) (X) ARISTA 1-2974	◆ BRANDY
3	3	3	9	FU-GEE-LA (M) (T) (X) RUFFHOUSE 78194/COLUMBIA	◆ FUGEES
<b>★ ★ ★ GREATEST GAINER ★ ★ ★</b>					
4	18	9	22	SET U FREE (T) (X) STRICTLY RHYTHM 12428	PLANET SOUL
5	6	1	24	MISSING (T) (X) ATLANTIC 85620 AG	◆ EVERYTHING BUT THE GIRL
6	5	—	2	MICROPHONE MASTER (T) (X) EASTWEST 66020 EEG	◆ DAS EFX (FEATURING MOBB DEEP)
7	11	5	16	BE MY LOVER (T) (X) RCA 64445	◆ LA BOUCHE
8	7	4	4	EVERYDAY & EVERYNIGHT (T) LOUD 64450/RCA	◆ YVETTE MICHELLE
9	17	11	9	STAYIN' ALIVE (T) (X) RADICAL 15562 AVEX CRITIQUE	◆ N-TRANCE
10	8	6	5	FEELS SO GOOD (SHOW ME YOUR LOVE) (T) (X) UNIVERSAL 56004	LINA SANTIAGO
11	12	49	9	COLD WORLD (T) GEFENN 22210	◆ GENIUS GZA FEATURING INSPEKTAH DECK
12	10	7	8	FUNKORAMA (M) (T) INTERSCOPE 95691 AG	◆ REDMAN
13	4	13	21	DANGER (T) (X) FADER 120081 MERCURY	◆ BLAHZAY BLAHZAY
14	14	—	2	CAN'T BE WASTING MY TIME (T) ISLAND 854539	◆ MONA LISA FEATURING LOST BOYZ
15	9	8	4	WHO DO U LOVE (M) (T) (X) ARISTA 1-2943	◆ DEBORAH COX
16	34	—	2	WHAT A SENSATION (T) MAW 0005 STRICTLY RHYTHM	KENLOU
<b>★ ★ ★ HOT SHOT DEBUT ★ ★ ★</b>					
17	NEW ▶	1	1	SLEEPING WITH AN ANGEL (M) (T) (X) ARISTA 1-2983	REAL MCCOY
18	20	12	21	EVERYBODY BE SOMEBODY (T) (X) MAW 0004 STRICTLY RHYTHM	◆ RUFFNECK FEATURING YAVAHN
19	16	17	18	BEFORE YOU WALK OUT OF MY LIFE/LIKE THIS AND LIKE THAT (M) (T) (X) ROWDY 3-5057 ARISTA	◆ MONICA
20	22	26	11	GET MONEY/ I NEED YOU TONIGHT (T) UNDEAS BIG BEAT 95694 AG	◆ JUNIOR M.A.F.I.A. FEAT. THE NOTORIOUS B.I.G.
21	15	24	5	UNKNOWNHOWWEDU (M) (T) (X) CHRYSALIS 58511/EMI	◆ BAHAMADIA
22	35	46	4	MR. KIRK (T) (X) SM-JE 9030/PROFILE	4 HERO
23	30	—	8	ENERGY (T) AQUA BOOGIE WING 852637 MERCURY	DEVONE
24	21	20	15	WREKONIZE/SOUND BWOY BUREILL (M) (T) (X) WRECK 20161 NERVOUS	◆ SMIF-N-WESSUN
25	NEW ▶	1	1	CATERPILLAR (T) (X) MOONSHINE MUSIC 88419	KEOKI
26	28	16	11	NO ONE ELSE (M) (T) BAD BOY 7-9043/ARISTA	◆ TOTAL
27	27	19	13	LEFLAUR LEFLAH ESKHUSKA/BLAH (T) DUCK DOWN 53219 PRIORITY	◆ HELTAH SKELTAH AND O.G.C. AS THE FAB 5
28	NEW ▶	1	1	MIND FLUID (M) (T) (X) NERVOUS 20133	NU YORICAN SOUL
29	39	25	13	ONE SWEET DAY (M) (T) (X) COLUMBIA 78075	◆ MARIAH CAREY & BOYZ II MEN
30	29	23	12	TONITE'S THA NIGHT (M) (T) RUFFHOUSE 78093/COLUMBIA	◆ KRIS KROSS
31	NEW ▶	1	1	NO LOVE WITHOUT HATE (T) (X) WU TANG 809	SUNZ OF MAN
32	45	32	17	I MISS YOU (COME BACK HOME) (M) (T) (X) UPTOWN 55132/MCA	◆ MONIFAH
33	NEW ▶	1	1	PHYSICAL FUNK (M) (T) OUTBURST/RAL 577795/ISLAND	◆ DOMINO
34	19	—	2	GIV ME LUV (T) YOSHITOSHI 005	ALCATRAZ
35	25	15	22	FANTASY (M) (T) (X) COLUMBIA 78044	◆ MARIAH CAREY
36	23	22	16	HEY LOVER (M) (T) DEF JAM/RAL 577495/ISLAND	◆ LL COOL J
37	13	41	3	WELCOME (T) DEF JAM/RAL 577791/ISLAND	◆ ERICK SERMON
38	26	10	14	BEAUTIFUL LIFE (M) (T) (X) ARISTA 1-2918	◆ ACE OF BASE
39	24	18	21	TELL ME (T) (X) EPIC 78068	◆ GROOVE THEORY
40	43	28	3	DON'T STOP (WIGGLE WIGGLE) (T) (X) AUREUS 1200	◆ THE OUTHERE BROTHERS
41	RE-ENTRY	9	9	I SPECIALIZE IN LOVE (T) (X) ARISTA 1-2920	EXPOSE
42	32	21	3	GIVE ME THE NIGHT (T) (X) BLUEMOON 95660 AG	◆ RANDY CRAWFORD
43	38	33	19	CELL THERAPY (M) (T) LAFACE 2-4114/ARISTA	◆ GOODIE MOB
44	33	29	5	WONDERWALL (X) EPIC 78204	◆ OASIS
45	44	—	2	AIN'T NOBODY (T) (X) WORK 78229 COLUMBIA	◆ DIANA KING
46	NEW ▶	1	1	WHY YOU TREAT ME SO BAD (T) (X) VIRGIN 38529	◆ SHAGGY FEATURING GRAND PUBA
47	RE-ENTRY	5	5	WHERE DO U WANT ME TO PUT IT (T) (X) PERSPECTIVE 88426 A&M	◆ SOLO
48	NEW ▶	1	1	LIGHT YEARS WORK 78077/COLUMBIA	JAMIROQUAI
49	RE-ENTRY	3	3	THE WINDING SONG (T) (X) SIRE 66019 EEG	DOUBLEPLUSGOOD
50	48	—	14	THROW YOUR SET IN THE AIR (M) (T) (X) RUFFHOUSE 78217/COLUMBIA	◆ CYPRESS HILL

○ Titles with the greatest sales or club play increases this week. ◆ Videoclip availability. Catalog number is for vinyl maxi-single, or cassette maxi-single if vinyl is unavailable. On Sales chart: (M) Cassette maxi-single availability. (T) Vinyl maxi-single availability. (X) CD maxi-single availability. © 1996, Billboard/BPI Communications.

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## Stage Is Set For Jo Dee Messina

### Curb Spent Eight Months Preparing For Her Debut

BY DEBORAH EVANS PRICE

NASHVILLE—With her debut single "Heads Carolina, Tails California" climbing the Hot Country Singles & Tracks chart, Curb artist Jo Dee Messina's career is off to a promising start.

Though she might seem like the next overnight success story in country music, Dennis Hannon, GM of the Curb Records Group and senior VP marketing for the Curb label, says Curb has spent the last eight months preparing radio and retail for Messina's self-titled debut.

"There's nothing I can think of that we haven't done," Hannon says. "From the beginning we've involved radio in this artist."

Those efforts include Messina getting acquainted with Curb's regional promotion staff and then hitting the road to visit radio stations last fall. She also opened nine shows for BlackHawk and Tim McGraw on their fall tour schedule, which got her face and music in front of

large crowds in several key cities. Additionally, she was featured on a special Curb showcase held in the Bahamas.

Curb is also planning a radio special, produced by Nashville-based Tim



MESSINA

Riley & Associates, that will air about the time the second single (yet to be determined) is released, possibly in May. On the retail side, in January Curb secured listening posts, center-aisle promotions and key merchandising space at all the major outlets, including MusiCland, Camelot, Kmart, and Target.

"This is probably the best album we've had from a debut artist on this label," Hannon says. "When I go back and look at the first album that everyone of our artists has delivered to us, I can't think of another album that has been as strong as 'Jo Dee Messina'..."

## Current, Upcoming Books Show The Span Of Country

BY CHET FLIPPO

The state of country music scholarship continues to improve. In spite of a spate of gee-whiz books on country idols, there is a steady production of solid works chronicling the genre and recording its history.

In addition to the current crop of books, those coming in future months include an oral history by Robert K. Oermann, an anthology from the Journal of Country Music, and books by or about George Jones, Carl Perkins, and Rose Maddox.

Oermann's work, a lavishly illustrated oral history, is titled "The Roots Of Country: The Legends Of Country" and includes lengthy interviews with such legends as Maybelle Carter and Johnny Cash. It will be published in June by Turner Publishing of Atlanta and coincides with the airing of a six-hour TBS special that Oermann is producing.

To celebrate the 25th anniversary of its Journal of Country Music, the Country Music Foundation is publishing in May (in conjunction with the Vanderbilt University Press) "The Country Reader: 25 Years Of The Journal Of Country Music." Paul Kingsbury edited the collection of articles and reviews by such writers as Roy Blount Jr., Nick Tosches, and Peter Guralnick. The collection of photographs includes works by Slick Lawson, Jim McGuire, and Raeanne Rubenstein.

In May, Vanderbilt/CMF Press is bringing out "Ramblin' Rose: The Life And Career Of Rose Maddox" by Jonny Whiteside. Her life has been a microcosm of both American social history and country music history. The book also presents the first complete account of West Coast country music.

April will see publication of "I Lived To Tell It All" by George Jones (with Tom Carter) from Villard Books. Jones promises to tell all at last about "my sor-

did past"—from drugs and alcohol to his marriage to Tammy Wynette and their divorce, his underworld friends, and his run-ins with the law.

A different and more sober account comes in May with Carl Perkins' "Go Cat Go" (written with David McGee) from Hyperion Books.

Among current books, Vanderbilt/CMF Press has just reissued 1975's "Sing Your Heart Out Country Boy" by Dorothy Horstman. The book is a collection of lyrics to more than 360 country songs, along with comments by the artist or composer explaining how the song came about. As an example, Webb Pierce recounts how "There Stands The Glass" was almost not recorded because of vehement opposition to that drinking song by the Grand Ole Opry's Jim Denny and publisher Fred Rose.

Paul Kingsbury's opus on the Opry has just been published by Villard. This extensively illustrated history is printed on heavy stock with hundreds of color and black and white photographs, some never before published. It stands as the definitive book on the venerable Opry and what it has meant to country music.

"Definitive Country: The Ultimate Encyclopedia Of Country Music And Its Performers" by Barry McCloud (Perigee Books) is anything but definitive. To begin with, the book opens with a full-page ad by Delta Airlines stating that "it was our sincere pleasure to help coordinate the worldwide transportation requirements necessary to complete the project."

The project itself is an erratic mix of sometimes thorough and sometimes wrong entries. Birth dates are sometimes included, sometimes not. Fred Rose's marital status is listed as "unknown," Doug Sahm's given name is Sahm and not "Saldana" as listed, and Kinky Friedman's birthplace of Rio Duckworth is near Kerrville, Texas, not

(Continued on page 32)

She's got everything that a record company looks for... She's not only got the dream and the vision, she's got the plan."

Messina began working on that plan early in life. Hailing from a small town in Massachusetts, she began listening to country music at 11 and was performing it in local clubs and jamborees while barely in her teens. Her mother drove her to gigs because she was too young to have a driver's license. But by the time she was 16, she had her license and her own band.

After moving to Nashville, her first break came when she performed on "Live At Libby's," a Saturday night

(Continued on page 32)



John, Meet James. BNA artist John Anderson greeted James Taylor in Nashville after Taylor performed with the Nashville Symphony. Shown, from left, are Anderson, Taylor, and Anderson associates Marvin Lee and Jim Della Croce.

## Keaton Returns To His Country Roots; Producer Huey Meaux Is On The Run

I TALKED ON THE PHONE THE OTHER DAY with John Keaton. He's a struggling country artist who came from Roe, Ark., and now divides his time between New York and Dallas. Lately, Keaton has been driving from radio tower to radio tower in the South, pushing his cassette single, working to set up his forthcoming independent-label debut, on New York's KEM Records. His single is his original "Gift Of Love," backed with a country remake of Wilson Pickett's "634-5789."

The fact that Keaton is a black country singer does not seem to him to be a big deal. "I grew up on a farm listening to Conway Twitty and all that, and I loved the music," he says. "Charley Pride came along, and it was all the same. My dad used to take Porter Wagoner and Jim Ed Brown out duck hunting, and I would go along. Jerry Clower would be there. I was 9 or 10 years old and playing guitar, and they definitely influenced me. When I started to write songs, that's what came to me naturally. Country and gospel country."

After many years of pop music, he's gone back to country. "People say to me, 'You shouldn't do this.' Some people are shocked that I'm doing country. At this point in my life, I had to listen to myself and I got tired of people saying I shouldn't do this. People are gonna have to take me for what I am, as an artist. It's important for me to get my material out. My material just happens to be country. It's material that's closer to my heart and my roots. I've performed for every kind of audience. The middle class is the country audience, and the middle class is a lot of different people."

"I've played for whites and blacks and Latin Americans and Indians and lots of others. For a while, a lot of people thought blacks weren't into country music and they didn't think it was good. Well, from one end of the spectrum, we didn't listen to some of it because some of it was considered racial and it was. But that didn't deter blacks from listening to the music, because the material was there. We weren't listening just because of Charley Pride. There were artists who made sense, really good sense. And the music told a story about where we were really from."

After a pause, he says, "So, I've come back and settled down to my roots, to what I really am about and what makes me feel good. I've been pop and everything else, because it was a job. But, this is for me."

LEGENDARY INDEPENDENT record producer Huey Meaux, who was arrested and charged in Houston Feb. 5 with possession of cocaine and child pornography (Bill-

board, Nashville Scene, Feb. 17), disappeared after posting \$130,000 bail, according to Houston police. Houston police, as well as six bounty hunters from the bail bond agency, are on his trail. After his disappearance, authorities filed two additional counts of sexual assault against him. A Houston civil court froze all his assets, including thousands of hours of master tapes he has recorded of Texas and Louisiana artists over the past four decades. The injunction also covers his rights to songs or albums. There is an \$11,000 reward for information leading to his capture.

ON THE ROW: Shania Twain, Tim McGraw, and Tracy Byrd led the nominees for the third annual Country Dance Music Awards



by Chet Flippo

show. They got three apiece, while Wade Hayes and John Michael Montgomery each received two. The awards ceremonies will take place April 10 at Nashville's Wildhorse Saloon. The event is conducted by Country Club Enterprises and sponsored by the Jack Daniel Distillery and Wrangler Western Wear Marketing

... Riders In The Sky and their producer Joey Miskulin will receive the Wrangler Award for outstanding traditional album during the 35th annual Western Heritage Awards March 16 at the National Cowboy Hall of Fame in Oklahoma City. The award is for their most recent album, "Always Drink Upstream From The Herd." The Riders begin their third season on TNN with "Riders Radio Theater: The Television Show."

RESTORATION IS now two-thirds complete on Nashville's oldest surviving recording studio. RCA's Studio B on 17th Avenue South (now Music Square West) at the corner of Roy Acuff Place is being completely restored by the Country Music Hall of Fame and is operated by the Country Music Foundation. The studio was the idea of Chet Atkins and was built by Nashville financier Don Maddox, who leased it to RCA in 1957. It was here that Atkins, as RCA chief, birthed what came to be known as "the Nashville Sound." Hits by Elvis Presley, Roy Orbison, Dolly Parton, Hank Snow, and the Everly Brothers were recorded there, and it looks now as it did then. Studio B has been open to tourists since 1977, and four years ago Don and Margaret Maddox donated it to the CMF. The next phase of restoration, installing the original 24-input recording console (and other cosmetic touches), will allow the facility to be a working studio later this year.



# Billboard TOP COUNTRY ALBUMS

FOR WEEK ENDING FEB. 24, 1996

COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE AND RACK SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY **SoundScan**

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUGGESTED LIST PRICE OR EQUIVALENT FOR CASSETTE/CD)	TITLE	PEAK POSITION
<b>*** No. 1/GREATEST GAINER ***</b>						
1	1	1	53	SHANIA TWAIN ▲ MERCURY NASHVILLE 522856 (10.98 EQ/16.98) <b>HS</b> 16 weeks at No. 1	THE WOMAN IN ME	1
2	2	2	16	ALAN JACKSON ▲ ARISTA 18801 (10.98/16.98)	THE GREATEST HITS COLLECTION	1
3	3	3	12	GARTH BROOKS ▲ CAPITOL NASHVILLE 32080 (10.98/15.98)	FRESH HORSES	1
<b>*** Hot Shot Debut ***</b>						
4	<b>NEW</b>		1	NEIL DIAMOND COLUMBIA 67382/SONY (10.98 EQ/16.98)	TENNESSEE MOON	4
5	4	5	24	FAITH HILL ● WARNER BROS. 45872 (10.98/16.98)	IT MATTERS TO ME	4
6	6	4	12	VINCE GILL ▲ MCA 11394 (10.98/16.98)	SOUVENIRS	3
7	5	6	3	TRACY LAWRENCE ATLANTIC 82866/AG (10.98/15.98)	TIME MARCHES ON	5
8	7	8	61	GARTH BROOKS ▲ CAPITOL NASHVILLE 29689 (10.98/15.98)	THE HITS	1
9	8	9	19	REBA MCENTIRE ▲ MCA 11264 (10.98/16.98)	STARTING OVER	1
10	9	7	21	TIM MCGRAW ▲ CURB 77800 (10.98/16.98)	ALL I WANT	1
11	14	14	17	CLAY WALKER GIANT 24640/WARNER BROS. (10.98/15.98)	HYPNOTIZE THE MOON	11
12	13	12	25	COLLIN RAYE ● EPIC 67033/SONY (10.98 EQ/15.98)	I THINK ABOUT YOU	5
13	10	15	3	PATTY LOVELESS EPIC 67269/SONY (10.98/15.98)	THE TROUBLE WITH THE TRUTH	10
14	12	11	30	JEFF FOXWORTHY ▲ WARNER BROS. 45856 (10.98/16.98)	GAMES REDNECKS PLAY	2
15	11	10	46	JOHN MICHAEL MONTGOMERY ▲ ATLANTIC 82728/AG (10.98/16.98)	JOHN MICHAEL MONTGOMERY	1
16	15	13	22	TRAVIS TRITT ● WARNER BROS. 46001 (10.98/16.98)	GREATEST HITS - FROM THE BEGINNING	3
17	16	18	22	GEORGE STRAIT ▲ MCA 11263 (9.98/49.98)	STRAIT OUT OF THE BOX	9
18	17	17	39	DAVID LEE MURPHY ● MCA 11044 (10.98/15.98) <b>HS</b>	OUT WITH A BANG	10
<b>*** Pacesetter ***</b>						
19	40	45	5	VARIOUS ARTISTS DECCA 11260/MCA (10.98/16.98)	NOT FADE AWAY (REMEMBERING BUDDY HOLLY)	19
20	19	19	88	VINCE GILL ▲ MCA 11047 (10.98/15.98)	WHEN LOVE FINDS YOU	2
21	18	16	34	BRYAN WHITE ● ASYLUM 61642/EEG (10.98/15.98) <b>HS</b>	BRYAN WHITE	13
22	21	21	27	TERRI CLARK MERCURY NASHVILLE 526991 (10.98 EQ/16.98) <b>HS</b>	TERRI CLARK	20
23	22	22	20	THE MAVERICKS MCA 11257* (10.98/15.98)	MUSIC FOR ALL OCCASIONS	9
24	20	20	53	ALISON KRAUSS ▲ ROUNDER 0325* (9.98/15.98) <b>HS</b>	NOW THAT I'VE FOUND YOU: A COLLECTION	2
25	23	25	22	BLACKHAWK ● ARISTA 18792 (10.98/15.98)	STRONG ENOUGH	4
26	28	—	2	LINDA DAVIS ARISTA 18804 (9.98/15.98) <b>HS</b>	SOME THINGS ARE MEANT TO BE	26
27	24	24	20	MARTINA MCBRIDE RCA 66509 (9.98/15.98)	WILD ANGELS	17
28	27	28	58	WADE HAYES ● COLUMBIA 66412/SONY (9.98 EQ/15.98) <b>HS</b>	OLD ENOUGH TO KNOW BETTER	19
29	25	23	16	AARON TIPPIN RCA 66740 (9.98/15.98)	TOOL BOX	12
30	26	26	99	TIM MCGRAW ▲ CURB 77659 (9.98/15.98)	NOT A MOMENT TOO SOON	1
31	29	29	33	LORRIE MORGAN ● BNA 66508/RCA (10.98/16.98)	GREATEST HITS	5
32	33	32	178	GEORGE STRAIT ▲ MCA 10651 (10.98/15.98)	PURE COUNTRY (SOUNDTRACK)	1
33	31	30	10	JOE DIFFIE EPIC 67405/SONY (10.98/15.98)	LIFE'S SO FUNNY	28
34	32	38	72	ALABAMA ▲ RCA 66410 (10.98/15.98)	GREATEST HITS VOL. III	8
35	30	27	15	DWIGHT YOAKAM ● REPRIS 46051/WARNER BROS. (10.98/16.98)	GONE	5
36	37	39	20	EMILIO CAPITOL NASHVILLE 32392 (9.98/13.98)	LIFE IS GOOD	13

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUGGESTED LIST PRICE OR EQUIVALENT)	TITLE	PEAK POSITION
37	35	34	88	TRACY BYRD ▲ MCA 10991 (10.98/15.98)	NO ORDINARY MAN	3
38	34	35	109	JEFF FOXWORTHY ▲ WARNER BROS. 45314 (9.98/15.98) <b>HS</b>	YOU MIGHT BE A REDNECK IF...	3
39	46	51	4	LONESTAR BNA 66642/RCA (9.98/15.98) <b>HS</b>	LONESTAR	39
40	47	—	2	JOHN ANDERSON BNA 66810/RCA (10.98/16.98)	PARADISE	40
41	38	40	26	ALABAMA ● RCA 66525 (10.98/15.98)	IN PICTURES	12
42	36	31	20	LITTLE TEXAS WARNER BROS. 46017 (10.98/15.98)	GREATEST HITS	17
43	39	33	30	TRACY BYRD ● MCA 11242 (10.98/15.98)	LOVE LESSONS	6
44	42	41	124	REBA MCENTIRE ▲ MCA 10906 (10.98/15.98)	GREATEST HITS VOLUME TWO	1
45	48	46	50	RHETT AKINS DECCA 11098/MCA (10.98/15.98) <b>HS</b>	A THOUSAND MEMORIES	45
46	44	42	7	DOUG SUPERNOW GIANT 24639/WARNER BROS. (10.98/15.98) <b>HS</b>	YOU STILL GOT ME	42
47	45	43	94	REBA MCENTIRE ▲ MCA 10994 (10.98/15.98)	READ MY MIND	2
48	41	47	72	BROOKS & DUNN ▲ ARISTA 18765 (10.98/15.98)	WAITIN' ON SUNDOWN	1
49	43	37	41	TY HERNDON EPIC 66397/SONY (9.98 EQ/15.98) <b>HS</b>	WHAT MATTERED MOST	9
50	50	44	108	FAITH HILL ▲ WARNER BROS. 45389 (9.98/15.98) <b>HS</b>	TAKE ME AS I AM	7
51	51	55	20	DARYLE SINGLETARY GIANT 24606/WARNER BROS. (10.98/15.98) <b>HS</b>	DARYLE SINGLETARY	50
52	52	50	106	THE MAVERICKS ▲ MCA 10961 (9.98/15.98) <b>HS</b>	WHAT A CRYING SHAME	6
53	53	49	14	PAM TILLIS ARISTA 18799 (10.98/15.98)	ALL OF THIS LOVE	25
54	49	36	49	JOHN BERRY ● CAPITOL NASHVILLE 28495 (10.98/15.98)	STANDING ON THE EDGE	12
55	54	52	106	BLACKHAWK ▲ ARISTA 18708 (9.98/15.98)	BLACKHAWK	15
56	62	67	18	LEE ROY PARNELL CAREER 18790/ARISTA (10.98/15.98) <b>HS</b>	WE ALL GET LUCKY SOMETIMES	52
57	56	54	82	WILLIE NELSON COLUMBIA 64184/SONY (5.98 EQ/9.98)	SUPER HITS	34
58	58	56	107	JOHN MICHAEL MONTGOMERY ▲ ATLANTIC 82559/AG (10.98/15.98)	KICKIN' IT UP	1
59	67	73	15	JUNIOR BROWN MCG CURB 77783/CURB (6.98/9.98) <b>HS</b>	JUNIOR HIGH (EP)	54
60	<b>RE-ENTRY</b>		21	THE MOFFATTS POLYDOR NASHVILLE 527373 (10.98/14.98) <b>HS</b>	THE MOFFATTS	44
61	65	65	188	MARY CHAPIN CARPENTER ▲ COLUMBIA 48881/SONY (10.98 EQ/16.98)	COME ON COME ON	6
62	60	61	235	BROOKS & DUNN ▲ ARISTA 18658 (9.98/15.98)	BRAND NEW MAN	3
63	55	48	33	JEFF CARSON MCG CURB 77744/CURB (9.98/15.98) <b>HS</b>	JEFF CARSON	22
64	57	62	65	CHARLIE DANIELS EPIC 64182/SONY (5.98 EQ/9.98)	SUPER HITS	50
65	61	60	66	GEORGE STRAIT ▲ MCA 11092 (10.98/15.98)	LEAD ON	1
66	63	57	77	PATTY LOVELESS ● EPIC 64188/SONY (9.98 EQ/15.98)	WHEN FALLEN ANGELS FLY	8
67	59	53	26	TY ENGLAND RCA 66522 (9.98/15.98)	TY ENGLAND	13
68	66	68	28	KENNY CHESNEY BNA 66562/RCA (9.98/15.98) <b>HS</b>	ALL I NEED TO KNOW	39
69	<b>RE-ENTRY</b>		18	VARIOUS ARTISTS SPARROW 51445/CHORDANT (9.98/13.98)	AMAZING GRACE: A COUNTRY SALUTE TO GOSPEL	41
70	68	59	73	TRACY LAWRENCE ▲ ATLANTIC 82656/AG (10.98/15.98)	I SEE IT NOW	3
71	71	66	78	THE TRACTORS ▲ ARISTA 18728 (9.98/15.98) <b>HS</b>	THE TRACTORS	2
72	64	58	22	SAMMY KERSHAW MERCURY NASHVILLE 528536 (10.98 EQ/16.98)	THE HITS/CHAPTER 1	19
73	73	72	144	BROOKS & DUNN ▲ ARISTA 18716 (10.98/15.98)	HARD WORKIN' MAN	2
74	<b>RE-ENTRY</b>		48	NEAL MCCOY ● ATLANTIC 82727/AG (10.98/15.98)	YOU GOTTA LOVE THAT	10
75	74	63	19	MARK CHESNUTT DECCA 11261/MCA (10.98/15.98)	WINGS	24

○ Albums with the greatest sales gains this week. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units, with multimillion sellers indicated by a numeral following the symbol. \* Asterisk indicates LP is available. Most tape prices, and CD prices for WEA and BMG labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. Greatest Gainer shows chart's largest unit increase. Pacesetter indicates biggest percentage growth. Heatseeker Impact shows albums removed from Heatseekers this week. **HS** indicates past or present Heatseeker title. © 1996, Billboard/BPI Communications, and SoundScan, Inc.

## Billboard Top Country Catalog Albums

COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE AND RACK SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY **SoundScan**  
FOR WEEK ENDING FEB. 24, 1996

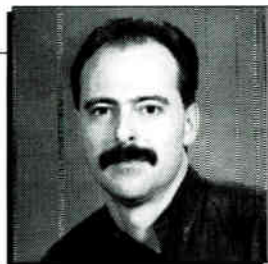
THIS WEEK	LAST WEEK	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUGGESTED LIST PRICE OR EQUIVALENT FOR CASSETTE/CD)	TITLE	WKS. ON CHART
1	1	PATSY CLINE ▲ MCA 12* (7.98/12.98)	GREATEST HITS	249
2	3	SHANIA TWAIN MERCURY NASHVILLE 514422 (7.98 EQ/11.98)	SHANIA TWAIN	30
3	2	REBA MCENTIRE ▲ MCA 4979* (7.98/12.98)	GREATEST HITS	247
4	6	HANK WILLIAMS ▲ MERCURY NASHVILLE 83293 (7.98 EQ/11.98)	24 GREATEST HITS	48
5	5	GEORGE STRAIT ▲ MCA 42035 (7.98/12.98)	GREATEST HITS, VOL. 2	247
6	4	HANK WILLIAMS, JR. ● CURB 77638 (6.98/9.98)	GREATEST HITS, VOL. 1	61
7	8	GEORGE JONES ▲ EPIC 40776/SONY (5.98 EQ/9.98)	SUPER HITS	228
8	15	PATSY CLINE MCA 4038 (7.98/12.98)	THE PATSY CLINE STORY	74
9	9	THE CHARLIE DANIELS BAND ▲ EPIC 38795/SONY (7.98 EQ/11.98)	A DECADE OF HITS	245
10	10	GEORGE STRAIT ▲ MCA 5767* (7.98/12.98)	GEORGE STRAIT'S GREATEST HITS	243
11	13	BILLY RAY CYRUS ▲ MERCURY NASHVILLE 510635 (7.98 EQ/11.98)	SOME GAVE ALL	39
12	12	MARTINA MCBRIDE ▲ RCA 66288 (9.98/15.98)	THE WAY THAT I AM	13
13	14	GARTH BROOKS ▲ CAPITOL NASHVILLE 93866 (9.98/13.98)	NO FENCES	14

THIS WEEK	LAST WEEK	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUGGESTED LIST PRICE OR EQUIVALENT)	TITLE	WKS. ON CHART
14	11	KEITH WHITLEY ▲ RCA 2277 (9.98/13.98)	GREATEST HITS	95
15	16	JOHN MICHAEL MONTGOMERY ▲ ATLANTIC 82420/AG (9.98/15.98)	LIFE'S A DANCE	11
16	17	ALABAMA ● RCA 66296 (9.98/15.98)	CHEAP SEATS	5
17	18	WYNONNA ▲ CURB 10529/MCA (10.98/15.98)	WYNONNA	25
18	19	GARTH BROOKS ▲ CAPITOL NASHVILLE 80857 (10.98/16.98)	IN PIECES	11
19	7	ALABAMA ▲ RCA 6825 (7.98/11.98)	ALABAMA LIVE	110
20	21	THE BELLAMY BROTHERS CURB 42298/MCA (4.98/11.98)	GREATEST HITS VOL. III	47
21	20	WAYLON JENNINGS ▲ RCA 8506* (8.98)	GREATEST HITS	112
22	22	DWIGHT YOAKAM ▲ REPRIS 45241/WARNER BROS. (10.98/15.98)	THIS TIME	5
23	23	GARTH BROOKS ▲ CAPITOL NASHVILLE 98743 (10.98/16.98)	THE CHASE	7
24	—	KENNY ROGERS ▲ CAPITOL NASHVILLE 46106 (9.98/15.98)	TWENTY GREATEST HITS	106
25	24	ALABAMA ▲ RCA 61040 (9.98/13.98)	GREATEST HITS VOL. II	60

Catalog albums are older titles which are registering significant sales. © 1996, Billboard/BPI Communications and SoundScan, Inc.



### COUNTRY CORNER



by Wade Jessen

**THEY CAME TO NASHVILLE:** With sales of 24,000 units, Neil Diamond appears for the first time on Billboard's Top Country Albums at No. 4 and enters The Billboard 200 at No. 31 with "Tennessee Moon." Diamond worked for a year with Nashville's top songwriters and producers to complete the album. Mike Kraski, sales VP at Columbia Nashville, says marketing and promotion efforts are being done in tandem with the label's New York-based pop staff. Kraski says this title will appeal to traditional country consumers because Diamond pays sincere homage to the genre, unlike similar projects that may have appeared more predatory and exploitative of country music.

Debi Fleischer, Columbia Nashville's senior director of national promotion, says "One Good Love," a duet with Waylon Jennings that is the album's lead single, has been serviced to country radio. Meanwhile, Jerry Lembo, Columbia's VP of adult contemporary promotion, says his stations have received the album, but no decision has been made regarding a lead single for AC radio.

While this may be Diamond's first country album, he has charted twice on Billboard's Hot Country Singles & Tracks with "You Don't Bring Me Flowers" (a duet with Barbra Streisand) in 1978 and "Forever In Blue Jeans" in 1979. Coincidentally, the Diamond/Streisand title entered that chart the same week as did the top 10 country cover by Jim Ed Brown and Helen Cornelius.

**WELL, ALL RIGHT:** While Shania Twain's No. 1 title, "The Woman In Me" (Mercury/Nashville), captures Greatest Gainer honors on Top Country Albums with an increase of 11,000 units, our Pacesetter award goes to "Not Fade Away (Remembering Buddy Holly)," which rises 40-19 for an increase of 150%, a burst that places it at No. 119. Sheila Shipley-Biddy, Decca senior VP/GM, says the sales spurt for that set was media-driven. In addition to a two-hour special on TNN broadcast in two parts Feb. 5-6, Shipley-Biddy credits its exposure on network radio and other syndicated programs; CNN also did a feature on this album.

**AT THE RADIO RANCH:** "Some Things Are Meant To Be" by Linda Davis (Arista) is the only title to qualify for Airpower status on Hot Country Singles & Tracks, jumping 21-17 for an increase of more than 200 detections. Airplay leaders for the Davis song include KOUL Corpus Christi, Texas (55 spins); KXKC Lafayette, La. (41 spins); KYCW Seattle (36 spins); WDDO Chattanooga, Tenn. (36 spins); and WPOC Baltimore (36 spins). Leslie Faye, PD at KOUL, says the contemporary-sounding Davis song is performing exceptionally well in a hard-core traditional country market. Faye thinks future singles from Davis' new album will fare equally well at that station. Unit sales on Davis' album increase 20% over the prior week, jumping 28-26 on Top Country Albums, while the cassette single also gains 20%, rising 20-19 on Top Country Singles Sales.

**HAT TRICK:** Terri Clark's self-titled album (Mercury/Nashville) increases 13%, topping our Heatseekers list, but dipping slightly on Top Country Albums (21-22) and The Billboard 200 (129-130).

### STAGE IS SET FOR JO DEE MESSINA

(Continued from page 30)

Kentucky radio show that helped launch the careers of Tracy Lawrence and Clinton Gregory. Byron Gallimore, VP of Pride Music Group in Nashville, heard Messina perform and set up a meeting. Messina says she had had enough offers that didn't pan out to make her wary, but when she met Gallimore, things were different. "I remember thinking, 'This is crazy. These people are too nice,'" Messina recalls.

Gallimore took her in the studio and began recording some demos to shop to labels. It was during that time that she met Tim McGraw, who wound up co-producing the album with Gallimore. "We just clicked," Messina says. "Ever since then, Tim and I have been dear friends."

Messina landed a deal with RCA, but then got lost in the shuffle when there was a change in regime at the label. "By the time I left RCA, everyone else that had offered us a deal had signed a female or two," Messina says. "When I first got my deal with RCA, Tim had said, 'When you make it big, don't forget me.' The funny thing is he made it big first and didn't forget me. Tim never goes back on his word. He is such a good man."

However, Messina's landing a deal with Curb had more to do with her own pluck than her friendship with McGraw. Backstage at Curb's Fan Fair show in 1994, she went up to Phil Gernhard, former Curb senior VP/GM, and told him they needed a redhead on the label. About that same time, Nashville producer James Stroud (now president of Giant Records Nashville), who had heard her demo tape, came up to talk to Gernhard, met Messina, and instantly began raving about what he'd heard on her tape. Gernhard requested a copy of the session, and soon after Messina had a deal.

The resulting album not only boasts Messina's gutsy vocals, but also has a high caliber of songs by Nashville's top tunesmiths, including Mark D. Sanders and Tim Nichols (who penned "Heads Carolina, Tails California") as well as cuts by Jamie Kyle, Will Rambeau, Walt Aldridge, and Max D. Barnes. (Messina also co-wrote one cut with Aldridge called "Wing And A Prayer.")

"It took a year to find the songs for this album," Messina says of the process she, McGraw, and Gallimore went through. "And in April we'll start looking again for the next album. If this album

does well, I don't want to let people down on the next one."

Messina is quick to praise Gallimore and McGraw for their efforts and says that despite his busy schedule, McGraw was very involved in the project. "You would be amazed at the input Tim had," she says. "We would send songs to Tim on the road, and he would sit and listen and send back the ones he liked... Then came the recording of the album. Tim had to be there... He did the work. He didn't just slap his name on it."

The collaborative effort has paid off, as radio is responding well to the single. "It's an infectious little song," says Dave Block, PD at KWEN-FM Oklahoma City. "It gets my toes tapping every time." Block has yet to see Messina perform live, but says he's looking forward to the opportunity.

### NEW BOOKS SHOW SPAN OF COUNTRY

(Continued from page 30)

Palestine, which is hundreds of miles away.

Inclusion of entries is also problematic: Tony Trischka gets three columns and Delbert McClinton is ignored; Vaughn Horton gets an entry and his brother, Country Music Hall of Fame member Roy Horton, does not. Nudie is not here, nor is Branson, Mo. The last 200-plus pages of this 1,132-page volume contain various lists.

A book that's beginning to stir up some attention is the first definitive look at West Texas music as a whole. "Prairie Nights To Neon Lights" by Joe Carr and Alan Munde (Texas Tech University Press) is a thorough, well-illustrated look at the music scene that produced a remarkable body of artists and music, from Buddy Holly to Roy Orbison, Waylon Jennings, and Joe Ely, to name a few.

One major Texas figure who finally is the subject of a biography is Milton Brown, the often-overlooked developer (just ahead of Bob Wills) of Texas swing. "Milton Brown And The Founding Of Western Swing" was written by Cary Ginell with Roy Lee Brown (Milton's brother). Milton Brown and Wills left the Light Crust Dough Boys and began their own bands in the early '30s, Brown ahead of Wills. Brown had been the Dough Boys' lead singer, and his new band on the dancehall circuit owed its style to jazz and, later, a mixture of jazz and country. They recorded for Bluebird and Decca. Brown died at age 32 in 1936

Says Hannon, "She is the kind of artist who not only wants to get out and work, but will definitely use touring as the next step to propel her. Her live performance is incredible, a tremendous amount of energy and enthusiasm."

Messina is booked by Creative Artists Agency, which is negotiating about upcoming tour plans. Also still in negotiation is Messina's management situation. She recently left McGraw's company, Breakfast Table Management, and is interviewing several prospective managers.

"Tim McGraw has carried my load forever... up until it was time for me to make up my mind about management," Messina says. "I'm ready to make a move, and Tim's supportive. He's like a bird [saying, 'OK, I've fed you and you have your feathers, now go.'"]"

from pneumonia, which came about when a lung punctured in a car wreck was not treated. His band broke up, and Bob Wills took over the western swing legacy.

Other notable, recent music biographies in print include "Lefty Frizzell: The Honky-Tonk Life Of One Of Country Music's Greatest Singers" by Daniel Cooper (Little, Brown and Co.) and "The Hank Snow Story" by Hank Snow with Jack Ownbey and Bob Berris (University of Illinois Press). The former has been reviewed here; the latter remains one of the most forthright and candid accounts of the life of a major country artist whose career has spanned almost its entire history.

As one example, Snow writes that Col. Tom Parker, Elvis Presley's manager; "has no conscience" and was "the most egotistical, obnoxious human being I have ever had dealings with."

There are also two recent works addressing country music as culture. "Country Music Culture: From Hard Times To Heaven" by Curtis W. Ellison (University Press of Mississippi) is the more successful of the two, primarily because it limits its vision to reflecting the culture that both gave birth to and evolved around the music. "High Lonesome: The American Culture Of Country Music" by Cecelia Tichi (University of North Carolina Press) is an over-ambitious attempt to stretch country music over a too-large canvas.

### COUNTRY SINGLES A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE (Publisher - Licensing Org.)	Sheet Music Dist.
54 1969 (Warner-Tamerlane, BMI/Patrick Joseph, BMI/WB, ASCAP/Denny Henson, ASCAP) WBM	
56 ALL I WANT IS A LIFE (G.I.D., ASCAP/Royalhaven, BMI) WBM	
71 ALL OVER BUT THE SHOUTIN' (EMI, ASCAP/Princeton Street, ASCAP/EMI April, ASCAP/OF Music, ASCAP) WBM	
37 ALL YOU EVER DO IS BRING ME DOWN (Sony/ATV Tree, BMI/Raul Malo, BMI/Mighty Nice, BMI/Al Andersongs, BMI) HL	
61 ALMOST A MEMORY NOW (Mark Bright)	
63 ALWAYS HAVE, ALWAYS WILL (Sony/ATV Tree, BMI/Tenilee, BMI/Sony/ATV Cross Keys, ASCAP/WB, ASCAP) HL/WBM	
6 THE BEACHES OF CHEYENNE (Old Boots, ASCAP/EMI April, ASCAP/Rope And Dally, ASCAP/No Fences, ASCAP/Major Bob, ASCAP) WBM/HL	
1 BIGGER THAN THE BEATLES (Timbuk One, ASCAP/MRBI, ASCAP/Chickasaw Roan, ASCAP/Emdar, ASCAP/Texas Wedge, ASCAP) WBM	
32 CAN'T BE REALLY GONE (MCA, ASCAP/Gary Burr, ASCAP) HL	
44 COUNTRY CRAZY (Square West, ASCAP/Howlin' Hits, ASCAP/Longest Day, ASCAP/Great Cumberland, BMI/Fugue, BMI) WBM	
26 COWBOY LOVE (EMI Tower Street, BMI/EMI Blackwood, BMI) HL	
46 EVEN IF I TRIED (Tom Collins, BMI/AMR, ASCAP/Sier-ra Home, ASCAP) WBM	
49 EVERY TIME MY HEART CALLS YOUR NAME (EMI	
70 Tower Street, BMI/EMI Blackwood, BMI)	
71 THE FEVER (Swag Song, ASCAP/EMI April, ASCAP/Rope And Dally, ASCAP/Old Boots, ASCAP) WBM/HL	
51 GONE (THAT'LL BE ME) (Coal Dust West, BMI/Warner-Tamerlane, BMI) WBM	
35 GRANDPA TOLD ME SO (Murray, BMI/Tom Collins, BMI) WBM	
60 HANGIN' ON (Magnatone, ASCAP/Moraine, ASCAP)	
45 HEADS CAROLINA, TAILS CALIFORNIA (EMI Blackwood, BMI/Ty Land, BMI/Starstruck Writers Group, ASCAP/Mark D., ASCAP) HL	
48 HEART HALF EMPTY (Gary Burr, ASCAP/MCA, ASCAP/EMI April, ASCAP/Desmobile, ASCAP) HL	
28 HEART'S DESIRE (Songs Of PolyGram, BMI/Barney & Arney, BMI/Lee Roy Parnell, BMI) HL	
39 HEAVEN IN MY WOMAN'S EYES (Glitterfish, BMI/Carpad, BMI)	
13 HYPNOTIZE THE MOON (Galewood, BMI/Ensign, BMI/Zena, ASCAP) WBM/HL	
12 IF YOU LOVED ME (Sony/ATV Tree, BMI/Tenilee, BMI/Ham-stein Cumberland, BMI/Tom Shapiro, BMI) WBM/HL	
7 (IF YOU'RE NOT IN IT FOR LOVE) I'M OUTTA HERE! (Loon Echo, BMI/Zomba, ASCAP) WBM	
8 I KNOW SHE STILL LOVES ME (O-Tex, BMI/Hit Street, BMI/Malaco, BMI) HL	
4 I'LL TRY (WB, ASCAP/Yee Haw, ASCAP) WBM	
18 IT MATTERS TO ME (Starstruck Writers Group, ASCAP/Mark D., ASCAP/New Haven, BMI/Music Hill,	

BMI) WBM/HL	
73 IT'S MIDNIGHT CINDERELLA (Sony/ATV Cross Keys, ASCAP/Kim Williams, ASCAP/Major Bob, ASCAP/No Fences, ASCAP/Careers-BMG, BMI/A Hard Day's Write, BMI) WBM/HL	
43 IT'S WHAT I DO (Hamstein Cumberland, BMI/Tom Shapiro, BMI/Mike Curb, BMI/Diamond Struck, BMI) WBM	
30 IT WORKS (Alabama Band, ASCAP/Wildcountry, ASCAP/EMI Blackwood, BMI/Mark Alan Springer, BMI) WBM/HL	
23 IT WOULDN'T HURT TO HAVE WINGS (Warner-Tamerlane, BMI/Miss Holly, BMI/Hapsack, BMI/Great Galen, BMI) WBM	
65 LADY'S MAN (Music Corp. Of America, BMI/Santee River, BMI) HL	
53 LET YOUR HEART LEAD YOUR MIND (Smokin' Armadillo, BMI)	
40 LIFE GETS AWAY (Blackened, BMI/Irving, BMI/EMI Blackwood, BMI/Bethlehem, BMI) WBM/HL	
16 LIKE THERE AIN'T NO YESTERDAY (Rick Hall, ASCAP/Watertown, ASCAP/Fame, BMI) WBM	
59 THE LOVE THAT WE LOST (MCA, ASCAP/Gary Burr, ASCAP/Acuff-Rose, BMI) WBM	
74 LOVE TO BURN (EMI April, ASCAP/My Pug, ASCAP/A.R.S., BMI/Bugle, BMI/Irving, BMI)	
68 MY WIFE THINKS YOU'RE DEAD (Mike Curb, BMI/Jameson Brown, BMI) WBM	
24 NO NEWS (Sony/ATV Tree, BMI/Katy's Rainbow, BMI/Simply Irresistible, BMI/Starstruck Writers Group, ASCAP/Mark D., ASCAP) HL	
10 NOT ENOUGH HOURS IN THE NIGHT (Sony/ATV Cross Keys, ASCAP/Kim Williams, ASCAP/O-Tex, BMI/Hit Street, BMI) HL	
72 NOTHING (Coal Dust West, BMI/Warner-Tamerlane, BMI/Songs Of PolyGram, BMI/Seven Angels, BMI) HL/WBM	
3 NOT THAT DIFFERENT (W.B.M., SESAC/K.T. Good, SESAC/Spofer, BMI) WBM	
50 NOW THAT'S ALL RIGHT WITH ME (Songs Of PolyGram, BMI/Seven Angels, BMI) HL	
52 ONLY YOU (AND YOU ALONE) (Tro-Hollis, BMI)	
14 OUT WITH A BANG (N2 D, ASCAP/Brian's Dream, ASCAP)	
27 PARADISE (PolyGram Int'l, ASCAP/Ranger Bob, ASCAP/Murray, BMI) WBM/HL	
33 READY, WILLING AND ABLE (DreamCatcher, ASCAP/Little Gila Monster, ASCAP/Moon Catcher, BMI/Son Of Gila Monster, BMI)	
64 REDNECK SON (PolyGram Int'l, ASCAP/Jacque Remembers, ASCAP)	
69 REMEMBER THE RIDE (Sony/ATV Cross Keys, ASCAP/Major Bob, ASCAP) WBM	
19 RING ON HER FINGER, TIME ON HER HANDS (Sony/ATV Tree, BMI/Egypt Hollow, BMI/My Choy, BMI/Copyright Management, ASCAP) HL	
57 RIPPLES (Millhouse, BMI/Ashwords, BMI/Songs Of PolyGram, BMI) HL	
41 THE RIVER AND THE HIGHWAY (Housenotes, BMI/New Don, ASCAP/New Hayes, ASCAP)	
25 'ROUND HERE (Travelin' Zoo, ASCAP/Myrt & Chuck's Boy, ASCAP/Club Zoo, BMI) CLM	
62 SHE GOT WHAT SHE DESERVES (Criterion, ASCAP/Escodilla, BMI/Bobby Fischer, ASCAP/Songs In Black Ink, SESAC/EMI, SESAC)	
22 SHE SAID YES (BMG, ASCAP/Sony/ATV Tree, BMI) HL	
42 SHE'S GOT A MIND OF HER OWN (Irving, BMI/New Hayes, ASCAP/New Don, ASCAP) WBM	
75 SOLID GROUND (Marledge, ASCAP)	
66 SOMEONE ELSE'S DREAM (Almo, ASCAP/Daddy Rabbit, ASCAP/Big Tractor, ASCAP/WB, ASCAP)	
17 SOME THINGS ARE MEANT TO BE (Nocturnal Eclipse,	

BMI/Michael Garvin, BMI/Ensign, BMI/BMG-Careers, BMI) HL	
36 STANDING TALL (EMI Blackwood, BMI/Ben Peters, BMI) HL	
34 TALL, TALL TREES (Tro, BMI/Fort Knox, BMI) WBM/HL	
58 TEN THOUSAND ANGELS (Island Bound, ASCAP/Famous, ASCAP/Pier Five, BMI)	
11 TO BE LOVED BY YOU (MCA, ASCAP/Gary Burr, ASCAP/Almo, ASCAP/Brio Blues, ASCAP) WBM/HL	
20 TOO MUCH FUN (Hamstein Stroudavarious, ASCAP/Curtis Wright, ASCAP/Maypop, BMI/Wildcountry, BMI) WBM	
15 WALKIN' AWAY (Almo, ASCAP/Anwa, ASCAP/Daddy Rabbit, ASCAP) WBM	
29 WHAT DO I KNOW (Starstruck Angel, BMI/EMI Blackwood, BMI/Sony/ATV Cross Keys, ASCAP/All Around Town, ASCAP) WBM/HL	
5 WHAT I MEANT TO SAY (Sony/ATV Tree, BMI/Don Cook, BMI/Katy's Rainbow, BMI/Sony/ATV Cross Keys, ASCAP/Mill Village, ASCAP) HL	
31 WHEN BOY MEETS GIRL (Great Cumberland, BMI/Diamond Struck, BMI/Sony/ATV Tree, BMI/Tom Shapiro, BMI) WBM/HL	
55 WHO'S THAT GIRL (Careers-BMG, BMI/Zomba, BMI/G.I.D., ASCAP) WBM	
2 WILD ANGELS (Longitude, BMI/August Wind, BMI/Great Broad, BMI/Sony/ATV Tree, BMI) WBM/HL	
38 WITHOUT YOUR LOVE (Mighty Nice, BMI/Al Andersongs, BMI/Blue Water, BMI/Almo, ASCAP) WBM	
67 YEARS FROM HERE (Longitude, BMI/Dixie Stars, ASCAP/Irving, BMI) WBM	
9 YOU CAN FEEL BAD (Longitude, BMI/August Wind, BMI/Great Broad, BMI/Mighty Nice, BMI/Blue Water, BMI) WBM/HL	
21 YOU GOTTA LOVE THAT (Almo, ASCAP/Bamatuck, ASCAP/Irving, BMI/Kybama, BMI) WBM	
47 YOU WIN MY LOVE (Zomba, ASCAP)	



# Billboard **HOT COUNTRY** SINGLES & TRACKS

COMPILED FROM A NATIONAL SAMPLE OF AIRPLAY SUPPLIED BY BROADCAST DATA SYSTEMS' RADIO TRACK SERVICE. 150 COUNTRY STATIONS ARE ELECTRONICALLY MONITORED 24 HOURS A DAY, 7 DAYS A WEEK. SONGS RANKED BY NUMBER OF DETECTIONS.

FOR WEEK ENDING FEB. 24, 1996

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL	PEAK POSITION
<b>★ ★ ★ No. 1 ★ ★ ★</b>						
1	1	2	13	<b>BIGGER THAN THE BEATLES</b> J.SLATE, J.DIFFIE (J.S.ANDERSON, S.DUKES)	◆ JOE DIFFIE (C) (V) EPIC 78202	1
2	6	9	13	<b>WILD ANGELS</b> M.MCBRIDE, P.WORLEY, E.SEAY (M.BERG, G.HARRISON, H.STINSON)	◆ MARTINA MCBRIDE (C) (V) RCA 64437	2
3	5	8	15	<b>NOT THAT DIFFERENT</b> P.WORLEY, E.SEAY, J.HOBBS (K.GOOD, J.SCOTT)	◆ COLLIN RAYE (C) (V) LPIC 78189	3
4	8	13	9	<b>I'LL TRY</b> K.STEGALL (A.JACKSON)	ALAN JACKSON (V) ARISTA 1-2941	4
5	7	11	18	<b>WHAT I MEANT TO SAY</b> D.COOK (D.COOK, S.HOGIN, J.MCBRIDE)	◆ WADE HAYES (C) (V) COLUMBIA 78087	5
6	12	12	12	<b>THE BEACHES OF CHEYENNE</b> A.REYNOLDS (D.ROBERTS, B.KENNEDY, G.BROOKS)	GARTH BROOKS (V) CAPITOL NASHVILLE 19022	6
7	2	1	15	<b>(IF YOU'RE NOT IN IT FOR LOVE) I'M OUTTA HERE!</b> R.J.LANGE (S.TWAIN, R.J.LANGE)	◆ SHANIA TWAIN (C) (D) (V) MERCURY NASHVILLE 852206	1
8	13	14	10	<b>I KNOW SHE STILL LOVES ME</b> T.BROWN, G.STRAIT (A.BARKER, M.HOLMES)	GEORGE STRAIT (V) MCA 55163	8
9	14	15	9	<b>YOU CAN FEEL BAD</b> E.GORDY, JR. (M.BERG, T.KREKEL)	PATTY LOVELESS (C) (V) EPIC 78209	9
10	4	3	20	<b>NOT ENOUGH HOURS IN THE NIGHT</b> R.LANDIS (A.BARKER, R.HARBIN, K.WILLIAMS)	◆ DOUG SUPERNOW (C) (V) GIANT 17764	3
11	15	18	8	<b>TO BE LOVED BY YOU</b> T.BROWN (G.BURR, M.REID)	WYNONNA (C) (V) CURB 76971	11
12	17	16	11	<b>IF YOU LOVED ME</b> D.COOK (P.NELSON, T.SHAPIRO)	◆ TRACY LAWRENCE ATLANTIC ALBUM CUT	12
13	18	21	7	<b>HYPNOTIZE THE MOON</b> J.STROUD (S.DORFF, E.KAZ)	◆ CLAY WALKER (C) (V) GIANT 17704/REPRISE	13
14	16	17	14	<b>OUT WITH A BANG</b> T.BROWN (D.L.MURPHY, K.TRIBBLE)	DAVID LEE MURPHY (V) MCA 55153	14
15	19	20	11	<b>WALKIN' AWAY</b> M.D.CLUTE, T.DUBOIS, DIAMOND RIO (A.ROBOFF, C.WISEMAN)	◆ DIAMOND RIO (C) (V) ARISTA 1-2934	15
16	3	5	16	<b>LIKE THERE AIN'T NO YESTERDAY</b> M.BRIGHT (W.ALDRIE, M.NARMORE)	BLACKHAWK (C) (V) ARISTA 1-2897	3
<b>★ ★ ★ AIRPOWER ★ ★ ★</b>						
17	21	22	13	<b>SOME THINGS ARE MEANT TO BE</b> J.GUESS (M.GARVIN, G.PAYNE)	◆ LINDA DAVIS (C) (V) ARISTA 1-2896	17
18	11	6	16	<b>IT MATTERS TO ME</b> S.HENDRICKS, F.HILL (M.D.SANDERS, E.HILL)	◆ FAITH HILL (C) (V) WARNER BROS. 17718	1
19	9	10	16	<b>RING ON HER FINGER, TIME ON HER HANDS</b> T.BROWN, R.MCINTIRE (D.GOODMAN, P.ROSE, M.KENNEDY)	REBA MCKENTIRE (V) MCA 55161	9
20	24	25	12	<b>TOO MUCH FUN</b> J.STROUD, R.FRAVIE, D.MALLOY (C.WRIGHT, T.J.KNIGHT)	◆ DARYLE SINGLETARY GIANT ALBUM CUT/REPRISE	20
21	27	29	8	<b>YOU GOTTA LOVE THAT</b> B.BECKETT (J.BROWN, B.JONES)	NEAL MCCOY ATLANTIC ALBUM CUT	21
22	25	28	19	<b>SHE SAID YES</b> M.WRIGHT (J.DOYLE, R.AKINS)	◆ RHETT AKINS (V) DECCA #5085	22
23	29	31	9	<b>IT WOULDN'T HURT TO HAVE WINGS</b> T.BROWN, J.FOSTER, R.LAVOIE, J.MORRIS	MARK CHESNUTT (V) DECCA #5164	23
24	28	32	7	<b>NO NEWS</b> D.COOK, W.WILSON (S.HOGIN, P.BARNHART, M.D.SANDERS)	◆ LONESTAR (C) (V) BNA 64386	24
25	20	19	14	<b>'ROUND HERE</b> M.A.MILLER, M.MCANALLY (M.A.MILLER, S.EMERICK, G.HUBBARD)	◆ SAWYER BROWN (C) (D) (V) CURB 76975	19
26	10	4	15	<b>COWBOY LOVE</b> S.HENDRICKS (B.DOUGLAS, J.WOOD)	◆ JOHN MICHAEL MONTGOMERY ATLANTIC ALBUM CUT	4
27	26	27	12	<b>PARADISE</b> J.STROUD, J.ANDERSON (B.MCDILL, R.MURRAH)	JOHN ANDERSON (C) (V) BNA 64465	26
28	34	37	6	<b>HEART'S DESIRE</b> S.HENDRICKS (C.MOORE, L.R.PARNELL)	LEE ROY PARNELL (V) CAREER 1-2952	28
29	31	34	12	<b>WHAT DO I KNOW</b> R.CHANCEY, E.SEAY (S.RUSS, C.MAJESKI, S.SMITH)	RIKOCHE (C) (V) COLUMBIA 78088	29
30	32	36	7	<b>IT WORKS</b> E.GORDY, JR., ALABAMA (M.CATES, A.SPRINGER)	◆ ALABAMA (C) (V) RCA 64473	30
31	22	7	18	<b>WHEN BOY MEETS GIRL</b> K.STEGALL, C.WATERS (T.SHAPIRO, T.CLARK, C.WATERS)	◆ TERRI CLARK (C) (V) MERCURY NASHVILLE 852388	3
32	30	24	20	<b>CAN'T BE REALLY GONE</b> J.STROUD, B.GALLIMORE (G.BURR)	◆ TIM MCGRAW (C) (D) (V) CURB 76971	2
33	36	39	11	<b>READY, WILLING AND ABLE</b> J.LEO, L.WHITE (J.LEARY, J.A.SWEET)	LARI WHITE (C) (V) RCA 64455	33
34	35	33	19	<b>TALL, TALL TREES</b> K.STEGALL (G.JONES, R.MILLER)	◆ ALAN JACKSON (V) ARISTA 1-2879	1
35	23	23	16	<b>GRANDPA TOLD ME SO</b> B.BECKETT (M.A.SPRINGER, J.D.HICKS)	KENNY CHESNEY (C) (V) BNA 64352	23
36	38	40	10	<b>STANDING TALL</b> J.STROUD (L.BUTLER, B.PETERS)	◆ LORRIE MORGAN (C) (V) BNA 64354	36
37	40	44	6	<b>ALL YOU EVER DO IS BRING ME DOWN</b> D.COOK, R.MALO (R.MALO, A.ANDERSON)	◆ THE MAVERICKS (FEAT. FLACO JIMENEZ) (V) MCA 55154	37
38	41	46	4	<b>WITHOUT YOUR LOVE</b> S.GIBSON (A.ANDERSON, C.WISEMAN)	AARON TIPPIN (C) (V) RCA 64471	38

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL	PEAK POSITION
39	47	55	4	<b>HEAVEN IN MY WOMAN'S EYES</b> T.BROWN (M.NESLER)	TRACY BYRD (V) MCA 55155	39
40	37	38	20	<b>LIFE GETS AWAY</b> J.STROUD, C.BLACK (C.BLACK, H.NICHOLAS, T.SCHUYLER)	CLINT BLACK (V) RCA 64442	4
41	44	47	5	<b>THE RIVER AND THE HIGHWAY</b> P.TILLIS (G.HOUSE, D.SCHLITZ)	◆ PAM TILLIS (V) ARISTA 1-2958	41
42	43	43	11	<b>SHE'S GOT A MIND OF HER OWN</b> D.JOHNSON (B.LIVSEY, D.SCHLITZ)	JAMES BONAMY (C) (V) EPIC 78220	42
43	49	50	4	<b>IT'S WHAT I DO</b> T.SHAPIRO (C.JONES, T.SHAPIRO)	◆ BILLY DEAN (C) CAPITOL NASHVILLE 58526	43
44	46	45	9	<b>COUNTRY CRAZY</b> C.DINAPOLI, D.GRAU, LITTLE TEXAS (P.HOWELL, C.JONES)	LITTLE TEXAS WARNER BROS. ALBUM CUT	44
45	50	54	5	<b>HEADS CAROLINA, TAILS CALIFORNIA</b> B.GALLIMORE, T.MCGRAW (T.NICHOLS, M.D.SANDERS)	◆ JODEE MESSINA (C) (D) (V) CURB 76972	45
46	48	49	6	<b>EVEN IF I TRIED</b> B.BECKETT (C.FAULK, N.MUSICK, B.REGAN)	◆ EMILIO (C) CAPITOL NASHVILLE 58507	46
<b>★ ★ ★ Hot Shot Debut ★ ★ ★</b>						
47	<b>NEW</b>		1	<b>YOU WIN MY LOVE</b> R.J.LANGE (R.J.LANGE)	◆ SHANIA TWAIN (C) (D) (V) MERCURY NASHVILLE 852138	47
48	42	26	20	<b>HEART HALF EMPTY</b> D.JOHNSON, E.SEAY (G.BURR, D.CHILD)	◆ TY HERNDON FEATURING STEPHANIE BENTLEY (C) (V) EPIC 78073	21
49	62	—	2	<b>EVERY TIME MY HEART CALLS YOUR NAME</b> J.BOWEN, C.HOWARD (G.HEYDE, J.B.RUDD)	JOHN BERRY CAPITOL NASHVILLE ALBUM CUT	49
50	52	51	7	<b>NOW THAT'S ALL RIGHT WITH ME</b> B.SCHNEE, K.LEHNING (KOSTAS, T.PEREZ)	◆ MANDY BARNETT (C) (V) ASYLUM	50
51	54	56	4	<b>GONE (THAT'LL BE ME)</b> P.ANDERSON (D.YOAKAM)	◆ DWIGHT YOAKAM REPRISE ALBUM CUT	51
52	51	52	6	<b>ONLY YOU (AND YOU ALONE)</b> G.BROWN, T.TRITT (B.RAM, A.RAM)	◆ TRAVIS TRITT WARNER BROS. ALBUM CUT	51
53	53	53	7	<b>LET YOUR HEART LEAD YOUR MIND</b> C.HOWARD (S.MEEKS)	◆ SMOKIN' ARMADILLOS (C) (D) (V) MCG CURB 76976	53
54	55	57	5	<b>1969</b> K.STEGALL, J.KELTON, C.CHAMBERLAIN (K.STEGALL, G.HARRISON, D.HENSON)	◆ KEITH STEGALL (C) (V) MERCURY NASHVILLE 852618	54
55	59	63	4	<b>WHO'S THAT GIRL</b> T.WILKES, P.WORLEY (S.BENTLEY, G.TEREN, D.PFRIMMER)	◆ STEPHANIE BENTLEY (C) (V) EPIC 78234	55
56	57	62	7	<b>ALL I WANT IS A LIFE</b> J.STROUD, B.GALLIMORE (T.MULLINS, S.MUNSEY, D.PFRIMMER)	TIM MCGRAW CURB ALBUM CUT	56
57	58	61	6	<b>RIPPLES</b> B.CANAN, L.SHELL (T.HASELDEN)	◆ 4 RUNNER (C) (V) POLYDOR NASHVILLE 77730	57
58	60	65	4	<b>TEN THOUSAND ANGELS</b> D.MALLOY, N.WILSON (S.D.JONES, B.HENDERSON)	◆ MINDY MCCREADY (C) (V) BNA 64470	58
59	63	60	3	<b>THE LOVE THAT WE LOST</b> E.SEAY, H.SHEDD (G.BURR, M.POWELL)	CHELY WRIGHT (C) (V) POLYDOR NASHVILLE 577936	59
60	61	59	5	<b>HANGIN' ON</b> B.D.MAHER (R.MCCREADY, B.D.MAHER, K.HURLEY, D.INGRAM)	◆ RICH MCCREADY (C) MAGNATONE 1104	59
61	<b>NEW</b>		1	<b>ALMOST A MEMORY NOW</b> M.BRIGHT (D.OLIVER, D.ROBBINS, V.STEPHENSON)	◆ BLACKHAWK (C) (V) ARISTA 1-2975	61
62	65	67	3	<b>SHE GOT WHAT SHE DESERVES</b> M.WRIGHT (J.YATES, B.FISCHER, C.BLACK)	FRAZIER RIVER (V) DECCA 55173	62
63	56	48	17	<b>ALWAYS HAVE, ALWAYS WILL</b> D.COOK (P.NELSON, L.BOONE, W.LEE)	SHENANDOAH (V) CAPITOL NASHVILLE 18903	40
64	<b>NEW</b>		1	<b>REDNECK SON</b> G.FUNDIS (R.THOMAS, B.CARLISLE)	TY ENGLAND (V) RCA 64496	64
65	64	64	6	<b>LADY'S MAN</b> J.CRUTCHFIELD (R.CROSBY, G.COTTON)	◆ ROB CROSBY RIVER NORTH ALBUM CUT	64
66	<b>NEW</b>		1	<b>SOMEONE ELSE'S DREAM</b> S.HENDRICKS, F.HILL (C.WISEMAN, T.BRUCE)	FAITH HILL WARNER BROS. ALBUM CUT	66
67	66	75	3	<b>YEARS FROM HERE</b> N.LARKIN, M.HOLLANDSWORTH (G.BAKER, F.MYERS, J.WILLIAMS)	◆ BAKER & MYERS (C) (V) MCG CURB 76967	66
68	70	—	2	<b>MY WIFE THINKS YOU'RE DEAD</b> J.BROWN (J.BROWN)	◆ JUNIOR BROWN (D) (V) MCG CURB 76983	68
69	75	—	2	<b>REMEMBER THE RIDE</b> C.BARRIS (K.WILLIAMS, M.HARRELL)	◆ PERFECT STRANGER (C) (D) (V) CURB 76978	69
70	69	72	13	<b>THE FEVER</b> A.REYNOLDS (S.TYLER, J.PERRY, B.KENNEDY, D.ROBERTS)	GARTH BROOKS (V) CAPITOL NASHVILLE 18948	23
71	<b>NEW</b>		1	<b>ALL OVER BUT THE SHOUTIN'</b> D.COOK (M.SMOTHERMAN)	SHENANDOAH (C) CAPITOL NASHVILLE 58545	71
72	68	70	20	<b>NOTHING</b> P.ANDERSON (D.YOAKAM, KOSTAS)	◆ DWIGHT YOAKAM (C) (D) (V) REPRISE 17734	20
73	73	—	5	<b>IT'S MIDNIGHT CINDERELLA</b> A.REYNOLDS (K.WILLIAMS, K.BLAZY, G.BROOKS)	GARTH BROOKS CAPITOL NASHVILLE ALBUM CUT	69
74	<b>NEW</b>		1	<b>LOVE TO BURN</b> B.CHANCEY, J.STROUD (M.KENNEDY, R.WAYLAND, B.MCDERMOTT)	MARK COLLIE (V) COLUMBIA 78236	74
75	72	—	13	<b>SOLID GROUND</b> R.SKAGGS (G.OWENS)	◆ RICKY SKAGGS ATLANTIC ALBUM CUT	57

Records showing an increase in detections over the previous week, regardless of chart movement. Airpower awarded to those records which attain 3000 detections for the first time. ◆ Videoclip availability. Catalog number is for cassette single, or vinyl if cassette is unavailable. (C) Cassette single availability. (D) CD single availability. (M) Cassette maxi-single availability. (T) Vinyl maxi-single availability. (V) Vinyl single availability. (X) CD maxi-single availability. © 1996, Billboard/BPI Communications.

# Billboard **Top Country Singles Sales**

COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE AND RACK SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY SoundScan®  
FOR WEEK ENDING FEB. 24, 1996

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
<b>★ ★ ★ No. 1 ★ ★ ★</b>					
1	1	1	13	<b>IT MATTERS TO ME</b> WARNER BROS. 17718	FAITH HILL
2	2	3	27	<b>I LIKE IT, I LOVE IT</b> CURB 76961	TIM MCGRAW
3	3	2	20	<b>I'M OUTTA HERE!/THE WOMAN IN ME</b> MERCURY NASHVILLE 852206	SHANIA TWAIN
4	5	7	5	<b>HYPNOTIZE THE MOON</b> GIANT 17704/WARNER BROS.	CLAY WALKER
5	6	5	11	<b>NOT THAT DIFFERENT</b> EPIC 78189/SONY	COLLIN RAYE
6	4	4	13	<b>CAN'T BE REALLY GONE</b> CURB 76971	TIM MCGRAW
7	7	6	14	<b>WHAT I MEANT TO SAY</b> COLUMBIA 78087/SONY	WADE HAYES
8	11	13	17	<b>TEQUILA TALKIN'</b> BNA 64386/RCA	LONESTAR
9	8	8	15	<b>REBECCA LYNN</b> ASYLUM 64360/EEG	BRYAN WHITE
10	10	11	10	<b>HEART HALF EMPTY</b> EPIC 78073/SONY	TY HERNDON FEATURING STEPHANIE BENTLEY
11	13	15	8	<b>BIGGER THAN THE BEATLES</b> EPIC 78202/SONY	JOE DIFFIE
12	9	16	35	<b>ANGELS AMONG US</b> RCA 62643	ALABAMA
13	16	18	5	<b>NOT ENOUGH HOURS IN THE NIGHT</b> GIANT 17764/WARNER BROS.	DOUG SUPERNOW

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
14	12	12	14	<b>THE CAR</b> MCG CURB 76970/CURB	JEFF CARSON
15	15	14	35	<b>WHEN YOU SAY NOTHING AT ALL</b> BNA 64329/RCA	ALISON KRAUSS & UNION STATION
16	19	24	3	<b>EVEN IF I TRIED</b> CAPITOL NASHVILLE 58507	EMILIO
17	14	9	10	<b>WHEN BOY MEETS GIRL</b> MERCURY NASHVILLE 852388	TERRI CLARK
18	18	17	35	<b>YOU HAVE THE RIGHT TO REMAIN SILENT</b> CURB 76956	PERFECT STRANGER
19	20	—	2	<b>SOME THINGS ARE MEANT TO BE</b> ARISTA 1-2896	LINDA DAVIS
20	21	21	28	<b>I'M NOT STRONG ENOUGH TO SAY NO</b> ARISTA 1-2857	BLACKHAWK
21	25	25	3	<b>YOU CAN FEEL BAD</b> EPIC 78209/SONY	PATTY LOVELESS
22	22	—	2	<b>WILD ANGELS</b> RCA 64437	MARTINA MCBRIDE
23	24	20	23	<b>NO MAN'S LAND</b> ATLANTIC 87105/AG	JOHN MICHAEL MONTGOMERY
24	<b>RE-ENTRY</b>		33	<b>SOMEONE ELSE'S STAR</b> ASYLUM 64435/EEG	BRYAN WHITE
25	<b>NEW</b>		1	<b>WALKIN' AWAY</b> ARISTA 1-2934	DIAMOND RIO

Records with the greatest sales gains this week. ● Recording Industry Assn. of America certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units, with multimillion titles indicated by a numeral following the symbol. © 1996, Billboard/BPI Communications and SoundScan, Inc.



## SAM PHILLIPS SPINS A WORLD OF 'OMNIPOP' FOR VIRGIN

(Continued from page 1)

worlds he would love to see actualized. 'Omnipop' is sort of a little model of what I would like to see take over the record business, which is odd ideas with weird musical bits."

While Phillips hasn't exactly taken over the record business, she has grown steadily in popularity in the years since she adopted the nickname Sam and opted to leave behind her career as Leslie Phillips in contemporary Christian music.

Phillips' last album, 1994's "Martinis & Bikinis," has sold more than 102,000 copies, according to SoundScan.

To bring "Omnipop" to the masses, Virgin will initially concentrate on triple-A radio, the format at which Phillips received the most support for "Martinis & Bikinis."

The label will attempt to drum up early interest in "Omnipop" by servicing a five-song sampler to the format Aug. 6. A week later, Virgin will work the first single, "Zero Zero Zero," to triple-A and modern rock stations.

Jane Fredericksen, music director at triple-A KTCZ (Cities 97) Minneapolis, says the station has been playing Phillips since her secular music debut, "The Indescribable Wow," in 1988.

Although Fredericksen has yet to hear "Omnipop," she is looking forward to the album. "She's a very talented

lady," she says. "Her live show can be quite gripping. I've always liked her material, and she has a great producer."

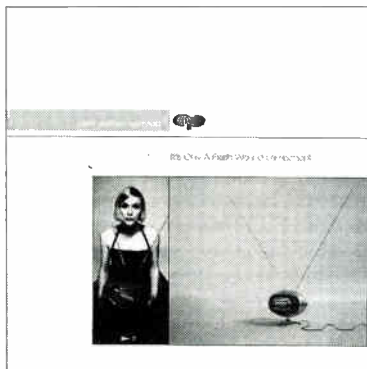
In late August, the label hopes to take the track to top 40 and hot AC.

Virgin America senior VP of marketing Barbara Bolan says, "Sam is a home-grown Virgin artist, and she has a significant history with us. I'm extremely pleased to work with an artist of her ilk. She is an artist's artist, with a beautiful sense of style—musically and visually."

Retail is also primed for the release. Bob Bell, new-release buyer for the 280-store, Torrance, Calif.-based Wherehouse Entertainment chain, says, "The timing is ideal for a new Phillips album, with the triple-A format being what it is and the success of other female triple-A artists."

Although Phillips, who is booked by Monterey Peninsula Artists, doesn't have any firm tour plans at press time, she will be making an appearance at the EMI Music Distribution convention in Toronto July 25 in hopes of firing up the company.

Whether or not the public and critics will take to "Omnipop" remains to be seen. However, Phillips quips that she is already prepared for any negative reaction, hence the album's subtitle, "(It's Only A Flesh Wound Lambchop)." Phillips says, "That's in case the critics



are too mean to me. Actually, it has to do with the subject matter of the record."

Phillips cites the song "Help Yourself," which contains the lyrics "I laid down on the table/You pulled up a chair." Phillips notes, "It sort of describes women as food. It's sort of like a dime store novel. No matter what we go through romantically, it's really only a flesh wound. It's not really the end of the world or anything."

This sort of philosophy is in marked contrast to that held by some of the younger breed of singer/songwriters. "As you get older than 22 or 23, you get a little more humor," Phillips says. "There are so many talented women and men in the music business. I'm interest-

ed to see if any of them are going to hang around for 10, 15, or 20 years, because then it will get really interesting as they work through what they have to work through and get to a different place. I hope there is still such a thing as artist development."

At Virgin, Phillips has found a label willing to commit to her artistry. She says the label's support is demonstrated by its choice of "Zero Zero Zero" as the first single. Phillips says, "It's sort of like the Tijuana Brass meets some weird dance song, and they feel that would be a good single. I agree, because it's happy and it's something very, very different. I think it's time for something different."

Although Phillips is signed to Virgin worldwide, "Omnipop" will not be released in territories outside of North America until later this year or 1997, under an agreement between Virgin and Phillips' management, Direct Management's Steve Jensen and Martin Kirkup.

### CREATING 'OMNIPOP'

Phillips began working on the album in March 1995. "I wrote it pretty quickly and recorded it very quickly, in about four weeks," she says. "The mixing process, of all things, took the longest of anything. It seemed like we had to get to know the songs, since it all happened so fast. We had to figure out what was going to stay and what we were going to save for another time and other place."

The final song on "Omnipop," "Slapstick Heart," is a collaboration between Phillips—whose songs are published by Eden Bridge Music (ASCAP) and administered by Bug Music—and

R.E.M. The band's guitarist, Peter Buck, was among the featured guest players on "Martinis & Bikinis."

The track evolved out of a proposed soundtrack project. "They sent one of their B-sides, an instrumental, to write something for a movie. The movie came and went. Then I was listening to it one day, and I came up with a melody and an idea and then put it together with another piece of the song I had, and I sent it to them. They said, 'Yeah, OK. That's all right. You can do that.'"

Phillips wrote her portion of the song while on the set of "Die Hard With A Vengeance," in which she played Jeremy Irons' villainous girlfriend.

"I felt like George Plimpton or something," Phillips says. "I was sort of undercover and got to see how it all works."

(Phillips' music has also received exposure on the big screen. "I Need Love," from "Martinis & Bikinis," is on the Capitol Records soundtrack to "Stealing Beauty.")

However, Phillips is only interested in more film work if it's "under the right circumstances," she says. "I'm not interested in being a celebrity or exposing myself in films, but I am interested in acting."

Phillips' disdain for celebrity also extends to her music career. Her desire is to continue making music, but not necessarily to become famous. "I feel so fortunate to be able to do what I do," she says. "Some people have made the connection and have been inspired by my music, and that's as much as you can ask for."

## ENTERTAINMENT VET JOE CSIDA DEAD AT 83

(Continued from page 4)

starting in the early '50s, first as a writer and later in his capacity as editor in chief, in the so-called "battle of the speeds." That showdown pitted two label giants: Columbia Records, which developed the LP format, and RCA Victor Records, which sought to make its 45 rpm recording the industry standard. Littleford says that despite an advertising boycott by RCA Victor over what it deemed objectionable editorial coverage, Csida, with Littleford's support, continued to document aggressively this intense rivalry.

Before covering the LP/45 rivalry, Csida served as VP of A&R at RCA Victor Records and later returned to Billboard. After leaving the magazine for good in 1953, he joined Capitol Records as VP of Eastern operations. He later became a partner with Charles Grean in a talent management firm, Csida-Grean Associates, and formed a label called Rik Records. Csida-Grean Associates helped develop the careers of such acts as Bobby Darin, Betty Johnson, Jim Lowe, and Santo & Johnny, among others.

Csida was the executive producer of what is believed to have been the first TV series to star a nationally known singer, Eddy Arnold, and he also produced the nationally syndicated TV show featuring RCA Victor Records star John Gary in the '60s. Csida managed Gary for nine years.

He established his own music publishing firm, Trinity Music, and several other music publishing firms, including First Place Music Publications. Trinity Music was a partnership between Csida and Grean, a producer/songwriter who replaced Csida as pop A&R chief at RCA Victor.

"The firm was called Trinity in recognition of our partnership and that of a silent partner," Grean recalls. The silent partner was the late Lee Eastman, the high-powered music-industry attorney who would later be involved with Paul McCartney and his music publishing interests, now known as MPL Communications.

"[Csida] was well-spoken, a diplomat,

and handled people very well," recalls Jim Lowe, performer, songwriter, and DJ at WVNJ, which serves the White Plains, N.Y., market. "I took a leave from NBC in Chicago to come to New York after writing my first song, a 1953 hit, 'Gambler's Guitar' by Rusty Draper. I naively thought that all there was to publishing was to write songs in the Brill Building. I wrote a song for Eddy Arnold, who didn't care for the song but liked my sound [on the demo]. He put me in touch with Joe Csida and Charles Grean. Their office in New York became my second home, and I ended up with a No. 1 recording of 'Green Door' in 1956."

Csida also wrote many books, both novels and industry-related projects, by himself and in collaboration with his

wife, June Bundy Csida, who was also affiliated with Billboard's editorial coverage for many years. Also with his wife, he conducted the Joseph Csida Music/Record Career Workshops.

While a resident of New York, Csida was president of the New York chapter of NARAS.

Csida is survived by his wife; a son, Joe Jr.; a daughter, Carol Rossiter; a brother, Andrew, also formerly associated with Billboard; three grandchildren; and four great-grandchildren.

A memorial service was held June 22 at Pierce Brothers, Westwood Village Mortuary in Los Angeles.

In lieu of flowers, the family requests that donations be sent to the Blalock Foundation, UCLA, CTsurgery, Box 951741, Los Angeles, Calif. 90095-1741.

## EMI LAUNCHES LENZO IMPRINT

(Continued from page 4)

Lindsey reflects our A&R philosophy of giving our creative people the assets they need to deliver quality music," says Sigerson.

EMI's creation of the R&B imprint suggests its ongoing commitment to black music, especially in light of sister label Capitol Records' closure of its black music department. During that transition, EMI acquired several Capitol R&B acts.

Last year, EMI eliminated its black music A&R department and began replacing it with imprint and joint venture entities run by independent creative executives. Sigerson says the change was made in an effort to foster more creative autonomy in the development of its R&B acts.

The first such relationship was fostered late last year, when EMI entered a joint venture with rapper/producer Erick Sermon to form Def Squad, whose first release, by vocalist Alfonso Hunter, is scheduled for October.

"R&B is a music genre to which we attach great significance and will continue to do so," says Sigerson.

He adds, "I don't want to have too

many layers of people passing judgment on our creative people's decisions. This situation will allow them to do their thing without a whole lot of other fingers in the pot."

EMI continues to maintain its black marketing, publicity, and promotion departments.

Williams, who worked at EMI for six years prior to the creation of Lenzo, says the new EMI creative structure provides a more fluid working environment than its traditional A&R department.

"Davitt is giving guys like me and Erick a chance to realize our true creative vision without having it watered down," Williams says. "Now when I want answers, I can go straight to Davitt, which eliminates the middlemen that can bog down the creative process."

Williams began his career at Jive Records, and in 1986 he joined Def Jam as national promotion director, working with such acts as LL Cool J, Public Enemy, and Slick Rick. From 1989 to 1990, he was tour promotion director for Rush Productions, and prior to working at EMI, he had stints at Soul Records and Weasel Marketing.

## THE FUGEES HIT BIG IN EUROPE

(Continued from page 4)

"It's just a great record," says Russell. "They've been a [Sony Music] priority from day one." He notes that the group was part of Columbia Records' Road Ahead '96 package of acts that made promotional appearances around Europe (Billboard, June 15).

The Fugees' album "The Score" is holding top 10 slots in Germany, France, the U.K., Austria, the Netherlands, Norway, Sweden, and Ireland.

According to Eilmear Flynn, product manager at Sony Music in Germany, "Killing Me Softly" was issued there June 14 and has since sold more than 100,000 copies, powered by extensive radio and TV exposure.

Karsten Sindt of leading music retail chain WOM in Hamburg says, "[The single] is selling very well not

only with the young generation, but now with everyone."

Marianne Gluck of Frankfurt's City Music adds, "The song is moving very well with us. We're sold out at the moment. Buyers are aged 20 and up."

Tanja Stroetzel, music programmer at Radio Schleswig-Holstein/Kiel, says the record is in high rotation at that outlet and attributes its popularity to the original melody and the contemporary production.

Likewise, in the U.K., "Killing Me Softly" is a radio smash: It logged the most national plays (1,785) in one week since the advent of electronic monitoring there.

Chart experts in Germany say the last record to debut at No. 1 was "Cheri Cheri Lady" by Modern Talking more than 10 years ago.

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# Top Jazz Albums™

THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL	TITLE
			*** No. 1 ***	
1	1	5	VAN MORRISON WITH GEORGIE FAME & FRIENDS VERVE 529136	5 weeks at No. 1 HOW LONG HAS THIS BEEN GOING ON
2	2	14	SOUNDTRACK PANGAEA 36071/R.S.	LEAVING LAS VEGAS
3	3	16	TONY BENNETT COLUMBIA 67349	HERE'S TO THE LADIES
4	NEW ▶		JOHN MCLAUGHLIN VERVE 529B2B	THE PROMISE
5	NEW ▶		ELLIS & BRANFORD MARSALIS COLUMBIA 67369	LOVED ONES
6	4	85	TONY BENNETT ● COLUMBIA 66214	MTV UNPLUGGED
7	5	46	DAVID SANBORN ELEKTRA 61759/EEG	PEARLS
8	6	113	ELLA FITZGERALD VERVE 519804	THE BEST OF THE SONGBOOKS
9	7	43	WYNTON MARSALIS & ELLIS MARSALIS COLUMBIA 66880	JOE COOL'S BLUES
10	8	37	SOUNDTRACK MALPASO 45949/WARNER BROS.	THE BRIDGES OF MADISON COUNTY
11	NEW ▶		GEORGE DUKE WARNER BROS. 46132	MUIR WOODS SUITE
12	16	2	ROSEMARY CLOONEY CONCORD 4685	DEDICATED TO NELSON
13	11	123	SOUNDTRACK HOLLYWOOD 61357	SWING KIDS
14	9	18	KEITH JARRETT ECM 21577	AT THE BLUE NOTE: SATURDAY, JUNE 4TH 1994 1ST SET
15	10	2	JOHN PIZZARELLI NOVUS 63191/RCA	AFTER HOURS
16	14	25	CHET BAKER BLUE NOTE 2B262/CAPITOL	MY FUNNY VALENTINE
17	15	45	RACHELLE FERRELL BLUE NOTE 27820/CAPITOL [S]	FIRST INSTRUMENT
18	13	23	GERALD ALBRIGHT ATLANTIC JAZZ 82829/AG	GIVING MYSELF TO YOU
19	12	40	ETTA JAMES PRIVATE 82128	TIME AFTER TIME
20	17	103	BILLIE HOLIDAY VERVE 513943	BILLIE'S BEST
21	18	139	HARRY CONNICK, JR. ▲ COLUMBIA 53172	25
22	25	92	ETTA JAMES PRIVATE 82114	MYSTERY LADY (SONGS OF BILLIE HOLIDAY)
23	21	26	ANTONIO CARLOS JOBIM VERVE 525472	THE GIRL FROM IPANEMA: THE ANTONIO CARLOS JOBIM SONGBOOK
24	NEW ▶		ELLA FITZGERALD VERVE 529581	OH, LADY, BE GOOD! BEST OF THE GERSHWIN SONGBOOK
25	19	13	MILES DAVIS LEGACY 67377/COLUMBIA	HIGHLIGHTS FROM THE PLUGGED NICKEL

## TOP CONTEMPORARY JAZZ ALBUMS™

THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL	TITLE
			*** No. 1 ***	
1	1	9	QUINCY JONES ● QWEST 45875/WARNER BROS.	9 weeks at No. 1 Q'S JOCK JOINT
2	2	167	KENNY G ▲ <sup>10</sup> ARISTA 18646	BREATHLESS
3	3	10	JERALD DAEMYON GRP 9829 [S]	THINKING ABOUT YOU
4	4	14	WILL DOWNING MERCURY 528755	MOODS
5	5	14	RANDY CRAWFORD BLUEMOON 92662/AG	NAKED AND TRUE
6	7	18	BONEY JAMES WARNER BROS. 45913 [S]	SEDUCTION
7	6	25	FOURPLAY WARNER BROS. 45922	ELIXIR
8	9	14	NAJEE EMI 35704	NAJEE PLAYS SONGS FROM THE KEY OF LIFE- A TRIBUTE TO STEVIE WONDER
9	8	17	SOUNDTRACK ANTILLES 529310/VERVE	GET SHORTY
10	10	32	THE JAZZMASTERS JVC 2049 [S]	THE JAZZMASTERS II
11	11	5	BOBBY MCFERRIN BLUE NOTE 31677/CAPITOL	BANG!ZOOM
12	13	13	DAVID SANBORN WARNER BROS. 46002	LOVE SONGS
13	12	93	JOHN TESH PROJECT GTS 528751	SAX BY THE FIRE
14	14	55	JOHN TESH PROJECT GTS 528753	SAX ON THE BEACH
15	16	6	GEORGE BENSON WARNER BROS. 46050	THE BEST OF GEORGE BENSON
16	18	3	AVENUE BLUE BLUEMOON 92658/AG	NAKED CITY
17	15	19	VARIOUS ARTISTS GRP 9827	A GRP ARTISTS' CELEBRATION OF THE SONGS OF THE BEATLES
18	17	9	PAUL TAYLOR COUNTDOWN 77725	ON THE HORN
19	20	64	DAVID SANBORN WARNER BROS. 45768	THE BEST OF DAVID SANBORN
20	RE-ENTRY		INCOGNITO VERVE FORECAST/TALKIN LOUD 528000/VERVE	100 DEGREES AND RISING
21	23	15	DAVID BENOIT GRP 9831	THE BEST OF DAVID BENOIT 1987-1995
22	24	14	BOBBY CALDWELL SIN-DROME B910	SOUL SURVIVOR
23	25	20	MICHAEL FRANKS WARNER BROS. 45998	ABANDONED GARDEN
24	21	24	KEIKO MATSUI WHITE CAT 77727/UNITY	SAPPHIRE
25	19	15	MAYSA BLUE THUMB 7001/GRP	MAYSA

○ Albums with the greatest sales gains this week. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units with each additional million indicated by a numeral following the symbol. All albums available on cassette and CD. \*Asterisk indicates vinyl available. [S] indicates past or present Heatseeker title. © 1996, Billboard/BPI Communications, and SoundScan, Inc.

# Artists & Music

## Owners' Split Divides Kokopelli Roster; Getting To Know Pianist Mulgrew Miller

EXIT, STAGE RIGHT: Kokopelli Records has suffered a split between its two owners, Jim Geisler and Herbie Mann. Mann is in the process of starting his own label, yet unnamed. "Irrevocable differences" is the reason for the parting, according to the flutist/entrepreneur Mann. The partners have split the roster, with Edward Simon, Trio Da Paz, Brasilia, and Bruce Dunlap going with Mann. He also retains control of his own music, which includes "some great stuff from last year's engagement at the Blue Note club."

Geisler will keep saxist David "Fat-head" Newman, guitarist Cornell Dupree, and saxist Bobby Watson. Mann, who hopes to hook up his imprint with an established company, was blue when we spoke. Retail business is "kind of like the Lusitania," he says. "A lot of guys don't know you have to buy shelf space" to get decent retail profile.

Mann is deliberating about using only the Internet and concerts to sell his records. "You may not move the same kind of numbers, but you don't have to worry about getting paid," says Mann. "For the past year and a half, the music part was the easy part. It's the business that's tough."

Mann hopes to have his first release in place by the late spring or summer. Geisler and Kokopelli have got Dupree and Newman going into the studio in March. Geisler's interpretation of the split coincides with that of his ex-partner. "We've had our successes," he says, "but the retail scene sometimes sucks wind. Herbie says Lusitania; I say Titanic. But we're moving forward." Kokopelli's latest release is Watson's "Urban Renewal."

QUESTION MUSICIANS and critics and you'll find that Mulgrew Miller is considered one of the consummate pianists on the scene. Now radio listeners think so as well. Miller's new RCA/Novus album, "Getting To Know You," did "really well" at KXJZ Sacramento, Calif., says music director Gary Vercelli.

"I hear a real smile in his music, the way people used to talk about Errol Garner. Mulgrew's earlier albums didn't have the magic that this one does," says Vercelli. "Sweet Sioux" is one of our Power Tracks." Miller's latest tour was kicked off with a week at Manhattan's Zinno club, where the "Getting To Know You" material was recast each evening.

The disc's addition of percussionist Big Black to Miller's usual lineup of musicians helps stress the syncopation that's long been a part of Miller's playing. Though it teems with finesse, the record is ultimately about rhythmic change-ups.

Concerts in Washington, D.C., continued on Feb. 9-10. Miller is slated to be part of saxist Joe Lovano's team at New York's Village Vanguard in early March, celebrating Lovano's new two-CD set, "Live At The Village Vanguard," on Blue Note.



by Jim Macnie

but I neglected to mention that the DMP label's new midpriced imprint, DMP Debut, has a gutsy guy scuttling and balladizing on his initial outing. Giacomo Gates' "Blue Skies" is the first record released on Debut, which intends to release six to eight projects per year.

Jazz's pre-eminent young male voice, Kevin Mahogany, is at work on a new record for Warner Bros. The man who bellows the old-school blues in the role of Big Joe Turner (with dashes of Jimmy Rushing) on Verve's "Kansas City" soundtrack—which has a great, vital sound to it, by the way—has cut

the Bonnie Raitt hit "I Can't Make You Love Me" in the studio. According to one source, it had those in the studio all revved up. The tune is telling: The record incorporates pop elements that should extend Mahogany's national profile. Currently untitled, it is scheduled for release May 22.

R.I.P.: Mercer Ellington had the unenviable role of operating in his father's shadow, leading Duke's band since 1974. But those who took in several of their gigs know Mercer's standard of excellence was quite high. His group rocked.

The Grammy-winning trumpet player, arranger, and composer—he wrote "Things Ain't What They Used To Be"—died Feb. 8 at the age of 76. He had also conducted the Broadway revue "Sophisticated Ladies" in the early '80s, as well as his dad's only opera, "Queenie Pie." He lived in Copenhagen.

# Top New Age Albums™

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
			*** No. 1 ***	
1	1	10	THE MEMORY OF TREES REPRISE 46106/WARNER BROS.	6 weeks at No. 1 ENYA
2	2	220	SHEPHERD MOONS ▲ <sup>4</sup> REPRISE 26775/WARNER BROS.	ENYA
3	3	100	LIVE AT THE ACROPOLIS ▲ <sup>1</sup> PRIVATE MUSIC B2116	YANNI
4	4	42	BY HEART WINDHAM HILL 11164 [S]	JIM BRICKMAN
5	5	50	LIVE AT RED ROCKS ● GTS 528754	JOHN TESH
6	6	148	IN MY TIME ▲ PRIVATE MUSIC B2106	YANNI
7	7	68	FOREST ● WINDHAM HILL 11157	GEORGE WINSTON
8	8	298	NOUVEAU FLAMENCO ● HIGHER OCTAVE 7026	OTTMAR LIEBERT
9	10	4	VOICES ATLANTIC 82853/AG	VANGELIS
10	12	16	THE MUSIC OF THE GRAND CANYON REAL MUSIC 1422	NICHOLAS GUNN
11	11	31	AN ENCHANTED EVENING DOMO 71005 [S]	KITARO
12	14	18	TEMPEST NARADA 63035	JESSE COOK
13	13	24	BELOVED NARADA 64009	DAVID LANZ
14	15	36	VIVA! EPIC 66455	OTTMAR LIEBERT + LUNA NEGRA
15	18	35	I LOVE YOU PERFECT SILVA AMERICA 1015	YANNI
16	16	18	NO WORDS WINDHAM HILL 11139	JIM BRICKMAN
17	25	7	THE BEST NEW AGE PRIORITY 53056	VARIOUS ARTISTS
18	23	88	MONTEREY NIGHTS GTS 528748	JOHN TESH
19	19	94	CELTIC TWILIGHT HEARTS OF SPACE 11104	VARIOUS ARTISTS
20	17	109	NARADA DECADE NARADA 63911	VARIOUS ARTISTS
21	9	22	CHRISTMAS IN THE AIRE ▲ <sup>1</sup> AMERICAN GRAMAPHONE 1995	MANNHEIM STEAMROLLER
22	21	126	HOURS BETWEEN NIGHT + DAY EPIC 53804	OTTMAR LIEBERT + LUNA NEGRA
23	20	68	WINTER SONG GTS 528750	JOHN TESH
24	24	49	EUPHORIA (EP) EPIC 66B62	OTTMAR LIEBERT
25	22	68	ACOUSTIC PLANET HIGHER OCTAVE 7070 [S]	CRAIG CHAQUICO

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## Classical KEEPING SCORE



by Heidi Waleson

**PIANIST ON PARADE:** Sony Classical paid tribute Feb. 8 to one of its stalwarts, pianist **Emmanuel Ax**. Ax, who has a Sony discography of more than 25 titles—including a sublime recording of **Brahms' Fantasies Op. 116**, Piano Pieces Op. 119, and Piano Sonata No. 2 that was released in December—was feted at a Sony Club lunch in New York attended by retailers, media, and label execs.



AX

To work up an appetite, Ax did walk-through retail visits at J&R Music World, Tower, and two HMV stores in Manhattan, supported by in-store display materials. He also did a post-prandial interview at WQXR New York.

Label head **Peter Gelb** lauded the pianist as "a cornerstone of our A&R policy," pointing out that Ax both plays the standard repertoire and investigates new musical areas. Ax has been with the label since 1981.

The tribute coincided with some large-scale media exposure for the pianist. On March 14, Ax will be heard on NPR's "Performance Today," giving an interview and live performances of Brahms. Ax is also the driving force of a new Sony recording of Schubert's "Trout" Quintet, which features **Yo-Yo Ma**, **Pamela Frank**, **Rebecca Young**, and **Edgar Meyer**. The "Trout" Quintet was the centerpiece of a Feb. 14 "Live From Lincoln Center" concert. "Yo-Yo Ma, Emmanuel Ax And Friends," which is billed as an evening of "Hausmusik." Artists on the recording also performed at the event.

The Ax attention coincides with an anniversary: Ax and Ma have been working as a duo for 20 years. (They also perform Schubert's Sonata For Piano And Arpeggione on the "Trout" recording.)

With his customary good humor, Ax brushed aside glowing remarks about his Grammy Awards and this year's Grammy nomination, attributing them to "having the great good fortune of playing with Yo-Yo." But as Sony wanted to make clear, Ax has a formidable career apart from his more famous colleague.

Ax does share Ma's openness to experimentation, however, and will soon embark on a collaboration with **Pablo Ziegler**. They will play two-piano arrangements of the music of Argentinian tango master **Astor Piazzolla** on a disc intended for fall 1996 release. Ax will also be recording **Richard Danielpour's** piano concerto with the **Los Angeles Philharmonic** and will continue his **Haydn** cycle for the label.

**VIETNAM LIVE:** Sony Classical will get another series of high-profile live events tied to a recording in April, when the **Boston Symphony** and **Seiji Ozawa** give the East Coast premiere performances of **Elliot Goldenthal's** "Fire Water Paper: A Vietnam Oratorio" in Boston (Symphony Hall, April 4 and 6), New York (Carnegie Hall, April 10 and 11), and Washington, D.C. (Kennedy Center, April 13).

Sony recorded the work in its world premiere performances with the **Pacific Symphony Orchestra** under **Carl St. Clair** (with soloists **James Maddalena**, **Ann Panagulis**, and **Yo-Yo Ma**) in April 1995. The piece commemorates the 20th anniversary of the end of the Vietnam War. The recording is to be released in April.

**MORE VIENNA:** Deutsche Grammophon has extended its contract with the **Vienna Philharmonic**, continuing a tradition dating back one-quarter of a century. **Walter Blowsky**, the orchestra's GM, said that in the coming years, the Vienna Philharmonic will continue to focus on Viennese repertoire, including the Second Viennese School, "while remaining open to newer influences where these were likely to be of lasting value."

Upcoming releases include **John Eliot Gardiner's** first recording of orchestral works with the Vienna Philharmonic (**Chabrier**), **Claudio Abbado** conducting **Berg**, **Zemlinsky's** "Lyric Suite" with **Giuseppe Sinopoli** and soloists **Deborah Voigt** and **Bryn Terfel**, and Sinopoli conducting "Elektra." Recording plans for 1996 include Gardiner and Abbado recording **Bruckner**, **Pierre Boulez** leading **Mahler's** Symphony No. 5, and **Andre Previn** conducting the music of **Richard Strauss**.

**BARTOLI LIVE:** Cecilia Bartoli fans turned out in force to hear the mezzo make her Metropolitan Opera debut in "Cosi Fan Tutte" on Feb. 8. The singer made her first entrance, towing a huge piece of scenery, to enthusiastic cheers. Bartoli did not disappoint, offering a broad, comical Despinna, if relatively little evidence of the color and nuance that make her recorded oeuvre so inviting. And yes, she could be heard, though the role probably isn't the real test of this voice in the Met. Next stop, "Cenerentola"?

## SAM GOODY, ESPN TEAM FOR X GAMES MUSIC PROMO

(Continued from page 11)

more energized effort on our company's part to position and promote our brand as a relevant brand for a key demographic segment, and that is the same group that participates and enjoys the extreme games," says **Brian Maginnis**, advertising director for Request Media, the media and marketing services division of Sam Goody parent the Musicland Group.

ESPN hopes the music tie-in will generate more of an "entertainment-based audience," according to **Paul Slagle**, director of integrated sales and marketing for ESPN.

"Quite frankly, we thought the music element was one that would drive traffic more than the sports," he says. "It's an integral part of everything these kids do, and we wanted to make it much more a part of the X Games."

Regional talent and many radio-station partners have already been lined up, according to **Steve Yanovsky**, a music consultant who is directing the talent and radio elements of the promotion.

TVT act **Gravity Kills**, which will perform in four cities, is the first national act to commit, but **Yanovsky** expects major-label artists to appear in several markets.

On the retail front, **Maginnis** says, "Extreme Games gives us the ability to create an in-store platform for 'extreme music.'" No label participation has been confirmed yet, but there are opportunities for in-store promotion through the summer, he says.

The games will receive exposure in stores through the company's Request magazine, point-of-sale sweepstakes, and other promotional elements.

**Sam Goody** will have visibility at the events via a stage banner and other signage, as well as a booth at each Road Show event. A CD sampler and bounce-back coupons are also being considered. Negotiations are under way for the chain to have a tie-in with a radio sponsor.

The promotion is one of five

planned this year and is part of a larger strategy by the chain to be "proactive," according to **Marcia Appel**, VP of marketing and merchandising for Musicland.

"What we're trying to do is not only hook up with something exciting for the consumer, but be able to offer our vendors and our advertisers in Request an opportunity to partner with us," Appel says.

Request Media created a similar promotion for **Sam Goody** this year that targets the same audience as the X Games. "Magnavox Presents UnVailed: The Ultimate Band And Board Event" is a best-unsigned-band search among college campuses that will culminate in a three-day snowboarding competition and band playoff in late March in **Vail, Colo.**

**Maginnis** says the promotions "fit with a more aggressive stance we're taking this year in brand-positioning and building excitement at our store level."

## TOP CLASSICAL ALBUMS

THIS WEEK	LAST WEEK	WKS. ON CHART	ARTIST LABEL & NUMBER (SUGGESTED LIST PRICE OR EQUIVALENT)	TITLE
1	1	61	<b>SOUNDTRACK</b> ● SONY CLASSICAL 66301 (9.98 EQ/15.98)	★★ NO. 1 ★★ IMMORTAL BELOVED 34 weeks at No. 1
2	2	101	<b>BENEDICTINE MONKS OF SANTO DOMINGO DE SILOS</b> ▲ ANGEL 55138 (10.98 15.98)	CHANT
3	3	17	<b>BENEDICTINE MONKS OF SANTO DOMINGO DE SILOS</b> ANGEL 55504 (10.98 15.98)	CHANT II
4	4	76	<b>CARRERAS, DOMINGO, PAVAROTTI (MEHTA)</b> ▲ ATLANTIC 82614 (14.98/19.98)	THE 3 TENORS IN CONCERT 1994
5	5	14	<b>ANTHONY WAY/STANISLAS SYREWICZ</b> LONDON 448165 (10.98 EQ/16.98)	THE CHOIR
6	6	283	<b>CARRERAS, DOMINGO, PAVAROTTI (MEHTA)</b> ▲ LONDON 430433 (10.98 EQ/16.98)	IN CONCERT
7	7	21	<b>CECILIA BARTOLI</b> LONDON 448300 (10.98 EQ/16.98) HS	A PORTRAIT
8	8	6	<b>YO-YO MA</b> SONY CLASSICAL 67173 (9.98 EQ/15.98)	DVORAK: CELLO CONCERTO
9	9	38	<b>BERLIN PHILHARMONIC (KARAJAN)</b> DG 445282 (10.98 EQ/16.98)	ADAGIO
10	10	30	<b>SAINT PAUL CHAMBER ORCH.(MCFERRIN)</b> SONY CLASSICAL 64600 (9.98 EQ/15.98)	PAPER MUSIC
11	11	3	<b>ANONYMOUS 4</b> SONY CLASSICAL 67006 (9.98 EQ/15.98)	EINHORN: VOICES OF LIGHT
12	RE-ENTRY		<b>MINNEAPOLIS SYMPHONY ORCH. (DORATI)</b> MERCURY LIVING PRESENCE 434360 (16.98 EQ)	TCHAIKOVSKY: 1812 OVERTURE
13	13	43	<b>LUCIANO PAVAROTTI</b> LONDON 444450 (10.98 EQ/16.98)	PAVAROTTI IN CENTRAL PARK
14	12	17	<b>GERSHWIN/WODEHOUSE</b> NONE/SUCH 79370 (10.98/16.98)	GERSHWIN: THE PIANO ROLLS, VOL. 2
15	15	5	<b>SEQUENTIA</b> DEUTSCHE HARMONIA MUNDI 77346 (9.98/15.98)	VOICE OF THE BLOOD

## TOP CLASSICAL CROSSOVER

THIS WEEK	LAST WEEK	WKS. ON CHART	ARTIST LABEL & NUMBER (SUGGESTED LIST PRICE OR EQUIVALENT)	TITLE
1	1	18	<b>LONDON PHILHARMONIC (SCHOLES)</b> ● POINT MUSIC 446623 (11.98 EQ/16.98)	★★ NO. 1 ★★ US AND THEM: SYMPHONIC PINK FLOYD 14 weeks at No. 1
2	3	3	<b>SOUNDTRACK</b> SONY CLASSICAL 62258 (9.98 EQ/15.98)	SENSE AND SENSIBILITY
3	2	12	<b>ITZHAK PERLMAN</b> ANGEL 55555 (10.98/15.98)	IN THE FIDDLER'S HOUSE
4	4	38	<b>VANESSA-MAE</b> ANGEL 55089 (10.98/15.98) HS	THE VIOLIN PLAYER
5	5	36	<b>VARIOUS ARTISTS</b> LONDON 444460 (10.98 EQ/16.98)	PAVAROTTI & FRIENDS 2
6	10	23	<b>KATHLEEN BATTLE</b> SONY CLASSICAL 68473 (9.98 EQ/15.98) HS	SO MANY STARS
7	6	42	<b>CINCINNATI POPS (KUNZEL)</b> TELARC 80381 (10.98/15.98)	THE MAGICAL MUSIC OF DISNEY
8	9	23	<b>VARIOUS ARTISTS</b> WINDHAM HILL 11171 (9.98/15.98)	THE ROMANTICS
9	8	107	<b>MICHAEL NYMAN</b> ● VIRGIN 88274 (10.98 15.98)	THE PIANO
10	7	11	<b>BOSTON POPS (WILLIAMS)</b> SONY CLASSICAL 68419 (9.98 EQ/15.98)	WILLIAMS ON WILLIAMS
11	11	34	<b>VARIOUS ARTISTS</b> DELOS 3186 (10.98 15.98)	HEIGH-HO! MOZART
12	12	111	<b>JOHN WILLIAMS/ITZHAK PERLMAN</b> ● MCA 10969 (11.98 17.98)	SCHINDLER'S LIST
13	13	2	<b>CHICAGO SYMPHONY (BARENBOIM)</b> TELDEC 98802 (10.98 16.98)	HANNIBAL: AFRICAN PORTRAITS
14	14	151	<b>VARIOUS ARTISTS</b> LONDON 440100 (11.98 EQ/16.98)	PAVAROTTI & FRIENDS
15	15	29	<b>LESLEY GARRETT</b> SILVA AMERICA 1044 (14.98/19.98)	ANDREW LLOYD WEBBER: THE GREATEST SONGS

## TOP OFF-PRICE CLASSICAL

THIS WEEK	LAST WEEK	WKS. ON CHART	ARTIST LABEL & NUMBER (SUGGESTED LIST PRICE OR EQUIVALENT)	TITLE
1	1	48	<b>VARIOUS ARTISTS</b> RCA 62641 (3.98)	★★ NO. 1 ★★ THE IDIOT'S GUIDE TO CLASSICAL MUSIC 18 weeks at No. 1
2	2	50	<b>VARIOUS ARTISTS</b> INFINITY DIGITAL 57243 (4.98 EQ)	VIVALDI: THE FOUR SEASONS
3	NEW▶		<b>VARIOUS ARTISTS</b> PHILIPS 454051 (5.49EQ/9.98)	VIVALDI FOR VALENTINES
4	4	6	<b>VARIOUS ARTISTS</b> INFINITY DIGITAL 61977 (4.98 EQ)	INNER PEACE-CLASSICS FOR THE SPIRIT
5	8	5	<b>VARIOUS ARTISTS</b> INFINITY DIGITAL 61976 (4.98 EQ)	SENSUAL MOMENTS
6	3	19	<b>VARIOUS ARTISTS</b> INFINITY DIGITAL 57241 (4.98 EQ)	TCHAIKOVSKY: BALLET SUITES
7	6	6	<b>VARIOUS ARTISTS</b> INFINITY DIGITAL 61979 (4.98 EQ)	DINNER FOR TWO
8	9	4	<b>VARIOUS ARTISTS</b> PRO ARTE 1030 (14.98/24.98)	ROMANCE AND ROSES
9	5	11	<b>VARIOUS ARTISTS</b> INFINITY DIGITAL 64373 (4.98 EQ)	CHOPIN: PIANO SONATAS; NOCTURNES
10	7	5	<b>VARIOUS ARTISTS</b> INFINITY DIGITAL 61975 (4.98 EQ)	PASSION FOR BEETHOVEN
11	15	6	<b>VARIOUS ARTISTS</b> INFINITY DIGITAL 61974 (4.98 EQ)	MOZART BY CANDLELIGHT
12	12	75	<b>VARIOUS ARTISTS</b> MADACY 0201 (4.99/6.99)	20 CLASSICAL FAVORITES
13	11	34	<b>VARIOUS ARTISTS</b> INFINITY DIGITAL 57257 (4.98 EQ)	CHOPIN: THE ROMANTIC PIANO
14	10	24	<b>VARIOUS ARTISTS</b> INFINITY DIGITAL 57229 (4.98 EQ)	BEETHOVEN: PIANO SONATAS
15	RE-ENTRY		<b>VARIOUS ARTISTS</b> INFINITY DIGITAL 57216 (4.98 EQ)	BACH: BRANDENBURG CONCERTOS 3, 4 & 6

○ Albums with the greatest sales gains this week. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units; ▲ RIAA certification for sales of 1 million units with each additional million indicated by a numeral following the symbol. All albums available on cassette and CD. \* Asterisk indicates vinyl available. HS indicates past or present Heatseeker title. © 1996 Billboard/BPI Communications and SoundScan, Inc.



# Fonovisa Decries RIAA In Piracy Fight

**LATINO PIRACY:** After filing hundreds of lawsuits against alleged counterfeiters in the past several years, Fonovisa finally hit pay dirt Jan. 25 when three judges in an appellate court in San Francisco ruled that the label could take legal action against Fresno, Calif., swap-meet owner Cherry Auction for pirate activity that took place on its premises (see story, page 6).

The judges' ruling essentially holds owners and operators of swap meets and flea markets responsible and liable for vendors who traffic illicit product, be it cassettes, shoes, or watches.

The judges' opinion offers the U.S. Latino record industry a strong weapon against counterfeiters plying their trade at swap meets and flea markets.

Given the decision, it might be expected that José Zorrilla, lead attorney representing Fonovisa in the successful civil suit, would be content. But he's definitely not.

Zorrilla complains that the Recording



by John Lannert

Industry Assn. of America should have played a leading role in the Cherry Auction case. "It was not fair for Fonovisa to be the only one responsible for this law," says Zorrilla.

According to Zorrilla, the RIAA did not want Fonovisa to file the suit against Cherry Auction because, he says, the RIAA "was afraid we were going to lose, which would have resulted in a bad law for the industry."

Zorrilla opines that the RIAA emphasizes criminal suits over civil ones and therefore does not allocate sufficient funds to prosecute civil cases. He is now

exhorting other labels to follow the lead of Fonovisa, which is an RIAA member; and prosecute alleged counterfeiters on their own accord, instead of waiting for the RIAA to take action.

Zorrilla may be wasting his efforts. At least two label execs say they are paying the RIAA to represent them in battling record piracy, so they were not inclined to take unilateral action against counterfeiters.

Failing to enlist the support of the Latino labels on an individual basis, Zorrilla plans to go to the Latino imprints to try to establish a collective industry fund to finance civil suits.

"I don't think the RIAA is addressing the issue of [Latino piracy]," says Zorrilla. "I'm not saying it's their fault, but they haven't recognized the importance of civil litigation in attacking this issue."

Zorrilla says he has scheduled a meeting with the RIAA to discuss Latin record piracy on Feb. 27. "If they don't commit to do more for the Latin labels, we're going to pull out of RIAA," warns Zorrilla.

Zorrilla's comments, of course, do not jibe with the RIAA's version of what happened in the Cherry Auction case. Zorrilla and the RIAA are not seeing *ojo-to-ojo* on Latin piracy, either.

Jessie Abad, the RIAA's VP anti-piracy, civil litigation, emphasizes that she had no knowledge of the Fonovisa lawsuit when it was originally filed in 1993. But when the case was dismissed a year later and subsequently went to the appellate court, Abad says, the litigation "was brought to our attention, and we fully supported Fonovisa regarding the appeal of this decision."

Abad states that Fonovisa permitted (Continued on next page)

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## LATIN TRACKS A-Z

- TITLE (Publisher - Licensing Org.) Sheet Music Dist.
- AMOR (Fonovisa, SESAC)
  - ANIMAL (Vander, ASCAP)
  - COMO TE EXTRANO (A.Q.III Music, BMI/EMI Blackwood, BMI/Peace Rock, BMI)
  - CON BRAZOS ABIERTOS (Copyright Control)
  - COQUETA (Copyright Control)
  - CUANDO EL DESTINO SE COBRA (Copyright Control)
  - DESVELADO (Copyright Control)
  - ENAMORADO DE UN FANTASMA (Edimonsa, ASCAP)
  - ERES ASI (Famous, ASCAP/Insignia, ASCAP)
  - ESO ME GUSTA (Vander, ASCAP)
  - ES POR TI (FIPP, BMI)
  - EXPERIENCIA RELIGIOSA (Unimusic, ASCAP/Fonovisa, SESAC)
  - HAY QUE PONER EL ALMA (EMOA, ASCAP)
  - JUAN SABOR (J. Faries, BMI)
  - LAGRIMAS DE ALEGRIA (Sony Latin, BMI)
  - MALA MUJER (Solmar Music, SESAC)
  - MANDAME FLORES (AY, AY, AY) (Striking, BMI)
  - MARIA (Draco Cornelius, BMI/Sony Latin, BMI/Mundo Nuevo, SESAC/Insignia, ASCAP/Famous, ASCAP)
  - MAS Y MAS (Zomba Golden Sands, ASCAP)
  - ME ASUSTA PERO ME GUSTA (Copyright Control)
  - ME GUSTAN GORDAS (Alejandro Mixy, BMI)
  - MI BENDITA TIERRA (BMG Songs, ASCAP)
  - MI FORMA DE SENTIR (Fonovisa, SESAC)
  - MUNDO DE AMOR (Zomba Golden Sands, ASCAP)
  - NO PUDE DETENER MI LLANTO (Edimonsa, ASCAP)
  - NO PUEDO MAS (Jam Entertainment, BMI)
  - POR AMOR A MI PUEBLO (Mas Latin, SESAC)
  - QUIEN (Copyright Control)
  - QUIERO Y NECESITO (Vander, ASCAP)
  - SE VA SE VA (Firstper, ASCAP)
  - SI NOS DEJAN (BMG Songs, ASCAP)
  - SI QUISIERAS (Copyright Control)
  - SI TU TE VAS (Fonovisa, SESAC/Unimusic, ASCAP)
  - SOY TUYO (Cirovega)
  - TE AMARE (Rhinestone Jacket, ASCAP/Ramirez C.A.R., ASCAP/Etienne Music, ASCAP/Schosh, ASCAP)
  - TONTA (San Antonio Music, BMI)
  - TU NO TIENES CORAZON (720, BMI/Tohui, ASCAP)
  - UN MILLON DE ROSAS (Mafiola, ASCAP/Larrinaga, ASCAP)
  - VUELVE A QUERER (Fonovisa, SESAC)

# Hot Latin Tracks



THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST	TITLE
				LABEL/DISTRIBUTING LABEL	PRODUCER (SONGWRITER)
				<b>*** No. 1 ***</b>	
1	1	1	6	CRISTIAN MELODY/FONOVISA	AMOR D. FREIBERG (C. CASTRO)
2	2	2	6	LA MAFIA SONY	UN MILLON DE ROSAS M. LICHTENBERGER, JR. (A. LARRINAGA, B. LARRINAGA)
3	3	3	11	LUIS MIGUEL WEA LATINA	AMANECI EN TUS BRAZOS L. MIGUEL, K. CIBRIAN (J.A. JIMENEZ)
4	5	5	19	PETE ASTUDILLO EMI LATIN	COMO TE EXTRANO A. B. QUINTANILLA III (A. B. QUINTANILLA III, PASTUILLU, J. OJEDA)
5	6	6	11	LIBERACION FONOVISA	ENAMORADO DE UN FANTASMA LIBERACION (H. PONY GONZALEZ)
6	9	13	4	LA TROPA F EMI LATIN	JUAN SABOR J. FARIAS, J. FARIAS (J. FARIAS)
7	7	7	10	PEDRO FERNANDEZ POLYGRAM LATINO	QUIEN H. PATRON (E. MOQUEL)
8	8	8	5	M. A. SOLIS Y LOS BUKIS FONOVISA	POR AMOR A MI PUEBLO M. A. SOLIS (M. A. SOLIS, M. MARGOLIN)
				<b>*** AIRPOWER ***</b>	
9	18	34	3	ANA BARBARA FONOVISA	ME ASUSTA PERO ME GUSTA A. PASTOR (J. NAZARI)
10	11	33	3	ENRIQUE IGLESIAS FONOVISA	EXPERIENCIA RELIGIOSA R. PEREZ-BOTIA (E. IGLESIAS, C. GARCIA)
11	4	4	20	ENRIQUE IGLESIAS FONOVISA	SI TU TE VAS R. PEREZ-BOTIA (E. IGLESIAS, R. MORALES)
12	12	12	4	JON SECADA SBK/EMI LATIN	ES POR TI E. ESTEFAN JR. (J. SECADA, I. CASAS, I. K. SANTANDER)
13	10	10	6	GIRO SONY	MI FORMA DE SENTIR C. SOTO (J. M. DEL CAMPO)
				<b>*** AIRPOWER ***</b>	
14	19	23	3	LOS TUCANES DE TIJUANA ALACRAN/EMI LATIN	MUNDO DE AMOR G. FELIX (M. QUINTERO, LARA)
15	13	9	4	MARC ANTHONY RMM	TE AMARE S. GEORGE, M. ANTHONY (A. RAMIREZ JR., E. STAWTICH)
16	25	39	3	PIMPINELA POLYGRAM LATINO	SE VA SE VA J. GALAN (J. GALAN, J. GALAN)
17	16	24	3	MAZZ EMI LATIN	MAS Y MAS J. GONZALEZ (J. LOPEZ)
18	14	15	5	PESADO FONOVISA	ESO ME GUSTA J. ALFARO (J. G. SPARZA)
19	15	14	5	THE BARRIO BOZZ SBK/EMI LATIN	ERES ASI K. C. PORTER (M. FLORES)
20	24	38	3	INDUSTRIA DEL AMOR FONOVISA	MALA MUJER A. MITCHELL (A. RAMIREZ, R. VERDUGO)
21	21	20	8	INTOCABLE EMI LATIN	COQUETA J. L. AYALA (L. PADILLA)
22	27	17	13	MICHAEL SALGADO JOEY	SI QUISIERAS J. S. LOPEZ (E. MENDEZ, R. ORTEGA, CONTRERAS)
23	20	16	12	LOS TIGRES DEL NORTE FONOVISA	NO PUEDO MAS T. INC. (T. BELLO)
24	31	—	2	VICTOR MANUELLE SONY	HAY QUE PONER EL ALMA S. GEORGE (D. GALAN)
25	17	19	4	SPARX FONOVISA	MANDAME FLORES (AY, AY, AY) T. MORRIS (L. ANTONIO)
26	22	26	3	JOSE MANUEL FIGUEROA FONOVISA	QUIERO Y NECESITO J. SEBASTIAN (J. SEBASTIAN)
27	32	22	5	JUAN GABRIEL AROLA/BMG	MI BENDITA TIERRA JUAN GABRIEL (JUAN GABRIEL)
28	23	28	4	BOBBY PULIDO EMI LATIN	DESVELADO E. FUJONDO (J. AVENA)
29	29	18	19	DAVID LEE GARZA Y LOS MUSICALES EMI LATIN	TONTA D. L. GARZA, GONZALEZ (J. RODRIGUEZ, M. CISNEROS)
30	26	25	24	CRISTIAN MELODY/FONOVISA	VUELVE A QUERER J. AVENDANO (L. HERRERA, L. HERRERA)
31	NEW	1		BRONCO FONOVISA	ANIMAL BRONCO (J. G. SPARZA)
32	33	40	3	EZEQUIEL PENA FONOVISA	CUANDO EL DESTINO SE COBRA M. A. SOLIS (M. E. CASTRO)
33	35	35	3	LOS REHENES FONOVISA	NO PUDE DETENER MI LLANTO NOT LISTED (J. TORRES, S. GUZMAN)
34	NEW	1		RICARDO MONTANER EMI LATIN	SOY TUYO NOT LISTED (R. MONTANER)
35	30	30	10	FAMA SONY	LAGRIMAS DE ALEGRIA D. GALVAN (J. GALVAN, J. GALVAN)
36	39	—	2	ELSA GARCIA EMI LATIN	CON BRAZOS ABIERTOS E. GARCIA (A. HERNANDEZ)
37	38	—	4	GRUPO MOJADO FONOVISA	ME GUSTAN GORDAS L. LOZANO (A. MIMI)
38	NEW	1		LA DIFERENZIA ARISTA-TEXAS	TU NO TIENES CORAZON R. MORALES, M. MORALES (R. CASTILLO, M. C. SPINOLA)
39	RE-ENTRY	21		LUIS MIGUEL WEA LATINA	SI NOS DEJAN L. MIGUEL, K. CIBRIAN (J.A. JIMENEZ)
40	28	11	12	RICKY MARTIN SONY	MARIA K.C. PORTER (I. BLAKE, K.C. PORTER, L. GOMEZ ESCOLAR)

POP	TROPICAL/SALSA	REGIONAL MEXICAN
21 STATIONS	20 STATIONS	59 STATIONS
1 CRISTIAN MELODY/FONOVISA	1 MARC ANTHONY RMM	1 LA MAFIA SONY
2 JON SECADA SBK/EMI LATIN	2 GIRO SONY	2 CRISTIAN MELODY/FONOVISA
3 RICARDO MONTANER EMI LATIN	3 VICTOR MANUELLE SONY	3 PETE ASTUDILLO EMI LATIN
4 THE BARRIO BOZZ SBK/EMI LATIN	4 MI FORMA DE SENTIR	4 COMO TE EXTRANO
5 ENRIQUE IGLESIAS FONOVISA	4 DOMINGO QUINONES RMM	4 LIBERACION FONOVISA
6 DONATO & ESTEFANO SONY	5 HAY QUE PONER EL ALMA	5 ENAMORADO DE UN...
7 JOSE JOSE ARIOLA/BMG	6 DOMINGO QUINONES RMM	6 LA TROPA F EMI LATIN
8 MILLIE EMI LATIN	7 KAOS SONY	7 JUAN SABOR
9 LUIS MIGUEL WEA LATINA	8 ALEX D'CASTRO POLYGRAM	8 ANA BARBARA FONOVISA
10 DI BLASIO ARIOLA/BMG	9 JERRY RIVERA SONY	9 ME ASUSTA PERO ME GUSTA
11 LUCERO FONOVISA	10 HECTOR TRICOCHE POLYGRAM	10 M. A. SOLIS Y OS BUKIS
12 CRISTIAN MELODY/FONOVISA	11 EDGAR JOEL POLYGRAM	11 POR AMOR A MI...
13 PIMPINELA POLYGRAM LATINO	12 JOHNNY RIVERA RMM	12 LOS TUCANES DE TIJUANA
14 ROCIO DUCAL ARIOLA/BMG	13 TITO NIEVES RMM	13 ALACRAN/EMI LATIN
15 PEDRO FERNANDEZ POLYGRAM LATINO	14 CELINES RMM	14 LUIS MIGUEL WEA LATINA
	15 OLGA TANON WEA LATINA	15 AMANECE EN TUS BRAZOS
		16 PESADO FONOVISA
		17 ESO ME GUSTA
		18 MAZZ EMI LATIN
		19 MAS Y MAS
		20 INTOCABLE EMI LATIN
		21 COQUETA
		22 MICHAEL SALGADO JOEY
		23 SI QUISIERAS
		24 LOS TIGRES DEL NORTE
		25 FONOVISA
		26 NO PUEDO MAS
		27 INDUSTRIA DEL AMOR
		28 FONOVISA
		29 MALA MUJER

Records showing an increase in detections over the previous week, regardless of chart movement. A record which has been on the chart for more than 20 weeks will not receive a bullet, even if it registers an increase in detections. Airpower awarded to those records which attain 600 detections for the first time. If two records are tied in number of plays, the record being played on more stations is placed first. Records below the top 20 are removed from the chart after 26 weeks. © 1996 Billboard/BPI Communications, Inc.



# Artists & Music

## LATIN NOTAS

(Continued from preceding page)

the Los Angeles-based attorney representing the RIAA to deliver the oral argument during the appeals process in the Cherry Auction case. Further, Abad says, the RIAA, in conjunction with the International Anti-Counterfeiting Coalition, filed an amicus brief that was accepted by the appeals court. The acceptance of the joint amicus brief underscores the seriousness of the ruling in the Fonovisa suit.

While not naming Zorrilla directly, Abad disputed his claim that the RIAA is insufficiently attacking Latino piracy at swap meets and flea markets.

"The flea-market problem is a big concern for us, and to say that the RIAA is not doing anything is a misinterpretation of the facts," says Abad. She points out that the ruling "enables us to educate flea-market and swap-meet owners of their responsibilities, and we hope they'll take us seriously, so we can combat piracy."

A 1995 RIAA report states that more than 60% of counterfeit product seized by the RIAA in the U.S. that year was by Latino recording artists. According to the report, 1½ years earlier, Latino artists accounted for 40% of seized product.

The piracy problems brought to the RIAA, says Abad, come from member labels. Therein lies the Latin piracy rub, says Zorrilla. He suggests that the large multinationals carrying the most weight with RIAA are not terribly concerned with the Latino record market, which is believed to represent a mere 2%-3% of total album sales in the U.S.

Therefore, posits Zorrilla, the RIAA does not give Latin piracy just attention.

Is Zorrilla right? To a degree, perhaps. The RIAA certainly has helped the domestic Latino industry mightily through countless busts and confiscations of counterfeit product. The RIAA has lent strong support to improving copyright laws in Puerto Rico and Mexico.

Still, there is no representative from the Latino record industry sitting on the executive board of the RIAA. In fact, the RIAA does not even identify Latino music as a separate genre in its published sales reports. Hispanic music falls under the sweeping category of "other."

But if there is strength in numbers, it would be wise for Fonovisa not to withdraw from the RIAA but to join forces with other Latino members of the RIAA to form a lobbying bloc.

Such an effort was attempted two years ago, when RIAA chairman/CEO Jay Berman met with U.S. Latino record executives to plant the seeds for a Latin committee. Lamentably, as one Latino record executive recalls, the participants from the labels were so contentious and unprofessional during discussions that no consensus could be established for a Latino entity within RIAA.

A follow-up meeting never convened.

**CORRECTION:** An item in Latin Notas in the Feb. 17 issue about PolyGram Brasil featured a list of 1995 sales figures of the Brazilian record market that were erroneously labeled "unit quantities." Actually, those numbers were revenue tallies in dollars. Thus, the ranking order of the major labels, in terms of revenue, along with their respective market shares, should have read as follows: PolyGram Brasil, \$138,710,000 (20.9%); Sony Music Brasil, \$122,809,000 (18.5%); Warner Music Brasil, \$102,750,000 (15.5%); EMI-Odeon Brasil, \$99,258,000 (15%); and BMG/Ariola Brasil, \$96,189,000 (14.5%). The indie labels that account for about 15% of Brazil's total revenue of \$663,370,000 were Sigla/Som Livre, \$66,110,000 (9.9%); RGE, 26,516,000 (4%); CID, \$9,754,000 (1.5%); and Eldorado, \$1,276,000 (0.2%).

The following list contains the net unit sales of the five majors with their respective market shares in parentheses: Sony Brasil, 14,516,908 units (20.4%); PolyGram Brasil, 14,174,643 units (19.9%); Warner Music Brasil, 9,998,048 units (14%); EMI-Odeon Brasil, 9,848,834 units (13.8%); and BMG/Ariola Brasil, 9,712,379 units (13.6%). Indie companies contributed slightly more than 18% of unit sales. Again, leading the way was Sigla/Som Livre, with 9,712,379 units (10.8%); followed by RGE, 3,561,315 units (5%); CID, 1,632,211 (2.3%); and Eldorado, 125,576 units (.2%). The total number of units sold in Brazil last year was 71,267,187.

The sales data above were provided by Brazilian trade group Associação Brasileira Dos Produtores De Discos (ABPD). Remarkably, the record label with the highest revenue in 1995 did not sell the most units.

So which label is No. 1 in Brazil? ABPD president Manuel Camero points out that while there are no official criteria for determining the top label in Brazil, company revenues are a "more important" indicator of a label's market performance than unit sales. That is why, in Camero's opinion, PolyGram was the leading label in 1995 in Brazil.

No matter the opinion, Camero, PolyGram, and Sony are to be heartily congratulated for divulging their official sales stats. No other recording entity in Latin America has gone public with official sales numbers. Hopefully, trade organizations and record labels from other countries in the region will come forth with on-the-record figures. Nothing less than the credibility of the individual markets is at stake.

One final and very positive *nota*: Camero says that ABPD expects to begin publishing an official national retail sales chart by the middle of 1996. The information, Camero adds, may possibly be compiled by computerized, point-of-purchase sales at individual retail outlets.

# Come Together



Cella Cruz

Tito Punte

Cheo Feliciano

Oscar D' León

Tony Vega

Tito Nieves

Manny Manuel

José Alberto "El Canario"

Johnny Rivera

Miles Peña

Ray Sepúlveda

Domingo Quiñones

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**McGovern Votes For Clinton.** Sterling Records artist Maureen McGovern recorded tracks for her upcoming release at New York's Clinton Recording Studios. Shown at the sessions, from left, are chief engineer Ed Rak, McGovern, Brian Panella of Sterling/Winters Management, and Sterling Records president Mort Drosnes.

## Denis Degher's Red Zone Blends Old With New

BY DAVID JOHN FARINELLA

LOS ANGELES—Just how many more times does this have to happen? A band records a demo tape that pleases everyone from the producer to the bass player, and it gets the band signed to a major label. The band

**PROFILE**

goes on to release an album or two, doesn't get much support, and negotiates its way out of the contract.

A couple of days later, the band members call their friends in Pearl Jam and the Red Hot Chili Peppers and form an alternative rock supergroup. They call their original producer/engineer and record their first album. Just another day in L.A., right?

Well, maybe not, but that's what happened with producer/engineer Denis Degher and the band Rob Rule. The supergroup, formed by members of Rob Rule after that band's demise, goes by the name of Thermador, and its debut album, "Monkey On Rico," is due March 12 on Atlantic Records.

In addition to former Rob Rule members guitarist/vocalist Rob Rule, guitarist David King, and bassist Chris "Wag" Wagner, Thermador includes guitarist Stone Gossard from Pearl Jam and a rotating drum team of the Red Hot Chili Peppers' Chad Smith and the Vandals' Josh Freese.

The sessions were a casual collaborative process, according to Degher. "Robbie had some ideas for songs, Stone had some riffs, and Chad had some grooves, and they just all came together," he says. "There was just this chemistry going on where they just started hammering out songs right on the spot. What was amazing is that we cut three or four tracks the first night. It was unbelievable. It really fell into place."

And while this new work was fresh, it was also reminiscent for Degher of his beginnings as a producer/engi-

neer.

"It was a throwback to the earlier recording days, where you get some good musicians in the studio together, and everybody just plays," says Degher. "It's kind of more enjoyable, as opposed to sitting in there punching all day long," he adds with a laugh.

Actually, it's a knowing laugh, considering that he has spent the majority of his life in one commercial recording facility or another. He started his career and his training as a mastering engineer at Conway Studios and worked his way up to first engineer and producer. He has been at the helm of Red Zone Studios—which used to be the "A" room of Kendun Recorders—for the past nine years.



DEGHER

In its heyday, Kendun was home to such hit albums as Marvin Gaye's "Sexual Healing" and REO Speedwagon's "High Infidelity," plus projects by Quincy Jones, Frank Zappa, Ringo Starr, and George Harrison.

When he opened Red Zone, Degher found a couple of rooms that were in great shape. Originally designed by Tom Hidley, the main room has stayed the same under the Red Zone banner. Degher says, "The old adage 'don't fix it if it isn't broken' is in effect here."

However, the control room has gone through a bit of retuning. "The control room originally had a Tom Hidley Westlake/Eastlake monitoring system, but we brought in a different monitoring system," Degher says. So he called in Vincent Van Haaff to update the acoustics and equipment.

Since then, he has gone through a couple of different boards, including the original board and a Neve V series (which he calls a \$400,000 white elephant), finally ending up with a 48-input Trident 80C console, to which he has added his own custom automation. And since the sound du jour tends to be a tad warmer and more

(Continued on next page)

## Bad Animals Turns To Audio Post Recording Takes Back Seat At Seattle Complex

BY PAUL VERNA

NEW YORK—Executives at Bad Animals, the Seattle facility co-owned by Ann and Nancy Wilson of Heart and audio industry veterans Steve and Deborah Lawson, have decided to exit music recording and concentrate on the burgeoning audio post-production business.

The home of such hit albums as R.E.M.'s "Automatic For The People," Soundgarden's "Superunknown," and Pearl Jam's "Vs.," Bad Animals has earned a reputation as one of the world's premier recording studios.

President/CEO Steve Lawson says, "While we say we're getting out of the recording of music, there will still be some music produced at Bad Animals. Ann and Nancy Wilson and Heart will still record here. There's a select group of artists we enjoyed working with in the past, and we'll continue to work with them in our Studio X. We enjoy our relationship with the guys from Pearl Jam, Soundgarden, and Alice In Chains. We probably don't want to do whole records, but if they'd like to mix here, that would work; certain types of overdubs would work also."

Lawson notes that the rates for Studio X, which opened in 1991, will be less competitive than they have been to

date. "It'll have to be a situation where they want to work here and we want to work with them," says Lawson.

Lawson says the decision to concentrate on post-production was motivated by the higher profit margins that exist in that sector.

"While we were better known as Bad Animals the recording place, we were also big as an audio post house, and our profits have come from that side of the business."

Lawson continues, "I love the music business, and my partners are integrally involved in the music business, but the long and short of it is that with the competition in the music business and the expense of maintaining a happening place, it just doesn't pencil out. We were paying our bills just fine, but we weren't making any money in that business."

To illustrate the eroding profitability of music recording, Lawson notes that studio rates "literally have not gone up since 1970, and \$1,000 was a lot more in 1970 than it is now. That's because of all the home studios, the artists and producers who build their own rooms, and the rich kids who don't need to make money and make it difficult for those of us who do."

By contrast, audio post and multimedia are areas that have blossomed

over the years in Seattle, and at Bad Animals in particular. The studio has recently worked on soundtracks for award-winning commercials, the Emmy-nominated program "Disney Presents Bill Nye The Science Guy," and acclaimed multimedia titles "A Passion For Art" and "Material World."

To make the conversion from music to post, Bad Animals plans to sell two API consoles (which Lawson says have been impeccably maintained over the years), its Sony 3324 multitracks, and some outboard equipment, including a Dolby processor. The studio will keep its Studer multitrack machines and some of its select microphones, including a pair of Neumann M-49 models.

"So many times, you go to these equipment fire sales, and there's a bunch of junk there," says Lawson. "We're not going out of business, we're just changing our business. We want to move the stuff, but we don't want to give any of it away."

The tracking rooms for Studios A and B will be converted to a game room and a Foley/ADR stage, respectively, and their corresponding control rooms will house new Avid AudioVision systems. Rooms C, D, and E are already post-production suites and will continue

(Continued on next page)

## PRODUCTION CREDITS

BILLBOARD'S NO. 1 SINGLES (WEEK ENDING FEBRUARY 17, 1996)

CATEGORY	HOT 100	R&B	COUNTRY	ALBUM ROCK	CLUB-PLAY
TITLE Artist/ Producer (Label)	ONE SWEET DAY Mariah Carey & Boyz II Men/ W. Afanasieff M. Carey (Columbia)	NOT GON' CRY Mary J. Blige/ Babyface (Arista)	BIGGER THAN THE BEATLES Joe Diffie/ J. Slate, J. Diffie (Epic)	THE WORLD I KNOW Collective Soul/ E. Roland M. Serletic (Atlantic)	THE LOVER THAT YOU ARE Pulse Feat. Antoinette Roberson/ Soul Solution Hex Hector
RECORDING STUDIO(S) Engineer(s)	CRAVE/ HIT FACTORY (New York) Dana Jon Chappelle Jay Healy, David Gleeson	THE TRACKEN PLACE (Los Angeles) Brad Gilderman	SOUNDSHOP (Nashville) Mike Bradley	CRITERIA (Miami) Greg Archilla	REEL TIME (New York) Ernie Lake Bobby Guy
RECORDING CONSOLE(S)	SSL 8000G/ Neve VRSP Legend with Flying Faders	Euphonix CS 2000	Trident Vector 432	Neve 8078	Soundtracs Quartz
RECORDER(S)	Sony 3348	Sony 3348	Sony 3348	Studer A820/A827	Sony MCI 24
MASTER TAPE	Ampex 499	Ampex 467	Ampex 467	Ampex 456	Ampex 499
MIX DOWN STUDIO(S) Engineer(s)	SONY STUDIOS/ CRAVE (New York) Mick Guzauski	RECORD PLANT (Los Angeles) "Bassy" Bob Brockmann	SOUNDSHOP (Nashville) Mike Bradley	MIX THIS (Pacific Palisades, CA) Bob Clearmountain	REEL TIME (New York) Ernie Lake Bobby Guy
CONSOLE(S)	SSL 4096G	SSL 4000G Plus with Ultimation	Trident Vector 432	SSL 4000G Plus Soundtracs Quartz	
RECORDER(S)	Sony 3348	Studer A820	Sony 3348	Sony 3348	Sony MCI 24
MASTER TAPE	Ampex 467	3M996	Ampex 499	Ampex 467	Ampex 499
MASTERING Engineer	GATEWAY Bob Ludwig	FUTURE DISC Eddy Schreyer	GEORGETOWN MASTERS Denny Purcell	PRECISION Stephen Marcussen	FRANKFORD WAYNE Tom Moulton
CD/CASSETTE MANUFACTURER	Sony	BMG	Sony	WEA	WEA

© 1996, Billboard/BPI Communications, Hot 100, R&B & Country appear in this feature each time; Album Rock, Modern Rock, Rap, Adult Contemporary, Club Play, and Dance Sales.



## DEGHER'S RED ZONE

(Continued from preceding page)

organic, Degher has dusted off his vintage Neve 1073 pre-amps and has been using older equipment of late.

Of course, he's got his share of all of today's best technology, including such effects as the Lexicon 480-L, Eventide 2016, T.C. Electronics 2290, Eventide H-3000, and the Yamaha SPX-90, to name a few. He also boasts a variety of microphones, including tube units, such as the Neumann M-49 and the Sony C-37A, as well as the Neumann U-87, AKG-414, AKG-451, Electro-Voice RE-20, and a bunch of Sennheiser 421s.

Artists and engineers using Red Zone have access to an Otari MTR 90 MKIII 24-track, an Otari MTR 12 analog mastering deck, and a Sony JH-110, as well as Panasonic and Sony DAT machines.

"I'm melding together quality vintage equipment with some of the more modern equipment, trying to create, basically, a clean, punchy sound," says Degher of the equipment additions he has made to Red Zone. "I was trained to go for a clean sound. We didn't have digital reverb in 1979, when I started. Well, there was the \$25,000 EMT 250."

Back then, Degher was still using the Cooper Time Cube, which, he explains, was a sealed box filled with different lengths of garden hose, to give either a 30- or 34-millisecond delay.

"What I find interesting now is that I have a facility that enables me and various other clients to record in a pretty live environment," Degher says. That environment also affords him the opportunity to work in nearly any genre, from the alternative vibe of Thermoator to the singer/songwriter craft of Lesa MacEwan, whom Degher has signed to his production company. Other recent projects recorded at Red Zone include an African-drum-laced album by Tribe After Tribe.

"I hate to say I'm a generalist or a renaissance producer, but I feel comfortable doing a lot of styles of music," says Degher. "It almost allows me to bring something to the table that some other people don't if they are locked into a specific genre of music. I feel kind of lucky that I've been able to do that."

Then, with a smile, he says, "The only thing I haven't done anything to speak of is country, but I think I could work in that vein too. Who knows what's going to knock on my door next?"

## BAD ANIMALS

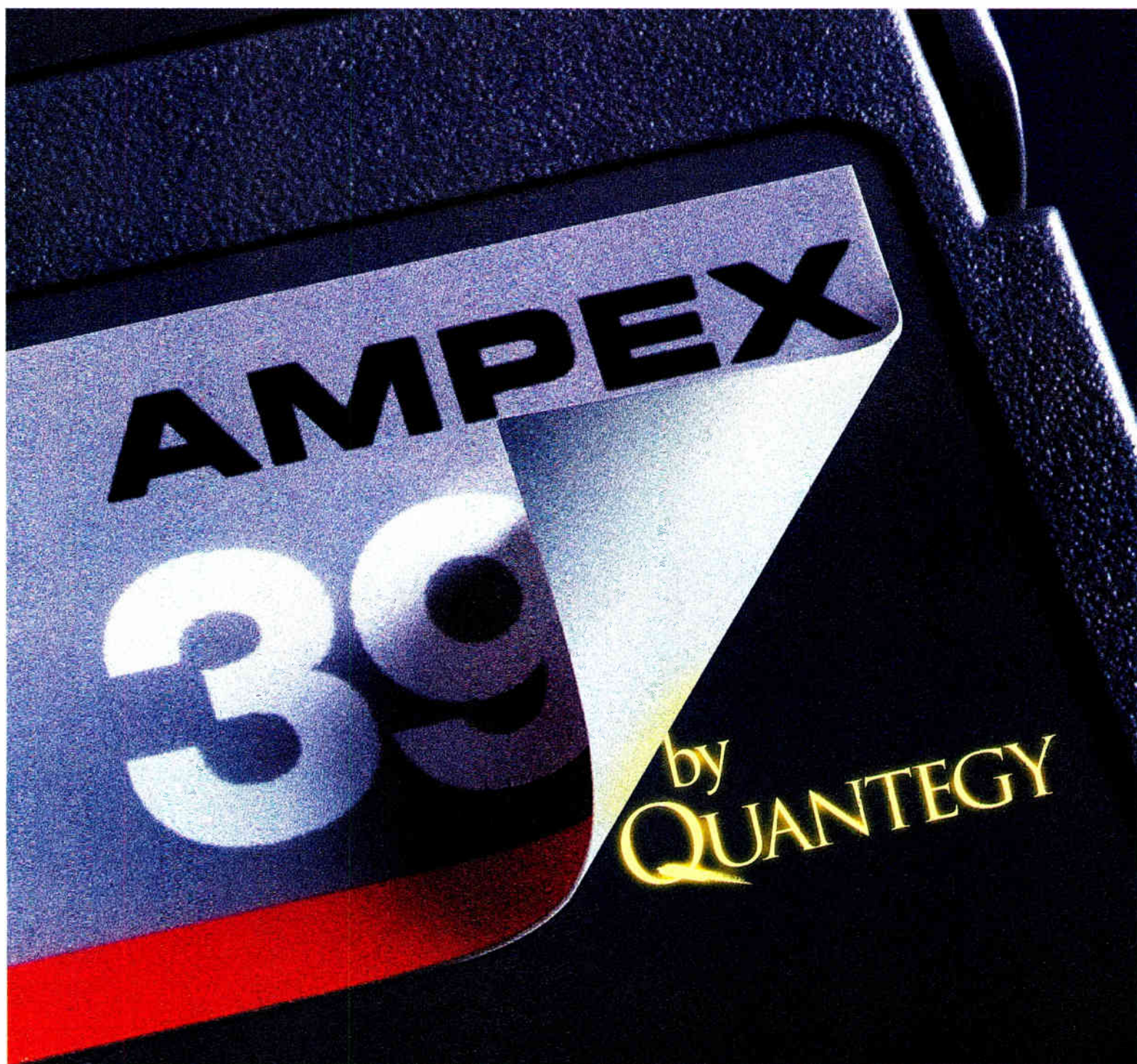
(Continued from preceding page)

ue to function in that capacity, according to Lawson.

He notes that Bad Animals is fully wired for ISDN networking, and there are plans to use the service to link with facilities in New York, Los Angeles, Chicago, and elsewhere.

While the conversion from music to post takes place, Bad Animals' recording rooms are still thriving, with Soundgarden recording in Studio A and mixing in Studio X, according to Lawson. "It's not like it's some run-down place," he says.

Lawson plans to continue his active involvement with the Society of Professional Audio Recording Services. He notes that he will serve on a panel on niche marketing at a SPARS event in Los Angeles in May.



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# Songwriters & Publishers

ARTISTS & MUSIC

## 'Blackbird' Song Rights Disputed

### At Issue Is Cocker's Version On 'Sleepless' Album

■ BY IRV LICHTMAN

NEW YORK—The question of which publisher collects mechanical royalties from recordings of songs that were licensed before being recaptured by the authors or their estates, supposedly clarified in a 1985 U.S. Supreme Court decision, has flared up as an issue again in federal court.

The focus of the latest dispute is Joe Cocker's 1969 recording for A&M Records of "Bye Bye Blackbird," which appears on the soundtrack to the 1993 film "Sleepless In Seattle." The 1926 song, written by Ray Henderson and Mort Dixon, was licensed to Sony Music Entertainment for use on the soundtrack album, which has sold more than 1 million copies.

The plaintiff, Fred Ahlert Music Corp., which does business as Olde Clover Leaf Music, says it is owed thousands of dollars that have been

collected by the previous publisher/owner of the copyright. In addition, the action says that if the plaintiff is denied its claim, royalties will be paid to heirs of Dixon who are not entitled to them. Dixon died in 1956.

According to a filing in U.S. District Court in New York, Ahlert/Olde Clover claims that defendant Warner/Chappell Music, the song's publisher before beneficiaries of the Dixon estate gained Dixon's rights in 1982, has no rights to mechanical royalties stemming from the sale of the soundtrack album.

Under the 1976 revision of the Copyright Act, an author or his or her heirs can "terminate" the publisher's rights and recapture rights to a song for a period of 19 years beyond the original 56-year life of the copyright.

Ahlert/Olde Clover, which acquired

publishing rights to the song in 1986 after making a deal with Dixon's heirs, claims an exception to a landmark decision by the U.S. Supreme Court. That 1985 decision, in Mills vs. Snyder, gave the music publisher from the pre-termination period the right to collect mechanical royalties on licenses granted before the copyright was recaptured by an author or the heirs.

However, Ahlert/Olde Clover says that those rights are restricted to A&M Records' marketing of the recording, not its use by another label, a situation that requires the issuance of a new license.

According to the action, Warner/Chappell does not dispute Ahlert's rights to the Dixon portion of the song or Ahlert's synchronization deal for the use of the Cocker recording on the soundtrack to "Sleepless In Seattle."

But the suit charges that the Harry Fox Agency, while not a party to the action, incorrectly granted Warner/Chappell a license to use the song on the Sony soundtrack after it was directed to do so by that publisher. At press time, Fox legal representatives, aware of the dispute, had no comment.

"The question to be resolved by this case," says Robert Osterberg of New York-based Abelman, Frayne & Schwab, attorney for Ahlert/Olde Clover, "concerns the whole post-termination licensing procedure of the Harry Fox Agency."

"At present, whenever a new form of pre-termination recording is released after termination, the [Fox] Agency issues the license on behalf of the renewal publisher. That includes soundtrack albums, greatest hits, and any other compilations... That practice substantially diminishes the value of the new publisher's rights that Congress intended to confer through the termination provisions. In this case, and probably many others, the owners of the termination rights expressly designated by Congress also suffer."

Osterberg says the decision in Mills vs. Snyder, as well as a recent U.S. Court of Appeals decision, supports the plaintiff. The Supreme Court decision, he says, focuses on the entire contractual relationship in existence at the time of termination to decide who owns a song's rights.

In this case, Osterberg asserts, the only license permitting use of the song is held by A&M, and its appearance on the Sony recording requires a new license that only the new rights holders can issue. In copyright parlance, the Sony soundtrack constitutes a new derivative right.

"We've seen the [court] papers, and obviously we disagree with the complaint," says Don Biderman, executive VP/general counsel of Warner/Chappell. "We'll defend against it."

As for the Henderson share of the song, it's understood that Warner/Chappell and the current publisher of his share have made an agreement in principle in the matter.

## Michael W. Smith Sells Cos. To OMG, Signs Publishing Deal

■ BY DEBORAH EVANS PRICE

NASHVILLE—Opryland Music Group has purchased contemporary Christian artist Michael W. Smith's two publishing companies, O'Ryan Music and Whitney Katherine Music. In addition, OMG has signed Smith to an exclusive publishing agreement that covers his current Reunion Records album, "I'll Lead You Home," and a number of future projects. No purchase price was announced.

"It was really hard," Smith says. "Those are my babies. [I'd had] the publishing companies 13 years. There was 'Place In This World,' 'I'll Be Here For You,' tons of songs. But it seemed to be the right thing to do. I felt like I found a publishing company that had a real passion for my music and could really work this catalog."

Smith's music is a valued commodity because he is considered one of Christian music's top artists and is one of the few to have garnered major mainstream success. Among his more popular singles are "Place In This World," which peaked at No. 6 on Billboard's Hot 100 Singles chart in July 1991, and "I Will Be Here For You," which went to No. 27 in November 1992. "I'll Lead You Home" debuted at No. 16 on The Billboard 200, one of the highest debuts by a Christian act; on the Top Contemporary Christian chart, it held the No. 1 position for 11 consecutive weeks.

Opryland Music Group VP Jerry Flowers says, "I think the personal touch he found when he came over here made the difference. I think once he got over here and saw how the systems work, how we approach things, and how the people respond, he told us it felt like family."

Smith says he's "excited" about having his songs actively pitched. Before the sale, Smith's companies were

administered by Reunion Publishing, but he has never had a song-plugger. He says it was something he had always wanted but was so busy that he had never taken the time to hire someone.

In addition to working his catalog to the Christian, country, and pop markets, OMG will be promoting Smith's new efforts. "The futures deal I did with them was a split-publishing [agreement]," Smith says. "I've got to come up with a name for the new company... We thought about Rocketown Publishing [Rocketown is the name of Smith's teen music venue outside of Nashville], but we want to make sure there's not a conflict. I'll probably decide within the next week."

Smith says his wife, Debbie, who has written with him such signature tunes as "Friends," was co-owner of the companies he sold to OMG and will most likely write for his new venture.

"I think they'll really produce a lot of activity on the catalog and the futures deal. I think it's another opportunity of networking me with some other people in terms of writing," Smith says. "I think it will spur me on. When I start networking, it inspires me."

OMG shares his enthusiasm. "I believe this is the beginning of a new chapter in his songwriting," says OMG creative manager Kendall Hewitt. "He has expressed openness to writing beyond his projects. I'm excited to have the opportunity to work with him."

OMG initiated its Christian music division last spring. So far, the only other Christian writer it has signed has been hit tunesmith Jeff Borders, and Flowers proudly reports that out of 12 songs Borders has written for OMG, the company has holds on eight of them. Flowers sees the signing of Smith and Borders as elevating OMG's profile and showing its commitment to the Christian market.

## NO. 1 SONG CREDITS

TITLE · WRITER · PUBLISHER

### HOT 100 SINGLES

ONE SWEET DAY • Mariah Carey, Michael McCary, Nathan Morriss, Wanya Morriss, Shawn Stockman, Walter Afanasieff • Sony Songs/BMI, Rye/BMI, Sony Tunes/ASCAP, Wallyworld/ASCAP, Black Panther/BMI, Vanderpool/BMI, Aynaw/BMI, Shawn Patrick/BMI

### HOT COUNTRY SINGLES & TRACKS

BIGGER THAN THE BEATLES • Jeb Stuart Anderson, Steve Dukas • Timbuk One/ASCAP, MRBI/ASCAP, Chickasaw Roan/ASCAP, Emdar/ASCAP, Texas Wedge/ASCAP

### HOT R&B SINGLES

NOT GON' CRY (FROM "WAITING TO EXHALE") • Babyface • Ecaf/BMI, Sony Songs/BMI, Fox Film/BMI, EMI Blackwood/BMI

### HOT RAP SINGLES

GET MONEY • The Notorious B.I.G., Little Kim, Lamont Porter, B. Bedford, R. Ayers, S. Striplin • Big Poppa/ASCAP, Undeas/BMI, EZ Elpee/ASCAP, AF/ASCAP, EMI April/ASCAP, Justin Combs/ASCAP

### HOT LATIN TRACKS

AMOR • Cristian Castro • Fonomusic/SESAC

## W/C's Top 10 Love Songs; Berlin's 'Purchase' Returns

LOVE THEM DO: OK, we missed our pre-Feb. 14 issue for the following survey done by Warner/Chappell Music that cites 10 of the publisher's all-time top-earning love songs. So let's say we're way ahead of next year's Valentine's Day. Words & Music also thinks there are a few surprises. Here's the list:

1. "As Time Goes By" by Herman Hupfeld (1931);
2. "When A Man Loves A Woman" by Cameron Lewis and Arthur Wright (1966);
3. "Wind Beneath My Wings" by Jeff Silbar and Larry Henley (1982);
4. "When I Fall In Love" by Victor Young and Edward Heyman (1952);
5. "Someone To Watch Over Me" by George and Ira Gershwin (1926);
6. "I've Got You Under My Skin" by Cole Porter (1936);
7. "The Rose" by Amanda McBroom (1977);
8. "Love Is Here To Stay" by George and Ira Gershwin (1938);
9. "Save The Last Dance For Me" by Doc Pomus and Mort Shuman (1960);
10. "I Only Have Eyes For You" by Harry Warren and Al Dubin (1934).

One ironic note: As a lyricist, Ira Gershwin, who with his brother George leads the pack with two top 10's, was not overly fond of writing sweet love ballads.

NEW SONG DATABASE: Songscape, a database of music and recording listings, will appear on the Internet's World Wide Web March 1. Ron McGowan, VP of business affairs at the Genoa Group (Songscape's parent), says the database complements current services offered on the Internet by performing right groups ASCAP and BMI.

Songscape will provide "creative search methods based upon a variety of objective and subjective music classifications," McGowan says. "Our researchers created and assigned classifications for each song in the database based on standard industry categories such as performances, awards, hit information, and usages."

With this service, a music user can search for songs by key word groups or decades, along with conventional

searches by title or even a specific word in the title, such as the all-too-common "love."

Songscape will be accessible at <http://www.genoagrp.com/genoagrp>.

WELCOME BACK, STRANGER: As Words & Music has happily stated with some frequency, the new musical theater scene may be awfully drab, but things couldn't be brighter in terms of productions of oldies that rarely, if ever, get revived.

At Carnegie Hall's Weill Recital Hall in New York, where conductor/musical theater scholar John McGlynn has done concert-version revivals in recent years, a six-performance concert version of Irving Berlin's 1940 hit "Louisiana Purchase" starts its run June 19.

The musical, revived at Connecticut's Goodspeed Opera House more than 20 years ago, has not had a production in New York since its first run. A sendup of Southern politics of the era, the show has a book by Morrie Ryskind, who a decade earlier shared a Pulitzer Prize for his work on

"Of Thee I Sing," which had a score by George and Ira Gershwin.

One of Berlin's entries, "It's A Lovely Day Tomorrow," is not well-known now, but it used to get around and is one of Berlin's most engaging anthems of optimism.

The music director is Rob Fisher, a conductor who also knows those neglected musicals. Interestingly, Berlin will be sized up at Carnegie Hall June 1 when Fisher hosts "Irving Berlin/Musical Theatre For Teachers: A Workshop."

PRINT ON PRINT: The following are the best-selling folios from Hal Leonard Corp.:

1. Red Hot Chili Peppers, "One Hot Minute."
2. Hootie & the Blowfish, "Cracked Rear View."
3. Allman Brothers Band, "Definitive Collection—Vols. 1-3."
4. Nirvana, "MTV Unplugged In New York."
5. "Toy Story," soundtrack.



by Irv Lichtman



ASIAN BREAKTHROUGH

## Shiny, Impenetrable Images And "A Schedule From Hell":

# Marketing The Sino-Pop Idol

By Mike Levin



Andy Lau

Andy Lau is at the top of a 40-foot metal lamppost looking out over a steelyard in Hong Kong's New Territories. On the ground, a TVB crew is wondering when he will come down so they can get on with filming the singer's music video.

For the Hong Kong press who follow Lau like groupies, this is a prime photo op. For video director Connie Tung, it's a delay. "C'mon, fun's over," she snaps, but not too loudly, because Andy is more than king of a rusted pole; he's one of the kings of Chinese music, and no one in Asia rags on a pop monarch.

The video shoot is a short one—four hours, two locations and only one starlet—Monique—who spends her time wrapped in Andy's muscled arms and gazing into his smoldering eyes. It's quick because Chinese music-videos are formulaic—soft-edged clones of some nonde-

script original—just like the repertoire Lau and his fellow Canto-Kings have been releasing for the past 15 years.

But formulaic or not, Chinese pop music is Asia Pacific's favorite. For every Kenny G or Elton John album that sells across the region, Lau will sell three. This happens because the 34-year-old is so firmly entrenched as a star—not only in music but also in movies (media time is limited, and companies must maximize product exposure)—that it is difficult to think of pop music without him. Imagine Christmas without Bing Crosby.

Lau's fans see him as a father figure, as a brother and as a sex symbol. He's also a symbol of good times and good feelings. It's not so difficult to understand, when

*Continued on page APQ-2*

THE ASIAN TRAIL

## Touring Boosts Sales, But Foreign Acts Should Be Prepared To Spend Time And Press The Flesh

There are two misconceptions about Western music in Asia. One is that big-name artists sell themselves; and the other is that any artist can tour anytime.

Regional marketing managers seem to be the only ones to understand that international artists are no longer the sure-sell they once were. They'll tell you Asian markets have to be worked like a Mary Kay cosmetics seminar—"network or die." And even after six countries and 60 promotional interviews, foreign acts can be easily forgotten because there are few live-music venues available for concerts.

Some Westerners have understood the clues, and two do it better than anyone else. Kenny G and Bon Jovi not only consistent-

*Continued on page APQ-4*



Kenny G is guaranteed access to concert venues when he decides to tour.

PACIFIC TREND WATCH

## Radio Turns Up

Deregulation trends and a new breed of programmers are helping Asia's most important marketing tool shed its bad rep

By Mike Levin

There is no mistaking music-radio's reputation across Asia: inflexible management; boring middle-of-the-road playlists; and rote-minded DJs and programmers. Throw in a healthy dose of government regulation and the medium seems out of step with satellite and cable TV and diversifying consumer demands.

The trouble with reputations is that they tend to stick around after reality has changed.

Radio may still be a step or two out of synch with listeners' tastes, but deregulation trends and a new breed of management and programmer are changing the medium's staid image. With 100% penetration, it remains Asia's most important music marketing tool.

Radio has never really been exploited further than simply disseminating ambient music, and

collecting healthy payola from record companies to do it. "There's a long way to go before we get Western-style formatted radio, but the increase in new commercial stations is making programmers think," says Mike Mackay, GM of STAR Radio, the region's only satellite-radio broadcaster.

Deregulation not only has allowed dozens of new advertiser-driven stations to grow, it has also helped dissolve antiquated laws that for decades kept Japanese-language programming out of Taiwan and South Korea, and Chinese music out of Indonesia.

Although each country has separate and distinct laws, changes in one market have obvious effects on the others. When Malaysia allowed commercial broadcasting for the first time in late 1994, similar moves followed in Indonesia, Taiwan and Thailand. It also helped relax cable- and satellite-TV regulations at home and in Singapore. It could have been a coincidence, but not likely.

PROGRAM EXPERIMENTS

Markets like Hong Kong, the Philippines and Singapore have had open and saturated

*Continued on page APQ-5*



ICRT Radio programmer Mike Ryan



# asia pacific Quarterly

## ARTISTS & MUSIC

**TAIWAN**—For major players in Chinese repertoire, Taiwan's pivotal market position remains the main focus. BMG Entertainment International's recent purchase of instrumental and pop indie Elite Music is a move to strengthen its competitive presence, as the major labels increasingly buy up local companies. A new label, headed by Elite owner David Jerng, will be established under BMG and will focus on acts that can be distributed regionwide. Elite currently has 25 artists on its roster, including Hong Kong actresses Guan Tze Lin and Lio Jah Ling.

**SOUTH KOREA**—Three years of lobbying by international music executives—led by Warner Music International and Sony Music—could finally help the major labels increase the number of non-domestic releases in Asia's second-largest established market. A recent announcement from Korea's Ministry of Communications says the government plans to reduce censorship restrictions on audio products released by foreign-invested joint ventures. Although big domestic record companies continue to insist this will hurt their business, many feel the emergence of music publishing in the country and international trade pressure will allow international subsidiaries to triple their number of releases within two years.

**CHINA**—Copyright protection continues to be a painfully slow process in China. While the level of pirate CDs on the streets of Hong Kong and Singapore appears to have dropped, insiders at CD factories in southern China say the output of counterfeit music albums in their area during 1995 equalled that of 1994, contrary to reports by anti-piracy organizations. They also say production of other pirate software, such as games and videos, increased between 500% and 1,000%. Despite U.S.-Beijing negotiations, experts claim the situation is unlikely to change for the next 10 to 20 years because of the central government's lack of judicial control in areas where the factories are located.

**HONG KONG**—MCA Music Entertainment International's whirlwind move into Asia has provided some interesting lessons for the industry. Even with four new artists under development and two more on the way this year, MCA spent as much of its first year in the region learning about real-estate and labor realities as it did about A&R. After setting up MCA's regional office in Hong Kong and seven country offices in seven months, senior VP Greg Rogers feels the label will make a move into alternative repertoire because it fits the personality of his staff. He also sees a regionwide consolidation of distribution by all the international labels to help control costs—and because some markets still have restrictive import practices.

**SINGAPORE**—Dick Lee's new contract with Warner/Chappell is raising music publishing consciousness for an increasing number of local songwriters. Singapore has been a regional leader in all royalty payments, but with Warner/Chappell, BMG Music Publishing and EMI Music Publishing finally establishing offices here during 1995, the market appears ready to accept mechanicals as a major revenue-generator. These royalties rose 22% in 1994 and about 40% last year. This is good news for composers like Eric Moo, Chen Jia Ming and brothers Wei Shiong and Shi Shiong Lee, who have broken out of the local market to sell their songs regionally. Dick Lee hopes to use his deal with Warner/Chappell to write for Broadway musicals.

**INDONESIA**—Indonesia has yet to shake some aspects of its frontier image. Despite big improvements in copyright protection and retailing, international record companies are

finding that new foreign-investment laws are not as clear as they once appeared. In November 1995, the local government finally agreed to major-label purchases of local licensees. But so far, only Warner Music International has been able to complete the deal with Hemagita. Other labels are hesitating because they say tax regulations and severe limitations on distribution and CD-importing make investment questionable. Most will keep the true extent of their local dealings "under the table" for at least a year until the government relaxes restrictions.

**MALAYSIA**—A small wave of international alternative-music sales that started in Hong Kong, Singapore and Taiwan during 1995 is spreading to neighboring countries. In Malaysia, music executives say they must now fit alternative into marketing strategies—even if the volumes are nowhere near pop ballads—if they are to keep current with young consumers. When Western acts Green Day and Offspring passed the 50,000-unit mark last year, local subsidiaries of major labels jumped on the bandwagon. Many cite airplay on new, private radio stations like Time Highway as a showcase for new music. Also, exposure in urban nightclubs and a growing promotional presence in retail outlets are pushing A&R executives to start the search for domestic alternative acts.

**TAIWAN**—A trend toward nationalism is creating a new sound in Taiwan. Bob Chen and his New Formosa band are blending Mandarin, Taiwanese, Hakkanese and native aboriginal dialects into modern grassroots pop, encouraging people to "get along together." Rock Records is also moving into a similar repertoire with Black List, an indigenous-based music group which believe native Taiwanese music is the base for virtually all Asian styles. Rock artists Wu Bai & China Blue are taking Taiwanese oldies and turning them into rock 'n' roll anthems. Many in the industry enjoy the trend, saying that the market needs new music and that this new repertoire is not only creative but adds to a national feeling.

**MALAYSIA**—Asian music-award shows are so numerous and varied that a lack of standardization gives them little effect on record sales. In Malaysia, an exception to the rule is forming. The "Anugerah Industri Muzik" (Music Industry Awards) are not only recognized as a definitive industry benchmark, they are also boosting sales for winners. Bahasa R&B artist Ning Baizura saw sales of her debut album "Dekat Padamu" increase tenfold to 200,000 units after winning 1993's best-new-artist award. With local media now adding an overall quality consensus to the event, executives view each award with enthusiasm. The third-annual affair will be held in March, featuring 17 awards from best English album to best sound engineer. ■

### CREDITS

Billboard's first Asia Pacific Quarterly was written by Mike Levin in Hong Kong with reporting and contributions from Hiroshi Fuji in Taiwan, Gary Van Zuylen in Thailand, Alexandra Navich in Malaysia, and Philip Cheah and Gerrie Lim in Singapore.

### MARKETING AN IDOL

Continued from page APQ-1

he started his career, much of Asia was still experimenting with the telephone.

His success has as much to do with rapid socioeconomic development as it does with music. In the 1970s, record companies like Warner and PolyGram found a recipe of middle-of-the-road ballads and cover versions that consumers accepted as their expression of a positive future, and packaged it as contemporary entertainment. How else could a 15-year-old girl and her father sit together on a Saturday night and sing the same karaoke songs?

"Have you ever seen a Chinese person sing a sexy song? No [label] wants it. [The music industry] is not about life's problems and personal development; it's about an emotional connection," says Lau in excellent English. "My voice is far from perfect. [But] if my songs can move you, then it's good music."

### SELF-CONTAINED UNITS

Asian celebrities are self-contained units—singers who act, actors who sing—and all of them complete with shiny, impenetrable images. They are surrounded by publicity machines that never reveal human failings and a media that rarely asks.

**IN THE 1970s, record companies found a recipe of MIDDLE-OF-THE-ROAD BALLADS AND COVER VERSIONS that consumers accepted as their expression of a POSITIVE FUTURE, and packaged it as CONTEMPORARY ENTERTAINMENT. How else could a 15-YEAR-OLD GIRL AND HER FATHER sit together on a SATURDAY NIGHT and sing the same KARAOKE SONGS?**

In the midst of this, Lau strides like a myth. But a mid-30s sex symbol?

"It's nice sometimes, but it's only part of my image. It's acting, the same as when I try to make people believe I'm a musician," he explains.

It's this ability to flash personal glimpses that endears him to the public. Even Monique the model gushes about how well he connects with people and "understands his own heart"—a fan's way of saying that they don't make them like this anymore.

### 400,000-UNIT "BUST"

Lau's new Cantonese release in April and a Mandarin record in the summer will be considered busts if they don't sell a combined 400,000 units. There is little chance of that happening, because record companies still expect about 60% of their sales to come from singers like Lau. And there are any number of ways to achieve that goal.

After the video shoot, there's time for a quick bite before heading off to TVB's studios to appear in the top-rated "Jade Solid Gold," a Saturday-night Hong Kong TV staple featuring four of the genre's top stars singing to canned music in front of a teenage audience.

Then it's a few more interviews, a late-night ride back to the recording studio Lau co-owns to finish off two tracks on the new album, a couple hours of sleep and a morning flight to northern China for six weeks of shooting on Lau's 85th feature film.

Continued on page APQ-6



Wu Bai & China Blue



Ning Baizura

**MCA**





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## Billboard Magazine PLUGs.in With Jupiter Communications

Billboard magazine is the official publication and primary sponsor for the upcoming PLUG.in New Music Meets New Technology Symposium, July 16-18 at Cooper Union in New York. This three-day confab aims to bring executives, artists, and developers together to discuss how the new media revolution relates to key music industry issues in the areas of broadcasting, distribution, performance, and publishing.



Elissa Tomasetti, Billboard's marketing director, is excited about the magazine's participation. "Billboard is dedicated to keeping the industry informed on new technical developments that effect the music and home entertainment landscape. Being involved with PLUG.in is just another way of strengthening our commitment to the evolution of music-related industry on the internet," she says.

Keynoter Thomas Dolby, president/CEO of HeadSpace, will be joined by an outstanding roster of executives and artists from a cross-section of industries:

- Laurie Anderson
- Ed Bennett, president/CEO, Prodigy
- Marc Geiger, VP of marketing, artist development, and new media, American Recordings; co-founder, Lollapalooza
- Jason Olim, president, CDnow
- Matt Farber, senior VP of programming and new business, MTV Online
- Bob Guccione Jr., editor and publisher, Spin magazine

Topics to be featured at this event include:

- Digital Distribution: Online Sales, Ticketing, and Cross-Promotions
- Music Media: Producing Homegrown and Traditional Content for the Web
- Music Being Digital . . . Artists Roundtable
- New Music Meets New Technology: The Jupiter Roundtable

Other sponsors for PLUG.in include Hotz, Prodigy, Music Boulevard, the Entertainment Connection, PolyGram Online, otec.com, and OnRamp/Metaverse.

Jupiter Communications LLC is a New York-based research, consulting, and publishing firm specializing in emerging consumer online and interactive technologies.

For more information on Billboard's involvement with the symposium, call Phyllis Demo at 212-536-5299. To register for PLUG.in, contact Jupiter Communications at 212-780-6060.

## Advertising Opportunity: Billboard's 1997 Int'l Talent And Touring Directory

Billboard is reserving space for its 1997 International Talent & Touring Directory, slated to hit streets on Oct. 2. Its unparalleled strength as a directory makes it a great vehicle for

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### Dates 'n Data

- Dance Music Summit • Chicago Downtown Marriott • July 17-19
  - Billboard/Airplay Monitor Radio Seminar • Sheraton, N.Y.C. • Sept. 5-7
  - Billboard Music Video Conference & Awards • San Francisco • Nov. 7-9
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	YEAR-TO-DATE OVERALL UNIT SALES		YEAR-TO-DATE SALES BY ALBUM FORMAT	
	1995	1996	1995	1996
TOTAL	300,294,000	316,191,000 (UP 5.3%)	CD	164,999,000 187,238,000 (UP 13.5%)
ALBUMS	259,289,000	262,707,000 (UP 1.3%)	CASSETTE	93,886,000 74,769,000 (DN 20.4%)
SINGLES	41,004,000	53,484,000 (UP 30%)	OTHER	404,000 700,000 (UP 73.5%)

OVERALL UNIT SALES THIS WEEK	ALBUM SALES THIS WEEK	SINGLES SALES THIS WEEK
13,556,000	11,081,000	2,474,000
LAST WEEK	LAST WEEK	LAST WEEK
13,547,000	11,044,000	2,502,000
CHANGE	CHANGE	CHANGE
UP 0.06%	UP 0.3%	DOWN 1.1%
THIS WEEK 1995	THIS WEEK 1995	THIS WEEK 1995
12,989,000	10,995,000	1,994,000
CHANGE	CHANGE	CHANGE
UP 4.4%	DOWN 0.8%	UP 24.1%

TOTAL YEAR-TO-DATE CASSETTE ALBUM SALES BY STORE TYPE	1995	1996	CHANGE
MAJOR CHAIN	39,675,000	32,428,000	DN 18.3%
CHAIN	6,926,000	6,178,000	DN 10.8%
INDEPENDENT	10,073,000	8,609,000	DN 14.5%
MASS MERCHANTS	37,212,000	27,554,000	DN 26%

ROUNDED FIGURES FOR WEEK ENDING 6/23/96

COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE AND RACK SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY SoundScan\*

## 'Macarena' Charting In Triplicate

'MACARENA' continues to make chart history. While the Bayside Boys Mix of the Los Del Rio tune on RCA bullets 8-5 on the Hot 100 and becomes a contender for No. 1, a Spanish-language version of the song by the same artist debuts at No. 72. Released on BMG U.S. Latin, this is not the original Los Del Rio track from 1993, but three remixes that travel at different beats per minute than the Bayside Boys Mix.

It's the first time since the Righteous Brothers recorded a new version of "Unchained Melody" to compete with their original version (rereleased because of its inclusion on the "Ghost" soundtrack) that two versions of a song by the same artist coexist on the Hot 100. The two "Unchained" melodies were on the chart in 1990.

As if that wasn't enough "Macarena" news, there is another version of the song on the Hot 100. Los Del Mar's interpretation on Radical/Critique slips 85-95. After consulting with Rob Durkee at Mediabase/Premiere Radio Networks, we decided that the last time there were three versions of a song on the chart at one time was in April 1977, when Bill Conti, Maynard Ferguson, and Current were all listed with "Gonna Fly Now," the theme from the first "Rocky" film. The Current version lasted only three weeks, so if Los Del Mar vanishes next week, the "Macarena" hat trick will equal the "Rocky" triple play.

AT THE CROSSROADS: Bone Thugs-N-Harmony's "The Crossroads" remains at No. 1 on the Hot 100 for an eighth week, tying "Jump" by Kris Kross as the most successful rap single. Toni Braxton is still No. 2 with her two-sided hit. It's her most successful chart single to date, but you can bet she'd like to be No. 1. And 2Pac's two-sided hit, now listed with "How Do U

Want It" as the A-side, bullets 4-3.

The 2Pac single on Death Row/Interscope marks or ties career highs for almost all of the artists involved. 2Pac's previous Hot 100 peak was the No. 9 posting of "Dear Mama" in April 1995. KC and JoJo of Jodeci, featured on "How Do U Want It," went to No. 4 with the group's cover of Stevie Wonder's "Lately" in August 1993. Roger Troutman, one of two artists featured on the 2Pac B-side, "California Love," went to No. 3 in February 1988 with "I Want To Be Your Man." Only Dr. Dre, the other artist on "California Love," has had a bigger hit. "Nuthin' But A 'G' Thang" peaked at No. 2 in March 1993.

Of course, if "How Do U Want It"/"California Love" moves to No. 1, all involved will have their first Hot 100 chart-topper.

TWO TWO'S: Michael and Evelyn Braxton's eldest daughter, Toni Michelle Braxton, is not only No. 2 on the Hot 100, she's No. 2 on The Billboard 200. That's where "Secrets," her second album, debuts. Her first LaFace/Arista release debuted three years ago this month at No. 36 and reached the top 10 in its 17th week. Fourteen weeks later, it was No. 1. On Top R&B Albums, where her debut album had three nonconsecutive weeks at No. 1, "Secrets" enters at the top.

DION'S NO WANDERER: Celine Dion remains at No. 1 on the Adult Contemporary chart for a 15th week with "Because You Loved Me." That's the longest-running AC chart-topper in history, beating the 13-week run of Mariah Carey and Boyz II Men's "One Sweet Day." Those singles have monopolized the pole position for the last 28 weeks.



by Fred Bronson



# asia pacific Quarterly

## MERCHANTS & MARKETING

**TAIWAN**—Two wholesalers and more than 100 retailers have ceased operations during the past year, a result of declining sales of Chinese pop music. The closure of the wholesalers has left several local record companies with hundreds of thousands of dollars in unpaid bills. Many of the retail stores closed because they could not compete with large chain stores now dominating the market. Tower Records has opened its third store, while local chains CD Link and Rose Records plan to open about 50 branches nationwide during the next five years. Label executives in Taiwan say they prefer chain stores because they can keep a closer eye on their product and because sales feedback is faster.

**HONG KONG**—Local record retailing is turning out to be almost as interesting as the music product it sells. The opening last year of HMV's 30,000-square-foot megastore created a fundamental change not only in how Hong Kongers buy their records, but which music they purchase. Many, including local giant chain KPS, admit that HMV is almost singlehandedly shifting locals away from mom-and-pop shops to deep-catalog stores. This new selection has also been behind a shift from Chinese pop idols to new domestic and international artists, who now account for well over half of all sales (compared to about 30% in 1994). HMV will open its fourth local outlet this summer and has plans to expand into Taiwan, Singapore, Malaysia and Thailand in the near future. KPS plans to add six more stores to its current 25 by the summer and has already spread to Taiwan, where it operates two outlets in Taipei.

**THAILAND**—Parallel importing is gaining strength in Thailand because retailers say international labels aren't quick enough with new releases and don't hold sufficient stock. High prices on mid-line CDs are also hampering the introduction of new product. Tower Records says it continues to purchase inside its own network and use mail-order catalogs for large quantities. Local retailer Jam Session says that even though taxes and premium shipping costs raise the price of direct imports, it is worthwhile for stores that want to have new albums available for customers.

**SINGAPORE**—To capitalize on the synergy between neighboring markets, regional independent label Pony Canyon is teaming up with Thailand indie Eastern Sky Productions for mutual artist releases. Pony Canyon will launch Eastern's Thai pop group Proud in Singapore, while Eastern will reciprocate with Pony Canyon's hardcore Singaporean rockers Stompin' Ground in Thailand. The releases will be simultaneous in March or April and will include live concerts in each market.

**MALAYSIA**—Following a year-and-a-half in which music sponsorship by Salem Cigarettes, was deemed inappropriate because it "promoted smoking, drinking and mixing freely," the company is making a comeback on the concert scene. It sponsored New Year's concerts by local stars Ella and Zainal. During Salem's absence, live-music promotion was taken over by a host of new players, including local publishers, labels and brewer Carlsberg. (That beer-company sponsorship would not promote drinking is one of the legal ironies that exists in most Asian markets.) Most local executives say they missed Salem's promotional muscle and that the main effect was fewer concerts during 1995. The company's return has been broadly welcomed, although some local managers feel that more competition is better for the market. ■



### TOURING

Continued from page APQ-1

ly outsell all other Western artists, they are virtually guaranteed access to concert venues when they decide to tour.

"Consumers here like to see the artists, so if you aren't willing to spend time here, you just don't get it," says Shen Po Chen, BMG Entertainment International's regional label manager. "Kenny and his manager know how to deal with people in Asia. They understand how to push a new album."

For each release, the U.S. saxophonist will make at least one concert tour, often adding an extra trip to South Korea, which accounted for the majority of regional sales for 1994's "Miracles" (1.3 million units) and 1993's "Breathless" (1.5 million).

BMG's country offices love promoting the lyric-less ballads, which fit so neatly into Asia's pop mentality. A proposed March tour would be the highest international priority for local executives, who can work an entire catalog campaign around a Kenny G tour.

### SOURCING LOCAL TUNES

"[Kenny G] knows his target audience and is always sourcing local tunes to blend with his music, which shows he cares about the market," says Caroline Quek, promotions manager at BMG Singapore.

Kenny G included Chinese folk songs on his last two albums: "Spring Breeze" on "Miracles" and "Jasmine Flower"

**REGIONAL MARKETING MANAGERS seem to be the only ones to UNDERSTAND that INTERNATIONAL ARTISTS are no longer the SURE-SELL THEY ONCE WERE. They'll tell you ASIAN MARKETS have to be WORKED like a MARY KAY cosmetics seminar—"NETWORK OR DIE."**

on "Breathless," which contributed to combined sales of more than 200,000 in Singapore, a market of only 3 million people. A new tour could add between 20,000 and 50,000 units to catalog sales.

In Hong Kong, both HMV and Tower say they devote entire store sections to Kenny G albums when he appears locally. "For any artist who is so in tune with, and important in, Asia, [BMG] is very prepared with everything we need, such as promotional material and back-catalog albums," says HMV managing director Phillip Kung. "We can triple sales in a matter of days."

In Taipei last year, Tower reported a fivefold increase in sales when Kenny G played two concerts. "It depends on which artist, but concerts are usually more helpful than promotional tours," says Tower's regional store manager, Jagger Yang.

### BON JOVI'S COMMITMENT

Bon Jovi's performances are the best marketing tool available in Southeast Asian markets where rock music has a strong following. PolyGram Thailand says the group's annual tours have pushed sales of its last two albums past the 200,000-unit mark. A proposed tour in June will be promoted heavily on radio and TV and is certain to boost sales of the band's entire catalog.

The band's commitment to Thailand, which includes shooting its "This Ain't A Love Song" video there, has made Bon Jovi a solid favorite—although the video was panned by local critics as "culturally insensitive" and may have hurt record

sales. Yet many fans say the group is the only Western act they expect to see perform regularly.

PolyGram Thailand says it considers Bon Jovi to be a long-term investment and that live concerts are the best way to build up promotional recognition.

### MEDIA MECHANICS

Malaysia and Indonesia are similar markets where the band has a huge teenage fan base. "This means [Bon Jovi] is highly dependent on media mechanics," says Paul Nathan, PolyGram Malaysia's international label chief. Often, music executives aren't prepared for the consumer response.

Nathan notes that the band's 1995 concert near Kuala Lumpur attracted 30,000 fans but only boosted sales by about 20%, despite a strong two-week promotional blitz by private radio station Time Highway. Victoria Music Center manager Jenny Lim says retail demand was three times higher than normal following the concert, but

that there was no catalog campaign ready at the time.

Across the Straits of Malacca, a Jakarta performance in 1995 suffered a small amount of fan violence yet created a huge demand for product. "The concert was so successful that it created as big a sales push as I've ever seen for an international artist. We didn't have enough in stock to meet the demand," Anthony Shih, managing director of PolyGram licensee Suara Sentral Sejati, said at the time.

But even the biggest names are not guaranteed sales success by simply showing up in Asia. Strict performance-regulations



Bon Jovi shot the video for its "This Ain't A Love Song" in Thailand.

and a lack of adequate venues, a diminishing number of large promoters and a growing preference by local fans for local [cheaper] artists are all exerting a dampening effect on big-scale international concerts.

### HOSTILE GOVERNMENTS & SOLD-OUT VENUES

Problems can range from a government that doesn't encourage Western music in South Korea to venues in Hong Kong and Taiwan that are booked up months, and even years, in advance.

During the past two years, all but one company capable of regional promotion—Midas Promotions—has folded, although some Australian firms, such as SunVic Productions, are starting to enter the market.

"With the facilities out here, these big [Western] tours are just too expensive for small venues. Our key to survival has been working with artists who are sensitive to the conditions in Southeast Asia," says Midas MD Michael Hoskings.

"One of my aims is to create a circuit within a country," he continues, "Why do only one or two shows in Jakarta when there are 190 million people in the country?"

Locally, Midas is the only full-time player in Hong Kong; Master Arts and Yu Kuang are the main names in Taiwan; Lushington Promotions handles international acts in Singapore, and the Philippines has a network of local promoters. M-Line has Western promotion to itself in Thailand. Mahir Events is the only promoter capable of handling international acts in Malaysia, and Western concerts in South Korea and Indonesia are left to one-off local operators. —M.L.



# asia pacific Quarterly

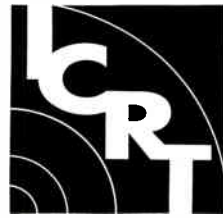
## RADIO TURNS UP

Continued from page APQ-1

airwaves for many years, although it has taken until now for station management to experiment with styles and programming.

"Change happens slowly because the main concern is to stay within the middle of the road where advertisers are most happy," says Matt Hackett, business-development manager of Hong Kong's Commercial Radio.

There are still no pan-regional absolutes for a medium that attracts between 10% and 20% of music-industry advertising. While big advertisers in Taiwan, Hong Kong, Singapore,



CLASS 95 FM



Thailand and South Korea have migrated to television, in Malaysia, Indonesia and the Philippines radio remains the biggest music-revenue generator.

Younger listeners knock Asian radio for its narrow repertoire focus where leading AM (70% of all stations) and FM frequencies concentrate on Top-40 and adult-contemporary playlists. Programmers say the market's overwhelming preference for pop music doesn't allow much experimentation.

**DEREGULATION not only has allowed DOZENS of new ADVERTISER-DRIVEN STATIONS to GROW, it has also helped DISSOLVE ANTIQUATED LAWS that for DECADES kept JAPANESE-LANGUAGE PROGRAMMING out of TAIWAN and SOUTH KOREA, and CHINESE music out of INDONESIA.**

### TAIWAN TRENDS

ICRT, Taiwan's only English-language station, depends on an adult-contemporary playlist weighted toward international music. The government-run Broadcasting Corporation of China is the strongest network, with seven frequencies carrying everything from sports to classical music, while the relatively new Voice Of Taipei has drawn listeners by offering a wider variety of western and Chinese music as well as talk shows about such controversial topics as pre-marital sex and homosexuality.

"Listenership here is lower than in other countries in Asia. The main problem that Taiwan stations face right now is building a format and sticking with it," says Mike Ryan, ICRT's program director.

Hong Kong's Commercial Radio (CR) has three stations that focus on music. CRI draws most of the 15-to-24 demographic, with a near-total reliance on Chinese pop music, while CR2 is experimenting with a format that allows DJ flexibility and only plays original compositions. Metro Radio's FM Select and Hit Radio stick to a rigid AC and Chinese-pop-music rotation.

Malaysia's top radio stations are government outlets that penetrate both rural and urban areas. Radio Muzik dominates with a format of international and Malay pop but is getting pressure from the country's first private station—Time Highway—which features personality-driven DJs and playlists that can range from pop to house music.

"If Time Highway were to go nationwide, it would definitely give the [government stations] a run for their money," says Mohammed Firhad, label manager of BMG Malaysia.

### ENGLISH IN SINGAPORE

Singapore's radio is virtually dominated by English stations, all relying on strict pop rotations. Perfect 10 is Top 40-driven; Class 95 programs hits from the '70s and '80s; and One FM focuses on an older AC format. But Singapore's international youth are now looking for some form of programming segmentation.

Because of this growing shift, "It's amazing how radio hasn't picked up on [popular repertoire like] jungle. Radio stations in other Asian countries pick up on trends faster as there is a clearer idea of formats," says Simon Nasser, marketing manager for Valentine Music Promotion.

Thailand is a radio monolith with nearly 500 stations cover-

ing the country. Yet the most successful concentrate totally on Thai pop music. The most successful are owned and programmed by the two biggest domestic record companies, Grammy Entertainment and RS Promotions. Grammy's Hot Wave and Radio Vote stations are estimated to hold a 30% share of Bangkok's listeners.

Many feel satellite networking of Bangkok's stations will bring rural Thailand's preference for folk and country music

into the programming mix.

Indonesia also has about 500 stations covering its huge geographic area. Most of the major players are government-run and focus entirely on pop music, although deregulation is allowing private stations with alternative formats to emerge. Independent leader Prambors allows some programming flexibility, while DMC and Sonora split their programming equally between international and domestic pop music. Mustang started as a pop station, but veered into AC music last year because of a growing consumer demand. Outside Indonesia's cities, rural-oriented stations focus on all forms of domestic repertoire.

### KOREA'S DOMESTICITY

Music-radio programming in South Korea is surprisingly limited for a market nearing half-a-billion dollars in record sales. The main reason is a dominance of government-run stations, such as KBS, MBC and SBS, that have not varied their formats in over a decade. Fierce Korean nationalism dictates a near-total radio reliance on domestic music, about 90% of which is pop repertoire.

The Philippines offers the widest variety in programming, but tries to be "all things to all people and rarely satisfies anyone," says Dyna managing director Howard Dy, who nonetheless says his ad spending on radio increases about 20% a year.

Most music executives feel television will slowly drain radio of its advertising dollars until formatted programming emerges. But, with many governments determined to hold onto broadcasting authority, this could take some time. ■

## PROGRAMMING

**TAIWAN**—Although Channel V and MTV dominate the local music-television market, smaller cable stations like Hua Wei, San Li, New Friend and Buo Shin are finding room for their own programming. Hua Wei blends Mandarin, Western and Japanese videos, while the others air mostly Mandarin and Taiwanese artists. Videos can run record companies about \$4,000 per airing and are being challenged by music variety shows—similar to the ones that are so successful in Hong Kong—for time on domestic channels. Promotion consultants say that these shows are becoming so popular that artists are lining up to appear.



**MALAYSIA**—Local record executives are awaiting the mid-1996 launch of satellite broadcasting on the MESAT system to help format music for the first time on radio and TV. While there are no firm forecasts on how much music programming will get airplay via satellite, it appears certain that at least one TV channel will be devoted to music and that eight of the radio stations will feature formatted programming. Currently, Malaysian TV carries only a few hours of music programming each week, and radio offers a mish-mash of everything from MOR to heavy metal. Demand for music programming has increased dramatically during the past 12 months, and the only stumbling block is censorship laws, which tend to be strict for all types of music.

**SINGAPORE**—MTV Asia's recent deal to broadcast its Mandarin Top 20 countdown on the Television Corporation Of Singapore (TCS) follows the introduction of "MTV Most Wanted" on the same network last year. Because satellite receivers are banned and the city-state is not wired for cable TV, these programming deals are vital for MTV to gain broader exposure for its programs in an ongoing competition with STAR TV's Channel V, which also has a broadcast deal with TCS.



**THAILAND**—Grammy Entertainment—Thailand's largest entertainment company—is starting to influence cable-TV programming on IBC (one of the country's two cable systems) after purchasing an 18% share of the network in mid-1995. IBC has about 120,000 subscribers. One of its channels is primarily devoted to music and is now more successful than Sky TV's Channel 2 music-TV competitor, according to local insiders. Most, but not all, of IBC's music programming comes from Grammy, while Channel 2 is mostly international-label supported. The battle heated up early in 1996, when STAR TV's Channel V launched a 24-hour Thai-repertoire channel.



**SINGAPORE/MALAYSIA**—In the first move of its kind in Asia, Internet users now have access to local, online music information in these two neighboring countries. In Singapore, Pacific Internet offers a web site featuring news and reviews of music, film and theater. The site has been set as a guide to local nightlife, which is among the most active in the region. In Kuala Lumpur, the city's Hard Rock Cafe also has set up a web site that features information and, in the future, music samples from local artists such as Ning Baizura, Shima and Hattan. The site's goals are to increase exposure for local acts and provide opportunities for overseas bookings at the Hard Rock Cafe. ■



# asia pacific Quarterly

## MARKETING AN IDOL

Continued from page APQ-2

It's a schedule from hell, yet one that Chinese stars adhere to for most of each year and accept with no more than a frustrated grunt. "People like to think their [icons] are perfect, like everywhere else. But they also want them to work hard and be successful in a competitive sense," says Alex Chan, PolyGram Far East's regional marketing manager for Southeast Asia.

### STARS' COMPARTMENTALIZED LIVES

Stars must compartmentalize life when there are two Mandarin and two Cantonese albums to be released like clockwork each year—as well as dozens of public appearances, charity work and fan-club events that are mandatory to keep the image intact.

"Their longevity is based almost entirely on being able to develop a positive image and keep it in the media constantly. Talent really is almost a second thought, but these artists are the hardest-working people I've ever seen," says Paul Ewing, a 22-year Asian veteran and former Warner Music International VP and regional director. Lau spent most of his career as a Warner artist before moving over to his manager's Music Impact label in 1995.

But things are changing. Pop idols are losing chart position because of media overexposure, tired repertoire and the relatively new concept of consumer choice. For the first time, Asian youth are beginning to experiment with personal development, even if it means looking at a few of life's problems.

Lau's film career has been the base for his recording success because "I've always been a better actor than singer," he admits. In movies, he plays the loner, the rebel and the bad boy (with a

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heart of gold); onstage he is the role model in white Armani or post-Edwardian ruffles.

The contrast allows him to deflect the constant celebrity pressure of which he is obviously tired. It also is preparing him for a life where not every need is catered to. "I like being everyone's friend, but not their pet," he says.

Lau may still scour fan and fashion magazines to see whether they have more photos of him or fellow Asian superstar Jacky Cheung, but he's mature enough to see the trend toward younger, hipper music. "I've always felt that singing is where I really connect, but the [record company's] bankroll has never

been there to try anything different," he says.

Perhaps it was what his fireman father meant when he let Andy know that singing was not a smart choice for wise young men. "School was never an option for me," says Lau, who nevertheless ended up in an artist-development program at TVB.

By age 20, when classmates Chau Yuen-Fat and Tony Leung



Andy Lau's fans see him as a father, a brother and a sex symbol.

went after movies, Andy was funneled by Hong Kong's media giant into the pop-icon stream. There was no real choice; he was young and wanted to be famous, regardless of the price.

There are 20 or so teenage fans waiting at the barrier as Lau leaves the TVB studio. It's late, and he can only manage a weak wave. As he climbs into a company Land Rover, he mutters, "I told them not to come, but they did. What can I do? They're just young girls." ■



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But fame, fortune and sales are not why Emil Chau is in this business. He's in it for the music.

Emil sings from his heart. That's because unlike most of his contemporaries, he writes, sings and plays the very songs he has brought to the top of the charts in countries and territories across East Asia.

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SINGAPORE

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- October 1993 Chengdu **SOLD OUT**
- October 1993 Chongqing **SOLD OUT**
- December 1993 Hong Kong **SOLD OUT**
- July 1994 Taiwan **SOLD OUT**
- September 1994 Hong Kong **SOLD OUT**
- November 1994 Singapore **SOLD OUT**
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JAPAN

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Direction of the Heart



November 1991  
You Make Me Happy and Sad



January 1995  
I Am Willing To Wait



August 1988  
I Truly Gave My Love to You



May 1992  
I Remember



April 1995  
You Stand By Me



September 1988  
Sad Without You



April 1993  
The Flower Heart



July 1995  
Love Follows Us



January 1989  
More Expectation



August 1993  
Songs of Bird



December 1995  
Completely



November 1989  
The Truest Dream



January 1994  
Shining Tonight! Emil Chau Tour Live In Asia



February 1996  
Light of Love



January 1990  
I Don't Want to Be Alone



October 1994  
Nothing Will Stop Me From Loving You



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# EMIL CHAU



## BEHIND HIS GOLDEN VOICE LIES AN ACCOMPLISHED SONGWRITER AND MUSICIAN

### **Q** What motivates you to make music?

**A** It's in my blood. I remember when I was very small, my family said I would react strongly to the songs on the radio. When I was in junior high school, we had to choose one extra-curricular activity, and although I was into basketball for a while, I was also chosen for the choir. I had more fun in choir. Whenever I heard those boys and girls' voices coming together in harmony, I felt so much energy, I just felt high. It was much better than basketball. So I just stuck with the singing.

### **Q** What makes your live concerts different from the typical Chinese show?

**A** Most other shows have lots of dancers, lots of machines, lights, explosions ... but we just sit down, sing a song, then we talk for a while, then sing more songs ... I don't know why suddenly people enjoy a guy just singing and talking without any dancers or other distractions. I think the market has been over-saturated with big, Las Vegas-style shows for the past ten years.

### **Q** You've seen success in Taiwan, Hong Kong, mainland China, Singapore, Malaysia ... how do you explain this international appeal?

**A** We still have a definition of this appeal -- it's still in the Chinese community. Take Malaysia for instance -- I don't think a native Malaysian will understand my songs as well as a Chinese person would. If I sing in English, it may be a little bit easier to broaden my appeal outside of the Chinese world. But that's not what I want right now. If I really want to break [out of the Chinese community,] I'll do it with Chinese music. I'm 35 now. I can't go back and learn the jazz piano. I'll never be able to write a jazz song better than a native jazz musician. But on the other hand, if I focus on Chinese music, no one else is in a better position to do it than me. This is the only way to break the barrier. And I think Westerners will really respect this sound, certainly more than someone who can sing English songs "just like them."

### **Q** From which artists do you derive the most pleasure and inspiration?

**A** Simon and Garfunkel and the Beatles. I really enjoy the basic guitar sound. For me, the Beatles are the definition of popular music -- the wine, the life, the energy, the directness. Cui Jian from mainland China is another person I respect.

### **Q** Why do people call you the "Killer of Heavenly Kings?"

**A** It came from a Hong Kong magazine. They were talking about my second Cantonese album, which was selling very well at the time. Hong Kong already has the four "Heavenly Kings" -- the four top-selling artists whose positions had been unthreatened for years. But during that period, my album sold better than the Heavenly Kings.

### **Q** But why didn't they just call you the next Heavenly King?

**A** I think the only answer is that I'm different from them. For one thing, I don't dance; but I do play the guitar -- and none the Heavenly Kings play any instruments. I don't think Elvis could dance, neither could Paul McCartney, or John Lennon. And these are my idols. Most other singers from Hong Kong aspire to be the next Heavenly King. But that's not my style.

### **Q** Of all the aspects of your music career -- producing, performing, composing, recording -- which do you like the best?

**A** The writing has given me the most pleasure. When I finish writing a song, it makes me feel alive. It makes me realize I'm still in the current.

### **Q** Could you ever imagine yourself just singing cover songs?

**A** I could do it, but I wouldn't be happy. I think my voice is still the main reason for success in this industry, but I'm still not a very technically proficient singer. The writing still dominates and it's the reason I started my career.

### **Q** What's your next step?

**A** We're going out for lots of concerts this year. We'll have concerts in Guangzhou, and for the first time, we'll be performing in the Chinese communities of New Zealand, Australia, America and Canada. I have 14 band members, and each one is the best from Taiwan. We've been working together for a long time, and they're willing to sacrifice their time to do the rehearsals. We really put our hearts out and give everything to our audience.

### **Q** You've already had enormous success in the music world. What keeps you going?

**A** I look at it as a responsibility. I can tell I'm one of the best in Taiwan, and if I'm already one of the best in Taiwan, I am also one of the best in mainland China. And that's a very big responsibility for me. One thing I have been trying to do is change my style a little bit. I'm 35 now, and I need to face another new stage. I know I could continue doing the same style for five more albums and still make money, but I feel that I have the responsibility to experiment and do something new. I already have a big audience supporting me, and I think if I don't do it, no one else will.

### **Q** What sort of new styles would you like to incorporate into your music?

**A** I'm thinking about blending mainland Chinese music and Taiwan popular styles together. But I don't really look at it from the melody or the kind of musical instruments we're using; that's not important. That's just like the clothing on a person's body -- it's just the outside. What's really important is the life. Many conservative Chinese people hide [their feelings] inside their heart. They don't let it out easily. But I really want to put some spirit into my songs.





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# International

THE LATEST NEWS AND VIEWS FROM AROUND THE WORLD

## Established Acts Win Victoires

### Rap Newcomers Alliance Ethnik, Ménélik Also Win

BY EMMANUEL LEGRAND

PARIS—Tradition was upheld Feb. 12 when France's premier music awards show, the Victoires de la Musique, crowned a crop of established acts—Maxime Le Forestier, Alain Souchon, Veronique Sanson, Celine Dion, and Johnny Hallyday—and left little room for new artists. Notable exceptions were rap acts Alliance Ethnik and Ménélik, which were honored as well.

Virgin Records' Souchon took the prize for album of the year, for "Defoule Sentimentale." Veteran Phonogram artist Hallyday triumphed with the award for best live show, while Polydor's Le Forestier took his first best male act trophy.

The women's Victoires went to WEA Music's Sanson (an award she had received in 1993) and Sony Music's Dion, who—as anticipated—took the honors for best Francophone act and best song ("Pour Que Tu M'aimes Encore").

Rap's showing came when Alliance Ethnik and Ménélik were celebrated as best upcoming band and best upcoming male act,

respectively. Alliance Ethnik's K-Mel later said in a TV interview that a permanent rap category ought to be created for the Victoires.

The choice for up-and-coming female act stirred some debate. The honoree, Stephend, is a former RCA recording artist, now free of a contract, who is managed by the co-producer of the Victoires show, Denis Lymon.

The day after the awards show, on national radio network Europe 1, host Philippe Aubert asked bluntly, "Who is Stephend?"

PolyGram artists took two Victoires (Le Forestier and Zazie, the latter for video of the year) from nine nominations. Sony Music, whose acts also had nine nominations, triumphed with Dion, Ménélik, and Dan Ar Braz. Virgin France acts took four awards, which went to Les Innocents, KOD, Souchon, and Alliance Ethnik.

The export trophy for a Francophone album went to François Cabrel's 1994 release, "Samedi Soir Sur La Terre," which has mainly sold in Belgium, Switzerland, and Quebec. French-produced Deep Forest, whose 1995 album "Bohème" sold more than half a million copies outside France, was not eligible, because the act's vocals are not in French.

Tributes were paid during the

Victoires to Tina Turner, Henri Salvador (who, with Ray Charles, performed a song from the '50s, "Le Blues Du Dentiste"), and Mireille, an "old lady" of French chanson.

A few hours prior to the ceremonies, Turner was made a Chevalier knight of the order of arts and letters by French Minister of Culture Philippe Douste-Blazy.

The Victoires show, held at the Palais des Congres in Paris, was broadcast live on public channel France 2 and on Europe 1.



HALLYDAY



DION

## Italian Executives Charged With Bribing Tax Officials

MILAN—Italy's anti-corruption investigations touched the country's music industry Feb. 5, when charges were brought against Guido Rignano, former president and majority shareholder of G. Ricordi & Co.

The investigations are part of Italy's Mani Puliti (Operation Clean Hands), which is led by Milan magistrates.

G. Ricordi & Co. was Italy's largest independent music publisher; distributor, retailer, and record label before being sold to BMG in August 1994.

Rignano has been cited on three charges of allegedly paying bribes total-

ing 50 million lira (\$32,000) to state tax officials in 1990-92 in return for preferential company audits.

Rignano was charged along with 120 Milan-based businessmen and officials on similar counts. Angela Rusconi, whose Rusconi Publishing empire includes the newsstand merchandising of music CDs, will stand trial on charges of paying 70 million lire (\$45,000) in bribes.

Former Prime Minister Silvio Berlusconi, whose Fininvest Groups holdings include the RTI record label

(Continued on page 43)

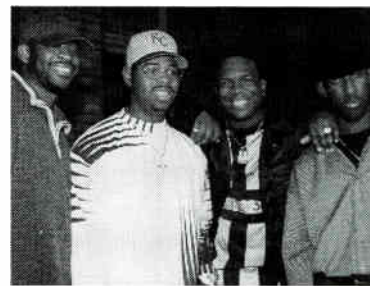
## TV Ad Boosts Boyz II Men Sales In Japan

BY STEVE McCLURE

TOKYO—A TV commercial tie-in with Toyota has helped drive sales of Boyz II Men's Motown album "II" to nearly 1 million units in Japan.

The group is featured singing a track from "II" titled "Thank You" in Toyota's campaign for its Carib four-wheel-drive RV. The campaign also includes pictures of Boyz II Men in print ads, on prepaid telephone cards, and on in-store displays, including one at the main entrance of Tower Records' flagship Shibuya store in Tokyo.

"It's unusual for the Boyz to do this kind of endorsement," says Mariko Takahashi of the international product management section of Polydor K.K.'s popular music department. "Hakuhodo, the ad agency handling the campaign, wanted a midtempo song, and so it



BOYZ II MEN

chose 'Thank You,'" Takahashi says.

The effectiveness of tie-ins in the Japanese market is shown by the fact that the "Thank You" single, released before the ads began airing in September 1995, sold poorly, while the album, released later, is nudging the 1 million mark (including imports). The campaign is also credited with boosting sales of Boyz II

Men's "The Remix Collection" to 200,000 units in Japan.

Not bad for a group that, according to one industry insider here, expected album sales of only 80,000 units in Japan.

"It has worked out really well," says Carol Abe, who is in charge of international relations at Nichion, the Japanese subpublisher for Boyz II Men publisher Famous Music.

The group last toured Japan in 1994. A 1995 tour was canceled, and there is no word on when they will next perform here.

The Toyota ad campaign is set to run until August.

## French Producer Mary Exits BMG

PARIS—After 10 years with BMG, one of France's leading independent producers, Georges Mary, has switched to EMI.

The distribution deal covers all of the back catalog and forthcoming releases from Georges Mary Productions. The deal is for the world excluding North America.

Mary says, "I spent 10 great years with BMG, and I don't regret anything. I think the company has changed—not over money matters, but over the philosophy of how its business is done."

Mary says his productions have sold nearly 8 million units in France. During the past decade, Mary brought to BMG Canadian pop star Roch Voisine and teen star Elsa. He also owns a vast catalog of soundtracks, an area in which EMI is eager to expand. Mary will continue to act as co-producer and publisher for Voisine, whose four forthcoming albums will be with BMG.

EMMANUEL LEGRAND

## Krones To Exit Columbia U.K.

BY ADAM WHITE

LONDON—Kip Krones, managing director of Columbia Records U.K., will leave his post April 1 to return to Nashville.

"People who know me well," Krones says, "won't be surprised."

U.S.-born Krones worked in Britain for 13 years, starting in 1980, moved to Nashville in May 1993, and then returned to London that July to take the Columbia post offered by Sony Music U.K. chairman Paul Burger, whom he calls "an old friend."

Krones stresses that his exit is the result of personal considerations. "It has been a difficult family decision, which had to be resolved at this time, due to the age of my children. I have kept my home in Nashville, to which I always planned to return." He has three children: two sons, 14 and 8,

and a daughter, 12.

Burger says, "I am thankful Kip agreed to help rebuild Columbia three years ago. It is clear the label is now in far better shape."

He cites the success of such domestic acts as Leftfield and MN8 and the U.K. sales success of such U.S. artists as Mariah Carey.

"Columbia is well-positioned for the challenging months ahead," Burger says.

Krones declines to discuss his Nashville plans beyond saying that he does not expect to return to artist management. This was the field in which he worked from 1977 to 1993, first at Caribou Management



KRONES





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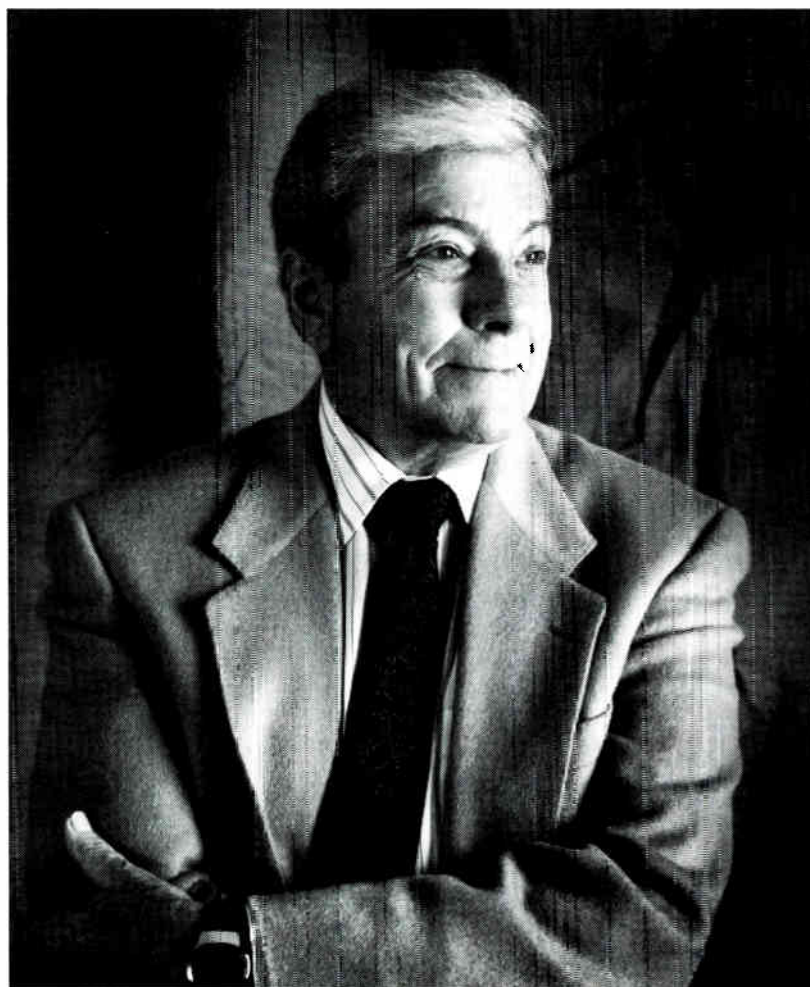


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## Zomba Fortifies A&R At Jive, Internal Affairs

LONDON—Zomba Records U.K. is expanding to emphasize the development of domestic A&R.

Managing director Steve Jenkins has appointed A&R heads for two of the group's labels, Jive and Internal Affairs, and has strengthened its sales and marketing infrastructure.

Record producer Mike Peden is named director of A&R for Jive. He is currently represented on the U.K. charts as producer of the Lighthouse Family's hit single "Lifted" and has worked with Shara Nelson, Daryl Hall, Mica Paris, and the Chimes, among others.

Working with Peden will be producer and remixer Tosh, who is appointed A&R manager. Longtime Zomba staffer Tina Wisby is promoted to senior label manager at Jive.

At Internal Affairs, recording engineer Max Bloom is appointed A&R manager. He has assisted on most of Peden's projects to date, including engineering the Light-

house Family's album. Internal Affairs is best known locally as the label outlet for Rednex.

Zomba's third imprint is Silver-tone Records, which continues under the A&R direction of Roddy McKenna.

A new Zomba Records post is that of national accounts manager. Hans Griffiths joins the company in that slot; he was with Warner Music.

"Over the past six to nine months, U.K. repertoire has begun once again to sell around the world," says Jenkins. "That has built our confidence in this sector, and we want to invest in it." In the past, he notes, much of Zomba's hit repertoire has originated from the U.S. and continental Europe. Jenkins says the group's current artist roster worldwide comprises approximately 25 acts.

Late last year, Zomba sold its U.K. classical unit, Conifer Records, to BMG. At the time, Jenkins said, "We had such a great year here and internationally with the Jive and Silvertone labels that we thought it best to concentrate on them."

## The Former Cat Stevens Denies Rushdie Link

DUBLIN—Yusuf Islam, the former singer/songwriter once known as Cat Stevens, is refuting media speculation suggesting that royalties from Boyzone's No. 1 single "Father and Son," which Stevens wrote, are indirectly supporting the death sentence on U.K. novelist Salman Rushdie.

The Iranian government issued a death sentence—the so-called "fatwa"—on Rushdie in 1989 after his perceived criticism of the Islamic faith in his novel "The Satanic Verses."

In a letter to The Irish Times, Islam says, "Not a single penny is wasted on the fatwa issue. Most [of the royalties] go to charity and support for educational establishments."

Last month, in a letter to The Irish Times, reader Stephen J. Place linked purchase of the Boyzone record with support for the fatwa and said, "The author of this single, Cat Stevens, is a converted Islamic and has been a very active supporter of the sentence on Rushdie."

Place's letter also alleged that "in the U.S., there has been a widespread boycott of anything from which Cat Stevens would gain."

In reply, Islam says he seeks "further information about the 'boycott' against me in the U.S., as it seems to directly contradict the sacred First Amendment, which [Place] so fervently wants us all to support."

KEN STEWART

## Arcade Gets Rights To Early Chicago Catalog Group Has Released 20-Track Best-Of Compilation

■ BY ROBERT TILLI

HILVERSUM, Netherlands—The Arcade Music Group has acquired European release rights to U.S. band Chicago's 1969-80 catalog, which was originally released by

CBS Records. The catalog encompasses the group's entire recording career before it switched to Full Moon Records in the early '80s.

The Netherlands-based company will release 12 Chicago catalog titles at midprice on the CNR Music

imprint and will launch a pan-European marketing campaign. The drive's linchpin is the Feb. 13 release of a new 20-track compilation, "The Very Best Of Chicago." This features two previously unreleased tracks, including one that Arcade is issuing as a single, "Let's Take A Lifetime."

Hans Dames, special business manager of the Arcade Music Group, says Arcade acquired European rights (including the U.K.) to the band because of Chicago's status as one of the top sellers in rock history. "Their combined album sales have easily exceeded the 100 million mark," he says.

"Even when they've got no current hit, they keep on selling," Dames continues. "We've re-exploited a Chicago greatest-hits album before, 'The Heart Of Chicago,' which we took over from Warner for the Dutch market. At that point, it had sold 300,000 units in Holland and was considered 'dead.' Still, we managed to sell another 100,000 [units]."

Arcade's deal was with the band itself. The package consists of all the albums Chicago recorded for CBS Records' Columbia label, excluding various compilations.

The marketing campaign is television-driven, consistent with Arcade's past success with the catalogs of Barry White, Ray Charles, Steve Miller, Alan Parsons, and Supertramp, among others. Dames says, "Television producers are still very eager to get [Chicago] into their programs. Incredibly, we still get them in the most important prime-time shows in each territory." He considers France and Germany—where Chicago has a sales base of 250,000 copies—as the band's best European markets.

The band has an intense European promotional schedule to support Arcade's drive, running through mid-March. The record company has prepared in-store merchandising items, such as Chicago T-shirts and posters. There is also a display-window retail competition.

Dames says it is possible that the band will tour Europe later this year.

Currently a six-piece group, Chicago contains four of its original members: Robert Lamm (vocals/guitar), Lee Loughnane (trumpet), Walt Parazaid (woodwinds), and James Pankow (trombone). Singer/bassist Jason Scheff and drummer Tris Imboden complete the lineup.

## BRIBERY CHARGES

(Continued from page 40A)

and three national television networks, will stand trial on similar charges.

Rignano was unavailable for comment at press time. Berlusconi denies any knowledge of bribes paid by his companies and has claimed that such payments amount to extortion by state tax inspectors who threaten to block a company's operations if they are not paid.

MARK DEZZANI



**Greek Odyssey.** British classical guitarist John Williams was the guest of honor at a party to celebrate Sony Music Greece's 20th anniversary. Williams had earlier played a sold-out concert at the Athens Music Hall. Pictured, from left, are Williams, Athens Mayor Dimitris Avramopoulos, and Sony Music Greece managing director Dimitris Yarmenitis.

## 'Now' Chain Expands With U.K. Mall Deals Retailer Has 32 In-Store And Stand-Alone Sites; 110 More Due

■ BY JEFF CLARK-MEADS

LONDON—The quietest record retailing phenomenon in the U.K. continues to grow apace.

The "Now" chain, established by former wholesaler Brad Aspens in 1994, has gone from 20 outlets at this time last year to 32, including 12 stand-alone sites in British shopping malls. Revenues in that time, according to Aspens, have risen from the equivalent of \$6.2 million in the first year of trading to \$15.6 million in 1995 and a projected \$31.2 million in the coming 12 months.

The expansion of "Now" into stand-alone sites runs contrary to Aspens' original declaration that the chain would operate exclusively from concessions within department stores. He says now that he was attracted to the stand-alone concept by favorable trading terms.

"We haven't taken these stores on a rent-and-rates basis," he says. "We've taken short-term leases, and we pay for that an inclusive percentage of turnover. So, instead of paying [\$46,800] rent and [\$62,400] rates, we pay an agreed percentage of turnover."

"We are now advertising in the property press for 110 new sites, and we'll open as many as we can, which will be 20-30 this year." He reiterates his assertion that "Now" has the infrastructure to operate 200 stores.

Aspens says that one of the keys to "Now's" success has been its electronic point-of-sale systems. "We know every day what's been sold. We know what time it was sold, we know what discount it was sold at, and we know who sold it."

"I believe it's a system that's in advance of what any other retailer in the U.K. has. Because of this system, our stock control is easy."

"Now's" procedures are also simplified by the fact that 70% of its purchases are from one supplier, the wholesale company THE. "We've got one supplier instead of 10," says Aspens. "That means one invoice and one set of figures, which all helps to keep our costs low."

The 30% of "Now's" stock not supplied by THE consists of budget product from such companies as Tring, MCI, Dynamite, and Carlton.

In addition to expansion of the stand-alone stores, "Now" is planning growth in its in-store concessions with, according to Aspens, another seven to 10 units in the Debenhams department stores this year, three or four in the Beatties chain, and, beginning this month, a partnership with Alders stores that will lead to an initial eight "Now" outlets.

Asked about his relationship with the U.K.'s record companies, Aspens says, "The suppliers think we're the bee's knees . . . Our turnover with THE in the last 12 months is [\$7.8 million]. Because we're doing so much business, the record companies are delighted to deal with us."

Asked about his relationship with the U.K.'s established record retail-

ers, he says, "We have no relationship."

While pointing out that "Now" is a member of the British Assn. of Record Dealers, Aspens says, "We're trying to do this without competing. I don't want anybody feeling we are competition. There's enough room in the market for everybody."

"We're not taking customers away from HMV or Virgin or Our Price for this reason. If somebody wants the new Oasis album, they go into HMV or Virgin or Our Price to buy it. When they buy it from us, they didn't know they wanted to buy it. They were just walking through a department store when they saw it and thought they would have it."

Asked whether that argument holds for the stand-alone stores, he says, "The stand-alones do compete, but not with HMV or Virgin. We're happy with a one thousand square-foot, shoebox-size store. With HMV and Virgin, you're looking at 4,000 square feet. We're operating from an old Our Price-size space."

"Now" was established following Aspens' five-year sabbatical from the music industry. He sold wholesaler SotoSound in the mid-'80s and used the profits to finance a leisurely lifestyle in Spain before returning to the U.K. in 1994.

The chain's name was chosen partly to capitalize on the success of the "Now!" series of hit compilation albums. Aspens regards it as ironic that the "Now!" series has reached 32 at the moment when the "Now" chain has that number of stores.



# HITS OF THE WORLD

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JAPAN		(Dempa Publications Inc.)	
THIS WEEK	LAST WEEK	SINGLES	ALBUMS
1	3	NAMONAKI UTA MR. CHILDREN TOY'S FACTORY	
2	2	SORAHO TOBERUHAZU SPITZ POLYDOR	
3	1	DEPARTURES GLOBE AVEV TRAX	
4	6	MY FRIEND ZARD B-GRAM	
5	NEW	PRIMAL ORIGINAL LOVE PONY CANYON	
6	8	GATTSUDAZE!! ULFULS TOSHIBA/EMI	
7	5	MUNASAWAGIWO TANOMUYO SMAP VICTOR	
8	4	CHASE THE CHANCE NAMIE AMURO AVEV TRAX	
9	9	LAST SCENE TOMOYASU HOTELI TOSHIBA/EMI	
10	7	LOVE NEVER DIES ALFEE PONY CANYON	
1	1	<b>ALBUMS</b> KAZUMASA ODA LOOKING BACK FUN HOUSE	
2	NEW	GLAY BEAT OUT! POLYDOR	
3	2	ULFULS BANZAI TOSHIBA/EMI	
4	8	SPITZ SORA NO TOBIKATA POLYDOR	
5	5	MAKI OHGURO BACK BEATS NO. 1 B-GRAM	
6	6	CARPENTERS I NEED TO BE IN LOVE: THE BEST OF THE CARPENTERS POLYDOR	
7	NEW	ICE WE'RE IN THE MOOD TOSHIBA/EMI	
8	4	MR. BIG HEY MAN EASTWEST/JAPAN	
9	7	OHSAMA OHSAMA NO ONGAESHI FUN HOUSE	
10	NEW	NAMIE AMURO DANCE TRACKS VOL. 1 TOSHIBA	

NETHERLANDS		(Stichting Mega Top 50)	
THIS WEEK	LAST WEEK	SINGLES	ALBUMS
1	NEW	HAVE YOU EVER BEEN MELLOW PARTY ANIMALS EDEL	
2	1	ADEMNOOD LINDA ROOS & JESSICA DINO	
3	3	ZONDER JOU SIMONE KLEINSMAN & PAUL DE LEEUW SONY	
4	NEW	15 MILJON MENSEN FLUITSMA & VAN TIJN DINO	
5	2	I GOT 5 ON IT LUNIZ VIRGIN	
6	4	JESUS TO A CHILD GEORGE MICHAEL VIRGIN	
7	NEW	WAARDELOOS TINA, TOOS & TESSA CNR	
8	NEW	WONDERWALL OASIS SONY	
9	5	WE'VE GOT IT GOIN' ON BACKSTREET BOYS ZOMBA	
10	NEW	TOO HOT COOLIO PIAS	
1	5	<b>ALBUMS</b> HELMUT LOTTI GOES CLASSIC BMG	
2	1	ENYA THE MEMORY OF TREES WARNER	
3	3	CELINE DION D'EUX COLUMBIA	
4	7	OASIS (WHAT'S THE STORY) MORNING GLORY? SONY	
5	2	ANDRE RIEU WIENER MELANGE MERCURY	
6	4	FRANS BAUER VEEL LIEFS TIPTOP	
7	6	MARCO BORSATO ALS GEEN ANDER POLYDOR	
8	8	YOUP VAN'T HEK OUDEJAARSCONFERENTIE 1995 CNR MUSIC	
9	9	ELTON JOHN LOVE SONGS MERCURY	
10	10	MARIAH CAREY DAYDREAM SONY	

AUSTRALIA		(Australian Record Industry Assn.)	
THIS WEEK	LAST WEEK	SINGLES	ALBUMS
1	2	BOOMBASTIC SHAGGY VIRGIN	
2	1	WONDERWALL OASIS CREATION/SONY	
3	5	BE MY LOVER LA BOUCHE BMG	
4	4	BREAKFAST AT TIFFANY'S DEEP BLUE SOMETHING EASTWEST	
5	3	GIVE ME ONE REASON TRACY CHAPMAN WEA	
6	6	TELL ME GROOVE THEORY EPIC	
7	16	DON'T TAKE IT PERSONAL MONICA BMG	
8	14	IT'S OH SO QUIET BJORK POLYDOR	
9	15	DIGGIN' ON YOU TLC BMG	
10	8	ONE SWEET DAY MARIAH CAREY & BOYZ II MEN COLUMBIA	
11	19	HEY LOVER L.L. COOL J MERCURY	
12	11	LUMP PRESIDENTS OF THE UNITED STATES OF AMERICA COLUMBIA	
13	13	HAND IN MY POCKET ALANIS MORISSETTE WARNER	
14	7	JESUS TO A CHILD GEORGE MICHAEL VIRGIN	
15	18	MOVING UP DREAMWORKS LIBERATION/FESTIVAL	
16	17	IN THE SUMMERTIME SHAGGY VIRGIN	
17	12	APPLE EYES SWOOP MUSHROOM/FESTIVAL	
18	NEW	AUTOMATIC LOVER (CALL FOR LOVE) REAL MCCOY BMG	
19	9	LET'S GROOVE CDB COLUMBIA	
20	10	BOOM BOOM BOOM OUTHERE BROTHERS LIBERATION/FESTIVAL	
1	1	<b>ALBUMS</b> OASIS (WHAT'S THE STORY) MORNING GLORY? CREATION/SONY	
2	2	LIVE THROWING COPPER RADIOACTIVE/MCA	
3	4	PRESIDENTS OF THE UNITED STATES OF AMERICA THE PRESIDENTS OF THE UNITED STATES OF AMERICA COLUMBIA	
4	3	NICK CAVE & THE BAD SEEDS MURDER BALLADS LIBERATION/FESTIVAL	
5	8	SMASHING PUMPKINS MELLON COLLIE AND THE INFINITE SADNESS VIRGIN/EMI	
6	5	ALANIS MORISSETTE JAGGED LITTLE PILL WEA	
7	7	TRACY CHAPMAN NEW BEGINNING WEA	
8	13	GREEN DAY INSOMNIAC WEA	
9	11	SOUNDTRACK WAITING TO EXHALE BMG	
10	18	BJORK POST POLYDOR	
11	19	CHRIS ISAAK FOREVER BLUE WEA	
12	6	TORI AMOS BOYS FOR PELE EASTWEST	
13	10	ENYA THE MEMORY OF TREES WEA	
14	17	SHAGGY BOOMBASTIC VIRGIN	
15	14	MADONNA SOMETHING TO REMEMBER WARNER	
16	NEW	ELTON JOHN LOVE SONGS MERCURY/POLYGRAM	
17	12	SOUNDTRACK MORTAL KOMBAT LONDON	
18	9	MINISTRY FILTH PIG WEA	
19	20	MARIAH CAREY DAYDREAM COLUMBIA	
20	NEW	TLC CRAZYSEXYCOOL BMG	

CANADA		(The Record)	
THIS WEEK	LAST WEEK	SINGLES	ALBUMS
1	1	STAYIN' ALIVE N-TRANCE QUALITY	
2	2	ONE SWEET DAY MARIAH CAREY COLUMBIA	
3	3	FANTASY MARIAH CAREY COLUMBIA	
4	5	EXHALE (SHOOB SHOOB) WHITNEY HOUSTON ARISTA	
5	7	DANGER BLAZHAY BLAZHAY POLYDOR	
6	4	BEAUTIFUL LIFE ACE OF BASE ARISTA	
7	6	YOU ARE NOT ALONE MICHAEL JACKSON EPIC	
8	14	TELL ME GROOVE THEORY EPIC	
9	8	MISSING EVERYTHING BUT THE GIRL WEA	
10	9	GANGSTA'S PARADISE COOLIO MCA	
11	11	SET U FREE PLANET SOUL QUALITY	
12	12	BULLET WITH BUTTERFLY WINGS SMASHING PUMPKINS VIRGIN	
13	10	BACK FOR GOOD TAKE THAT RCA	
14	NEW	CAN I TOUCH YOU... THERE? MICHAEL BOLTON COLUMBIA	
15	15	MERKINBALL PEARL JAM EPIC	
16	NEW	HEY LOVER L.L. COOL J DEF JAM	
17	18	EVERYBODY BE SOMEBODY RUFFNECK QUALITY	
18	NEW	SHUT UP (AND SLEEP WITH ME) SIN WITH SEBASTIAN RCA	
19	17	YOU'LL SEE MADONNA MAVERICK	
20	NEW	AS I LAY ME DOWN SOPHIE B. HAWKINS COLUMBIA	
1	1	<b>ALBUMS</b> ALANIS MORISSETTE JAGGED LITTLE PILL MAVERICK	
2	2	OASIS (WHAT'S THE STORY) MORNING GLORY? EPIC	
3	3	SMASHING PUMPKINS MELLON COLLIE AND THE INFINITE SADNESS VIRGIN	
4	5	TORI AMOS BOYS FOR PELE EASTWEST	
5	10	VARIOUS ARTISTS OH WHAT A FEELING MCA	
6	4	MARIAH CAREY DAYDREAM COLUMBIA	
7	8	HOOTIE & THE BLOWFISH CRACKED REAR VIEW ATLANTIC	
8	6	RELISH JOAN OSBORNE MERCURY	
9	9	THE PRESIDENTS OF THE UNITED STATES OF AMERICA PRESIDENTS OF THE UNITED STATES OF AMERICA COLUMBIA	
10	7	MADONNA SOMETHING TO REMEMBER MAVERICK	
11	NEW	MINISTRY FILTH PIG WARNER BROS.	
12	12	ASHLEY MACISAAC HI HOW ARE YOU A&M	
13	17	SHANIA TWAIN THE WOMAN IN ME MERCURY	
14	11	VARIOUS ARTISTS DANCE MIX 95 QUALITY	
15	15	BUSH SIXTEEN STONE INTERSCOPE	
16	14	ENYA THE MEMORY OF TREES WEA	
17	13	SOUNDTRACK WAITING TO EXHALE ARISTA	
18	16	VARIOUS ARTISTS DESTINATION DANCE FLOOR PIRATE	
19	18	COLLECTIVE SOUL COLLECTIVE SOUL ATLANTIC	
20	19	VARIOUS ARTISTS MASSIVE DANCE HITS WEA	

# HITS OF THE U.K.

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THIS WEEK	LAST WEEK	SINGLES	ALBUMS
1	1	SPACEMAN BABYLON ZOO EMI	
2	2	ANYTHING 3T MCA/EPIC	
3	NEW	I GOT 5 ON IT LUNIZ NOO TRYBE/VIRGIN	
4	NEW	OPEN ARMS MARIAH CAREY COLUMBIA	
5	4	LIFTED LIGHTHOUSE FAMILY WILD CARD/POLYDOR	
6	3	SLIGHT RETURN BLUETONES SUPERIOR QUALITY/A&M	
7	6	ONE OF US JOAN OSBORNE BLUE GORILLA/MERCURY	
8	5	I JUST WANT TO MAKE LOVE TO YOU ETTA JAMES CHESS/MCA	
9	7	DO U STILL EAST 17 LONDON	
10	8	I WANNA BE A HIPPI TECHNOHEAD MOKUM	
11	NEW	AEROPLANE RED HOT CHILI PEPPERS WARNER BROS.	
12	NEW	GIV ME LUV ALCAZRAZ A&M	
13	NEW	SMOKE GETS IN YOUR EYES JOHN ALFORD LOVE THIS LOVE	
14	NEW	I WILL SURVIVE DIANA ROSS EMI	
15	NEW	THE RIVERBOAT SCENE OCEAN COLOUR SCENE MCA	
16	9	ONE BY ONE CHER WEA	
17	13	NOT A DRY EYE IN THE HOUSE MEAT LOAF VIRGIN	
18	NEW	BACK IN THE UK SCOOTER CLUB TOOLS	
19	17	BEAUTIFUL LIFE ACE OF BASE METRONOME/LONDON	
20	15	GANGSTA'S PARADISE COOLIO FEATURING L.V. TOMMY BOY/MCA	
21	11	NO FRONTS DOG EAT DOG ROADRUNNER	
22	10	JESUS TO A CHILD GEORGE MICHAEL VIRGIN	
23	NEW	ILLUSIONS CYPRESS HILL COLUMBIA	
24	20	MISSING EVERYTHING BUT THE GIRL BLANCO Y NEGRO/ETERNAL	
25	22	WONDERWALL OASIS CREATION	
26	19	EARTH SONG MICHAEL JACKSON EPIC	
27	NEW	ALL I NEED IS A MIRACLE '96 MIKE & THE MECHANICS VIRGIN	
28	23	FATHER AND SON BOYZONE POLYDOR	
29	NEW	RISE & SHINE CARDIGANS TRAMPOLINE/POLYDOR	
30	12	CHANGE YOUR MIND UPSIDE DOWN WORLD	
31	14	LOVING YOU MORE BT FEATURING VINCENT COV-ELLO PERFECTO/EASTWEST	
32	16	1979 SMASHING PUMPKINS VIRGIN	
33	NEW	LIKE THIS AND LIKE THAT MONICA ROWDY/ARISTA	
34	18	WHOLE LOTTA LOVE GOLDBUG MAGIC DUST/ACID JAZZ	
35	NEW	LIKE MARVIN GAYE SAID (WHAT'S GOING ON) SPEECH COOLTEMPO	
36	26	WEAK SKUNK ANANSIE ONE LITTLE INDIAN	
37	NEW	FAR LONGPIGS MOTHER	
38	24	EVERY TIME YOU TOUCH ME QFX EPIDEMIC	
39	NEW	IS THIS A DREAM? LOVE DECADE AATW	
40	NEW	(SOMETHING INSIDE) SO STRONG MICHAEL BALL COLUMBIA	

GERMANY		(Media Control)	
THIS WEEK	LAST WEEK	SINGLES	ALBUMS
1	2	SPACEMAN BABYLON ZOO EMI	
2	1	MISSING EVERYTHING BUT THE GIRL WEA	
3	7	LEMON TREE FOOL'S GARDEN INTERCORD	
4	4	ICH FIND DICH SCHEISSE TIC TAC TOE RCA	
5	3	CAPITAN JACK CAPITAN JACK EMI	
6	9	HERZ AN HERZ BLUMCHEN EDEL	
7	6	WE'VE GOT IT GOIN' ON BACKSTREET BOYS ARIOLA	
8	5	GANGSTA'S PARADISE COOLIO FEATURING L.V. MCA	
9	8	EARTH SONG MICHAEL JACKSON EPIC	
10	10	KNOCKIN' DOUBLE VISION ZYX	
11	10	DOH WAH DIDDY FUN FACTORY EDEL	
12	NEW	MAGIC CARPET RIDE MIGHTY DUB KATS WEA	
13	15	LOVE IS THE PRICE D.J. BOBO EASTWEST	
14	12	JESUS TO A CHILD GEORGE MICHAEL VIRGIN	
15	19	FATHER AND SON BOYZONE POLYDOR	
16	NEW	LAND OF DREAMING MASTERBOY POLYGRAM	
17	14	I GOT 5 ON IT LUNIZ VIRGIN	
18	13	BACK IN THE U.K. SCOOTER EDEL	
19	18	WHERE THE WILD ROSES GROW NICK CAVE & KYLIE MINOGUE INTERCORD	
20	NEW	WONDERWALL OASIS SONY	
1	1	<b>ALBUMS</b> DIE TOTEN HOSEN OPIUM FURS VOLK EASTWEST	
2	4	FOOL'S GARDEN DISH OF THE DAY INTERCORD	
3	2	QUEEN MADE IN HEAVEN EMI	
4	5	OASIS (WHAT'S THE STORY) MORNING GLORY? SONY	
5	3	MADONNA SOMETHING TO REMEMBER WEA	
6	6	ENYA THE MEMORY OF TREES WEA	
7	7	MICHAEL JACKSON HISTORY: PAST, PRESENT AND FUTURE—BOOK 1 EPIC	
8	11	MARIAH CAREY DAYDREAM COLUMBIA	
9	9	PUR ABENTUEERLAND INTERCORD	
10	8	ACE OF BASE THE BRIDGE METRONOME	
11	10	COOLIO FEATURING L.V. GANGSTA'S PARADISE EASTWEST	
12	NEW	NICK CAVE & THE BAD SEEDS MURDER BALLADS INTERCORD	
13	12	SOUNDTRACK DANGEROUS MINDS MCA	
14	13	KELLY FAMILY OVER THE HUMP EMI	
15	NEW	TORI AMOS BOYS FOR PELE EASTWEST	
16	14	ARZTE PLANET PUNK METRONOME	
17	NEW	PALDAUER UNENDLICH GLUECKLICH KOCH	
18	15	SIMPLY RED LIFE EASTWEST	
19	19	DIE SCHLUMPFER MEGAPARTY VOL. 2 EMI	
20	17	DOLLS UNITED GUT GEBRULLT! EASTWEST	

FRANCE		(SNEP/IFOP/Tite-Live)	
THIS WEEK	LAST WEEK	SINGLES	ALBUMS
1	1	GANGSTA'S PARADISE COOLIO FEATURING L.V. MCA	
2	4	DIEU M'A DONNE LA FOI OPHELIE WINTER EASTWEST	
3	2	MISSING EVERYTHING BUT THE GIRL WEA	
4	NEW	CARUSO FLORENT PAGNY MERCURY	
5	3	GOLDENEYE TINA TURNER EMI	
6	5	EARTH SONG MICHAEL JACKSON EPIC	
7	6	ONE SWEET DAY MARIAH CAREY & BOYZ II MEN COLUMBIA	
8	9	L'INSTANT X MYLENE FARMER POLYDOR	
9	7	JESUS TO A CHILD GEORGE MICHAEL VIRGIN	
10	12	BALANCE TOI RECIPROCK SONY	
11	8	IL VOLO ZUCCHERO POLYDOR	
12	14	WONDERWALL OASIS SONY	
13	10	BEAUTIFUL LIFE ACE OF BASE BARCLAY	
14	NEW	BUMP BUMP 740 BOYS SONY	
15	NEW	TOO HOT COOLIO TOMMY BOY	
16	11	BOOM BOOM BOOM OUTHERE BROTHERS SONY	
17	13	SET THE WORLD ON FIRE E-TYPE POLYDOR	
18	17	CREEP RADIOHEAD EMI	
19	15	FAUT QU'J'TRAVAILLE PRINCESS ERIKA POLYDOR	
20	NEW	SOIREE DISCO BORIS SONY	
1	1	<b>ALBUMS</b> CELINE DION D'EUX COLUMBIA	
2	3	MYLENE FARMER ANAMORPHOSEE POLYDOR	
3	2	MICHAEL JACKSON HISTORY: PAST, PRESENT AND FUTURE—BOOK 1 EPIC	
4	NEW	JANE BIRKIN VERSIONS JANE MERCURY	
5	14	POW POW POW PONS REMARK	
6	5	CRANBERRIES NO NEED TO ARGUE ISLAND	
7	4	ACE OF BASE THE BRIDGE BARCLAY	
8	7	PIERRE PERRET CHANSONS EROTICOQUINES EASTWEST	
9	NEW	BIG SOUL BIG SOUL SONY	
10	12	CRANBERRIES EVERYBODY ELSE IS DOING IT, SO WHY CAN'T WE? ISLAND	
11	8	MARIAH CAREY DAYDREAM COLUMBIA	
12	16	E-TYPE MADE IN SWEDEN POLYDOR	
13	10	QUEEN MADE IN HEAVEN EMI	
14	6	SMASHING PUMPKINS MELLON COLLIE AND THE INFINITE SADNESS VIRGIN	
15	9	OASIS (WHAT'S THE STORY) MORNING GLORY? SONY	
16	15	COOLIO GANGSTA'S PARADISE TOMMY BOY	
17	17	JOHNNY HALLYDAY LORADA MERCURY	
18	13	JOHNNY HALLYDAY PAROLES D'HOMMES MERCURY	
19	20	FRANCIS CABREL SAMEDI SOIR SUR LA TERRE COLUMBIA	
20	NEW	NICK CAVE & THE BAD SEEDS MURDER BALLADS MUTE/VIRGIN	

ITALY		(Musica e Dischi/FIMI)	
THIS WEEK	LAST WEEK	SINGLES	ALBUMS
1	1	CHILDREN ROBERT MILES DISCOMAGIC	
2	2	GANGSTA'S PARADISE COOLIO FEATURING L.V. MCA	
3	3	JESUS TO A CHILD GEORGE MICHAEL VIRGIN	
4	5	I DON'T WANNA BE A STAR CORONA DISCOMAGIC	
5	7	POLARIS DREAM REXANTHONY DIG IT	
6	8	OH FATHER MADONNA WEA	
7	4	IT HURTS TI-P-CAL FLYING	
8	6	ANGELI DOMINI DATURA TIME	
9	NEW	SPACEMAN BABYLON ZOO EMI	
10	NEW	SO IN LOVE WITH YOU DUKE FLYING	
1	1	<b>ALBUMS</b> ROSSI VASCO NESSUN PERICOLO... PER TE EMI	
2	2	ANTONELLO VENDITTI PRENDELO TU QUESTO FRUTTO AMARO RICORDI	
3	5	ZUCCHERO SPIRITODIVINO POLYDOR	
4	4	ELTON JOHN LOVE SONGS ROCKET/MERCURY	
5	3	JOVANOTTI LORENZO 1990-1995 MERCURY	
6	NEW	ENYA THE MEMORY OF TREES WEA	
7	6	MADONNA SOMETHING TO REMEMBER WEA	
8	7	LIGABUE BUON COMPLEANNO ELVIS WEA	
9	10	F DE GREGORI LE ORIGINI 73-83 RICORDI	
10	9	QUEEN MADE IN HEAVEN EMI	

SPAIN		(TVE/AFVE)	
THIS WEEK	LAST WEEK	SINGLES	ALBUMS
1	1	JESUS TO A CHILD GEORGE MICHAEL VIRGIN	
2	NEW	D-SIGNAL D-SIGNAL GINGER	
3	3	DOCTOR BEAT FREE!! MAX	
4	4	SPACEMAN BABYLON ZOO EMI	
5	NEW	LIFT U UP 2 FABIOLA GINGER	
6	2	EX-P-CIAL EX-3 GINGER	
7	NEW	JUMP FOR JOY 2 UNLIMITED BLANCO Y NEGRO	
8	5	BIE REISE FRANKTAL 2 MAX	
9	9	CHILDREN ROBERT MILES GINGER	
10	7	NUNCA SIN TI ZAR MAX	
1	1	<b>ALBUMS</b> GLORIA ESTEFAN ABRIENDO PUERTAS EPIC	
2	2	ENYA THE MEMORY OF TREES WARNER	
3	3	KETAMA DE AKI A KETAMA MERCURY	
4	7	OASIS (WHAT'S THE STORY) MORNING GLORY? CREATION/SONY	
5	6	LUZ COMO LA FLOR PROMETIDA HISPAVOX	
6	4	ELBOSCO ANGELIS HISPAVOX	
7	8	ROXETTE GREATEST HITS HISPAVOX	
8	5	NINO BRAVO 50 ANIVERSARIO POL	



# HITS OF THE WORLD

CONTINUED

EUROCHART HOT 100			MUSIC & MEDIA			NEW ZEALAND (RIANZ)		
THIS WEEK	LAST WEEK	SINGLES	THIS WEEK	LAST WEEK	SINGLES	THIS WEEK	LAST WEEK	SINGLES
1	1	GANGSTA'S PARADISE COOLIO FEATURING L.V. MCA	1	1	HOW BIZARRE OMC HUH/POLYGRAM	1	1	LET'S GROOVE C.D.B. TRUSONY
2	5	SPACEMAN BABYLON ZOO EMI	2	3	WONDERWALL OASIS SONY	2	NEW	MYSTERIOUS GIRL PETER ANDRE FESTIVAL
3	4	MISSING EVERYTHING BUT THE GIRL BLANCO Y NEGRO	3	2	HEY LOVER L.L. COOL J MERCURY	3	NEW	ONE SWEET DAY MARIAH CAREY & BOYZ II MEN SONY
4	2	JESUS TO A CHILD GEORGE MICHAEL VIRGIN	4	4	JESUS TO A CHILD GEORGE MICHAEL VIRGIN	4	5	ANYTHING 3T SONY
5	3	EARTH SONG MICHAEL JACKSON EPIC	5	7	HAND IN MY POCKET ALANIS MORISSETTE WARNER	5	NEW	SEXUAL HEALING MAX A MILLION FESTIVAL
6	6	GOLDENEYE TINA TURNER PARLOPHONE	6	NEW	OASIS (WHAT'S THE STORY) MORNING GLORY? SONY	6	3	ALANIS MORISSETTE JAGGED LITTLE PILL WARNER
7	7	I GOT 5 ON IT LUNIZ VIRGIN	7	5	HOOTIE & THE BLOWFISH CRACKED REAR VIEW WARNER	7	4	VANESSA-MAE THE VIOLIN PLAYER EMI
8	8	ONE SWEET DAY MARIAH CAREY & BOYZ II MEN COLUMBIA	8	6	EXPOSITIONS ONCE BITTEN TWICE BITTEN WARNER	8	6	WEEZER WEEZER MCA
9	9	WONDERWALL OASIS CREATION	9	7	MARIAH CAREY DAYDREAM SONY	9	9	LIVE THROWING COPPER RADIOACTIVE/MCA
10	NEW	ANYTHING 3T MJJ/EPIC	10	NEW	SMASHING PUMPKINS MELLON COLLIE AND THE INFINITE SADNESS VIRGIN	10	NEW	PRESIDENTS OF THE UNITED STATES OF AMERICA COLUMBIA
<b>ALBUMS</b>			<b>ALBUMS</b>			<b>ALBUMS</b>		
1	1	OASIS (WHAT'S THE STORY) MORNING GLORY? CREATION	1	1	GANGSTA'S PARADISE COOLIO FEATURING L.V. MCA	1	1	GOTTHARD GOTTHARD BMG
2	2	ENYA THE MEMORY OF TREES WEA	2	2	MISSING EVERYTHING BUT THE GIRL WARNER	2	NEW	DIE TOTEN HOSEN OPIUM FUR'S VOLK WARNER
3	3	QUEEN MADE IN HEAVEN PARLOPHONE	3	3	WE'VE GOT IT GOIN' ON BACKSTREET BOYS BMG	3	2	QUEEN MADE IN HEAVEN EMI
4	4	MADONNA SOMETHING TO REMEMBER MAVERICK/SIRE	4	NEW	SPACEMAN BABYLON ZOO EMI	4	NEW	ACE OF BASE THE BRIDGE POLYGRAM
5	5	MICHAEL JACKSON HISTORY: PAST, PRESENT AND FUTURE—BOOK 1 EPIC	5	2	EARTH SONG MICHAEL JACKSON SONY	5	10	SOUNDTRACK DANGEROUS MINDS MCA
6	6	ELTON JOHN LOVE SONGS ROCKET/MERCURY	6	NEW	CHILDREN ROBERT MILES POLYGRAM	6	3	MADONNA SOMETHING TO REMEMBER WARNER
7	9	ACE OF BASE THE BRIDGE MEGA	7	6	CAPTAIN JACK CAPTAIN JACK EMI	7	4	COOLIO GANGSTA'S PARADISE WARNER
8	7	MARIAH CAREY DAYDREAM COLUMBIA	8	4	JESUS TO A CHILD GEORGE MICHAEL EMI	8	5	ELTON JOHN LOVE SONGS POLYGRAM
9	10	CELINE DION D'EUX EPIC/COLUMBIA	9	7	I GOT 5 ON IT LUNIZ EMI	9	7	ENYA THE MEMORY OF TREES WARNER
10	NEW	DIE TOTEN HOSEN OPIUM FURS VOLK EASTWEST	10	8	GOLDENEYE TINA TURNER EMI	10	8	MARIAH CAREY DAYDREAM SONY
<b>ALBUMS</b>			<b>ALBUMS</b>			<b>ALBUMS</b>		
1	2	DANIEL BALAVOINE BALAVOINE BARCLAY	1	1	GANGSTA'S PARADISE COOLIO FEATURING L.V. MCA	1	2	AIKAKONE TAHTIKAAREN TAA RCA
2	1	CELINE DION D'EUX COLUMBIA	2	3	MISSING EVERYTHING BUT THE GIRL WARNER	2	1	MADONNA SOMETHING TO REMEMBER MAVERICK/WEA
3	5	FLORENT PAGNY BIENVENUE CHEZ MOI MERCURY	3	5	WE'VE GOT IT GOIN' ON BACKSTREET BOYS BMG	3	3	JARI SILLANPAA JARI SILLANPAA MTV
4	4	OASIS (WHAT'S THE STORY) MORNING GLORY? SONY	4	NEW	SPACEMAN BABYLON ZOO EMI	4	5	ELTON JOHN LOVE SONGS ROCKET/MERCURY
5	10	SMASHING PUMPKINS MELLON COLLIE AND THE INFINITE SADNESS VIRGIN	5	2	EARTH SONG MICHAEL JACKSON SONY	5	4	ADIEMUS SONGS OF SANCTUARY VIRGIN
6	3	MYLENE FARMER ANAMORPHOSEE POLYDOR	6	NEW	CHILDREN ROBERT MILES POLYGRAM	6	10	YO PARHAAT POKO
7	NEW	ACE OF BASE THE BRIDGE METRONOME	7	6	CAPTAIN JACK CAPTAIN JACK EMI	7	8	KLAMYDIA I ABJATTOMAT KRÄKLUND
8	NEW	MADONNA SOMETHING TO REMEMBER WARNER	8	4	JESUS TO A CHILD GEORGE MICHAEL EMI	8	9	JANNE HURME KIRJE UNIRECOROS
9	NEW	PIERRE PERRET CHANSONS EROTICOQUINES POLYGRAM	9	7	I GOT 5 ON IT LUNIZ EMI	9	6	ACE OF BASE THE BRIDGE MEGA/REEL ART
10	NEW	MICHAEL JACKSON HISTORY: PAST, PRESENT AND FUTURE—BOOK 1 EPIC	10	9	GOLDENEYE TINA TURNER EMI	10	7	NORDMAN INGENMANSLAND SONET
<b>ALBUMS</b>			<b>ALBUMS</b>			<b>ALBUMS</b>		
1	1	NORDMAN INGENMANSLAND SONET	1	1	GANGSTA'S PARADISE COOLIO FEATURING L.V. MCA	1	2	DE FRANCISCO MARGARITA CAFE CON AROMA DE POLYGRAM
2	NEW	NICK CAVE & THE BAD SEEDS MURDER BALLADS MUTE	2	2	MISSING EVERYTHING BUT THE GIRL WARNER	2	2	JULIO IGLESIAS LA CARRETERA SONY
3	2	VIKTORIA TOLSTOY FOR ALSKAD EMI	3	3	JESUS TO A CHILD GEORGE MICHAEL VIRGIN	3	NEW	MADONNA SOMETHING TO REMEMBER WARNER
4	3	ENYA THE MEMORY OF TREES WARNER	4	7	GANGSTA'S PARADISE COOLIO FEATURING L.V. MCA	4	3	RICKY MARTIN A MEDIO VIVIR SONY
5	5	SIMON & GARFUNKEL THE DEFINITIVE SIMON AND GARFUNKEL COLUMBIA	5	4	HAJONNUT (EP) APULANTA LEVY	5	5	CHIQUITITAS LA MUSICA DE CHIQUITITAS SONY
6	4	TORI AMOS BOYS FOR PELE ATLANTIC	6	5	MERKINBALL PEARL JAM EPIC	6	4	LUIS MIGUEL EL CONCIERTO WARNER
7	6	OASIS (WHAT'S THE STORY) MORNING GLORY? CREATION	6	NEW	GOT MYSELF TOGETHER BUCKETHEADS POSITIVA/EMI	7	10	ELTON JOHN LOVE SONGS ROCKET/MERCURY
8	9	POPSICLE POPSICLE TELEGRAM	7	8	ELECTRIC LEILA K MEGA/REEL ART	8	9	CRISTIAN EL DESEO DE OIR TU VOZ BMG
9	8	MADONNA SOMETHING TO REMEMBER WARNER	8	3	MOOD 4R PARLOPHONE	9	1	VARIOUS ARTISTS TODOS A BAILAR SONY
10	7	MINISTRY FILTH PIG WARNER	9	9	GOLDENEYE TINA TURNER PARLOPHONE	10	NEW	ZIMBABWE CUESTION DE HONOR BMG
<b>ALBUMS</b>			<b>ALBUMS</b>			<b>ALBUMS</b>		
1	1	D'ELFINO O CAMINHO DA FELICIDADE ARIOLA	1	1	GANGSTA'S PARADISE COOLIO FEATURING L.V. MCA	1	6	DE FRANCISCO MARGARITA CAFE CON AROMA DE POLYGRAM
2	2	ENRIQUE IGLESIAS ENRIQUE IGLESIAS HOME/BAT	2	2	MISSING EVERYTHING BUT THE GIRL WARNER	2	2	JULIO IGLESIAS LA CARRETERA SONY
3	8	MADONNA SOMETHING TO REMEMBER WARNER	3	3	JESUS TO A CHILD GEORGE MICHAEL VIRGIN	3	NEW	MADONNA SOMETHING TO REMEMBER WARNER
4	4	ELTON JOHN LOVE SONGS MERCURY	4	6	GANGSTA'S PARADISE COOLIO FEATURING L.V. MCA	4	3	RICKY MARTIN A MEDIO VIVIR SONY
5	3	XUTOS & PONTAPES XUTOS AO VIVO ANTENA 3 POLYDOR	5	4	HAJONNUT (EP) APULANTA LEVY	5	5	CHIQUITITAS LA MUSICA DE CHIQUITITAS SONY
6	5	ROXETTE DON'T BORE US—GET TO THE CHORUS! EMI	6	5	MERKINBALL PEARL JAM EPIC	6	4	LUIS MIGUEL EL CONCIERTO WARNER
7	NEW	BRYAN FERRY & ROXY MUSIC MORE THAN THIS—THE BEST OF VIRGIN	6	NEW	GOT MYSELF TOGETHER BUCKETHEADS POSITIVA/EMI	7	10	ELTON JOHN LOVE SONGS ROCKET/MERCURY
8	9	CELINE DION D'EUX COLUMBIA	7	8	ELECTRIC LEILA K MEGA/REEL ART	8	9	CRISTIAN EL DESEO DE OIR TU VOZ BMG
9	6	JOE DASSIN LE MEILLEUR DE JOE DASSIN COLUMBIA	8	3	MOOD 4R PARLOPHONE	9	1	VARIOUS ARTISTS TODOS A BAILAR SONY
10	7	QUEEN MADE IN HEAVEN PARLOPHONE	9	9	GOLDENEYE TINA TURNER PARLOPHONE	10	NEW	ZIMBABWE CUESTION DE HONOR BMG
<b>ALBUMS</b>			<b>ALBUMS</b>			<b>ALBUMS</b>		
1	1	D'ELFINO O CAMINHO DA FELICIDADE ARIOLA	1	1	GANGSTA'S PARADISE COOLIO FEATURING L.V. MCA	1	6	DE FRANCISCO MARGARITA CAFE CON AROMA DE POLYGRAM
2	2	ENRIQUE IGLESIAS ENRIQUE IGLESIAS HOME/BAT	2	2	MISSING EVERYTHING BUT THE GIRL WARNER	2	2	JULIO IGLESIAS LA CARRETERA SONY
3	8	MADONNA SOMETHING TO REMEMBER WARNER	3	3	JESUS TO A CHILD GEORGE MICHAEL VIRGIN	3	NEW	MADONNA SOMETHING TO REMEMBER WARNER
4	4	ELTON JOHN LOVE SONGS MERCURY	4	6	GANGSTA'S PARADISE COOLIO FEATURING L.V. MCA	4	3	RICKY MARTIN A MEDIO VIVIR SONY
5	3	XUTOS & PONTAPES XUTOS AO VIVO ANTENA 3 POLYDOR	5	4	HAJONNUT (EP) APULANTA LEVY	5	5	CHIQUITITAS LA MUSICA DE CHIQUITITAS SONY
6	5	ROXETTE DON'T BORE US—GET TO THE CHORUS! EMI	6	5	MERKINBALL PEARL JAM EPIC	6	4	LUIS MIGUEL EL CONCIERTO WARNER
7	NEW	BRYAN FERRY & ROXY MUSIC MORE THAN THIS—THE BEST OF VIRGIN	6	NEW	GOT MYSELF TOGETHER BUCKETHEADS POSITIVA/EMI	7	10	ELTON JOHN LOVE SONGS ROCKET/MERCURY
8	9	CELINE DION D'EUX COLUMBIA	7	8	ELECTRIC LEILA K MEGA/REEL ART	8	9	CRISTIAN EL DESEO DE OIR TU VOZ BMG
9	6	JOE DASSIN LE MEILLEUR DE JOE DASSIN COLUMBIA	8	3	MOOD 4R PARLOPHONE	9	1	VARIOUS ARTISTS TODOS A BAILAR SONY
10	7	QUEEN MADE IN HEAVEN PARLOPHONE	9	9	GOLDENEYE TINA TURNER PARLOPHONE	10	NEW	ZIMBABWE CUESTION DE HONOR BMG
<b>ALBUMS</b>			<b>ALBUMS</b>			<b>ALBUMS</b>		
1	1	D'ELFINO O CAMINHO DA FELICIDADE ARIOLA	1	1	GANGSTA'S PARADISE COOLIO FEATURING L.V. MCA	1	6	DE FRANCISCO MARGARITA CAFE CON AROMA DE POLYGRAM
2	2	ENRIQUE IGLESIAS ENRIQUE IGLESIAS HOME/BAT	2	2	MISSING EVERYTHING BUT THE GIRL WARNER	2	2	JULIO IGLESIAS LA CARRETERA SONY
3	8	MADONNA SOMETHING TO REMEMBER WARNER	3	3	JESUS TO A CHILD GEORGE MICHAEL VIRGIN	3	NEW	MADONNA SOMETHING TO REMEMBER WARNER
4	4	ELTON JOHN LOVE SONGS MERCURY	4	6	GANGSTA'S PARADISE COOLIO FEATURING L.V. MCA	4	3	RICKY MARTIN A MEDIO VIVIR SONY
5	3	XUTOS & PONTAPES XUTOS AO VIVO ANTENA 3 POLYDOR	5	4	HAJONNUT (EP) APULANTA LEVY	5	5	CHIQUITITAS LA MUSICA DE CHIQUITITAS SONY
6	5	ROXETTE DON'T BORE US—GET TO THE CHORUS! EMI	6	5	MERKINBALL PEARL JAM EPIC	6	4	LUIS MIGUEL EL CONCIERTO WARNER
7	NEW	BRYAN FERRY & ROXY MUSIC MORE THAN THIS—THE BEST OF VIRGIN	6	NEW	GOT MYSELF TOGETHER BUCKETHEADS POSITIVA/EMI	7	10	ELTON JOHN LOVE SONGS ROCKET/MERCURY
8	9	CELINE DION D'EUX COLUMBIA	7	8	ELECTRIC LEILA K MEGA/REEL ART	8	9	CRISTIAN EL DESEO DE OIR TU VOZ BMG
9	6	JOE DASSIN LE MEILLEUR DE JOE DASSIN COLUMBIA	8	3	MOOD 4R PARLOPHONE	9	1	VARIOUS ARTISTS TODOS A BAILAR SONY
10	7	QUEEN MADE IN HEAVEN PARLOPHONE	9	9	GOLDENEYE TINA TURNER PARLOPHONE	10	NEW	ZIMBABWE CUESTION DE HONOR BMG

# GLOBAL MUSIC PULSE

THE LATEST MUSIC NEWS FROM AROUND THE PLANET

EDITED BY DAVID SINCLAIR

**FRANCE:** To mark the fifth anniversary of the death of composer/singer **Serge Gainsbourg**, his longstanding companion, British actress/singer **Jane Birkin**, has recorded an album of his songs, "Version Jane" (Mercury). Gainsbourg and Birkin rose to international fame as a duet in 1969 with the sexually provocative French-language hit "Je T'Aime... Moi Non Plus." The success of that song overshadowed the fact that Gainsbourg was a prolific composer who wrote six albums for Birkin, as well as many songs for himself and other performers, including **France Gall**, **Isabelle Adjani**, **Brigitte Bardot**, and **Catherine Deneuve**. The 15 numbers on "Version Jane" are all Gainsbourg compositions that Birkin had never previously performed, and each track features a special guest artist. Among them are singer **Joachim Kuhn**, film-score composer **Goran Bregovic**, organist **Eddy Louiss**, Senegalese percussionist **Doudou N'Diaye Rose**, rap producer **Pigalle Boom Bass**, and the group **Les Negresses Vertes**, which performs "La Gadoue," a song originally composed for **Petula Clark**. Multi-instrumentalist **Mick Harvey** of the **Bad Seeds** recently recorded an album of Gainsbourg compositions, "Intoxicated Man" (Mute), and Birkin says she hopes that other artists, especially from France, will follow suit and that additional adaptations of this gifted man's work will ensue. **EMMANUEL LEGRAND**



**U.K./SENEGAL:** Nearly two years after **Yousou N'Dour** and **Neneh Cherry** released their international hit "7 Seconds" (Columbia), another song with English and Wolof lyrics has made its first appearance on the U.K. singles chart, at No. 44. "African Dream" (Mercury), a duet by Senegalese singer/songwriter/guitarist **Wassiss Diop** and British singer **Lena Fiagbe**, is a dreamy, acoustic ballad with a rootsy melody and a gentle underlay of African percussion. The track is the first single from the France-based Diop's second album, "No Sant," to be released Feb. 26. It is a collection that brings together musicians from five continents, encompasses musical elements as diverse as Latin and Celtic styles, and even incorporates Japanese operatic arias. Fiagbe, who also duets with Diop on the album's title track, guested during Diop's live performance at London's Garage club last month. Putting in a brief appearance at the same gig was soul singer **Gabrielle**, who showcased material from her forthcoming self-titled album, to be released by Go! Beat March 25. The 26-year-old artist from South London has been out of the spotlight since winning the best newcomer award at the Brits in 1994. Her comeback single, "Give Me A Little More Time," released Feb. 12, is a wonderful, Motown-inspired song that looks to be a huge smash. **KWAKU**

**IRELAND:** Few artists can boast that their album's sleeve notes were written by a winner of the Nobel Prize for literature. However, the 1995 Nobelist, poet **Seamus Heaney**, provided both the notes and the title (from his poem of the same name) for uilleann piper **Liam O'Flynn's** latest collection, "The Given Note" (Tara). A founding member of **Planxty** in the early '70s, O'Flynn, 50, is regarded as the successor to **Seamus Ennis**, a past master of the uilleann pipes, Ireland's bellows-operated equivalent of the Scottish bagpipes. O'Flynn uses four sets of pipes on the album in order to explore the complex instrument's range, and he includes two Scottish tunes, **Phil Cunningham's** "Farewell To Govan" and a *strathspey* (Scottish dance) called "The Smith's A Gallant Fireman." The piper is joined on the album by such guests as **Paul Brady** ("The Rocks Of Bawn"), **Andy Irvine** ("Come With Me Over The Mountain"), **Sean Keane of the Chieftains** ("Travelling Through Blarney," "The Girl Of The Brown Hair"), and members of Galician group **Milladoiro** ("Foliada De Elvine"). **KEN STEWART**

**SPAIN:** At least 15,000 fans and 100 artists paid a two-day homage to "the quiet man" of flamenco in Granada Feb 2-3. **Juan Carmona**, known as "**Habichuela**" (Bean), is the 62-year-old patriarch of an extended gypsy family, fondly known as the **Habichuelas**, and has just retired. Among his heirs are members of the most successful "new flamenco" band, **Ketama**, which counts Carmona's sons **Antonio** and **Juan** and nephew **Jose Miguel** among its lineup. The patriarch is particularly pleased that after 15 years of limited commercial success, Ketama has spent 33 weeks on the Spanish album chart with "De Aki A Ketama" (From Here To Ketama) on Mercury, for which sales are estimated at 250,000 copies. Among the flamenco greats who performed at the event were **Enrique Morente** and **Carmen Linares** (who, days later, were to perform at New York's Lincoln Center), **El Pele**, **Tomatito**, **Chano Lobato**, **Raimundo Amador**, and, of course, **Ketama**. Between them, they helped to raise about \$163,000 for **Habichuela's** retirement. The event demonstrated the immense respect with which this man of few words is held. As Ketama singer **Antonio** puts it, "He taught us everything: how to behave, to play, to live, to speak." **HOWELL LLEWELLYN**



**NEW ZEALAND:** The year started badly for blues guitarist **Billy T.K. Jr.**, son of the renowned guitarist for the '60s psychedelic band **Human Instinct**. Unpaid for three concerts, he was broke and despondent until a fax arrived from **Maya Records** in Austin, Texas, offering him a management contract. The company, which saw the gifted guitarist/singer/songwriter when he toured in Texas last year, has booked studio time for him in Dallas and has secured a slot for him at the South by Southwest conference next month. His change of fortune couldn't have come at a better time, and while putting things in place for a record deal, he plans to hit the Northern Hemisphere blues festival circuit this summer. **GRAHAM REID**



## Radio Gets A Boost In Ireland And Australia

### Radio Ireland Consortium Granted Coveted Nat'l Radio License; November Launch Planned

■ BY KEN STEWART

DUBLIN—Ireland's Independent Radio and Television Commission has awarded the hotly contested national radio license to Radio Ireland—or the "Riverdance" consortium, as the media have dubbed it.

Radio Ireland's members include Brian Molloy of Lunar Records, concert promoter Denis Desmond, Factory-owner Robbie Wootton, and Moya Doherty, who set the entire "Riverdance" recording, video, and stage-show phenomenon in motion when she commissioned Bill Whelan to compose interval music for the 1994 Eurovision Song Contest.

Doherty and husband John McColgan, chairman of Radio Ireland, are the producers of "Riverdance: The Show," which opens March 12 at New York's Radio City Music Hall. They are also co-directors (with Joan Egan) of Tyrone Productions, makers of the "Riverdance" home video. That video has sold 700,000 copies in the U.K.

The "Riverdance" stage show has been seen in London by 472,000 people and returns for another run at Labatt's Apollo from May 16 to Aug. 31.

Radio Ireland, whose start-up costs exceed \$5 million, plans to be on the air in November, targeting the 25-45 demographic. It estimates first-year advertising revenues at \$5.6 million, a 10% share of the Irish market, which grew by 11% last year. The company expects first-year losses of about \$480,000, with profits in the third year of \$2.24 million.

### U.K.'s DMG To Create National Radio Network In Australia; Seeks New Licenses, Buyout Offers

■ BY CHRISTIE ELIEZER

MELBOURNE, Australia—U.K. media giant Daily Mail & General Trust Group (DMG) announced plans Feb. 6 to set up a new national radio network in Australia within three years.

It is bidding for the licenses in Australian cities that will be available early next year, but is also eyeing the possibility of buying existing metropolitan radio operations.

DMG is banking that its expansion will be expedited by a dramatic shake-up and acquisition spree over the past 18 months in the 164-station Australian radio industry. There are currently two dominant players: Village Roadshow, which owns market leaders Austereo and MMM, and the Australian Radio Network, which is run by Tony O'Reilly's Australian Provincial Newspapers group.

Although the newspaper The Melbourne Age quotes a media analyst as warning that DMG may have "missed the boat" because "the market has already begun to overheat again," the British company, which has an annual turnover of more than \$1 billion, has not put a limit

The new station, which aims to reach between 750,000 and 1 million listeners by the end of its first year, will broadcast 24 hours a day with a diverse mix of music and talk and a strong commitment to news and current affairs.

Molloy's interests include Westland Studios, Lunar Records, and Lunar Video. He started the Radio Ireland consortium two years ago.

Wootton owns the Factory, a production, rehearsal, and storage facility that has been used by U2 and Simple Minds, among others. He is also manager of Hothouse Flowers.

Desmond's MCD Management Services has promoted such acts as R.E.M., the Cranberries, Oasis, the Saw Doctors, Foreigner, Barry White, and Van Morrison, as well as the annual open-air music festival Feile.

Other investors in Radio Ireland include the Cork Examiner newspaper group, The Irish Farmers' Journal, and a financial services company, International Investment and Underwriting.

Radio Ireland was one of five consortia competing for a 10-year national radio license. It was preceded by Century Radio, the country's first national commercial station, which started in 1989 and went out of business more than two years later with estimated losses of \$11 million.

Unlike Century, which had severe transmission difficulties and fell short of nationwide coverage when it first went on air, Radio Ireland says it intends to connect with 97% of potential listeners from its first day.

on spending to gain its objectives.

"Let's just say we aim to achieve a significant national presence—resources will not be an obstacle," says DMG Radio Australia CEO Paul Thompson. The format will be "very much based on what the audience needs and isn't getting now. We will be heading down somewhat original paths."

Thompson resigned as managing director of Austereo (which he had founded 15 years before) last February, some months after it merged with Village Roadshow, owners of its main rival, the Triple M network. DMG stepped in to take a 10% stake in Austereo when Thompson was first fending off Roadshow's takeover advances.

DMG is the second-biggest overseas investor since radio's deregulation in 1993. Last year, Texas-based Clear Channel became partners with APN to operate the Wesgo network.

Charlie Fox, managing director of DMG Radio Australia, joined DMG three years ago, after relocating to London in 1990. He was previously an executive with Australia's Macquarie Radio Network and was GM of Sydney's 2GB in the '80s.

## Analekta Has A Classical Solution

### Indie Label Succeeds With Domestic Artists

■ BY LARRY LeBLANC

TORONTO—Canadian classical artists have traditionally had a hard time getting interest from multinational labels. Montreal-based classical label Analekta Recording is striving to offer a viable alternative for domestic artists.

The indie label released 40 albums in the past year and, according to owner Mario Labbé, sells an average of 200,000 albums annually in North America. Approximately half the label's sales are in Quebec, with the remainder split between Canada and the U.S.

This year, the company is looking to gain exposure in the U.S. with its Fleur de Lys reissues collection, which Labbé says will double or triple last year's sales in the U.S. alone. Analekta's 150-album catalog, including the Fleur de Lys line, is available in the U.S. from Albany (N.Y.) Music Distribution, as well as through direct marketing.

While most other independent classical labels have struggled in Canada, Labbé's 8-year-old company has managed to succeed. "He's had a broader vision of what he wanted to do," says Shelley Stein-Sacks, VP of Quebec for the Sam the Record Man retail chain. "I don't think he sees himself as Decca, Philips, or Angel, but he won't shy away from something that's too broad."

Stein-Sacks admires Labbé's marketing flare and his dedication to his label. "Mario is one of the most astute people in the record business in Canada, and his company does a hunk of business with me," he says. "He's very successful because he signs artists from Quebec and combines artful repackaging with recordings that will touch the heart-strings of the marketplace."

Among Analekta's recent domestic triumphs is the 13th recording from Labbé's wife, violinist Angele Dubeau. The album, a set of lullabies titled "La Ronde Des Berceuses," has sold 50,000 copies in North America since its release in November 1994, according to Labbé.

Dubeau's most recent album, "Teleman: Two Violins," has sold more than 8,000 copies in North America in two months of release, says Labbé. One of the label's best sellers continues to be last year's "Gregorian Chants," recorded at the St. Benoit-du-Lac monastery in Quebec. Labbé says the album has sold 40,000 copies in North America.

Analekta's catalog reflects Quebec's distinct cultural identity. The self-contained nature of the province makes domestic marketing easier for the label; most classical music fans outside Quebec look to U.S. publications to learn about releases.

"I don't think we could have done what we've done if I was in Toronto, because of the support here," Labbé says. "Our [success] in Quebec has been due to the ability to directly control the marketing of my product. It's from my company to my paying public. If I was doing it in Toronto, I would have to internationally advertise my product to reach [Canadian classical] consumers."

The label's aggressive marketing strategies include liberal use of mass media outlets such as TV and mainstream newspapers.

"We present classical music not as elitist but as music for everyone," says Labbé. "We recognize that new classical consumers want to buy two things. They want to buy what they think will be the



Pictured, from left, Mario Labbé and Pierre Boivin.

best product, and they want to buy it for a good price. When [Quebec] consumers go into a [retail] store, they know our artists because we promote them. They are local stars who are accessible [to the media]. Consumers already know a recording of [pianist] André LaPlante is a top recording."

Given that the Quebec public is fiercely loyal to its artists, Labbé has recorded about 30 major Quebec performers, including Dubeau; pianists Dang Thai Son, Marc-André Hamelin, and LaPlante; guitarists Alvaro Pierri and Rémi Boucher; cellist Dennis Brott; organist Bernard Lagacé; sopranos Lyn Fortin, Dina Soviero, and Daniele Forget; baritones Louis Quilico and Bruno Laplante; and ensembles Arion, Anonymus, and Amati.

"This is a label for Canadian artists," says Labbé.

He came up with the idea of the Fleur de Lys reissue series last year while in Tokyo. Labbé was being lobbied by five record companies in Japan that were interested in distributing Analekta. But after scouting local stores, he realized that without a distinct market identity his albums would probably fail to make an impact in Japan—or anywhere outside Canada.

"Foreign companies are willing to take me for distribution, but I came to realize they would probably sell nothing of our music," he says. "How can you sell [internationally]? The competition is so huge, and there's too much product on the market."

"Most [Canadian-based] labels are happy to get distribution contracts and tell their artists and the world that they have a worldwide distribution," he continues. "When you sell three albums per year in the U.K., it doesn't mean a thing."

Returning to Montreal, Labbé came up with the idea of repackaging the cream of Analekta's recordings in the Fleur de Lys series. The series has grown to 50 albums, which feature paintings by 28 classic Quebec artists on their front covers. Some of the titles are "Schumann" by pianist Anton Kuerti, "Le Livre D'Orgue De Montréal" by organist Kenneth Gilbert, and "Gounod—Mélodies Françaises" by Laplante and pianist Janine Lachance.

In Canada, the Fleur de Lys series is marketed at full price, but outside the country it is listed at midprice.

"The idea of Fleur de Lys was to give the product a marketable identity and enable us to do our marketing directly," says Labbé. "After MIDEM, I can now tell you we are going to be distributed in seven European countries. This year the launch budget for Fleur de Lys for outside Canada is \$250,000."

Labbé declines to reveal which companies he's done international deals with, or in which territories the line will be

released first.

While Fleur de Lys was designed to be marketed outside Canada, primarily the U.S. and Europe, the series has also been useful in parts of Canada where Analekta recordings had previously failed to penetrate.

"It's easier now to sell our product in the United States than the rest of Canada," Labbé says. "The Fleur de Lys series is picking up in Canada right now because of the advertising we've been doing in the United States in major international magazines like Gramophone, CD Classic, CD Review, and Fanfare."

Prior to starting Analekta, Labbé was a concert promoter presenting 300 concerts a year nationally. He brought Martha Graham's dance company to Canada in 1986. He also brought the Kirov Ballet in 1987, 1988, and 1989, and the Red Army Chorus in 1988 and 1990.

Starting a record label in 1988 was the farthest thing from his mind when, as a favor, he was asked to find distribution for three recordings: "The Red Army Chorus Live At The Orpheum," the film soundtrack to "The Music Teacher," and Dubeau's "French Sonata."

"I shopped them to the majors, and they treated me like nothing," says Labbé. "They told me the masters wouldn't sell. CBS Records of Canada [now Sony Music Canada] told me if Angele wanted to record with them, she'd have to move to New York or one of the major capitals of the world, because they weren't interested in signing a regional artist. My reaction was, 'To hell with them.'"

By this time, Labbé had discovered that conditions existed in Canada to develop an independent label focusing on domestic classical music. "The thing that struck me was that no one was investing and that there was a niche to take," he says.

According to Labbé, "The Red Army Chorus Live At The Orpheum" sold 60,000 copies, "The Music Teacher" sold more than 20,000, and "French Sonata" sold 6,000. "After I made money from these three recordings, I put it back into the business," he says.

To further capitalize his budding company in the first two years, Labbé says he used \$500,000 Canadian from savings from his years as a concert promoter. Initially, Analekta was distributed in Canada by Select Distribution, then by Mada-cy Distribution from 1988-1992, until Labbé and Pierre Boivin, the former owner of Kebek Disc, formed a sister company, Analekta Distribution.

Recently, Labbé caused a controversy in Quebec by announcing that the label was boycotting the 1996 Juno Awards, slated for March 10. Labbé is angry that Analekta recordings have never been nominated for a Juno and that the Juno committee overseeing classical categories is dominated by multinational interests.

"We couldn't make any changes, so we pulled out of the [selection] process," he says.

Canadian Assn. of Recording Arts and Sciences president Lee Silversides dismisses Labbé's charge. "We have representation that is so broad it doesn't afford any one individual to railroad an agenda of their own," says Silversides. "[Voting] has to be heard from the entire committee, and that committee is made up of both independent and multinational factions."



# Merchants & Marketing

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## Selectiveness, Low Prices Boost Videos Once-Gluttled Music Longform Industry Picking Up

■ BY CATHERINE APPELFELD OLSON

WASHINGTON, D.C.—After a glut of product all but gutted the longform music video market five years ago, the industry has transformed itself into a leaner, meaner operation.

Major companies, such as Sony Music, PolyGram, and the WEA labels, have become decidedly more selective about the titles they release, the number of units they ship, and the price point at which they offer them.

"Early on, when everyone thought and hoped music video would be the next big format, everyone was releasing very mediocre product that flooded retail. There were a lot of return problems, and, basically, it screwed the whole industry up for a while," says Paul Freehauf, senior director of sell-through video at PolyGram. "But things have stabilized. We are still very aggressive but very realistic about our approach."

### PolyGram Video

The reality is that if PolyGram used to ship 250,000 units of a hit video title, it now ships 50,000-100,000, according to Freehauf. "We are now dealing on a level playing field and are more confident about our estimates and projections," he says.

"The shelf space really began to shrink about a year ago," says Vic Faraci, senior VP of Warner Bros./Reprise Records. "As new configurations come up, [retailers] look for the areas that give them the greatest return on their investment. And the space they devoted to music video, they tell me, was not giving them the kind of return they are looking for. So the next step was to reduce the size of inventory."

Nevertheless, Faraci places some of the blame for longform performance on poor product placement. "Music video never really received a prominent spot at retail," he says. "In many cases, music videos are buried so deep in location, many consumers wouldn't even know



PolyGram recently introduced a campaign, "Video Worth Listening To," in which it cut to \$9.95 the price of select music video catalog product.

they are available."

At WarnerVision, which distributes much of the video product for the WEA labels, hit artists are the main fodder for longforms these days. "We are concentrating more on hit projects," WarnerVision director Lee Stimmel says. "That allows us more time to set up [a campaign] and easier access to working with the record label."

"The music video business has become a hit-artist-driven business," notes Faraci. "And the reason is that the amount of space allocated to music video at retail is so small, the chances of getting titles in there other than big-name titles are very slim."

The focus on proven acts has led to a waning of videos featuring new faces. A look at the recent roster of PolyGram longforms, for example, reveals acts with strong catalog, such as Def Leppard, the Rolling Stones, and Carly Simon.

"We are more selective about what we release than we were in the past," says David Pierce, senior VP of sales and marketing at Sony Music Distribution, which releases video product from Sony labels Columbia, Epic, Sony Classical, and Legacy. "And it is more the case that the business has gone more to acts that are established. It comes back to maximizing promotional potential."

"There aren't as many releases any more, and there aren't as many for new acts, because it is more chancy," Freehauf says.

Perhaps the most salient sign of tighter times is the price reductions that are seeping through the industry. PolyGram recently introduced a campaign to cut back to \$9.95 the price on select catalog product—including titles from Tears For Fears, Paula Abdul, and Paul McCartney—with plans to bolster that line at the rate of four titles per quarter, according to Freehauf.

Sony, too, is experimenting with low price points. Although, Pierce says, the label still largely releases its music video product at \$19.98 and continues to ship the same number of units as in the past, it released the recent Alice In Chains longform at \$14.98. "We were pleased with the results, and we'll consider various price points in the future," he says.

The majority of Warner/Reprise Video releases now fall into what the label calls its "Super Saver Video" pricing category, at \$12.98 suggested list, Faraci says. "In the early days, any program that came close to 60 minutes was released at the \$19.98 price point. Now the price points, particularly in the country world, are down."

(Continued on page 57)

## Sony To Open Huge Retail Complex On West Coast

■ BY DON JEFFREY

Sony will begin construction this spring on a massive urban retail and entertainment complex in the revitalized "south of Market" section of downtown San Francisco.

John MacLeod, senior VP of development and operations for Sony Development, says that this will be the biggest retail project in the world for the Tokyo-based company but that it will incorporate aspects of existing Sony retail centers.

"There's nothing else like this," says MacLeod. "We've done pieces of this in other places, but we've never put it all together in one place."

Included in the 350,000-square-foot complex will be a Sony Style store featuring consumer electronics, music,

video and interactive software, T-shirts, and posters; a 15-screen Sony Theatre cineplex with a 3-D Imax theater; a family entertainment center; 8-10 restaurants; and a nightclub for live music performance.

The construction cost is estimated at \$80,000, and the center is expected to be completed by November 1997.

Some elements of the project are modeled after Sony Plaza, the retail and technology center at Sony Music headquarters in midtown Manhattan in New York. At that location, there is a Sony Style store and Sony Wonder, an interactive technology museum geared toward children. On New York's Upper West Side, there is a 12-screen Sony Theatre complex with an Imax theater.

In the San Francisco Sony Style store, customers will be able to electronically access virtually all the music in Sony's extensive catalog and order any CD. There is no decision yet on whether the new store will sell music

other than that of Sony's Columbia and Epic label groups or videos from Sony's Columbia TriStar Home Video.

"In New York, we handle only Sony Music products," says MacLeod. "We haven't finalized our merchandising strategy for San Francisco."

But he adds that Sony is looking for a "nontraditional retailer of entertainment media" that can offer such products as CD-ROMs and computer software. The center's location is said to be a plus because of the proliferation of small multimedia companies in an area that has been dubbed "Media Gulch."

"Whatever we do has to be adapted to the local market," says MacLeod.

Sony also plans to build a 450-seat music club for cabaret-style shows. MacLeod says performances will not be limited to Sony artists.

As the "master tenant" of the complex, Sony is looking for a number of

# SONY

retailers and restaurants to join the center. The restaurants, he says, will likely include some interactive electronics: for example, touch-screens at tables that allow patrons to purchase movie tickets or watch film trailers.

"We're just starting to talk to retailers," says MacLeod, declining to say which have been approached.

He indicates, however, that a traditional music store is not likely to be among the tenants. He notes that a new Virgin Megastore is located about one block away.

The site of the proposed center is now a vacant strip of city-owned land on Fourth Street, between Mission and Howard streets, near the Moscone Convention Center. Sony received approval from the San Francisco Redevelopment Agency to be the master tenant of the complex in early February.

(Continued on page 52)

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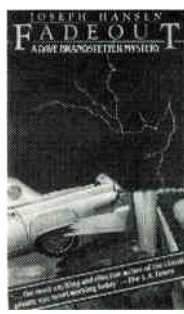


# Hall Closet Opens The Door For Gay, Lesbian Audiobooks

BY TERRI HORAK

NEW YORK—Development of niche markets is a sign of a healthy industry, and for the first time there is an audio-only publisher specializing in gay and lesbian works.

Hall Closet Book Co. released its first two titles, both top-selling mysteries, in November and is scheduled to release its third title in March.



"There was nobody doing gay and lesbian work in the audio industry, and I felt that this was where I wanted to be," says Ron Hall, who refers to himself as "top dog" at the company he founded.

Hall, who managed a bookstore prior to starting the company, studied "the whole bailiwick of the industry," he says. "That has influenced me in how I'm positioning myself and what I want to accomplish with my product."

In picking material for the Hall Closet product line, he is taking care to present a "parity" of works. "I'm choosing books that have literary merit and speak to different aspects of the community. Because there are so many things out there, the original works I went with are classics."

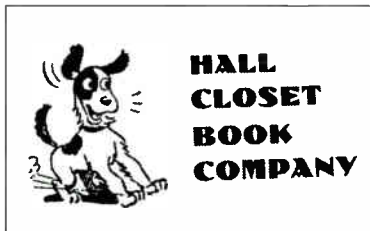
The titles released so far are "Fadeout" by Joseph Hansen, who is considered pre-eminent in gay fiction, and "Hallowed Murder," part of a series by Ellen Hart featuring amateur sleuth Jane Lawless. "Fadeout" was originally published in 1970, "Hallowed Murder" in 1989.

The Seattle-based company's next release, due in March, is "The Gifts Of The Body," a memoir of working with AIDS patients by home health-

## BIBLIOTECH

care provider Rebecca Brown.

Hall Closet titles are available by mail order for sale or 30-day rental. The company also has retail placement in a number of gay and lesbian specialty stores. Hall Closet has distribution with Oakland, Calif.-based



Bookpeople, which specializes in product from independent presses.

Richard Labonte—GM of Different Light, three gay and lesbian specialty stores in New York City, Los Angeles, and San Francisco—thinks the audiobooks, which just arrived in stores, have "good potential." Both are among the biggest-selling mysteries in text form, he says.

Different Light carries about 100 audiobooks at each location (all of which are also carried in print), but Labonte says titles dedicated to the audiobook market will help draw more attention to the format. "I think it will give audiobooks a slightly better focus by having something that people might go into the section for."

Different Light will have point-of-purchase copies of the audiobooks. "It's a high price point for an impulse buy, but by putting them at the register people will become more aware of them," Labonte says.

Hall's marketing strategy is to create "bigger and bigger circles" of awareness. Initial press releases were sent to lesbian and gay book-

stores and publications across the country. Subsequent publicity efforts will include mainstream press, public radio, and even a World Wide Web page on the Internet.

Hall has already had interest from libraries, and he plans to broaden distribution to include the main retail chains. He expects that mainstream outlets will accept the titles because, although the protagonists are gay, the books are not overtly sexual and would probably appeal to the average reader. He says he is talking to distributors about developing an international customer base for his titles as well.

"Fadeout" and "Hallowed Murder" are packaged in 5-by-8-inch clamshells and feature the paperbacks' original artwork. Hall says he went with clamshells on these two because as higher-priced, unabridged titles they are better suited for rental.

"Hallowed Murder" runs eight hours on six tapes for \$39.95, and "Fadeout" is slightly more than five hours on four tapes and is priced at \$24.95.

Hall says he has not had any objections from retailers because of the oversized packaging, but for "The Gifts Of The Body," which fits unabridged on three cassettes and retails for \$19.95, he will use a standard air-pack packaging. "I think it will work real well in the bookstore market, because it is what they are more accustomed to seeing," he says.

"Gifts Of The Body" is read by the author, but professional readers were used for "Fadeout" and "Hallowed Murder." "I have a certain idea what I want my books to sound like," Hall says.

"I am very thorough and very much a perfectionist," he says of his effort to find suitable readers and the substantial time spent in the editing process. Hall chose Jim Zeiger, an audiobook narrator for the Library of Congress, for "Fadeout" and Carol Jordan Stewart, a reader for the National Library Service, to read "Hallowed Murder."

Aware that his versions will probably be the only ones produced for each work, Hall stresses the quality throughout. All works will be unabridged. His philosophy is to "develop a high-quality presentation that allows the book to speak so that when an author hears the audio edition, they will think their characters and words came through just like they would imagine in their own heads."

While Hall was familiar with the book trade as a result of a decade-

# newsline...

**NATIONAL RECORD MART** reports that total sales for the third fiscal quarter fell 5.5% from the year before and that sales from stores open at least

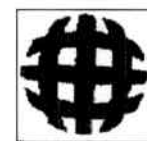


one year declined 9.5%. For the period that ended Dec. 23, total sales were \$33.9 million. The 152-store, Pittsburgh-based chain says that net profit fell to \$1.6 million in the quarter from \$2 million the year before. The company attributes the declines to "the competitive influx of big-box, lower-priced prerecorded music retailers, a reduction in the per-unit sale price of each SKU, and fewer major releases as compared to the same quarter of the prior year." For the nine months ending Dec. 23, NRM reports a \$935,000 loss on net sales of \$73.7 million, compared with a profit of \$1.6 million on \$73.8 million in sales in the same period a year earlier.

**MUSICLAND STORES CORP.** reports that sales in January for all stores open at least one year declined 11.2% from the same period a year ago. Total sales increased only 1.9% to \$109.4 million. The company says that while revenues from superstores (Media Play and On Cue) rose 40.8% in January, same-store sales fell 10.5%. Total sales from mall stores (Sam Goody, Musicland, and Suncoast Motion Picture Co.) dropped 12.1%; on a same-store basis, they were down 11.5%. The company says the results are "a continuation of a disappointing weakness industrywide in the music business and the effects of bad weather nationwide."

**RENTRAK**, a supplier of leased videocassettes to video rental stores, reports that net profit in its third fiscal quarter fell 56% to \$559,866 on a 59% increase in revenues to \$50.4 million. However, the company says that the loss came from its retail sports (Pro Image) and video store operations (BlowOut Entertainment) and that it posted a \$3.5 million profit on \$31.5 million in sales from its pay-per-transaction video-leasing business, Rentrak Home Entertainment. The company states that "each of these businesses would be better served operating independently of the others" and that it "is exploring possible alternatives which would achieve these ends. In conjunction with restructuring, substantial write-downs may be required." Rentrak says that 4,500 retailers now participate in its PPT system, in which rental revenues are shared by the stores, movie companies, and Rentrak.

**IMAGE ENTERTAINMENT**, licensee and distributor of laserdiscs, reports that net profit rose 66.5% to \$2.4 million in the third quarter, which ended Dec. 31, on a 2.7% increase in net sales to \$28 million. But excluding a \$1.1 million charge in the December 1994 quarter related to the early retirement of debt, Image's latest quarterly profit actually declined 6%. The results include operations of US Laser, a distribution company that Image acquired in June 1995.



**NEWS CORP.** reports that revenues from its filmed entertainment unit rose 27.4% to \$724 million in the quarter ending Dec. 31 from \$568 million the year before. Operating income increased to \$32 million from \$17 million. The owner of 20th Century Fox Films and Fox Video points to strong home-video sales from "The Mighty Morphin Power Rangers," the "Star Wars" trilogy, and, especially, "Die Hard," which Fox says is the biggest-selling rental video title ever, at 758,000 units shipped.

**BLOCKBUSTER ENTERTAINMENT** announces that Emmy-winning actor Kelsey Grammer ("Frasier") will host the second Blockbuster Entertainment Awards March 6 from the Pantages Theater in Hollywood, Calif. Some of the musical artists booked to perform at the show are Coolio, Celine Dion, and Shania Twain. The winners of the awards for film, home video, and music were chosen by consumers at voting kiosks located in Blockbuster Video and Blockbuster Music stores from Dec. 29 through Jan. 12. The company says more than 10 million votes were cast.

**CINRAM LTD.**, a Toronto-based manufacturer of audio CDs, CD-ROMs, audiocassettes, and videocassettes, says its stock has been listed on Nasdaq's National Market system. In the last quarter for which results were available, the period that ended Sept. 30, revenues increased to \$171 million from \$97 million the year before because of the acquisition of three companies that duplicate videocassettes and the increase in demand for CDs and CD-ROMs.

**SHOREWOOD PACKAGING** says it has installed advanced printing technology at its new 130,000-square-foot packaging plant in Springfield, Ore., to service multimedia companies. Shorewood produces for the multimedia industry CD booklets, folders, tray cards, cartons, brochures, and plastic jewel box alternatives, such as the Digipak and Slide Pak.

## EXECUTIVE TURNTABLE

**DISTRIBUTION:** Wendy Schlesinger is promoted to senior director of market development, country music marketing, and merchandising for BMG Distribution in New York. She was director of mainstream and country marketing.

**HOME VIDEO:** Amy Sprecher is named VP of acquisitions for PolyGram Video in New York. She was VP, program development, for Lancit Media Productions.

New Line Home Video in Los Angeles promotes Stephanie Sigel to director of marketing, Josh Lobis to senior marketing manager, Beth Gunderia to marketing manager, and Susan Schaefer to manager of sales administration.

They were, respectively, marketing manager, assistant marketing managers, and sales administrator.

Karen Elliot-Crawford is pro-



SCHLESINGER



SPRECHER

moted to executive director of creative services at LIVE Entertainment in Los Angeles. She was creative director.

**RELATED FIELDS:** Nikki Rocco is promoted to president of Universal Pictures Distribution in Universal City, Calif. She was executive VP.

James J. Klein is appointed president, consumer products group, at MCA Inc. in Universal City, Calif. He was president/COO of Applause Entertainment.



# L.A.'s Music Scene Not The Same Without Jac Zinder

**DIGITAL ELEGY:** We met Jac Zinder just once, at a long-forgotten major-label showcase at the Whisky A Go Go in Los Angeles. Zinder was there in the company of his girlfriend, a well-known local music critic; he appeared bored by the proceedings.

Though we didn't know Zinder well personally, we knew him very well by reputation. He wrote a number of intelligent, prescient pieces for the free paper *The L.A. Weekly*; he introduced forward-looking L.A. acts like Beck and Ethyl Meatplow in its pages. He was also the promoter of a local club, Fuzzyland, that was housed in a derelict Highland Park bowling alley, Mr. T's Bowl. And he was the first in L.A. to book such adventurous bands as the Jon Spencer Blues Explosion and Combustible Edison.

As a local DJ, he was known as an eclectic and unpredictable individualist, as likely to play Indian soundtrack music and such scorned popsters as Rod McKuen as the latest cutting-edge bands. He was also a musician in his own right.

Zinder was killed on Thanksgiving eve 1994, when a drunk driver smashed into his car in Los Angeles. Feb. 27 would have been his 35th birthday.

Zinder's death sparked a public outpouring of grief: More than 30 bands performed at a 1994 benefit memorial concert at Fuzzyland. Many of his friends pondered the idea of issuing an album of the music Zinder recorded with his bands Stay Home and Bufadora. Ultimately, journalist Jonathan Gold proposed the notion to L.A.'s Catasonic Records, an indie label operated by musician/performance artist Weba Garretson and musician Mark Wheaton.

The album, "Chairs I Have Known," is scheduled for release by Catasonic on March 2. A mostly instrumental collection, it highlights Zinder's extremely eclectic approach, which encompassed everything from a cover of the Beach Boys' "Pet Sounds" (a favorite of club audiences, much to Zinder's chagrin) to suavely tailored originals like "Real Cool Muslims" and "Holiday For Mooks," which betray the influence of everything from Middle Eastern pop to lounge music. Notes for the package were supplied by Gold and such



by Chris Morris

well-known L.A. alternative musicians as John Dentino, Chris Handson, and Don Bolles.

Garretson says that the album—which ironically, given its homemade genesis, was mastered at the classy A&M Studios—was a labor of love for those involved. "The musicians really cared about it," he says.

Catasonic will celebrate the release of "Chairs I Have Known" and Zinder's memory with a release party at Mr. T's Bowl on Feb. 27 and an in-store at Aron's Records in L.A. on March 3.

Beyond the charm, grace, and eccentric wit of the music he made, Jac Zinder remains an important figure because he reminds us that "independence" is not just a method of record distribution—it's a state of mind.

**QUICK HITS:** Distributor Paulstarr Enterprises has relocated to Chanhassen, Minn. The company is now housed in a 26,000-square-foot building that incorporates Paulstarr's Distributing's warehouse; it also serves as home for MCS Distributing, a Paulstarr division servicing the Michigan region... James Murdoch, son of media magnate Rupert Murdoch, is serving as chairman of a new New York-based indie label, Rawkus Entertainment. The company's first signings include alternative act Motorbaby, hip-hop unit 7Universal, dancehall artist Poppa Bear Cool Breeze, and glam rock band Whorgasm... Gumball's Don Fleming has started a new imprint, Instant Mayhem Records, which will be distributed by Caroline. The label's first release is Fleming's 16-minute solo EP "Because Tomorrow Comes."

**FOR THE RECORD:** Due to misinformation supplied by a source, *Declarations of Independents* erroneously stated in the Feb. 10 issue

that five staffers had been laid off at Select-O-Hits in Memphis. According to the distributor's Johnny Phillips, only one individual has been let go, for reasons wholly unrelated to Fantasy Records' recent split with the wholesaler.

Also, Clay Pasternak of M.S. Distributing is the current chairman of the National Assn. of Independent Record Distributors and Manufacturers. We misstated the case in an item here on Feb. 10.

**FLAG WAVING:** We hadn't heard anything from Kelly Hogan, the vibrant singer of the marvelous Atlanta band the Jody Grind, since 1992, when that group was tragically sundered after a road accident took the lives of two band members.

Happily, Hogan is very much with us again, courtesy of two hometown indie labels: She has just resurfaced as a guitar player, no less, in the new Atlanta psychobilly group the Rock\*A\*Teens, whose self-titled album has just been issued by Daemon Records, and she has just finished cutting a solo album for Long Play Records.

Hogan, who is best known for her lush, torchy vocal style, admits that she "knew about 11 guitar chords" before signing on with the Rock\*A\*Teens, which also features former Opal Foxx Quartet member Chris Lopez.

"Chris came to my house on April Fool's Day," Hogan says, recalling the genesis of the band. "I thought he was joking... It was just goofing around, and it became a band."

The group, which also includes guitarist Justin Hughes and drummer Chris Verene, lays down some hectic roots-bred noise on its album, ranging from such originals as "Who Killed Bobby Fuller?" to a cover of James & Bobby Purify's "I'm Your Puppet."

Hogan describes the music on her solo album, tentatively set for an April release, as "fairly simple, lo-fi, kind of goofed up around the edges." Backed by guitar, drums, and acoustic bass, she essays several numbers co-written with her former Jody Grind partner Bill Taft (now with former Flag Waving fave Smoke) and a Lopez composition with the delightful title "Feel-Good Hit Of The Summer."

Lately, the Rock\*A\*Teens have played in New York and Boston and

at a Long Play showcase at Atlanta's Hard Rock Cafe ("It was so ridiculous for us goobers," Hogan says of the latter gig). The group will perform in Athens, Ga., and Austin, Texas, in March.

At the moment, Hogan has no solo tour scheduled, but wants to hit the road in the summer. "My plan is to be gone for the Olympics," she confesses.

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## HALL CLOSET OPENS DOOR FOR GAY, LESBIAN AUDIOBOOKS

(Continued from preceding page)

long stint as a bookstore manager, his experience with audiobooks came mostly as a listener during his daily commute.

When a customer requested some gay and lesbian titles on audio, Hall discovered that very little was available. He spent several years studying the spectrum of audiobooks on the market and evaluating all the options available to publishers before going into the business full time.

Aside from providing a "good listening experience," Hall is particu-

larly sensitive to the opportunity to provide a much-needed service for those unable to read because of blindness or illness.

Plans are to publish six-10 titles this year. Others slated for production in 1996 are "Blackbird" by Larry Duplechan, "Gaudi Afternoon" by Barbara Wilson, "The Man Who Fell In Love With The Moon" by Tom Spanbauer, and "The Language We Use Up Here And Other Stories" by Philip Gambone.

As for sales, Hall says, "From what I have done in the past two months, I

am convinced that this is a market that wants it and has the potential to carry through."

Barbara Grier, owner of Naiad Press in Tallahassee, Fla., agrees. Naiad, a publisher of lesbian titles, has issued audio versions of five books. She says the market for gay and lesbian literature is growing and the demand for the works on audio will grow too.

She welcomes Hall Closet into the field. "We've done very well [with audio], and I expect [Hall Closet] will do well also," Grier says.



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## Strawberries Joins List Of Music/Electronics Combos

**IF YOU CAN'T BEAT 'EM:** Strawberries is stepping out and has opened a music store that shares a roof with a consumer electronics chain. In Burlington, Mass., Strawberries is sharing space with Tweeter, Etc., a Massachusetts-based consumer electronics chain. The Strawberries space takes up 8,000 square feet, and Tweeter takes up 11,000.

Although the two stores are under the same roof, "it isn't one store, but customers can move from one area to another," says **Ivan Lipton**, president of Milford, Mass.-based Strawberries. However, he adds, the stores are designed to be shopped in such a "way that it feels like one store."

While the operations of the two stores are separate, Lipton says the two companies will collectively market the site. For the grand opening, "we are doing combined advertising, including a live radio remote and a jointly hosted party," he reports.

Also, the two chains are discussing ways they can cross-promote merchandise, through coupons, etc. Consequently, Strawberries will have some exposure in the Tweeter area, and vice versa.

To complement Tweeter's customer base, Strawberries' usual broad selection will have a "nice jazz and classical section, which will be sectioned off from the rest of our store," says Lipton.

The Strawberries/Tweeter effort will be across the street from a Circuit City, "which is good, because that's where Tweeter likes to be," Lipton explains.

With Best Buy, Circuit City, Nobody Beats the Wiz, Lechmere, and WOW! all combining music and home electronics merchandise, you would think that the Strawberries/Tweeter teaming is a natural. But according to Lipton, "I could claim to be a genius for putting the deal together, but the project came about almost by accident."

Both chains were looking for additional locations in the area—Tweeter is in Burlington Mall, while Strawberries has closed its store in Middlesex Mall, —and both wanted sites not in a mall. "It came about that we were both looking at the same location, but it was bigger than either one of us wanted," Lipton says. "But once we landed on the same real estate, we said, 'Why not take the whole space and connect the stores?' And from there, the deal snowballed into joint marketing efforts."

Now that the store is done and already had a soft opening, Lipton says, "I don't know why it took so long for us to pair up, because this store is going to be great."

He says that there are many similarities between Tweeter and Strawberries. "We're both from the same state, and we are both regional chains fighting the big competitors," Lipton says. "In both cases, we found our own niche, defined it, and capitalized on it: We provide the customers with service and a convenient shopping environment, and we take the stress out of the buying decision for the customer."

In other Strawberries news, the chain has closed six stores since Christmas,

reducing its store count to 156, and it will probably close another four or five outlets this year, says Lipton.

**ANOTHER PLANET:** The Borders Group has placed the Planet Music operation under the Borders Inc. division, closing Planet's Raleigh, N.C., headquarters. Going forward, the Ann Arbor, Mich.-based Borders Inc. will oversee the music chain's operations.

Borders has 118 stores, 100 of which carry music, and it will assume buying and advertising for the five Planet Music stores and four CD superstores. **Len Cosimano**, Borders director of merchandising for music, says with the difficulties that the music retail business has been experiencing, "it made sense to streamline" and shutter the Planet Music headquarters. According to Cosimano, Planet Music founder **Paul Mayer** is still with Borders but in an "advisory role."

The company recently closed the Planet Music outlet in Greensboro, N.C., and currently there are no plans to open any more music superstores.

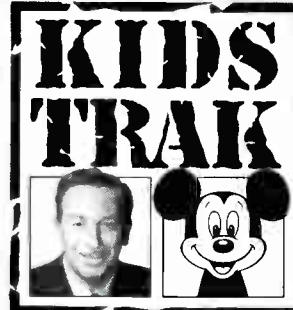
## RETAIL TRACK

by Ed Christman

**ON THE MOVE:** Retail Track hears that **Jayne Simon**, head of sales at Gefen, is moving to MCA to become senior VP of marketing and sales. On the sales side, she is replacing **Jonathan Coffin**, who has left the label. . . . In another move at strengthening its management structure, Spec's Music has hired **Jefrey Fletcher** as chief operating and financial officer. Last month, the company named **Barry Gibbons** chairman. Those two additions complement **Ann Lieff**, president/CEO of the chain. Fletcher previously was CFO at the Environmental Quality Co., a Michigan-based waste services company. . . . **Brad Tait**, VP of merchandising and marketing at the mall division of the Musicland Group, has left the chain. His responsibilities and title have been assumed by **Marcia Appel**, who is VP of communications for the chain and publisher of Request magazine. Appel eventually will give up her responsibilities in communications but will retain control of Request. . . . Oops. Two weeks ago, I reported that **David Schlang** has emerged as a top honcho at Alliance Entertainment Corp. Well, he is a top honcho, but I got his responsibilities wrong. In addition to the independent distribution operations under the Alliance umbrella, Schlang will also oversee the one-stop group. The Alliance music labels are not under his domain.

And speaking of Alliance labels, Castle Communications U.S. has just hired **Evan Jahn** as product development coordinator. He was previously national sales and marketing coordinator at Arista. . . . **John Rotella**, formerly the West Coast sales regional with Island, will move over within the PolyGram family to become VP of sales and marketing at Atlas Polydor. . . . After more than 20 years in the business, **Roy Burkert** has left Harmony House. Burkert, who was a senior buyer at the Troy, Mich.-based chain, is willing to relocate. He can be reached at 810-879-4694.

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## Angel Sets Sail With 'Muppet Treasure Island' Soundtrack First Family Title For Classical Label

**KERMIT LAD:** One of the most thoroughly entertaining movie soundtracks in recent memory is "Muppet Treasure Island," released Feb. 13 by Angel Records.

With original songs by legendary pop hit-makers Barry Mann and Cynthia Weil and scored by Oscar winner Hans Zimmer ("The Lion King"), "Muppet Treasure Island" is uncommonly engaging. Its tunefulness, verve, and marvelous Muppet irreverence set it apart from the mostly bland family-movie soundtracks out there—which, considering the music's source, is no big surprise.

What is out of the ordinary is the soundtrack's appearance on Angel. "Muppet Treasure Island" is the first family-oriented soundtrack for the largely classical label, and only its third children's release. "I wouldn't say we're diving headfirst into the kids' business," says Jay Landers, senior VP of A&R for Angel Records, which is a branch of EMI. "But on a case-by-case basis, we're becoming involved in projects with high potential visibility and very strong musical quality."

Angel's first two kids' audio titles—"Songs Say So Much" by Jeff Sorg and "Dance of a Child's Dream" by David Levine, Molly Mason, and Jay Under—were strictly children's albums, notes Landers, whereas "Muppet Treasure Island" is aimed at "kids of all ages." Actor Tim Curry, who plays the movie's Long John Silver, performs on many of the musical numbers. In March, Angel will release the soundtrack to the animated family film "All Dogs Go To Heaven II," which also has songs by Mann and Weil.

According to Weil, "Muppet Treasure Island" showcases a side of the songwriting team not often seen: the-



by Moira McCormick

atrical music. "We went for a Broadway thing here," she says. "When we began working with [director] Brian Henson, we wrote the first song like a kid's song." It was scrapped, though, after they "looked at the rest of the Muppet movies and saw how hip the music was. It was a challenge to write the songs from a theatrical standpoint instead."

Weil says that Zimmer, who worked closely with Mann to orchestrate the songs (Mann writes the music; Weil writes the lyrics), was their "first choice [for a collaborator], though we never thought we'd get him. But it's amazing how many people love to be involved with the Muppets. And Hans has a daughter." The duo ended up bringing the soundtrack project to Landers and Angel president Steve Murphy.

Landers, a longtime friend of Mann and Weil, has an extensive Broadway background, having produced or done A&R for "Company," "Oliver!," "Carousel," and "Five Guys Named Moe," among other musicals. Plus, Landers has long been executive producer for Barbra Streisand. "I'm attuned to what good theatrical writing is about," says Landers. "Family films really work when the songs are interwoven with the action in a Broadway, theatrical fashion."

Landers also knows a thing or two

about end-title songs, the usually AC ballads performed by name artists (frequently duets) that play over a movie's closing credits and are often released as singles. Along with Chris Montan, head of music supervision for Disney animation, Landers did A&R for hit end-title songs from "Beauty And The Beast," "Aladdin," and "Pocahontas." The end-title tour de force of "Muppet Treasure Island" is a reggae change of pace, "Love Power," by Ziggy Marley.

"Since the movie takes place on an island, we wanted someone from the world of reggae," says Landers. "Ziggy works with an extended family of siblings, relatives, and

(Continued on next page)

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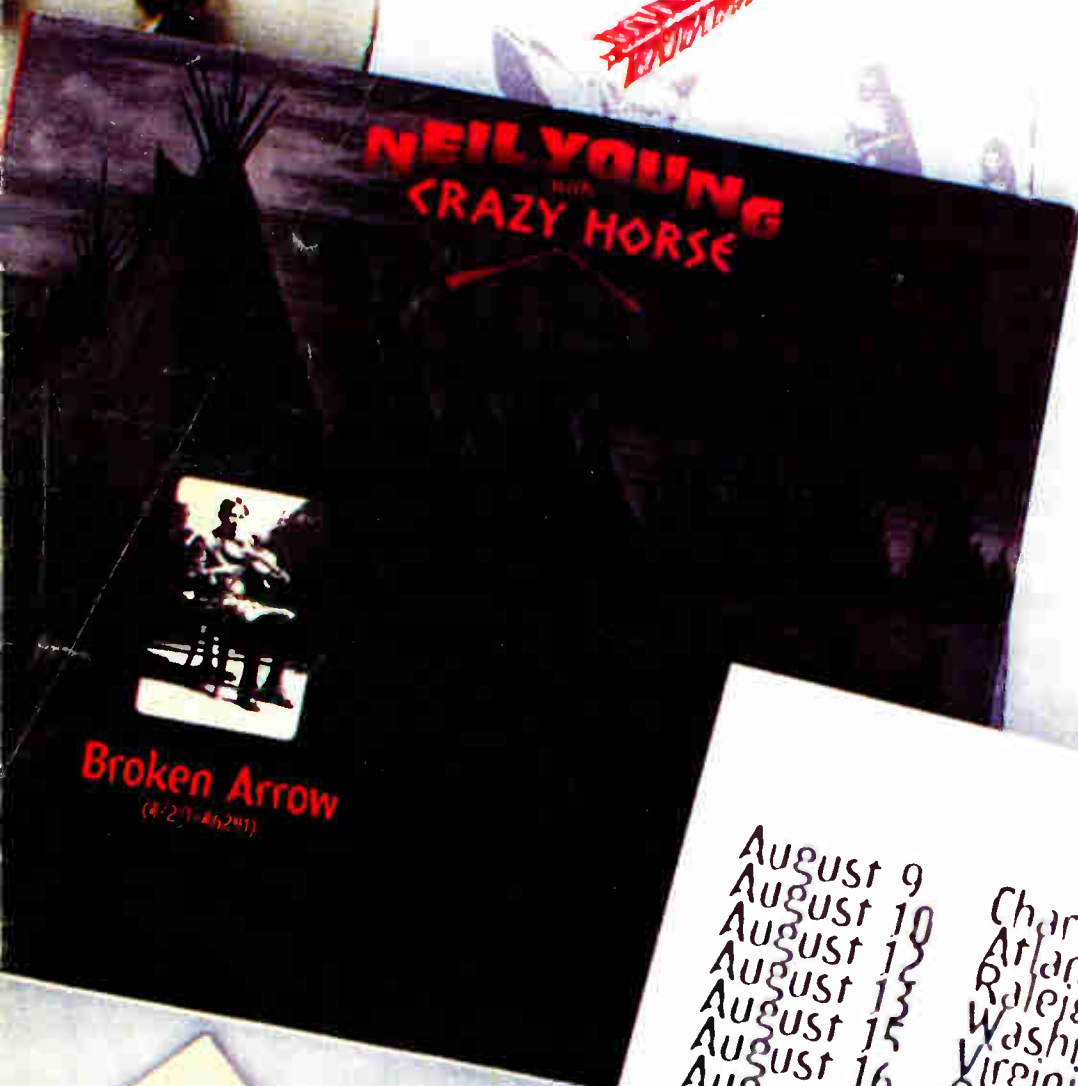
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# Top Pop Catalog Albums

THIS WEEK	LAST WEEK	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)	TITLE	WKS. ON CHART
★ ★ NO. 1 ★ ★				
1	1	<b>BEASTIE BOYS</b> ▲ <sup>3</sup> DEF JAM 527351/ISLAND (7.98 EQ/11.98)	LICENSED TO ILL 15 weeks at No. 1	166
2	2	<b>ENYA</b> ▲ <sup>3</sup> REPRISE 26774/WARNER BROS. (10.98/15.98)	WATERMARK	221
3	3	<b>BOB MARLEY AND THE WAILERS</b> ▲ <sup>3</sup> TUFF GONG 846210*/ISLAND (10.98/17.98)	LEGEND	235
4	6	<b>JIMMY BUFFETT</b> ▲ <sup>2</sup> MCA 5633* (7.98/11.98)	SONGS YOU KNOW BY HEART	242
5	5	<b>SOUNDTRACK</b> ▲ <sup>8</sup> POLYDOR 825095/A&M (10.98/16.98)	GREASE	65
6	7	<b>CAROLE KING</b> ▲ <sup>10</sup> COLUMBIA 34946 (7.98 EQ/11.98)	TAPESTRY	61
7	8	<b>SMASHING PUMPKINS</b> ▲ <sup>4</sup> VIRGIN 88267* (9.98/15.98)	SIAMESE DREAM	12
8	9	<b>ENYA</b> REPRISE 45681/WARNER BROS. (10.98/16.98)	THE CELTS	27
9	12	<b>PINK FLOYD</b> ▲ <sup>10</sup> COLUMBIA 36183* (15.98 EQ/31.98)	THE WALL	249
10	11	<b>NINE INCH NAILS</b> ▲ <sup>2</sup> TVT 2610* (9.98/15.98)	PRETTY HATE MACHINE	123
11	4	<b>PINK FLOYD</b> ▲ <sup>13</sup> CAPITOL 46001* (9.98/15.98)	DARK SIDE OF THE MOON	246
12	13	<b>JOURNEY</b> ▲ <sup>8</sup> COLUMBIA 44493 (9.98 EQ/15.98)	JOURNEY'S GREATEST HITS	244
13	16	<b>CREEDENCE CLEARWATER REVIVAL</b> ▲ <sup>2</sup> FANTASY 2* (10.98/17.98)	CHRONICLE VOL. 1	148
14	10	<b>THE BEATLES</b> ▲ <sup>9</sup> CAPITOL 46446* (10.98/16.98)	ABBEEY ROAD	92
15	17	<b>VAN MORRISON</b> ▲ <sup>2</sup> POLYDOR 841970/A&M (10.98/17.98)	THE BEST OF VAN MORRISON	34
16	15	<b>JIMI HENDRIX</b> ▲ <sup>7</sup> MCA 10829 (10.98/17.98)	THE ULTIMATE EXPERIENCE	38
17	14	<b>THE BEATLES</b> ▲ <sup>8</sup> CAPITOL 46442* (10.98/16.98)	SGT. PEPPER'S LONELY HEARTS CLUB BAND	126
18	21	<b>BOYZ II MEN</b> ▲ <sup>9</sup> MOTOWN 530231 (10.98/16.98)	COOLEYHIGHHARMONY	63
19	18	<b>ELTON JOHN</b> ▲ <sup>13</sup> ROCKET 512532/ISLAND (7.98/11.98)	GREATEST HITS	231
20	31	<b>PATSY CLINE</b> ▲ <sup>6</sup> MCA 12* (7.98/12.98)	GREATEST HITS	229
21	20	<b>JAMES TAYLOR</b> ▲ <sup>7</sup> WARNER BROS. 3113* (7.98/11.98)	GREATEST HITS	241
22	25	<b>ERIC CLAPTON</b> ▲ <sup>7</sup> POLYDOR 800014/A&M (7.98 EQ/11.98)	TIME PIECES - THE BEST OF ERIC CLAPTON	238
23	22	<b>STEVE MILLER BAND</b> ▲ <sup>6</sup> CAPITOL 46101 (7.98/11.98)	GREATEST HITS 1974-78	238
24	19	<b>THE BEATLES</b> ▲ <sup>5</sup> CAPITOL 97039* (15.98/31.98)	1967-1970	58
25	24	<b>THE DOORS</b> ▲ <sup>3</sup> ELEKTRA 60345/EEG (12.98/19.98)	THE BEST OF THE DOORS	228
26	23	<b>METALLICA</b> ▲ <sup>4</sup> ELEKTRA 60812/EEG (9.98/15.98)	...AND JUSTICE FOR ALL	229
27	29	<b>MADONNA</b> ▲ <sup>6</sup> SIRE 26440*/WARNER BROS. (13.98/18.98)	THE IMMACULATE COLLECTION	43
28	26	<b>JANIS JOPLIN</b> ▲ <sup>2</sup> COLUMBIA 32168 (5.98 EQ/9.98)	GREATEST HITS	193
29	32	<b>AC/DC</b> ▲ <sup>12</sup> ATLANTIC 92418/AG (10.98/15.98)	BACK IN BLACK	136
30	30	<b>EAGLES</b> ▲ <sup>22</sup> ELEKTRA 105*/EEG (10.98/15.98)	GREATEST HITS 1971-1975	242
31	33	<b>SOUNDTRACK</b> ▲ <sup>15</sup> ARISTA 18699* (10.98/15.98)	THE BODYGUARD	6
32	27	<b>THE BEATLES</b> ▲ <sup>7</sup> CAPITOL 46443* (14.98/26.98)	THE BEATLES	40
33	28	<b>THE BEATLES</b> ▲ <sup>5</sup> CAPITOL 97036* (15.98/31.98)	1962-1966	45
34	40	<b>MEAT LOAF</b> ▲ <sup>12</sup> CLEVELAND INT'L 34974*/EPIC (7.98 EQ/11.98)	BAT OUT OF HELL	210
35	—	<b>SHANIA TWAIN</b> MERCURY NASHVILLE 514422 (7.98 EQ/11.98)	SHANIA TWAIN	1
36	38	<b>MARVIN GAYE</b> MOTOWN 636058 (7.98/11.98)	EVERY GREAT MOTOWN HIT	24
37	35	<b>U2</b> ▲ <sup>10</sup> ISLAND 842298* (10.98/17.98)	THE JOSHUA TREE	195
38	34	<b>THE BEATLES</b> ▲ <sup>4</sup> CAPITOL 46440* (10.98/15.98)	RUBBER SOUL	15
39	39	<b>LYNYRD SKYNYRD</b> ▲ MCA 42293 (7.98/12.98)	BEST-SKYNRYD'S INNYRDS	105
40	—	<b>SOUNDTRACK</b> ▲ <sup>7</sup> COLUMBIA 40323 (7.98 EQ/11.98)	TOP GUN	78
41	47	<b>MARIAH CAREY</b> ▲ <sup>8</sup> COLUMBIA 45202* (10.98 EQ/16.98)	MARIAH CAREY	26
42	—	<b>VARIOUS ARTISTS</b> ▲ <sup>3</sup> WALT DISNEY 60605 (6.98/13.98)	DISNEY CHILDREN'S FAVORITES VOLUME 1	30
43	46	<b>METALLICA</b> ▲ <sup>3</sup> MEGAFORCE 60396/EEG (9.98/13.98)	RIDE THE LIGHTNING	218
44	49	<b>BETTE MIDLER</b> ● ATLANTIC 82497/AG (10.98/16.98)	EXPERIENCE THE DIVINE: GREATEST HITS	5
45	41	<b>EAGLES</b> ▲ <sup>14</sup> ELEKTRA 103/EEG (7.98/11.98)	HOTEL CALIFORNIA	141
46	—	<b>ZZ TOP</b> ▲ <sup>2</sup> WARNER BROS. 26846 (10.98/16.98)	GREATEST HITS	17
47	37	<b>METALLICA</b> ▲ <sup>3</sup> ELEKTRA 60439/EEG (9.98/15.98)	MASTER OF PUPPETS	215
48	45	<b>LED ZEPPELIN</b> ▲ <sup>16</sup> ATLANTIC 82638/AG (10.98/15.98)	LED ZEPPELIN IV	207
49	43	<b>GRATEFUL DEAD</b> ▲ <sup>3</sup> WARNER BROS. 2764 (7.98/11.98)	THE BEST OF SKELETONS FROM THE CLOSET	133
50	—	<b>SOUNDTRACK</b> ▲ <sup>11</sup> POLYDOR 825389/A&M (12.98/17.98)	SATURDAY NIGHT FEVER	1

Catalog albums are older titles which have previously appeared on The Billboard 200 Top Albums chart and are registering significant sales. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units, with multimillion sellers indicated by a numeral following the symbol. Most albums available on cassette and CD. \*Asterisk indicates vinyl LP is available. Most tape prices, and CD prices for WEA and BMG labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. ■ indicates past or present Heatseeker title. ©1996, Billboard/BPI Communications, and SoundScan, Inc.

# Merchants & Marketing

## CHILD'S PLAY

(Continued from preceding page)

friends, which reminded us of the extended family of [the] Muppets." Dreadlocked Muppets appear with Marley in the "Love Power" video, which was produced by Paul Fox (10,000 Maniacs).

The single was released to triple-A and AC radio Feb. 6. According to Chris Hensley, Angel VP of marketing and promotions, "Ziggy's a core artist for triple-A—but we're knocking on every door to help him grow beyond his core audience."

Angel is targeting reggae specialty shows, he notes, via independent promotion people versed in noncommercial and college radio. In addition, children's radio leader AAHS has been serviced, "and we're making sure that [kid-oriented] video outlets are serviced with the video. We didn't want to go out of the box with hype—we'll let it find its way." A second end-title song, the ballad "Love Led Us Here"—a duet between country artists John Berry and Helen Darling—may later be released as a single as well.

**KIDBITS:** Listening Library of Old Greenwich, Conn., has a full slate of unabridged books on tape, including Betsy Byars' "Dark Stair: A Herculeah Jones Mystery"; Mary Rodgers' "Freaky Friday"; Beverly Cleary's "The Mouse and The Motorcycle," "Ralph S. Mouse," and "Runaway Ralph"; and Lynne

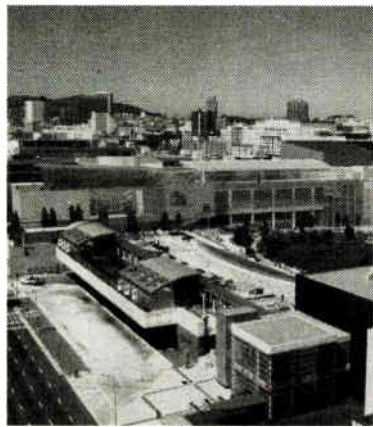
## SONY COMPLEX

(Continued from page 47)

Sony Retail Entertainment, which is headed by Mickey Steinberg, will lease the land from the city and sub-lease space to retailers and restaurants. Millennium Partners of New York and the WDG Cos. of San Francisco are the developers, and Bob Weis Design Island Associates is handling the creative direction of the project.

The center will be part of a 22-acre, mixed-use development plan known as Yerba Buena Gardens.

"Sony is making a major commitment to San Francisco," says MacLeod. "We do a lot of business in the Bay Area. We have several companies located there. We think it's a great place to do business."



The building at the top is an artist's rendition of the proposed San Francisco Sony retail and entertainment complex. It is scheduled for completion in 1997.

Reid Banks' "Adventures Of King Midas." Banks also wrote "The Indian In The Cupboard" . . . Joanie Bartels performs the theme song for the newly released "Hello Kitty" audio series on K-tel International's Kid-tel label. The first title is "Hello Kitty & Friends Bake A Cake."

Golliber Records of Austin, Texas, renowned for its kids' albums based on the Beatles and Buddy Holly, has a new lullaby release, "Sleepy In Seattle." This time, pianist Floyd Domino, a veteran of Asleep At The Wheel, takes on music of the '30s and '40s . . . Science and music join forces on "The Maestros' Tea Party" (Cultured Kids, Etna, N.H.), in which a young boy learns about

famous inventions and discoveries to the accompaniment of classical works by Bach, Borodin, Liszt, Mozart, Schubert, and Boccherini.

**IT'S CERTAINLY ORIGINAL:** "I'm On The Potty" (Persnickety Press, Port Chester, N.Y.) consists of 14 songs designed to help toilet-train tots. Children's artist Fritzie Locke set original lyrics to well-known nursery rhymes (sample title: "Every Day I Make A Poopie") . . . Parachute Express kicks off a national tour March 2 at Irvine, Calif.'s Barclay Theatre . . . Tonja Everts Weimer's "Space Songs For Children" was played aboard the space shuttle Endeavor in the fall.

# Top Kid Audio

THIS WEEK	LAST WEEK	WKS. ON CHART	ARTIST/SERIES LABEL, CATALOG NUMBER/DISTRIBUTING LABEL (SHELF PRICE)	TITLE
★ ★ ★ NO. 1 ★ ★ ★				
1	1	14	<b>READ-ALONG</b> ● WALT DISNEY 60265 (6.98 Cassette)	TOY STORY
2	2	25	<b>VARIOUS ARTISTS</b> ● CLASSIC DISNEY VOL. I - 60 YEARS OF MUSICAL MAGIC WALT DISNEY 60865 (10.98/16.98)	
3	5	24	<b>READ-ALONG</b> ▲ WALT DISNEY 60258 (6.98 Cassette)	POCAHONTAS
4	4	17	<b>VARIOUS ARTISTS</b> WINNIE THE POOH: TAKE MY HAND WALT DISNEY 60863 (9.98/16.98)	
5	3	25	<b>VARIOUS ARTISTS</b> ● CLASSIC DISNEY VOL. II - 60 YEARS OF MUSICAL MAGIC WALT DISNEY 60866 (10.98/16.98)	
6	7	8	<b>VARIOUS ARTISTS</b> ▲ <sup>3</sup> DISNEY CHILDREN'S FAVORITES VOLUME 1 WALT DISNEY 60605 (6.98/13.98)	
7	6	25	<b>BARNEY</b> ▲ <sup>2</sup> SBK 27115/EMI (9.98/15.98)	BARNEY'S FAVORITES VOL. 1
8	8	20	<b>BARNEY</b> BARNEY MUSIC 35101/EMI (9.98/16.98)	BARNEY'S SLEEPYTIME SONGS
9	10	24	<b>KENNY LOGGINS</b> ● RETURN TO POOH CORNER SONY WONDER 57674/COLUMBIA (9.98 EQ/13.98)	
10	9	24	<b>READ-ALONG</b> WALT DISNEY 60254 (6.98 Cassette)	THE LION KING
11	11	19	<b>BARNEY</b> ● BARNEY MUSIC 28338/EMI (9.98/16.98)	BARNEY'S FAVORITES VOL. 2
12	22	3	<b>SING-ALONG</b> WALT DISNEY 60889 (10.98 Cassette)	WINNIE THE POOH
13	16	7	<b>VARIOUS ARTISTS</b> 20 SIMPLY SUPER SINGABLE SILLY SONGS WALT DISNEY 60819 (9.98/13.98)	
14	17	25	<b>SING-ALONG</b> ▲ WALT DISNEY 60876 (10.98 Cassette)	POCAHONTAS
15	13	8	<b>READ-ALONG</b> WALT DISNEY 60204 (6.98 Cassette)	CINDERELLA
16	12	20	<b>VARIOUS ARTISTS</b> THE MUSIC OF DISNEY'S CINDERELLA WALT DISNEY 60886 (9.98/16.98)	
17	18	17	<b>VARIOUS ARTISTS</b> WALT DISNEY 60627 (9.98/16.98)	MICKY UNWRAPPED
18	23	20	<b>CEDARMONT KIDS CLASSICS</b> BENSON 217 (3.98/6.98)	ACTION BIBLE SONGS
19	15	25	<b>SING-ALONG</b> ▲ WALT DISNEY 60857 (10.98 Cassette)	THE LION KING
20	14	25	<b>VARIOUS ARTISTS FEAT. LEBO M</b> ● THE LION KING: RHYTHM OF THE PRIDE LANDS WALT DISNEY 60871 (10.98/16.98)	
21	19	16	<b>CEDARMONT KIDS CLASSICS</b> BENSON 218 (3.98/6.98)	SUNDAY SCHOOL SONGS
22	20	18	<b>MY FIRST SING-ALONG</b> WALT DISNEY 60623 (5.99 Cassette)	ACTIVITY SONGS
23	RE-ENTRY		<b>CEDARMONT KIDS CLASSICS</b> BENSON 216 (3.98/6.98)	BIBLE SONGS
24	21	13	<b>READ-ALONG</b> POCAHONTAS: LISTEN WITH YOUR HEART WALT DISNEY 60263 (6.98 Cassette)	
25	24	7	<b>VARIOUS ARTISTS</b> ▲ <sup>2</sup> DISNEY CHILDREN'S FAVORITES VOLUME 2 WALT DISNEY 60606 (9.98/13.98)	

Children's recordings: original soundtracks excluded. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units, with multimillion sellers indicated by a numeral following the symbol. Most albums available on cassette and CD. \*Asterisk indicates vinyl LP is available. Most tape prices, and CD prices for WEA and BMG labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. © 1996, Billboard/BPI Communications, and Soundscan, Inc.



## POLYGRAM REPORTS INCREASES

(Continued from page 6)

compared with other currencies during 1995.

The company says that, if expressed in terms of local currency, revenues were up by 9.2% and profits by 6.2%.

"Local currency growth is the true measure of PolyGram's fundamental growth," says a company statement, "as less than 5% of the company's revenues are derived from the Netherlands."

Nonetheless, Levy identified three other reasons that the company's results—as PolyGram warned in a statement issued shortly before Christmas—are not as good as might be expected. He said the second-half pop release schedule produced "a weaker than normal performance," several important albums were delivered late, and there was no major hit from the film division.

Levy declined to specify which albums had been disappointing, but commented, "Even the greatest names can make less successful albums." Of the late albums, he said, "This business is about talent, not product. The talent has to be satisfied with the creation, and so do we."

Levy added, however, that there was "nothing that would generate worries from a statistical point of view." He said that in 1994, the company produced 29 million-selling albums, while last year it made 31 million sellers. However, he pointed out that PolyGram's five biggest albums in 1994 sold a total of 29 million units, but last year the top five managed only 24 million.

Levy said, "This is not a downward curve. This is simply a mediocre result compared with what we are used to."

He said he anticipates world music market growth of 6%-8% this year, fuelled by the fast-emerging Eastern European, Asian, and Latin American markets and the growing CD penetration in southern Europe. Levy argued that PolyGram was in a good position to exploit this growth with a strong pres-

ence in Eastern Europe and Asia and its October acquisition of Rodven Records in Venezuela. Cook says Rodven has doubled PolyGram's share of the Latin American market.

Levy also anticipates expansion in mature markets, such as the U.K. and U.S. American growth will come, he asserted, after the problem of "too many" record stores has been "adjusted."

Levy added that PolyGram's operating margin on its core activities in music grew to 15% in 1995 and stated that while it was enjoying expansion in world markets, any successful company needs a healthy share of the U.S. market.

Its international successes included increased revenues in Japan, he stated, where third-party distributed product had been largely replaced by PolyGram's own or licensed repertoire.

Among the album successes of the year, Levy cited the Cranberries' "No Need To Argue," which, with an additional 7 million units in 1995, was the company's best seller. He also noted Bon Jovi's "These Days" (5.4 million); Janet Jackson's "Design Of A Decade 1986/1996" (4.3 million); and Boyz II Men's "II" (3.8 million).

While warning that PolyGram will need time to "gather steam" this year, Levy says albums are slated for the second quarter from the Cranberries and Lionel Richie. Also reported to be due in 1996 are new albums by Sting, U2, Def Leppard, and Bryan Adams.

PolyGram's corporate video, played at the announcement, said that the company's share of the world music market has grown from 7% before its acquisition of A&M and Island at the beginning of the '90s to 14%. It claims that PolyGram accounts for 40% of all classical sales.

*PolyGram reports in Dutch guilders. The exchange rate used in this story is 1.656 guilders to the dollar.*

## MCA'S GLOBAL EXPANSION

(Continued from page 6)

"We are open to aggressively moving into the Latin markets, and we would consider the possibility of purchasing companies in Latin America or distribution arrangements with independents," says Horowitz. "In addition, we'll go after established artists whose contracts have expired with other companies."

Spearheading MCA's foray into Latin America was Jorgen Larsen, president of MCA Music Entertainment International. Larsen, who established MCA's other international branches, says that MCA's entry into Latino music waters is propitious because there is an abundance of artist and label opportunities in the market.

"There are so many deals available all of the time, and that's what makes this part of the world fascinating," says Larsen, adding that Latino-rooted funk/rock act Rosco Martínez has been signed.

Heading MCA's offices in Latin America are Walter Kolm, managing director of MCA Argentina; Paulo Rosa, managing director of MCA Brazil; and Fernando Hernández, president of MCA Mexico.

Larsen says that he has "a lot of faith" in his young executive teams and that "it's very important to get some fresh blood in that part of the world."

Hernández, an industry veteran,

was hired, says Larsen, as an interim president until the Mexican label's 25-year-old GM, Arturo López Gavito, becomes more seasoned.

Larsen says that the impact of establishing an overseas branch is almost immediate.

"We have seen instantaneous sales increase 40%-50% in markets where we have set up," says Larsen. "In the first week that our Argentinian office was open, we had the No. 1 single with Raimundo Amador, our first signee with MCA Spain."

As in other parts of the world, BMG will handle manufacturing and distribution of MCA product until 1999. Larsen says BMG will be in charge of sales, but MCA has the option "to take over our own sales activities upon giving notice."

Horowitz says that "being in control of our own destiny is very important" in a region where two of world's top 10 music markets (Brazil and Mexico) are located.

"We will be able to give more specialized attention to our top-line international releases," says Horowitz, "while maximizing sales of our catalog, such as the Decca catalog, which has a significant number of Latin or Latin-influenced artists, such as Desi Arnaz and Carmen Miranda."

# Update

## CALENDAR

*A weekly listing of trade shows, conventions, award shows, seminars, and other events. Send information to Calendar, Billboard, 1515 Broadway, New York, N.Y. 10036.*

### FEBRUARY

Feb. 19, **The Brit Awards**, Earl's Court Exhibition Center, London.

Feb. 24-25, **First Ever Laserdisc Spectacular**, presented by Image Entertainment, Hollywood, Calif. 818-407-9100 x265.

Feb. 26, **Black History Month Workshops**, presented by ASCAP, New York. 212-621-6243.

Feb. 26-28, **Great Lakes Broadcasting Conference & Expo**, presented by the Michigan Assn. of Broadcasters, Lansing Center, Lansing, Mich. 517-484-7444.

### MARCH

March 4, **Ontario Assn. Of Broadcasters Annual Conference**, location to be announced, Ontario. 416-695-9236.

March 9, **Canadian Music Hall Of Fame Dinner And Awards**, presented by the Canadian Academy of Recording Arts and Sciences, Metro Toronto Convention Centre, Toronto. 416-485-3135.

March 10, **Juno Awards, 25th Anniversary**,

Feb. 27-March 2, **27th Annual Country Radio Seminar**, Opryland Hotel and Convention Center, Nashville. 615-327-4487.

Feb. 28, **38th Annual Grammy Awards**, Shrine Auditorium, Los Angeles. 310-392-3777.

Feb. 29, **Rhythm And Blues Foundation Seventh Annual Pioneer Awards**, Palladium, Los Angeles. 202-588-5566.

Copps Coliseum, Toronto. 416-485-3135.

March 12, **Nineteenth Songwriter Showcase**, presented by the Songwriters Hall of Fame and the National Academy of Popular Music, New York. 212-957-9230.

March 12, **ASCAP Presents: Music Publishing Info Session**, ASCAP, New York. 212-621-6414.

March 13, **View From The Top: Future Direction Of The Music Industry**, presented by the Assn. of Independent Music Publishers, Hotel Sofitel Ma Maison, West Hollywood, Calif. 818-842-6257.

March 13-17, **26th Annual ITA Seminar**, Arizona Biltmore, Phoenix. 212-643-0620.

March 19, **ASCAP Founders Award**, presented to Ashford & Simpson, Motown Cafe, New York, 310-829-9800.

March 17-20, **Winter Music Conference**, Fontainebleau Hilton Resort and Spa, Miami Beach, Fla. 954-563-4444.

March 22-25, **NARM Convention**, Sheraton Washington, Washington, D.C. 609-596-2221.

March 26, **ASCAP Presents: Music Publishing Info Session**, ASCAP, New York. 212-621-6414.

March 30-31, **Platinum Plantation Recording Industry Seminar And Demo Clinic**, Radisson Hotel, Atlanta. 770-368-3905.

### APRIL

April 2, **The Business Of Entertainment: The Big Picture**, presented by Schroder Wertheim and Variety, Hotel Pierre, New York. 212-492-6532.

April 16-18, **Replitech Europe 1996**, Jaarbeurs Congress and Convention Centre, Utrecht, the Netherlands. 914-328-9157.

April 20, **Music In Cyberspace Conference**, presented by New York chapter of NARAS, Marriot Marquis Hotel, New York. 212-245-5440.

April 26-28, **Second Adventures In Broadcasting Promotion Director's School**, seminar for radio marketing professionals, Sheraton Stamford, Stamford, Conn. 203-288-2002.

## LIFELINES

### BIRTHS

Girl, Katherine Jean, to **Ron and Michele Furmanek**, Feb. 1 in Hackensack, N.J. Father is a record producer who most recently worked in archive restoration on the Beatles' "Anthology" albums.

Girl, Sarah Adelaide, to **Bill and Deborah Bajohr**, Jan. 31 in Staten Island, N.Y. Father is head of legal affairs for San Juan Music Group.

Boy, Jack Nathan, to **Eddie Skuller and Janice Krasnow**, Jan. 26 in New York. Father is a singer/songwriter with Breath of the Earth Records.

Girl, Charlotte Amber, to **Samantha Way and Dave Lory**, Jan. 26 in London. Mother is international promotion

manager for Columbia Records/Sony Music Europe. Father is chairman/CEO of DE-EL Entertainment.

Boy, Sinclair Lawrence, to **Laura Pula Cook and Thomas Cook**. Mother is senior VP, business and legal affairs, for 20th Century Fox Home Entertainment.

### DEATHS

**Mercer Ellington**, 76, of a heart attack, Feb. 8 in Copenhagen. The son of Duke Ellington, he began managing his father's orchestra in the '60s and continued as its leader after the senior Ellington's death in 1974. In addition to working closely with his father, Ellington was a trumpeter and composer. He is survived by his wife, Lena, sons Paul and Edward, and daughters Mercedes and Gaye (see Jazz/Blue Notes, page 34).

## GOOD WORKS

**IN HER MEMORY: Rosalyn Weiss**, wife of veteran label owner/publisher Hy Weiss and mother of Barry Weiss, president of the Jive, Silvertone, and Verity labels, died of lung cancer Feb. 5 at the age of 63. Her family has requested that, in lieu of flowers, donations be sent to the T.J. Martell Foundation at 6 West 57th Street, New York, N.Y., 10019. In addition to Hy and Barry, Weiss is survived by her daughters, **Pamela Katz and Maureen Spergel**, and three grandchildren, **Michael, Lindsay, and Bradley**.

**EASTER SEAL FUND-RAISER:** Music of all types will be featured at the Easter Seal Network Celebration '96 fund-raiser. The event, formerly known as the Easter Seal Telethon, will offer 20 hours of programming from the Pasadena (Calif.) Civic Auditorium March 2-3 starting at 8 p.m. Hosting the event will be such personalities as **Pat Boone, Charlie Chase, Dick Clark, and Martha & the Vandellas, and Ralph Carmichael** will conduct an orchestra. Last year, the event raised \$53.7 million to support Easter Seal's community-based rehabilitation programs and services designed to help children and adults with disabilities

achieve maximum independence.

**TRACY CHAPMAN CONTEST:** Singer/songwriter Tracy Chapman wants more than 5 million schoolchildren in grades 6-12 to think about the power of the written word through Scholastic's third "Write Lyrics" contest. Students are asked to submit one completed song lyric. Chapman will select the grand-prize winner and visit his or her school for a private performance. Microsoft, which, along with Elektra and Warner Music Group, is sponsoring the contest, will award the grand-prize winner a personal computer and software. Microsoft will also give computers and software to the schools of the two first runners-up. Kids can communicate online with Chapman on the Scholastic Network. Contact: **Gabrielle Torello** at 212-343-6897, **Sherry Ring Ginsberg** at 212-275-4159, or **Ellen Smith** at 415-776-3307.

**HIGH NOTE FOR LUNDVALL:** **Bruce Lundvall**, president/CEO of Blue Note Records, along with artists **Cecil Payne, Marian McPartland, and Jonah Jones**, will receive the Annual Lifetime Achievement Award from the Jazz Foundation of America

on Friday (23) at New York's Algonquin Hotel. The event will be preceded by a Town Hall concert, "An Evening Of Cool Jazz, Pop And Swing." The foundation was established in 1989 with the goal of assisting jazz artists in coping with their medical, financial, and career-development needs, as well as promoting interest in the music, history, and performing artists of jazz. Contact: **Gary Morgenstein** at 212-492-1923.

**SOMETHING SPECIAL:** The VH1 "Lift Ticket To Ride," a celebrity ski challenge and concert, will take place in Vail, Colo., Friday (23)-Feb. 25 to benefit Special Olympics. The concert will include performances by members of **Deep Blue Something, Gin Blossoms, Hootie & the Blowfish, Toad The Wet Sprocket, Sheryl Crow, and Jewel**. VH1 expects to donate \$50,000 to the charity. Sponsors for the "Lift Ticket To Ride" are AT&T, Irish Spring, and Toyota. The Special Olympics were established in 1968 to provide an international program of year-round sports, training, and athletic competition for children and adults with mental retardation. Contact: **Abbie Joseph** at 212-846-7879 or **Scott Acord** at 818-505-7852.



# The Enter\*Active File

MERCHANTS & MARKETING

## Philips' CD-ROM Pass To The H.O.R.D.E. Tour

BY BRETT ATWOOD

LOS ANGELES—Philips Media is taking the traveling H.O.R.D.E. music festival to a new destination—the home computer. “All Access: The H.O.R.D.E. Festival CD-ROM” contains live performances by Blues Traveler, Sheryl Crow, the Dave Matthews Band, and Ziggy Marley & the Melody Makers.

The two-disc CD-ROM, which will retail for \$34.95, aims to emulate the look and spirit of the annual live music event and will be available at computer and music retailers March 12.

Philips captured the live performances contained on the CD-ROM during the 1995 H.O.R.D.E. (Horizons of Rock Developing Everywhere) trek. Tour headliners the



Philips Media's “All Access: The H.O.R.D.E. Festival CD-ROM” will be sold in both airbox and jewel-case packaging.

Black Crowes were originally scheduled to be on the multimedia disc, but licensing complications kept them from appearing on the final product.

To access most of the music on

the CD-ROM, computer users must search through a virtual version of the H.O.R.D.E. grounds to find a hidden “backstage pass.” The disc uses Apple's QuickTime VR Navigation technology to simulate travel through the game's music-themed environment.

At one point in the game, Blues Traveler's John Popper baits the player into a strange, psychedelic forest. The player must navigate a disorienting maze filled with twists and turns while an eerie voice nags him or her to find the exit.

Game players who are less skilled (or less patient) can play the audio tracks of the CD-ROM's performances on the audio portion of the bonus enhanced CD, which is bundled with the game.

However, as with the H.O.R.D.E.

tour itself, music is not the only part of the experience. The H.O.R.D.E. CD-ROM includes the festival's activist tents, which hawk everything from hemp clothing to political ideology.

Once inside one of the virtual tents, computer users can instantly order merchandise or volunteer their services by modem.

“We could not have accurately conveyed the entire H.O.R.D.E. experience without them,” says Michael Kushner, senior VP/GM for multimedia music at Philips Media Software. “For the organizations that are participating, this is a unique opportunity to put their messages out on CD-ROM.”

An “Aural Fixation” tent contains a jukebox with samples from about 40 bands that have played the H.O.R.D.E. festival in the past.

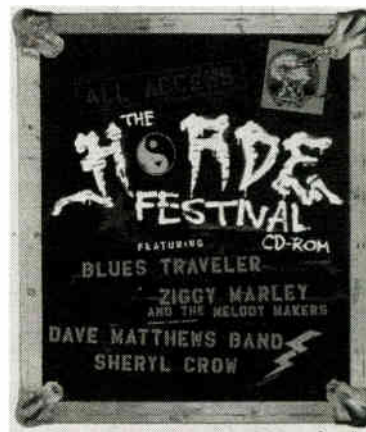
The disc also contains a cookbook of recipes from members of many H.O.R.D.E. acts.

To build awareness for the product, Philips mailed promotional videocassettes about the H.O.R.D.E. tour and CD-ROM to music and multimedia retail stores in early February. The video, which aims to educate salespeople about the forthcoming title, contains a H.O.R.D.E. tour trivia contest with a prize of a multimedia computer.

In mid-February, Philips followed up its aggressive retail campaign with an in-store display contest. In-store demonstrations will provide a platform for a second contest in mid-March.

Kushner says Philips is thinking about creating a music video from the CD-ROM product.

In addition, Philips is mailing



The look and feel of the H.O.R.D.E. tour is recreated on CD-ROM. Players can navigate through festival grounds and visit a concert stage, tour bus, and activist tents in search of a hidden backstage pass.

product fliers directly to potential consumers who attended last year's H.O.R.D.E. festival. Philips gathered the names and addresses of many concertgoers when it set up its own booth at the event in 1995.

The CD-ROM will be sold at the 1996 H.O.R.D.E. tour, according to Steven Sandborg, VP of marketing for Philips Interactive Media.

## Pages Black In Protest

**INTERNET BLACKOUT:** Several Internet World Wide Web sites went black Feb. 8 in protest after President Clinton signed the telecommunications bill that threatens to have sweeping effects on the freedom to exchange information on the Internet.

The home pages of many record labels, including Reprise Records, contained blue ribbons to symbolize the companies' sentiments for 48 hours after the signing.

Some major computer companies remained noticeably neutral in the protest, including Microsoft, Apple, IBM, Netscape, and Silicon Graphics.

Most protesting sites changed their background color to black, with many containing white lettering that read, “Why is this page black?”

Computer users who clicked on that question found the answer at a Web site for the Coalition to Stop Net Censorship.

**VIRTUAL BARBIE:** Toy maker Mattel will launch a line of multimedia software and coin-operated products known as Mattel Media.

“Now is the right time for us to do this,” says Mattel Media president Doug Glen. “The multimedia industry is only now becoming a mass-market business.”

Some of the first products to come from the new company will target the untapped girls' software market, according to Glen.

The first title to ship will be “Barbie Fashion Designer,” which allows children to design and print their own fashions on printer-compatible fabrics.

Among the other brands that are expected to be extended to multimedia are Fisher-Price, Hot Wheels, and Cabbage Patch Kids.

The first Mattel Media titles are expected to hit mass merchants, as well as conventional computer retailers, in fall 1996. Pricing on the titles will be \$19-\$35, according to Glen.

**ROCKET REPORT:** San Francisco-based Rocket Science Games has announced several staff changes, as it restructures its operations following the departure of co-founder Peter Barrett. Among the new hires are Sand Castle founder Will Harvey, who joins as VP of engineering; Sierra VP of creative development Bill Davis, who is the new VP of product development; and OnLive! chairman/CEO Keith Schaefer, who joins as executive VP of sales and marketing.

Past Rocket Science games have emphasized the use of full-motion video. The company is refocusing its product development on creating games based on other technologies.

**TELEBASE MERGER:** Online and interactive developer Need to Know Inc. (N2K) and Telebase Systems Inc. have merged under the name N2K Inc.

The new company will release enhanced CDs that incorporate content from N2K's Web sites, such as Jazz Central Station and a forthcoming rock-themed music site. N2K Inc. plans to release four titles in 1996 through conventional and electronic retail outlets, according to N2K's Larry Rosen.

## Industry Execs Back Performance Right Act Online Services Ask For Infringement Exemption

BY BILL HOLLAND

WASHINGTON, D.C.—Music publishers and performance rights group officials testified at a hearing on Capitol Hill Feb. 5 to voice support for an information superhighway copyright-protection bill.

H.R. 2441, the National Information Infrastructure Act, would ensure that the digital performance right act is protected. In addition, the definition of distribution rights in current copyright law would be expanded to include electronic transmission distribution, such as material carried by online services.

It would also ensure that those who willingly violate copyright laws in the digital age can expect to receive fines or go to jail.

The bill establishes criminal penalties for pirates who remove or alter copyright management “license plate” information on product. It calls for civil penalties for those who willingly allow the distribution or download of unauthorized recordings or try to circumvent copyright protection systems or avoid licensing pay-

ments through the use of “black box” devices.

The bill would still allow for “fair use” exemptions in the present Copyright Act but does not address changes in the law that would further define copyright infringement liability for online services.

However, the passage of the bill this session might be in jeopardy because lawmakers have begun to hear from the computer online subscription services and Internet access market companies that would like an exemption from infringement statutes unless copyright owners could prove that they had actual knowledge of infringing activity.

“The bill needs more balance,” said Rep. Frederick Boucher, R-Va., at the hearing. “Without these companies being appropriately treated, it's going to run into big problems. It's the only course to passage this year.”

Boucher said that some companies would be unable to monitor the “tens of thousands of daily postings” by system users and that others might be considered infringers under current law for making “transitory

copies” available.

However, Ed Murphy, president of the National Music Publishers' Assn., argued that no changes are needed. “Under current law, courts are directed to, and do, consider the ‘innocence’ or ‘willingness’ of the infringer in relation to the award of statutory damages and attorneys fees,” he said at the hearing.

Moreover, Murphy added, “the online services and their allies have not explained how copyright will be enforced” if such amendments were to be added. “In our view,” he added, such exemptions “would encourage commercial interests that facilitate uses of works to turn a blind eye toward unlawful activities of services and individuals operating on or using their systems.”

Top officials at the Recording Industry Assn. of America were out of town and unable to attend the hearing, although a representative reiterated RIAA support for the measure.

The pending bill, which would essentially update the current Copyright Act, is the legislative outgrowth of the administration's White Paper report on Intellectual Property Rights released last fall (Billboard, Sept. 16, 1995).

Most of the music industry wrangling over the type and extent of protection that should be offered took place last year at a series of regional meetings hosted by the authors of the White Paper. The report showed that current copyright law is basically sound.

The bill's provisions dealing with pirates and those intending to avoid fees are clear, however. Criminal penalties for fraud, such as stripping or altering encryption information, include fines of up to \$500,000 and a five-year jail sentence for one violation. Civil penalties for those who try to override “black box” protection systems range from \$250 to \$2,500.



**Revealing Sounds.** Reveal Computer Products is teaming with Warner Bros. and Reprise Records to promote its new Theatra line of multimedia speakers. An in-store display unit lets consumers sample multimedia sound from a sampler disc that contains artists on both labels. The disc will also be given away to those who purchase the speakers. The promotion is running at Best Buy, Circuit City, Sears, Egghead Software, and other retail outlets.



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## Video Music Inc. Thriving On Longform Alternative Specialist Sees Future In Laser, CD-ROM

BY CATHERINE APPLEFELD OLSON

WASHINGTON, D.C.—For most independent special-interest labels, longform music video fills one of a handful of programming niches. But for Norristown, Pa.-based Video Music Inc., it's the only game in town.

And this positions the small company well in an age of shrinking availability of music video product from the major labels (see story, page 47).

Video Music president Tom Seaman founded the label and its sister company, Music Video Distributors, nine years ago, after he became taken with the idea of laserdiscs while employed as a buyer/merchandise manager for the Sam Goody chain. "I saw the future of the music business in laserdiscs and the visual medium, and that started the ball rolling," he says. Laserdisc, meanwhile, has taken a back seat to prerecorded cassettes.

Today, Video Music, which Sea-



The staff of Video Music and Music Video Distributors in Norristown, Pa., includes, in the bottom row, from left, Eve Seaman, president Tom Seaman, and Elinor Seaman. In the top row, from left, are Dave Hall, Mike DeMonte, Ed Seaman, and Steve McQuirns.

man says experienced its best year ever in 1995, specializes in alternative rock, much of it imported from Europe via exclusive U.S. distribution arrangements with such labels as Berlin-based K7 and U.K.-based Jungle. Other music companies with which VMI has exclusive arrangements include New York-

based AVMS and Northern California-based M.Bredt.

"We had the most fabulous year in our company's history, strongly due to some of the excellent indies and exclusive product made available to us," Seaman says. "In most cases, we work with smaller companies that hear about us through our distribution deals, or we contact them."

Recent titles have included longforms by such acts as U.K. pop sensation Oasis, U.S. noise rock act the Cows, German techno act X-Mix-5, and the cult reggae film "Rockers." Although the company has multitalent deals with some of the labels it works with, most of its agreements are on a video-by-video basis.

Video Music's efforts, which  
(Continued on page 59)



**Sealed With Lots Of Kisses.** The nearly 10,000 John Smiths reached by the U.S. Postal Service received at least one Valentine Day's card, courtesy of Buena Vista Home Video and Irene Bedard, the voice of "Pocahontas." The cassette edition, a highlight of the spring sell-through season, drops anchor at retail Feb. 28. Buena Vista says the card was created to salute those who share the name, if not the rank, of Pocahontas' British friend, Capt. John Smith.

## Direct-To-Video Releases Need Promotional Backing

BY TRUDI MILLER ROSENBLUM

NEW YORK—Suppliers and retailers rhapsodize over direct-to-video releases (Billboard, Feb. 17), but titles without theatrical pedigrees don't sell themselves. Even consumers bent on building cassette libraries need guidance, so vendors pull out the promotional stops.

Sony Wonder's strategy is "a lot of [point-of-purchase materials], price, positioning, television commercials on local stations and on cable, and a lot of cross-promotions," says executive VP/GM Ted Green. "Cross-promotions are very important because of the need for exposure."

The Lyons Group's Barney titles hardly need added awareness, but the upcoming "Barney's Talent Show" will be supported with the "Super-Dee-Duper Purple Ticket Instant Win Game." Inside each video is a purple ticket that tells the consumers if they have won a prize, including trips to Universal Studios Florida; a complete set of every Barney book, video, and plush doll currently in production; and a set of Barney bedding.

In addition, customers who purchase specially marked packages of "Barney's Talent Show" will receive three free issues of Barney Fan Club News, a coupon for \$3 off Barney's next Classic Collection video, and a discount on a Universal Studios vacation. In-store P-O-P includes a 6-foot display with a Barney standee, dolls, and 48 "Talent Show" videos.

That's what it takes, says Just for Kids president Noel Bloom. "It's pretty easy when you're releasing something like 'G.I. Joe: The Movie,' where it's a licensed popular character people know about. For our other titles, we try

to get a lot of reviews, and we spend a lot of time and energy educating people that a children's title doesn't have to be in theaters or on TV to be a quality program."

Bloom continues, "We're doing some magazine and radio advertising, mainly in the free magazines you get at video stores. The next level will be advertising in consumer magazines and on TV, usually early morning on the networks, 7:00 or 8:00 a.m., then after 11:00 p.m. to catch the parents."

At GoodTimes Home Video, the effort is inversely proportional to the depth of a character's cultural roots. "We, as a company, are not heavily involved in marketing a lot of our products. Many of our videos are based on famous stories, such as Snow White and Cinderella," says senior VP Jeff Baker. "Most of our effort goes into the actual packaged-goods process, creating eye-catching display vehicles in stores and working with the retailers to get the best location."

"If a consumer comes in the stores and sees a big display in a very visible location and picks up the video, and it's Snow White with beautiful artwork, there's no education required. He knows the story of Snow White."

Like most direct-to-video suppliers, GoodTimes keeps prices in the \$10-\$15 range to encourage impulse purchases. Rental titles are treated differently, often as an afterthought to theatrical releases.

"In the case of the original 'Darkman' and the original 'Tremors,' both were successful theatrically but were much more successful as video titles. They found their true audience in the video market," says

(Continued on next page)

## PolyGram Sets Hopes On Wishbone; 'Alien Empire' Creeping Into Stores

**W**ONDER DOG: PolyGram Video has set some ambitious goals, even for an educated dog like Wishbone, star of the self-titled PBS series that introduces children to literary classics. The New York-based vendor expects to ship 500,000 copies of the first four "Wishbone" titles, which street Feb. 27 at \$12.95 suggested list, and as many as 1 million by mid-year, says president Bill Sondheim.

We should not be surprised: This column touted Wishbone as a blue-ribbon candidate for home video a year ago after learning of it from producer Big Feats! Entertainment, a resident of the House That Barney Built.

According to Laura Smith, PolyGram Video managing director of children's programs, PolyGram considers the 40-program series "the hottest program on TV right now." Translating the heat to cassette sales isn't as easy as A,B,C, however. "The competition is tough out there," she says, especially with the February arrival of Sony Wonder's repackaged Sesame Street label.

Easing the way is a joint promotion with Harper Paperbooks, a division of HarperCollins, which will introduce abridged editions of Wishbone selections this spring. At \$3.99 and 164 pages, the books should share "most channels of distribution," says Smith. "It makes it exciting to put them in an endcap together." One possible drawback: The release dates of book and video titles don't necessarily match. "That would make sense, but they had their own agenda," she says. When school reopens next fall, other licensed product should be in place. "By the end of the year, you could see" Wishbone shops, Smith says.

**C**REEPING, CRAWLING . . . SELLING? Time Life Video & Television, master of direct response, has set loose an "Alien Empire" at retail. If consumers buy the three-tape series with the "Star Wars" trilogy in mind, so much the better.

"Alien Empire" is actually an insect documentary, but special-interest videos need a sales hook, so TLV is playing up the science-fiction angle. "It's very sci-fi-oriented packaging," notes TLV VP of brand development Madeleine Boyer, who claims program content doesn't cheat. "It's a 'War Of The Worlds' kind of show with humans vs. insects."

Direct response will account for the bulk of "Alien Empire" sales, but TLV has launched a major retail effort. It has even taken space on the Sei-Fi Channel's World Wide Web site on the Internet, offering Net surfers a "cyberspace refund coupon" for \$5 off the \$49.99 list price. Boyer says the coupon can be downloaded, printed, and redeemed at any store carrying "Alien Empire."

About 1,000 outlets stocked it when PBS broadcast the show Feb. 11-13, including Borders, Best Buy, the Musicland Group's Suncoast Motion Picture and Media Play chains, Nobody Beats the Wiz, and Warehouse, Boyer says.

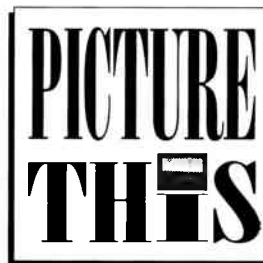
One retailer is bringing bugs to the people. Borders hired Tustin, Calif., entomologist Susan Key (aka "Dr. Sue") to show off some of her pets—including an African praying mantis that eats crickets on cue, 8-inch African millipedes, and 3-inch Madagascar hissing cockroaches—at

three stores in the L.A. area.

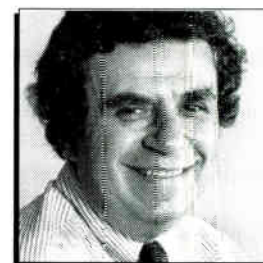
**D**INOSAUR NO MORE: Talk about raising Lazarus. Los Angeles-based Variety buried Blockbuster in the La Brea tar pits a few years back, calling the chain a dinosaur in a dying industry. The trade weekly postulated, at great length, that home video was about to be devoured by video-on-demand, then a favorite example of the soon-to-be-everywhere information superhighway.

As of the Feb. 12 issue, resurrection was in vogue. A story titled "Blockbuster Stares Down Street Savants" said that the Viacom subsidiary "continues to churn out cash like a vast oil strike" and that new at-home entertainment technologies, such as VOD, wouldn't crowd the chain for another 10 years. It chided Wall Street for downgrading Viacom stock because of a weak fourth quarter filled with low-margin sell-through titles. Christmas comes but once a year, "a blip on the video radar screen for Blockbuster," whose strength is rental. The article's continuation on another page was headlined, "Demise Of Video, B'buster: Highly Exaggerated."

**'D'** IS FOR DEMOS: Philips Media senior VP Emiel Petrone has been tapped as the keynote speaker for Digital Hollywood, being held in Los Angeles Tuesday-Thursday (20-22). He'll talk about the data potential of DVD.



by Seth Goldstein





# MCA/Universal Hopes Tape Buyers Will Dig Deep For 'Earthworm Jim'

BY EILEEN FITZPATRICK

LOS ANGELES—Anyone who has hung around kids between the ages of 4 and 12 knows the ability to gross each other out ranks high on the entertainment scale. So a slimy character named Earthworm Jim and his cronies Snott and Queen Slug-for-a-Butt should fit the bill.

At least that's what MCA/Universal Home Video is counting on with its April 9 release of the animated series "Earthworm Jim." Introduced in 1994 as a video game, the character debuted on a Saturday morning cartoon last September on the Warner Bros. Kids Network.

MCA will release four tapes, each containing two episodes. Retail price is \$9.98 each. Individual cassettes also contain interviews with the creators and animation team behind the series.

To help this worm turn, MCA has enlisted toy manufacturer Playmates, Fler/Skybox Trading Cards, and

Taco Bell to promote the video arrival through various tie-ins scheduled this spring. Playmates, which introduced a line of "Earthworm Jim" action figures in conjunction with the TV debut, will offer a limited-edition action figure when consumers purchase any two cassettes in the series.

Playmates is advertising the videos on boxes of the eight "Earthworm Jim" toys already in stores. In addition, the tapes will be plugged on packages of the new CD-ROM game versions of "Earthworm Jim," due in March, and the Sega Saturn edition scheduled for release in April. The tapes, meanwhile, are being packed with video-game tips and tricks.

The Taco Bell fast-food chain has scheduled a \$1 million TV campaign to promote the four "Earthworm Jim" tapes via an estimated 8 million premiums available from March through May.

Finally, Fler/Skybox will supply MCA with four "Earthworm Jim"

trading cards that are exclusive to the series and will be included in each video. The card and toy offers will be noted on cassette boxes and floor and counter displays. MCA expects Fruit of the Loom, Hallmark, and Marvel Entertainment to join the list of licensees down the road.

The studio also has sell-through plans for the theatrical release "Balto," due April 2 at \$19.98 suggested list. Featuring the voices of Kevin Bacon and Bridget Fonda, the Steven Spielberg production tells the true story of Balto, the leader of a team of sled dogs that hauled life-saving serum to Nome, Alaska, during a 1925 diphtheria epidemic.

MCA is supporting the title with a program targeted to 10,000 elementary schools. Teachers in grades 2-4 will receive a "Balto" educational packet containing material on social studies, activity sheets, and a wall poster incorporating the movie into classwork.

## SELECTIVENESS, LOW PRICES BOOST VIDEOS

(Continued from page 47)

Lower price point and all, the country genre continues to be an anomaly in the shrinking longform music video market.

"We have done a lot in correlation with Atlantic Nashville," Stimmel says, noting the success stories of videos featuring Tracy Lawrence, Travis Tritt, and Little Texas. "Music video is a fanatical business, and country is more of a fanatical genre. It also allows us to be a mass-market type of business, with distribution in the Wal-Marts of the world."

"The country fan is more interested in buying a video than the other music fans seem to be," Freehauf says, citing PolyGram's success with Billy Ray Cyrus and, more recently, Shania Twain.

All labels agree that maintaining consumer awareness is a key ingredient in keeping longform music video alive. PolyGram has been among the most aggressive promoters with its "Video Worth Listening To" campaign, which encourages consumers to think of music video as

an audio medium as well as a visual one via product that cannot be "heard" anywhere else.

The campaign, which the label introduced in 1994 with a video-only U2 concert, includes, among other elements, on-screen instruction of how consumers can wire their TV to their stereo. "We took a step back and tried to figure out what was wrong with the format and thought maybe people weren't using it properly," Freehauf says. "We need to educate people about the medium, and perhaps it will inspire them to purchase more music video product."

One promotional campaign with which Stimmel has had success is previewing longforms on college campuses. WarnerVision recently held screenings of "Hootie & The Blowfish: Summer Camp With Trucks" at 45 campuses across the country. "Hootie has a huge college following, and the 'tour' helped create a buzz on the video," he says. "We'll definitely do that again."

Timing is an art in the promotion

of a longform. "The most successful marketing campaigns are always those for music videos that are released simultaneously with an audio release, so you can take advantage of cross-promoting," Faraci says.

Sony releases the majority of its longforms in conjunction with a new audio title, Pierce says. "Whenever we have a project and can couple it with an audio, we do. We make an attempt to work our projects that way."

Ironically, the small indie labels have felt less of a squeeze than their major-label counterparts. Tom Seaman, president of the Norristown, Pa.-based Music Video Inc., which specializes in import alternative-rock product, says, "The majors have borne the brunt of developing the music video industry, and, as a result, they have become gun-shy about releasing product," he says. "But I'm very bullish on this industry. Our market continues to expand constantly, and we are now active in selling CD-ROM product and laserdiscs as well."

Seaman says VMI currently ships about the same amount of product as it did at its inception nine years ago. For its recent Oasis concert video, for example, the company shipped close to 10,000 units (see story, page 56).

MPI Home Video, which dabbles in music product with such releases as "The Judds' Farewell Concert" and the Beatles' "A Hard Day's Night," also is content with the current climate.

"We don't do a whole lot of music video, so we have not really felt a squeeze," says Sam Citro, VP of sales at MPI. "But the relationships we've developed through the years, with the companies that deal with the Judds, the Beatles, almost guarantee we'll continue to be in this business."

## DIRECT-TO-VIDEO

(Continued from preceding page)

MCA/Universal Home Video marketing VP Craig Relyea.

"With 'Darkman II: The Return of Durant' and 'Tremors II: After-shocks,' we're taking advantage of an existing awareness of a theatrical property that already has a core group of fans out there that are anxious for a sequel exclusive to video. These kinds of titles are great opportunities for retailers because the feature films created the audience," he says.

New Line Home Video had a similar experience with "Poison Ivy." The movie, starring Drew Barrymore, was tested theatrically in a few locations

and then went straight to video, where it enjoyed "the highest turns per copy the industry had experienced," says president/COO Steve Einhorn.

"When we came out with 'Poison Ivy 2,' we had Alyssa Milano, who had a strong recognition factor in her own right, combined with a sequel to a film the retailers had made a lot of money on," he notes.

That is a good model for direct-to-video success, but timing is also important: New Line's campaign for "Detonator 2" was built around actor Pierce Brosnan, the star of MGM/UA's hit "Goldeneye."

# Top Video Rentals

COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE RENTAL REPORTS.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE (Rating)	Label Distributing Label, Catalog Number	Principal Performers
			★★★ No. 1 ★★★		
1	1	5	THE NET (PG-13)	Columbia TriStar Home Video 11613	Sandra Bullock
2	5	3	WATERWORLD ◊ (PG-13)	MCA/Universal Home Video 42680	Kevin Costner Dennis Hopper
3	2	7	DIE HARD WITH A VENGEANCE (R)	FoxVideo 885B	Bruce Willis Samuel L. Jackson
4	6	4	NINE MONTHS (PG-13)	FoxVideo 8924	Hugh Grant Julianne Moore
5	3	6	SHOWGIRLS (NC-17)	MGM/UA Home Video 905525	Elizabeth Berkeley Kyle MacLachlan
6	4	7	CLUELESS (PG-13)	Paramount Home Video 33215	Alicia Silverstone
7	12	3	JADE (R)	Paramount Home Video 3296B	David Caruso Linda Fiorentino
8	33	2	DESPERADO (R)	Columbia TriStar Home Video 11653	Antonio Banderas
9	35	2	SOMETHING TO TALK ABOUT (R)	Warner Home Video 14217	Julia Roberts Dennis Quaid
10	7	3	INDIAN IN THE CUPBOARD (PG)	Columbia TriStar Home Video 11640	Hal Scardino David Keith
11	11	10	SPECIES (R)	MGM/UA Home Video 905208	Ben Kingsley Natasha Henstridge
12	8	7	FIRST KNIGHT (PG-13)	Columbia TriStar Home Video 71173	Sean Connery Richard Gere
13	10	13	CRIMSON TIDE (R)	Hollywood Pictures Home Video Buena Vista Home Video 5255	Denzel Washington Gene Hackman
14	14	11	APOLLO 13 ◊ (PG)	MCA/Universal Home Video Uni Dist. Corp. B241B	Tom Hanks Kevin Bacon
15	9	7	MORTAL KOMBAT-THE MOVIE (PG-13)	New Line Home Video Turner Home Entertainment N4310	Christopher Lambert Talisa Soto
16	13	7	JUDGE DREDD (R)	Hollywood Pictures Home Video Buena Vista Home Video 5261	Sylvester Stallone
17	18	3	LORD OF ILLUSIONS (R)	MGM/UA Home Video 905200	Scott Bakula
18	16	17	WHILE YOU WERE SLEEPING (PG)	Hollywood Pictures Home Video Buena Vista Home Video 5396	Sandra Bullock Bill Pullman
19	15	13	DOLORES CLAIBORNE (R)	Columbia TriStar Home Video 74753	Kathy Bates Jennifer Jason Leigh
20	17	11	CONGO (PG-13)	Paramount Home Video 33038	Dylan Walsh Laura Linney
21	19	10	FORGET PARIS (PG-13)	Columbia TriStar Home Video 11993	Billy Crystal Debra Winger
22	NEW▶		KIDS (NR)	Vidmark Entertainment 6311	Not Listed
23	21	4	PRIEST (R)	Miramax Home Entertainment Buena Vista Home Video 5325	Linus Roache Tom Wilkinson
24	20	7	THE ENGLISHMAN WHO WENT UP A HILL BUT CAME DOWN A MOUNTAIN (PG)	Miramax Home Entertainment Buena Vista Home Video 525B	Hugh Grant Tara Fitzgerald
25	22	14	BAD BOYS (R)	Columbia TriStar Home Video 10713	Will Smith Martin Lawrence
26	34	2	THE BIG GREEN (PG)	Walt Disney Home Video Buena Vista Home Video 6693	Steve Guttenberg Olivia d'Abo
27	24	17	TOMMY BOY (PG-13)	Paramount Home Video 33131	Chris Farley David Spade
28	23	11	JOHNNY MNEMONIC (R)	Columbia TriStar Home Video 73473	Keanu Reeves Dolph Lundgren
29	28	7	THE SECRET OF ROAN INISH (PG)	Columbia TriStar Home Video 50923	Jeni Courtney
30	NEW▶		ROOSTERS (R)	Cabin Fever Entertainment CF147	Edward James Olmos Sonia Braga
31	32	15	THE SANTA CLAUSE (PG)	Walt Disney Home Video Buena Vista Home Video 3633	Tim Allen
32	NEW▶		A KID IN KING ARTHUR'S COURT (PG)	Walt Disney Home Video Buena Vista Home Video 5938	Thomas Ian Nicholas
33	26	22	PULP FICTION (R)	Miramax Home Entertainment Buena Vista Home Video 1438	John Travolta Samuel L. Jackson
34	40	5	SAFE (R)	Columbia TriStar Home Video 11843	Julianne Moore
35	36	7	THE LAND BEFORE TIME III ◊ (PG-13)	MCA/Universal Home Video Uni Dist. Corp. B2413	Animated
36	37	18	ROB ROY (R)	MGM/UA Home Video 905228	Liam Neeson Jessica Lange
37	NEW▶		UNDER SIEGE 2: DARK TERRITORY (R)	Warner Home Video 13665	Steven Seagal
38	30	5	THE GLASS SHIELD (PG-13)	Miramax Home Entertainment Buena Vista Home Video 5264	Michael Boatman Ice Cube
39	27	6	BELLE DE JOUR (R)	Miramax Home Entertainment Buena Vista Home Video 5923	Catherine Deneuve
40	25	19	FRENCH KISS (PG-13)	FoxVideo 8823	Meg Ryan Kevin Kline

◆ ITA gold certification for a minimum of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units and \$1 million at suggested retail for nontheatrical titles. ◊ ITA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles. © 1996, Billboard/BPI Communications.



# 'Laserdisc Spectacular' To Celebrate Format In L.A.

**MEGA LASER SALE:** Image Entertainment has organized the "First Ever Laserdisc Spectacular," a massive promotion of the format set for Saturday (24)-Feb. 25 at the Paramount Pictures lot in Hollywood, Calif.

Most major video labels and several large consumer electronics firms will participate. Disney, 20th Century Fox Home Entertainment, Voyager Company, Columbia TriStar, MCA/Universal, MGM/UA, Paramount, Pioneer Entertainment, Pioneer Electronics, PolyGram Video, Warner, Denon Electronics, Harman Kardon, Polk Audio, Thomson Consumer Electronics, and Yamaha Electronics are among those that will be displaying product and selling laserdisc players and software at substantial discounts.

"It is my intent to draw attention to the benefits of laserdisc and offer consumers a venue in which to acquaint themselves with the format," says David Borshell, Image senior VP of sales, marketing, and operations. Hundreds of discounted titles, including top-selling catalog product, will be offered for sale.

Entry-level combi-players will be bundled with software and sold at low prices. There will also be tours of the Paramount lot, celebrity appearances, and giveaways of hardware and discs. A portion of the proceeds will go to the Permanent Charities Committee.

For information about the event, call 818-407-9100, extension 450.

**DVD SPECIAL EDITIONS:** Many questions remain about DVD's visual quality once it gets in the home. And it is unclear whether the new 5-inch format will be able to deliver the quality freeze-framing and step-forwarding, features necessary for laserdisc special editions.

If the format lives up to expectations, then Voyager, Lumivision, and MGM/UA, and others will release movies with supplementary materials on DVD. Last year, Lumivision launched a special-edition laserdisc of the action/horror film "The Hidden," replete with an audio commentary and other extras. "It will be one of our early releases on DVD as a special edition," says Lumivision president Jamie White. "But we don't know yet how we'll lay [supplementary material] out, because it depends on the architecture they finally approve for DVD, the technical specifications."

"If the technology is everything it promises, we are hoping to launch a version of the Criterion Collection on DVD," says Voyager spokesman Paul

Klinger, "but it's still a long way off, and we're not completely confident that DVD will offer as many options as laserdisc. We don't even have a working player in our office yet, and we can't produce a DVD edition without knowing what the final result will be."

Voyager invented the laserdisc special edition in 1984 and inaugurated the digital home video era in 1992, when it released the first feature film on CD-ROM, Ron Mann's documentary "Poetry In Motion." It has since released other movies, including "A Hard Day's Night," on CD-ROM and will launch interactive versions of "King Kong" and "A Night To Remember" on that format this year.

The company has the DVD rights to titles from co-owner Janus Films and, says Klinger, plans to develop other titles with Image and license them together. He says the Voyager/Image deal may include DVDs and possibly "more interactive" CD-ROM and DVD-ROM releases.

George Feltenstein, MGM/UA senior VP of worldwide operations, is extremely upbeat about both the laserdisc and DVD formats. MGM/UA is "planning to release at least 50 titles at the time of the DVD launch, and that will include a couple of special editions," Feltenstein says. "We were the first to letterbox in laserdisc, and we'll be a [special editions] leader here."

**LASER CONFAB:** U.S. Laser Video Distributors will host its second Laserdisc Conference and Exhibition April 20-21 at the Sheraton Tara Hotel in Parsippany, N.J.

The meeting should draw 300 attendees and will include a cocktail party hosted by Columbia TriStar, a dinner sponsored by Warner, a dance party hosted by DK Karaoke, a breakfast presentation from MCA/Universal, and a Pioneer Electronics presentation in which Pioneer's Mike Fidler will field questions about laser and DVD. For information, contact event coordinator Rosemary Ortiz at 800-LASER-91, extension 2227.

U.S. Laser is also launching a retail outlet. The Laser Video Store will open its doors March 1 in Fairfield, N.J., with 2,000 square feet of retail space and "a couple of media rooms with AC-3 and THX," says CEO David Goodman.

"We'll be selling laserdisc hardware and have laser software for both sale and rental. When DVD is ready, we'll be selling it too, and we'll have a room where we'll compare them to show consumers the difference."

## LASER SCANS

by Chris McGowan

**BOND DELUXE:** Don't miss MGM/UA's laserdisc special edition of "Goldfinger" (1964, wide, digital video transfer, THX, sides 1-4 CAV, \$99.98), which includes two audio commentaries (director Guy Hamilton and cast on analog one, the production crew

on analog two), behind-the-scenes footage, and two making-of documentaries. The James Bond epic looks and sounds better than it has in years.

**SONY MUSIC VIDEO** has released "Street Fighter II: The Animated Movie" (\$29.98), an unrated 96-minute feature film based on the popular video game. The hard-driving soundtrack includes music by Alice In Chains.

**LDA BOARD:** The Laser Disc Assn. has re-elected Image Entertainment's Marty Greenwald, Technidisc's Ron Balousek, and Pioneer Electronics' Mike Fidler to the posts of chairman,

vice-chairman, and secretary-treasurer, respectively. LDA is based in Santa Monica, Calif., and can be reached at 310-319-9119. It will soon have a World Wide Web Site on the Internet. For information, send E-mail to LDA director Judy Anderson at Judy—Anderson@vine.org.

**HARD/SOFT BUNDLING:** U.S. Laser is offering two bundling deals to retailers: the Pioneer CLD-S104 combi-player and FoxVideo's "Star Wars" trilogy for \$259, and Panasonic's both-sides-play LX-H670 and the trilogy for \$425.

## Billboard®

FOR WEEK ENDING FEBRUARY 24, 1996

# Top Laserdisc Sales™

COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE SALES REPORTS.

THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE	Label Distributing Label, Catalog Number	Principal Performers	Year of Release	Rating	Suggested List Price
1	1	3	<b>DIE HARD WITH A VENGEANCE</b>	FoxVideo Image Entertainment 8858-85	Bruce Willis Samuel L. Jackson	1995	R	49.98
2	<b>NEW ▶</b>		<b>WATERWORLD</b> ◊	MCA/Universal Home Video Uni Dist. Corp. 42680	Kevin Costner Dennis Hopper	1995	PG-13	44.98
3	2	3	<b>MORTAL KOMBAT-THE MOVIE</b>	New Line Home Video Image Entertainment 3021	Christopher Lambert Talisa Soto	1995	PG-13	39.99
4	3	5	<b>SHOWGIRLS</b>	MGM/UA Home Video Image Entertainment ML105525	Elizabeth Berkeley Kyle MacLachlan	1995	NC-17	49.99
5	5	11	<b>CRIMSON TIDE</b>	Hollywood Pictures Home Video Image Entertainment 5255	Denzel Washington Gene Hackman	1995	R	44.99
6	6	11	<b>APOLLO 13</b> ◊	MCA/Universal Home Video Uni Dist. Corp. 42580	Tom Hanks Kevin Bacon	1995	PG	44.98
7	4	7	<b>JUDGE DREDD</b>	Hollywood Pictures Home Video Image Entertainment 5261	Sylvester Stallone	1995	R	39.99
8	8	19	<b>PULP FICTION</b>	Miramax Home Entertainment Image Entertainment 3614	John Travolta Samuel L. Jackson	1994	R	39.99
9	<b>NEW ▶</b>		<b>FIRST KNIGHT</b>	Columbia TriStar Home Video 7116	Sean Connery Richard Gere	1995	PG-13	44.95
10	7	15	<b>BATMAN FOREVER</b>	Warner Home Video 15100	Val Kilmer Jim Carrey	1995	PG-13	39.98
11	10	21	<b>THE LION KING</b>	Walt Disney Home Video Image Entertainment 2977	Animated	1994	G	29.99
12	9	7	<b>SPECIES</b>	MGM/UA Home Video Image Entertainment ML105208	Ben Kingsley Natasha Henstridge	1995	R	34.98
13	15	42	<b>ALIENS</b>	FoxVideo Image Entertainment 8761-85	Sigourney Weaver	1986	R	59.98
14	11	26	<b>DIE HARD 2: DIE HARDER</b>	FoxVideo Image Entertainment 8906-85	Bruce Willis Bonnie Bedelia	1990	R	49.98
15	19	3	<b>PRIEST</b>	Miramax Home Entertainment Image Entertainment 5325	Linus Roache Tom Wilkinson	1995	R	39.99
16	12	7	<b>CLUELESS</b>	Paramount Home Video Pioneer Entertainment (USA) L.P. 33215	Alicia Silverstone	1995	PG-13	39.98
17	13	55	<b>STAR WARS</b>	FoxVideo Image Entertainment 8763-85	Mark Hamill Harrison Ford	1977	PG	59.98
18	<b>NEW ▶</b>		<b>KIDS</b>	Vidmark Entertainment Pioneer Entertainment (USA) L.P. 6311	Not Listed	1995	NR	34.98
19	17	41	<b>RETURN OF THE JEDI</b>	FoxVideo Image Entertainment 8765-85	Mark Hamill Harrison Ford	1983	PG	59.98
20	14	57	<b>DIE HARD</b>	FoxVideo Image Entertainment 8905-85	Bruce Willis Bonnie Bedelia	1988	R	49.98
21	<b>NEW ▶</b>		<b>UNDER SEIGE 2: DARK TERRITORY</b>	Warner Home Video 13665	Steven Seagal	1995	R	34.98
22	<b>NEW ▶</b>		<b>SOMETHING TO TALK ABOUT</b>	Warner Home Video 14217	Julia Roberts Dennis Quaid	1995	R	34.98
23	16	11	<b>CONGO</b>	Paramount Home Video Pioneer Entertainment (USA) L.P. 33038	Dylan Walsh Laura Linney	1995	PG-13	39.98
24	22	49	<b>THE EMPIRE STRIKES BACK</b>	FoxVideo Image Entertainment 8764-85	Mark Hamill Harrison Ford	1980	PG	59.98
25	18	7	<b>JOHNNY MNEMONIC</b>	Columbia TriStar Home Video 73476	Keanu Reeves Dolph Lundgren	1995	R	39.95

◆ ITA gold certification for a minimum of 125,000 units or a dollar volume dollar of \$9 million at suggested retail for theatrically released programs, or of at least 25,000 units and \$1 million at suggested retail for nontheatrical titles. ◊ ITA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at suggested retail for theatrically released programs, and of at least, 50,000 units and \$2 million at suggested retail for nontheatrical titles. © 1996, Billboard/BPI Communications.

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# Top Music Videos

THIS WEEK	LAST WEEK	WKS. ON CHART	COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE AND RACK SALES REPORTS COLLECTED, COMPILED, AND PROVIDED BY SoundScan®	Principal Performers	Type	Suggested List Price
			★★★★ NO. 1 ★★★★★			
1	2	20	THE WOMAN IN ME ● PolyGram Video 8006336605	Shania Twain	LF	19.95
2	1	52	THE COMPLEAT BEATLES ▲ MGM/UA Home Video Warner Home Video 700166	The Beatles	LF	9.98
3	3	35	PULSE ▲ Columbia Music Video Sony Music Video 50121	Pink Floyd	LF	24.98
4	6	111	OUR FIRST VIDEO ▲ Dualstar Video WarnerVision Entertainment 53304	Mary-Kate & Ashley Olsen	SF	12.95
5	4	15	LIVE FROM AUSTIN, TEXAS Epic Music Video Sony Music Video 50130	Stevie Ray Vaughan & Double Trouble	LF	19.98
6	7	14	CRAZY VIDEO COOL 6 West Home Video BMG Video 25731-3	TLC	SF	14.98
7	5	34	VIDEO GREATEST HITS-HISTORY ▲ Epic Music Video Sony Music Video 50123	Michael Jackson	LF	19.98
8	8	101	LIVE AT THE ACROPOLIS ▲ Private Music BMG Video 82163	Yanni	LF	19.98
9	9	18	DESIGN OF A DECADE 1986/1996 ● A&M Video PolyGram Video 6577	Janet Jackson	LF	19.98
10	10	64	HELL FREEZES OVER ▲ Geffen Home Video Uni Dist. Corp. 39548	Eagles	LF	24.98
11	11	12	GREATEST VIDEO HITS COLLECTION 6 West Home Video BMG Video 1573	Alan Jackson	LF	14.98
12	13	16	EL CONCIERTO ● Wea Latina 11639	Luis Miguel	LF	19.98
13	12	10	VIDEO ARCHIVE PolyGram Video 8006374813	Def Leppard	LF	19.95
14	14	9	VOODOO LOUNGE PolyGram Video 8006374833	Rolling Stones	LF	19.95
15	18	16	LIVE FROM LONDON ● PolyGram Video 8006392193	Bon Jovi	LF	19.95
16	17	16	SUMMER CAMP WITH TRUCKS WarnerVision Entertainment 59009-3	Hootie & The Blowfish	LF	19.98
17	26	8	GRATEFUL TO GARCIA Channel One 39733	Various Artists	LF	9.95
18	22	28	REBA LIVE MCA Music Video Uni Dist. Corp. 12743	Reba McEntire	LF	19.98
19	16	68	THE BOB MARLEY STORY ● Island Video PolyGram Video 4400823733	Bob Marley And The Wailers	LF	14.95
20	15	15	LIVE INTRUSION AmericanVisuals American Recordings 3-38424	Slayer	LF	24.98
21	20	10	CHAMPIONS OF THE WORLD Hollywood Records Music Video 90033	Queen	LF	19.95
22	30	10	ROAD TESTED Capitol Video 77863	Bonnie Raitt	SF	14.95
23	21	12	DECADE 1985-1995 Columbia Music Video Sony Music Video 50132	Michael Bolton	LF	19.98
24	23	76	THE 3 TENORS IN CONCERT 1994 ▲ WarnerVision Entertainment 50822-3	Carreras, Domingo, Pavarotti (Mehta)	LF	29.98
25	27	12	PLAYBACK MCA Music Video Uni Dist. Corp. 11367	Tom Petty & The Heartbreakers	LF	19.98
26	28	52	YOU MIGHT BE A REDNECK IF... Warner Reprise Video 3-38416	Jeff Foxworthy	VS	7.98
27	19	9	NONA WEISBAUM Columbia Music Video Sony Music Video 50137	Alice In Chains	LF	14.98
28	37	46	ABBA GOLD: GREATEST HITS ● PolyGram Video 4400855493	Abba	LF	19.95
29	29	72	BARBRA-THE CONCERT ▲ Columbia Music Video Sony Music Video 50115	Barbra Streisand	LF	24.98
30	RE-ENTRY		HOLY GROUND Chapel Music Group 46155	Gaither Vocal Band	LF	29.98
31	RE-ENTRY		THE SWEETEST SONG I KNOW Chapel Music Group 46153	Gaither Vocal Band	LF	29.98
32	31	104	MARIAH CAREY ▲ Columbia Music Video Sony Music Video 49179	Mariah Carey	LF	19.98
33	33	113	LIVE SHIT: BINGE & PURGE ▲ Elektra Entertainment 5194	Metallica	LF	89.98
34	25	65	LIVE! TONIGHT! SOLD OUT!! ▲ Geffen Home Video Uni Dist. Corp. 39541	Nirvana	LF	24.98
35	RE-ENTRY		MARK IN MOTION Word Video 1693	Mark Lowry	LF	21.95
36	32	5	JUBILEE: LIVE AT WOLF TRAP Columbia Music Video Sony Music Video 50126	Mary Chapin Carpenter	LF	19.98
37	24	74	BOYZ II MEN THEN II NOW ▲ Motown Home Video PolyGram Video 8006326553	Boyz II Men	LF	19.95
38	38	45	MURDER WAS THE CASE WarnerVision Entertainment 50625-3	Snoop Doggy Dogg	LF	16.98
39	35	54	THE CREAM OF ERIC CLAPTON ▲ PolyGram Video 440081189	Eric Clapton	LF	14.95
40	RE-ENTRY		GREATEST HITS-FROM THE BEGINNING Warner Reprise Video 3-38430	Travis Tritt	LF	14.98

○ RIAA gold cert. for sales of 25,000 units for video singles; ● RIAA gold cert. for sales of 50,000 units for SF or LF videos; ▲ RIAA platinum cert. for sales of 50,000 units for video singles; ▲ RIAA platinum cert. for sales of 100,000 units for SF or LF videos; ◆ RIAA gold cert. for 25,000 units for SF or LF videos certified prior to April 1, 1991; ◆ RIAA platinum cert. for 50,000 units for SF or LF videos certified prior to April 1, 1991. LF long-form. SF Short-form. VS Video single. © 1996, Billboard/BPI Communications.

## VIDEO MUSIC INC.

(Continued from page 56)

serve to bring acts to the attention of major labels, can work against long-term relationships. For example, Seaman's first Oasis video, "Live By The Sea"—a qualified success for the company, with about 10,000 units shipped—likely will be his last. "I suspect the next time Oasis puts out a video, it will be through Sony," he says. "That's the way it goes."

The company gets the word out about its product mix via many of the same channels as the bigger players. "We do a considerable amount of specific product marketing—print ads and other publicity—on our exclusive product," Seaman says. "But of course, it's a drop in the bucket compared to what the majors can do."

The difference, however, is one of degree. "We provide exclusive distribution," he says. "We develop promotional materials for the product, marketing plans, generate advertising—the whole ball of wax."

Video Music gets the publicity but only a fraction of the revenues. Music Video Distributors, which distributes a portion of Video Music titles, as well as releases from a host of other labels, accounts for 90% of annual sales, Seaman notes. "VMI is a small business compared to Music Video."

Music Video Distributors services some 3,500 accounts, ranging from large national chains, including the Musicland Group and Tower, to a cornucopia of indies—with select product from majors, such as Sony and PolyGram, and vendors dabbling in music video, such as MPI Home Video and Columbia TriStar. Seaman runs the distribution side of his venture from a Norristown warehouse that often "seems to run itself," he says.

"A lot of what we are able to accomplish is due to modern technology," Seaman says. "We are capable of sending new-release information to 150 accounts in a matter of minutes with phone, fax, and the wire service."

Music Video Distributors' mandate is twofold. For labels with only minor interest in music, it offers particular care for that area of business.

"We sell to every major distributor in the industry," says Tom Citro, VP of sales for MPI Home Video. "And they are definitely a key factor in our music video business."

For the majors, Music Video opens doors to smaller chains and mom-and-pop stores. "The WEAs and the Unis have certain parameters as to what level they will go to with service," Seaman says. "A lot of our accounts are a lot smaller than that."

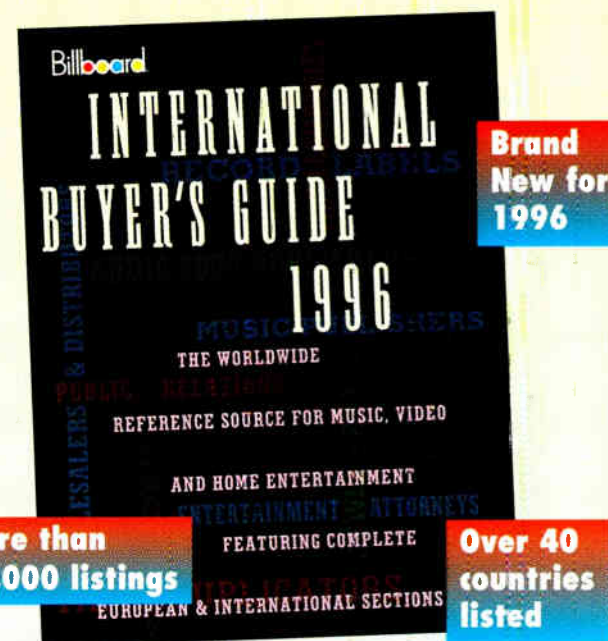
With a solid, if small, footprint in the longform market, Video Music is beginning to segue into the format that first caught Seaman's passion: laserdisc. He's cautious about his prospects. "The laserdisc market is still quite limited for now," he says. "I don't know at this point how strong it will continue to be."

CD-ROM has also caught his attention. Computer-based programming seems to be taking the same road trod by music video several years ago, according to Seaman. "It certainly has been the case of a glut of product," he says. "But that is beginning to change with consolidation."

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### Laserdisc: Out With The Old, In With The New

**GETTING READY:** Although the arrival of the DVD is months away, one chain has decided to get rid of an old format to make way for the new.

Reel Collections, the sell-through video chain owned and operated by distributor/retailer WaxWorks/VideoWorks in Owensboro, Ky., says it is phasing out its laserdisc inventory in anticipation of DVD's arrival.

"We expect to be completely out of the laserdisc business when DVD hits at the end of this year," says video buyer **Angie Woodward**. Studios may be slow in releasing titles, but Woodward anticipates brisk sales of what's available. "We think

DVD will be a good collector's item."

Laserdisc has been that for some retailers, although not for Reel Collections. Woodward says laser has never taken off in the chain's 49 stores or in WaxWorks's 150 Disc Jockey outlets, which are also dumping the format.

"It's a category that does OK," she says, "but it doesn't support the number of turns we get, and it's an expensive product." Laser prices are \$40-\$60, as opposed to \$15-\$20 for cassettes. Woodward likes the \$25 price point proposed for DVD and believes it's a further incentive to wholeheartedly back the format.

Woodward says Reel Collections will begin by special-ordering DVD titles until the hardware and software penetration increases. "Eventually, we want DVD to take the place of VHS," she says.

Not everyone, however, is bidding laser farewell. In fact, a few chains are tightening their grip on the format. For example, Albany, N.Y.-based Trans World Entertainment recently installed laser sections in 20-25 stores, bringing the total carrying the format to more than 100.

New laserdisc departments are most notable in the chain's Coconuts stores, according to video buyer **Mark Galleo**. "There's still growth in laser, which has been proven by increased sales in the category," says Galleo. "We expect it will tail off a little when DVD enters, but we're committed to the format."

Laserdisc is now in 70% of Miami-based Spec's Music's 58 stores, up from 20% two years ago, says VP of marketing and merchandise **Jeff Clifford**. DVD should get off to a better start. Clifford expects to stock the five-inch discs in Spec's top-performing outlets.

**CUTTING THEIR LOSSES:** It cost \$100 million to produce and market, but five weeks after open-

ing in theaters, LIVE Home Video has already begun soliciting orders for the pirate epic "Cutthroat Island."

Due in stores April 16, the rental title will have one of the shortest theatrical windows ever, in addition to being one of the biggest box-office flops in movie history. (Even "Showgirls" had a two-month run before being sold to retailers.)

"[MGM] didn't necessarily want to announce the video date," says LIVE senior VP of sales and distribution **Jeff Fink**, "but we were able to convince them this was the way to go."

LIVE will release the title as part of a previous deal with "Cutthroat" producer **Caroleo**

Pictures, which split video and theatrical distribution of the film between MGM/UA and LIVE. The movie, released Dec. 23, 1995, has grossed only \$9.8 million.

Fink says the decision to start selling early was made in order to take advantage of the theatrical campaign, which is still relatively fresh in retailers' minds. April is also free of any heavy competition, making the sale of the pirate flick a little easier.

Distribution sources say LIVE is looking to bring 200,000-225,000 units into the market. If it does, wholesale revenues would exceed the box-office total by \$5 million-\$6 million.

**MOM-AND-POP DEALS:** Buena Vista Home Video will pair the sell-through releases of "While You Were Sleeping" and "Crimson Tide" for separate promotions for Mother's Day and Father's Day.

"Sleeping," repriced to \$19.99, is due in stores May 1. The title will come with a \$6 rebate when consumers purchase both the video and one of nine other titles: "Miami Rhapsody," "Jefferson In Paris," "Mad Love," "A Pyromaniac's Love Story," "Blue," "White," "Red," "Queen Margot," and "Ready To Wear."

Inside each "Sleeping" cassette, consumers will find a certificate good for \$5 off an order from Superflora.

For Dad, Buena Vista will price-reduce "Crimson Tide" on June 5. The \$19.99 title will also come with a \$6 rebate with the purchase of the title and one of seven other videos: "Pulp Fiction: Special Collector's Edition," "Judge Dredd," "Highlander III," "Bad Company," "Terminal Velocity," "The Color of Night," and "Blood In . . . Blood Out."

In addition to the rebate, a certificate worth \$10 at 1-800-GIFT-LINE will be packed inside each "Crimson Tide" box. 1-800-GIFT-LINE sells 2,500 items, including electronics, liquor, and jewelry.

### SHELF TALK

by Eileen Fitzpatrick



# Top Video Sales™

COMPILED FROM A NATIONAL SAMPLE OF RETAIL STORE SALES REPORTS.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Label Distributing Label, Catalog Number	Principal Performers	Year of Release	Rating	Suggested List Price
				<b>★ ★ ★ No. 1 ★ ★ ★</b>				
1	1	4	INDIAN IN THE CUPBOARD	Columbia TriStar Home Video 11640	Hal Scardino David Keith	1995	PG	22.95
2	2	11	APOLLO 13 ◊	MCA/Universal Home Video Uni Dist. Corp. 82418	Tom Hanks Kevin Bacon	1995	PG	22.98
3	3	11	PLAYBOY: THE BEST OF ANNA NICOLE SMITH	Playboy Home Video Uni Dist. Corp. PBV0789	Anna Nicole Smith	1995	NR	19.95
4	4	15	BATMAN FOREVER	Warner Home Video 15100	Val Kilmer Jim Carrey	1995	PG-13	19.96
5	7	13	PLAYBOY: 1996 VIDEO PLAYMATE CALENDAR	Playboy Home Video Uni Dist. Corp. PBV0782	Various Artists	1995	NR	19.95
6	11	3	STREET FIGHTER II: THE ANIMATED MOVIE	Renegade Home Video Sony Music Video 49861	Animated	1995	PG-13	14.98
7	6	7	THE LAND BEFORE TIME III	MCA/Universal Home Video Uni Dist. Corp. 82413	Animated	1995	NR	19.98
8	5	18	CASPER ◊	MCA/Universal Home Video Uni Dist. Corp. 82586	Christina Ricci Bill Pullman	1995	PG-13	22.98
9	NEW ▶		THE BIG GREEN	Walt Disney Home Video Buena Vista Home Video 6693	Steve Guttenberg Olivia d'Abo	1995	PG	19.99
10	8	149	CINDERELLA	Walt Disney Home Video Buena Vista Home Video 410	Animated	1950	G	26.99
11	12	13	PLAYBOY'S SISTERS	Playboy Home Video Uni Dist. Corp. PBV0781	Various Artists	1995	NR	19.95
12	9	49	STAR WARS TRILOGY	FoxVideo 0609	Mark Hamill Harrison Ford	1995	PG	49.98
13	10	12	FREE WILLY 2: THE ADVENTURE HOME	Warner Home Video 18200	Jason James Richter	1995	PG	22.98
14	17	2	SNOWBOARD BABES	Peach Home Video Uni Dist. Corp. PCH7008	Various Artists	1995	NR	9.95
15	13	33	PLAYBOY: THE BEST OF PAMELA ANDERSON	Playboy Home Video Uni Dist. Corp. PBV0790	Pamela Anderson	1995	NR	19.95
16	NEW ▶		A KID IN KING ARTHUR'S COURT	Walt Disney Home Video Buena Vista Home Video 5938	Thomas Ian Nicholas	1995	PG	19.99
17	NEW ▶		STAR TREK GENERATIONS	Paramount Home Video 32988	Patrick Stewart William Shatner	1994	PG	14.95
18	NEW ▶		PENTHOUSE ON CAMPUS	Penthouse Video WarnerVision Entertainment 50791-3	Various Artists	1996	NR	19.95
19	14	14	DUMB AND DUMBER	New Line Home Video Turner Home Entertainment N4036	Jim Carrey Jeff Daniels	1994	PG-13	19.98
20	24	73	RESERVOIR DOGS	Live Home Video 68993	Harvey Keitel Tim Roth	1992	R	14.98
21	20	11	TOM PETTY & THE HEARTBREAKERS: PLAYBACK	MCA Music Video Uni Dist. Corp. 13575	Tom Petty & The Heartbreakers	1995	NR	19.98
22	16	4	LIKE WATER FOR CHOCOLATE	Touchstone Home Video Buena Vista Home Video 2111	Lumi Cavazos Marco Leonardi	1993	R	14.99
23	19	2	FANTASIES & SECRETS OF WOMEN	Peach Home Video Uni Dist. Corp. PCH7006	Various Artists	1995	NR	9.95
24	32	2	BABES, BIKES & BEYOND	Peach Home Video Uni Dist. Corp. PCH7007	Various Artists	1995	NR	9.95
25	25	11	THE ADVENTURES OF PRISCILLA. QUEEN OF THE DESERT ◆	PolyGram Video 8006337133	Terence Stamp Hugo Weaving	1994	R	19.95
26	26	2	IMMORTAL BELOVED	Columbia TriStar Home Video 74763	Gary Oldman Isabella Rossellini	1995	R	19.95
27	28	12	LIVE FROM AUSTIN, TEXAS	Epic Music Video Sony Music Video 50130	Stevie Ray Vaughan & Double Trouble	1995	NR	19.98
28	18	5	THE GRIND WORKOUT: FITNESS WITH FLAVA	MTV Home Video Sony Music Video 49796	Eric Nies	1995	NR	12.98
29	22	11	INTERVIEW WITH THE VAMPIRE	Warner Home Video 13176	Tom Cruise Brad Pitt	1994	R	19.98
30	15	11	MIGHTY MORPHIN POWER RANGERS: THE MOVIE	Saban Entertainment FoxVideo 8901	Karan Ashley Johnny Yong Bosch	1995	PG	22.98
31	23	5	JERRY GARCIA: GRATEFUL TO GARCIA	Channel One 39733	Various Artists	1995	NR	9.95
32	RE-ENTRY		GRUMPY OLD MEN	Warner Home Video 13050	Jack Lemmon Walter Matthau	1993	PG-13	19.98
33	27	11	THE SHAWSHANK REDEMPTION	Columbia TriStar Home Video 74593	Tim Robbins Morgan Freeman	1994	R	19.95
34	34	3	CLAUDIA SCHIFFER: PERFECTLY FIT BUNS	CBS/Fox Video FoxVideo 8242	Claudia Schiffer	1996	NR	14.98
35	30	7	GUMBY: THE MOVIE	Kidvision WarnerVision Entertainment 53700-3	Animated	1995	NR	19.95
36	21	12	LUIS MIGUEL: EL CONCIERTO ●	Wea Latina 11639	Luis Miguel	1995	NR	19.98
37	31	19	LEGENDS OF THE FALL	Columbia TriStar Home Video 78723	Brad Pitt Anthony Hopkins	1994	R	19.95
38	33	48	GREASE ▲*	Paramount Home Video 1108	John Travolta Olivia Newton-John	1977	PG	14.95
39	NEW ▶		ABSOLUTELY FABULOUS SERIES 3, PART 1	BBC Video FoxVideo 8331	Jennifer Saunders Joanna Lumley	1996	NR	19.98
40	36	3	CLAUDIA SCHIFFER: PERFECTLY FIT ABS	CBS/Fox Video FoxVideo 8240	Claudia Schiffer	1996	NR	14.98

● RIAA gold cert. for sales of 50,000 units or \$1 million in sales at suggested retail. ▲ RIAA platinum cert. for sales of 100,000 units or \$2 million in sales at suggested retail. ◆ ITA gold certification for a minimum of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units and \$1 million at suggested retail for nontheatrical titles. ◊ ITA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least, 50,000 units and \$2 million at suggested retail for nontheatrical titles. © 1996, Billboard/BPI Communications.



# Children's Entertainment

The  
**Billboard**  
Spotlight





# Children's Entertainment

## Fun For The Whole Family

Cross-Generational Music Crosses Genres To Attract Parents And Kids Alike

BY CATHERINE CELLA

For parents whose children are ready to graduate from Barney (whew!), there awaits a wealth of true family music. Songs strictly for kids are fine—and valuable if well-done. But for those times when parents wish to—or must, as in the car—share music with their children, how sweet it is to have albums both generations enjoy.



Retailers may be reluctant to designate a "Family Music" section, but labels are increasingly embracing this genre—which is really a collection of genres, encompassing folk, pop, rock, classical, jazz, country and even humor if cross-generational.

### UNIVERSAL APPEAL

"We want to make music that's universal," says Rounder Records co-founder Marian Leighton Levy regarding their Family Series. "The kind of kids' music we've always liked—going back to Pete Seeger and Woody Guthrie—is timeless."

Timeless, too, is Rounder's latest family album, "Cada Niño/Every Child" by Tish Hinojosa. From the hopeful title track to a touching grandmother tribute to the whimsical "Barnyard Dance" and childlike "Who," this bilingual album rings true and ageless. Topping it all is the nostalgic "Magnolia," an engaging Beatlesque sing-along.

Like Hinojosa, Rounder's other family artists are, according to Levy, "folk in the broadest sense; they're speaking to people's direct, everyday experiences." John McCutcheon, for example, is in the midst of his Four Seasons series. Following the recently Grammy-nominated "Summersongs" is "Wintersongs," celebrating the likes of 'Soup,' 'Aurora' and even 'The Flu.'

Cathy and Marcy's upcoming "Blanket Full Of Dreams" collects lullabies that manage to be sweet yet upbeat. Some are in swing time, others more classically styled; but all should make for pleasant dreams for kids and parents.

### YOUNG AND OLD FOLK

Contemporary folk might best describe the music of Sony Wonder's Family Artists Series. And Tom Chapin ("Zag Zig"), Nicolette Larson ("Sleep Baby Sleep") and Kenny Loggins ("Return To Pooh Corner") share more than fine voices and songs to match. They all became family artists the old-fashioned way—by writing and singing songs for their own children.

Now Chapin is arguably the best family artist around, and Loggins' album is about to go platinum. And Larson's has a personal history with Sony Wonder senior VP Mancuso-Winding. "I listened to it in the car when I was pregnant," she recalls. "Then after my daughter was born, I used it to soothe her—and me!"



Tish Hinojosa sings to "Every Child."

### BABY-BOOMIN' CLASSIC ROCK

Of course, not all is soothing. Family music can rock 'n' pop, too. And baby boomers who want to boom with their babies have more choices than ever. One of the most fun is "Blue Suede Sneakers: Elvis Songs (Not Just) For Kids" (Lightyear Entertainment). Suzy Bogguss opens with a great "Struck On You," and Shawn Colvin turns in a sweet and simple "Love Me Tender" with Heart's Nancy Wilson on mandolin.

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Beyond the music of their youth, parents

Continued on page 80

## Read To Me

AudioBooks And Spoken Word Introduce Kids To Language And Literature

BY TRUDI MILLER ROSENBLUM

Teachers know that seeing a word in print and hearing it at the same time helps youngsters associate the letters with the sounds. And since children can hear and understand literature that's above their reading level, audiobooks help children learn to conceptualize and analyze literature. Most of all, an audiobook can unlock the magic of a story well told and engender a love of literature.

Spoken-word audio for children can be grouped into three categories: book-and-tape combos, traditional audiobooks and non-book-based product (which includes storytelling, poetry and radio-style dramatizations).

### BOOK-AND-TAPE COMBOS

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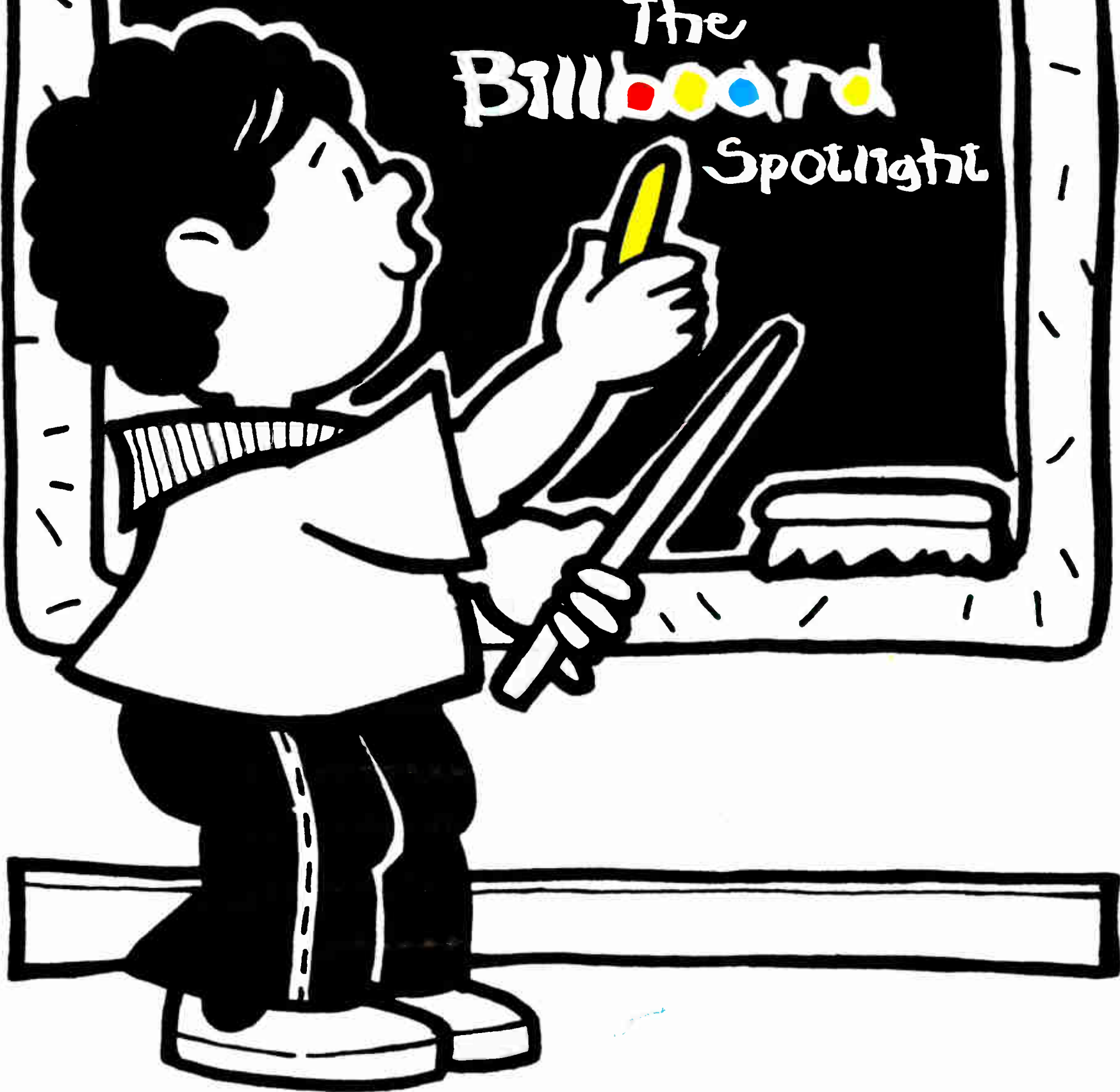
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# Children's Entertainment

The  
Billboard  
Spotlight





ROCK·A·B·Y·E  
**BABY**  
Soft hits for little dreamers

**Sing Along**

CLASS  
**Disney**  
VOLUME 1

60 Years of Musical Magic

"Just around the riverbend."

"Ev'rybody wants to be a cat."

"If you're happy and you know it clap your hands."

"Someday my Prince will come."

**Children's**  
favorite songs

VOLUME  
**ONE**

26 classic tunes

Disney's  
**SING ALONG**

**ARISTOCATS**

Walt Disney Pictures Presents  
**OLIVER & COMPANY**

TAXI

BILLY JOEL BOEY D  
RECORDS Soundtrack

Disney's  
**PRINCESS**



**Sounds of Spring.**



# Children's Entertainment

## Survival Of The Busiest

Successful Kids Artists Grow Into Multiple Formats And Genres

BY MOIRA MCCORMICK

**M**ajor-label involvement in children's audio these days may extend to licensed characters and movie soundtracks, and not much further. But children's performing artists haven't faded away. Far from it. In fact, there's more independent kids' audio out there than ever. And a number of children's artists aren't just getting by—they're thriving, largely because they've learned to diversify, utilizing their songwriting skills in videos, on compilation albums, on interactive software and in other areas.

### LUCKY STAR

"It's taken a lot of luck," says Kevin Roth, the tender-voiced singer-songwriter, probably best known for penning and performing the theme song to the PBS series "Shining Time Station." "[The series] has helped with national recognition and with bookings—even though the concert market is drying up. I seem to do okay; I tour, and own my own label [Marlboro Records], which brings in money consis-

with me on developing 'Bunny Junction' for TV, etc.," says Roth, whose television songwriting experience has been a major plus. "I'm also talking about a licensing deal with the [Texas-based] Great Train



Kevin Roth on the railroad to success



Dynamic duo Cathy and Marcy

tently." Roth's diversification is exemplified by his most recent release, "Railroad Songs & Stories," the first album in a series he's developing called "The Adventures Of Sir Rabbit And Bunny Junction Train Station." A charmingly low-key, impeccably produced recording, it has licensing potential in its preschool-friendly cast of characters. "There are people interested in going in

Store, which may make Sir Rabbit a mascot.

In the meantime, Roth continues to perform children's concerts—some 30 to 50 a year. His 1994 release, "Train Songs & Other Tracks" is still selling, as is the recently released book-tape package, "The Kevin Roth Children's Songbook" (Center Stream, Hal Leonard.) If there's anything Roth has learned from his year as both a

major-label children's artist—he was one of the six originally signed by Sony four years ago—and an independent, it is that "you have to protect yourself. You have to structure deals shrewdly—get a good music attorney, and trust no one you don't know."

### HAPPENIN' CHAPIN

Sony did keep one of its six artists—Tom Chapin—who, in addition to Ralfi on MCA, is the only kids' performer left on a major label. And even though Chapin is one of the genre's best-known and most popular performers, it takes constant, detailed work to keep him in the public eye. "We have a mailing list of 32,000," he says, "and every month, we do a mailing to all the areas I'll be playing in. Plus, four times a year, we send out a newsletter."

The "we" Chapin refers to is his business office, Sundance Music, in New York's Hudson Valley. "Many of the venues that book me don't have huge budgets to promote the shows," he says, "so we help ourselves with this active mailing list." Last year, Chapin played 160 kids' concerts, "often two a day."

Though performing and recording for children takes up most his time, Chapin will release an adult album this spring, on Gaddy records. He's put out two kids' records for Sony, "Family Tree" and 1994's "Zag Zig," co-written with songwriting partner John Forster.

In any case, Chapin thinks that the situation children's performers are in should prove to all concerned that "it's not a quick path to great riches. This has got to be something you love and adore—you're not gonna retire on this overnight."

### LONG LIVE BARTELS

Joanie Bartels is another survivor of the major-label incursion. The independent company that cultivated her career, Discovery Music, became a joint venture with BMG Kidz, but BMG Kidz and its partners eventually went under. Echoing Roth's words, she says, "Those of us in this business knew the majors weren't set up to work it. Kids' music has a long shelf life, but it takes a long time to get there." Case in point: Bartels' debut, "Lullaby Magic," which went gold almost five years after its release—making Bartels the only solo female children's artist with a gold record to her credit. Her entire eight-title "Magic" series has sold almost 3 million copies.

Bartels signed with California-based Youngheart Records this past fall and

Continued on page 72

## Great Expectations

A Selection Of Upcoming Kids Releases

### FIRST QUARTER

#### Audio Releases

DELOS RECORDS  
"Bibbidi Bobbidi Bach"

DRIVE ENTERTAINMENT  
Sharon, Lois & Bram "Elephant Party"

KID RHINO  
The Monkees "Barrel Full Of Monkees"  
Sailor Moon "Songs From The Hit TV Series," "Storytime Adventure: Unnatural Phenomena"  
Various Artists "Get Down, Get Dumb Live From WDUM: All Hits, All Dumb, All The Time"

TWIN SISTERS PRODUCTIONS  
"I'd Like To Be A Marine Biologist"  
"I'd Like To Be A Paleontologist"  
"I'd Like To Be An Astronaut"  
"I'd Like To Be An Entomologist"

WALT DISNEY RECORDS  
"Disney's Princesses Album"  
"Homeward Bound II Soundtrack"  
"Mickey's Sports Songs"  
"Pocahontas: My First Read-Along"  
"Rock-A-Bye Baby: Disney's Greatest Hits Sing-Along (Volumes I&II)"  
"Winnie the Pooh Sing-Along"

WOODSIDE AVENUE MUSIC PRODUCTIONS  
Antonio Sacre American Stories Series  
Volume One: "Looking For Papito"

YOUNGHEART RECORDS  
Joanie Bartels "Family And Friends"

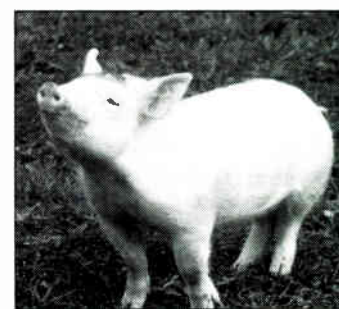
#### Video Releases

ANCHOR BAY ENTERTAINMENT  
Huggabug Club "I'm One Of A Kind," "School Days," "You Can't Win Them All"  
Thomas The Tank Engine & Friends  
"Thomas & His Friends Help Out"

BARNEY HOME VIDEO  
"Barney's All Aboard For Sharing/Barney & Friends Collection"

COMMUNITY MUSIC  
Cathy & Marcy, "Yodel-Ay-Hee-Heo," "Is Not, Is Too!"

FAMILY HOME ENTERTAINMENT:  
"Brer Rabbit Tales"  
"Tales Of Beatrix Potter Vol I & II"  
"Teenage Mutant Ninja Turtles:"



"Babe" goes hog wild.

LITTLE MORGANVILLE RECORDING COMPANY  
Joanie Madden "Lullabits"  
Hobo Pete "Sings About The Blues Vol. 1," "In These United States"  
Todd Oliver "It's A Positively Positive Day Play"

MARLBORO RECORDS  
Kevin Roth "Kevin Roth's Adventure Of Sir Rabbit & Bunny Junction Train Station"

MUSIC FOR LITTLE PEOPLE  
Various Artists "A Child's Celebration Of Rock-N-Roll"

ROUNDER RECORDS  
Tish Hinojosa "Cada Niño/Every Child"  
Sharon Kennedy "Irish Folk Tales For Children"

SONY WONDER  
Allegra's Window "Shake Your Doodles"  
Enchanted Tales "Treasure Island Book & Tape"  
Gullah Gullah's Island "Jump Up And Sing"  
Sesame Street "Bert And Ernie's Greatest Hits," "Big Bird's Band Plays Together," "Oscar's Grouch Jamboree"

SPROUT RECORDINGS  
Jonathan Sprout "American Heroes"

STORYMAKER RECORDS  
Lou DeBianco "A Little Bit Clumsy"

TIA'S Q.T. PRODUCTIONS  
Tia! "Tia's Smile"



Charlie Brown's Spring

"Turtles' Awesome Easter"  
"The Tale Of Peter Rabbit"  
"The Velveteen Rabbit"

HEMDALE ENTERTAINMENT CORP  
"Grizzly Mountain"

KIDVISION  
Kidsongs Starring Billy & Ruby Biggle  
"Baby Animal Songs," "Let's Put On A Show"

MCA/UNIVERSAL HOME VIDEO  
"Babe"  
"The Adventures Of Timmy The Tooth"

Continued on page 76



# Children's Entertainment

## Fun For The Whole Family

Cross-Generational Music Crosses Genres To Attract Parents And Kids Alike

BY CATHERINE CELLA

For parents whose children are ready to graduate from Barney (whew!), there awaits a wealth of true family music. Songs strictly for kids are fine—and valuable if well-done. But for those times when parents wish to—or must, as in the car—share music with their children, how sweet it is to have albums both generations enjoy.



Retailers may be reluctant to designate a "Family Music" section, but labels are increasingly embracing this genre—which is really a collection of genres, encompassing folk, pop, rock, classical, jazz, country and even humor if cross-generational.

### UNIVERSAL APPEAL

"We want to make music that's universal," says Rounder Records co-founder Marian Leighton Levy regarding their Family Series. "The kind of kids' music we've always liked—going back to Pete Seeger and Woody Guthrie—is timeless."

Timeless, too, is Rounder's latest family album, "Cada Niño/Every Child" by Tish Hinojosa. From the hopeful title track to a touching grandmother tribute to the whimsical "Barnyard Dance" and childlike "Who," this bilingual album rings true and ageless. Topping it all is the nostalgic "Magnolia," an engaging Beatlesque sing-along.

Like Hinojosa, Rounder's other family artists are, according to Levy, "folk in the broadest sense; they're speaking to people's direct, everyday experiences." John McCutcheon, for example, is in the midst of his Four Seasons series. Following the recently Grammy-nominated "Summersongs" is "Wintersongs," celebrating the likes of 'Soup,' 'Aurora' and even 'The Flu.'

Cathy and Marcy's upcoming "Blanket Full Of Dreams" collects lullabies that manage to be sweet yet upbeat. Some are in swing time, others more classically styled; but all should make for pleasant dreams for kids and parents.

### YOUNG AND OLD FOLK

Contemporary folk might best describe the music of Sony Wonder's Family Artists Series. And Tom Chapin ("Zag Zig"), Nicollette Larson ("Sleep Baby Sleep") and Kenny Loggins ("Return To Pooh Corner") share more than fine voices and songs to match. They all became family artists the old-fashioned way—by writing and singing songs for their own children.

Now Chapin is arguably the best family artist around, and Loggins' album is about to go platinum. And Larson's has a personal history with Sony Wonder senior VP Mancuso-Winding. "I listened to it in the car when I was pregnant," she recalls. "Then after my daughter was born, I used it to soothe her—and me!"



Tish Hinojosa sings to "Every Child."

### BABY-BOOMIN' CLASSIC ROCK

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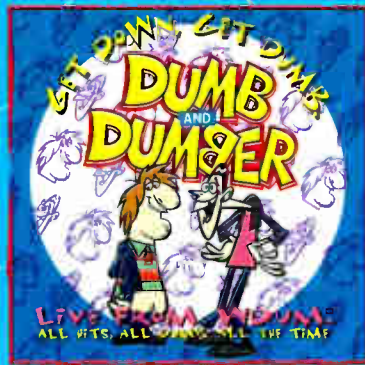
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February '96  
**SAILOR MOON**  
Soundtrack  
(R2/R4 72266/72267)



Storytime Adventure™  
(R4 72268)

April '96  
**MADLINE**  
Soundtrack  
(R2/R4 72282/72283)



Storytime Adventure™  
(R4 72286)

April '96  
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BEGINNERS BIBLE**  
Songs For Young Children,  
Volume 1  
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**Music for the  
kid in us all!**

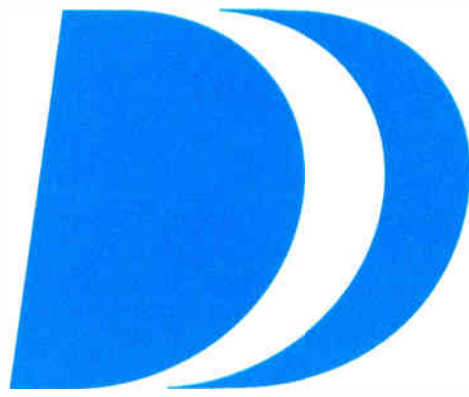


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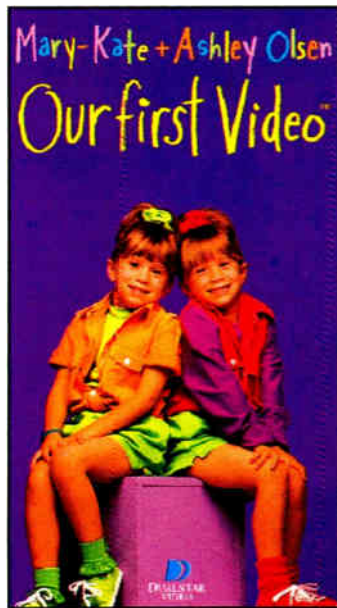
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\* As of the January 27, 1996 issue of *Billboard*..



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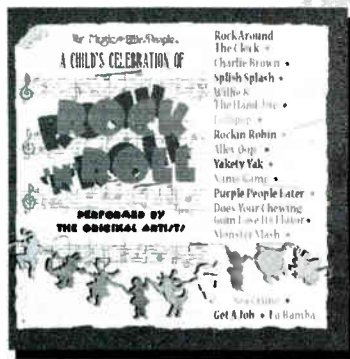
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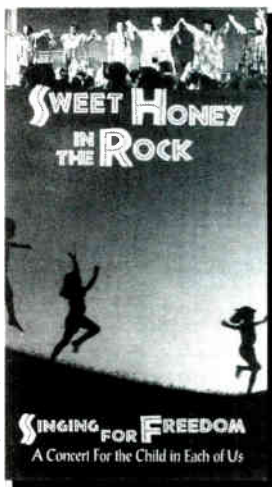
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# Children's Entertainment

## Tried-And-True TV

### Video Draws On Familiar Titles And Characters

BY CATHERINE APPLEFELD OLSON

Children don't spend umpteen hours in front of the television set for nothing, and smart video companies are giving those kids more of what they love: direct-to-video release of popular series and titles that put their favorite characters in a new video light.

video series starring "Full House" wonder twins Mary-Kate and Ashley Olsen sheds light on the opportunities of migrating popular TV personalities that transcend a specific character or role. "Certain characters are just characters," Mervis says. "For others, we have the opportunity to showcase them in many

#### TV WITH TEETH

MCA/Universal's "Timmy The Tooth" series marks one of the most salient TV-crossover success stories of late, but the shelves are lined with television fare, ranging from Saban's "Mighty Morphin Power Rangers" to the Lyons Group's "Barney" releases to titles from Sony Wonder, with its Nickelodeon and other television-based lines. There are also Turner Home Entertainment, which just launched the Cartoon Network Video label; KidVision; LIVE/Family Home Entertainment; Buena Vista Home Video; PolyGram Video; ABC Video; BMG Video; CBS/Fox Video and more.

"The television exposure is almost essential," Jon Peisinger, president of ABC Video, says of introducing series into the children's video market. "If you are lacking that, it certainly makes your mission extremely difficult."

"PolyGram has always viewed television as a crucial element for consumer exposure," says Bill Sondheim, president of PolyGram Video. "Having said that, however, there are more television options available now than ever, but many of them have been less viable as crossover videos than one would expect."

#### RULES OF THUMB

The tightening of space on the retail shelf and ever-discerning consumers make a label's decision of which programming will best migrate over to video more important than ever. Although there are no magic formulas, there do seem to be several respected rules of thumb.

"Basically, we look at the ratings of the shows, the popularity and how long they've actually been in the marketplace," says Wendy Moss, senior VP of marketing at Sony Wonder, explaining the label's modus operandi in selecting programming.

"Every property does vary, but I would say there needs to be several months of lead time to establish a show with the audience," Mindy Mervis, senior director of KidVision, says. "As the show becomes familiar, the product starts flowing out soon after."

KidVision's success with two original

different lights."

But perhaps because there is comfort in the tried-and-true, labels appear to be leaning more and more on seasoned children's TV fare. Gumby recently made a video splash courtesy of KidVision, ABC has brought back the classic "Schoolhouse Rock," MCA is re-introducing "The Land Before Time," PolyGram is seeing lots of action with "The Busy World Of Richard Scarry," CBS/Fox has "Dr. Seuss" and "Mr. Rogers," and Sony Wonder has new plans for "Sesame Street," among others.

Turner Home Entertainment's newly minted Cartoon Network Video label is digging into the nostalgic television archives for its first series, "Johnny Quest," with plans to bring plenty of other oldies-but-goodies to video.

"With 'Johnny Quest,' it is an issue of contemporizing the character," says Richard Pinson, VP of marketing at Turner Home Entertainment. "There must be a strong consumer base in order for us to explore the possibility of taking a property back to the marketplace. There are scores of characters that just continue to have a good, long-standing following."

#### LOOKING BACK

BMG Video also is looking back to the television of yesteryear as it prepares for its debut children's release, "Felix The Cat."

"The thing that really makes us jazzed about 'Felix' is that it has 70 years of brand equity behind it," Mindy Pickard, VP of marketing at BMG, says. "It makes it easier to market [the line] because it is based on a property people already know."

Whether the titles feature new or classic fare, bringing TV programs to video means much more than just plunking episodes down on tape. Labels look heavily to cross-promotions with toy manufacturers, fast-food chains and the like, and generally offer at least two episodes per video.

"When we develop a line and brand, we always refresh it with something they don't get on TV," John Ruskin, president and CEO of CBS/Fox, says. "That is part of our strategy: what can we bring to the table to create added-value home entertainment? With 'Dr. Seuss,' for example, we added the idea of a sing-along."

"We always try to give added-value production elements, whether it's a special music video never before seen, or something unique that hasn't been on TV before," Sony Wonder's Moss says. In the case of "Sesame Street," for example, Sony Wonder is splicing together clips that never appeared on the same television program.

Nevertheless, it is the programming that must do the selling, ABC's Peisinger warns. "We are hard-pressed to find the



consumer who is going to buy something if they are not attracted to the program just to get a little tchotchke," he says. However, he notes that value-add can help hold interest as a series ages in the marketplace. "You've established a customer base for a character in a series, and now you're trying to get them to buy the fifth or sixth tape in the series. That's where we start to see the value-added concept working."

#### HIGH PROFILE, LOW PRICES

Another key selling point in translating TV fare to video is keeping a relatively low price point, most label executives agree. "Keeping it in the \$12.98 range is important because that really makes it \$9.98 on the shelf, and that is a necessity," Tim Fournier, VP of sales, sell-through and multimedia at LIVE Home Video, says. LIVE is sticking with that formula with its latest TV crossover, "The Littlest Pet Shop."

Aside from the boost TV exposure can bring to a video release, the river of exposure sometimes can flow the other way, reminds Tania Maloney, VP of publicity and marketing at Buena Vista Home Video, which currently is promoting the video release of the "Lion King"—related TV series "Timon And Pumbaa."

"Various characters have a lot of life in different areas," she says. "Once a program comes out on video, it encourages more exposure for the television show." ■

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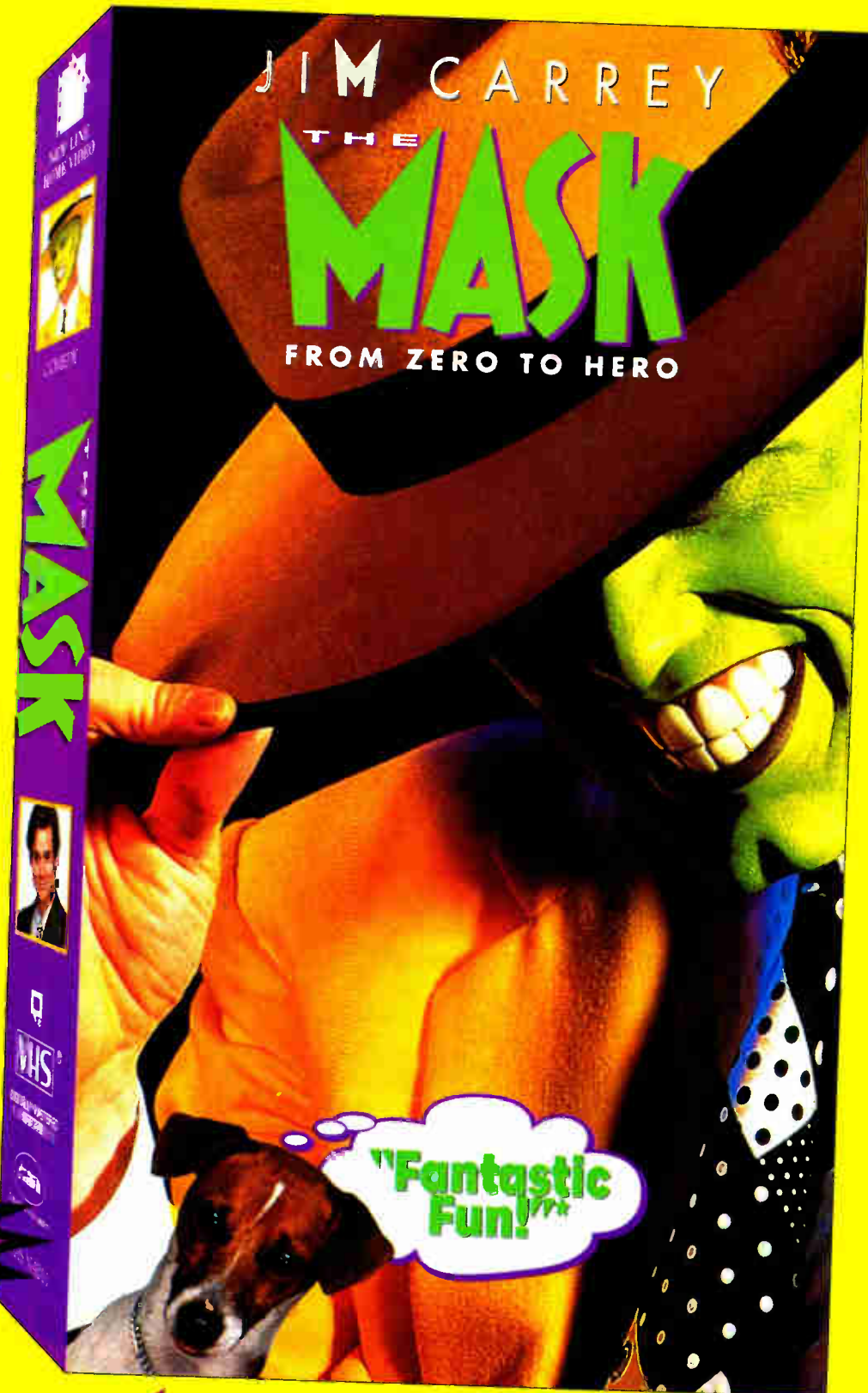


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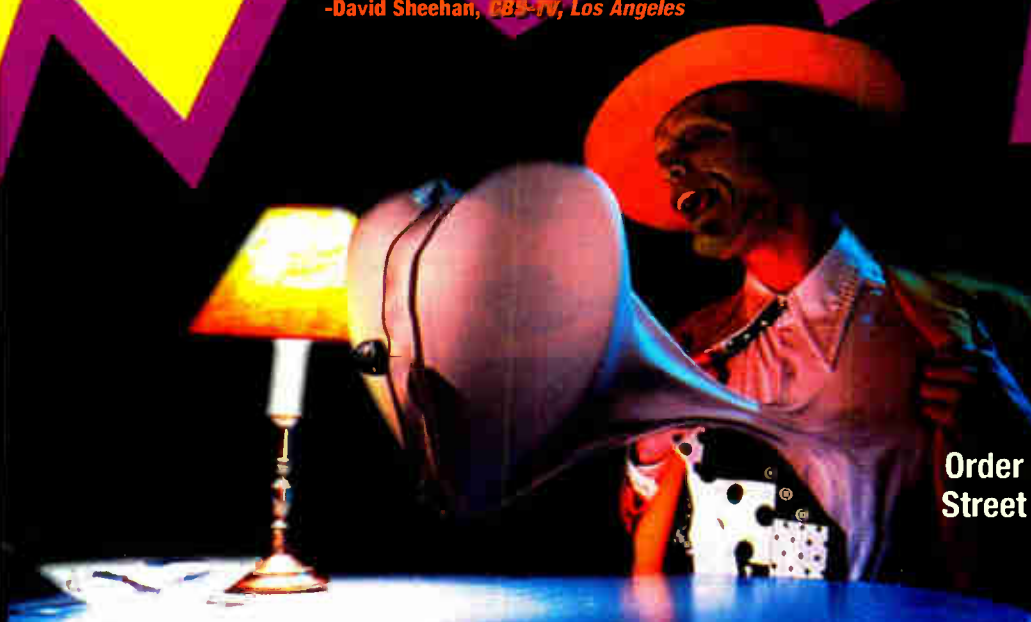
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When consumers buy a copy  
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# AMBLIN ENTERTAINMENT

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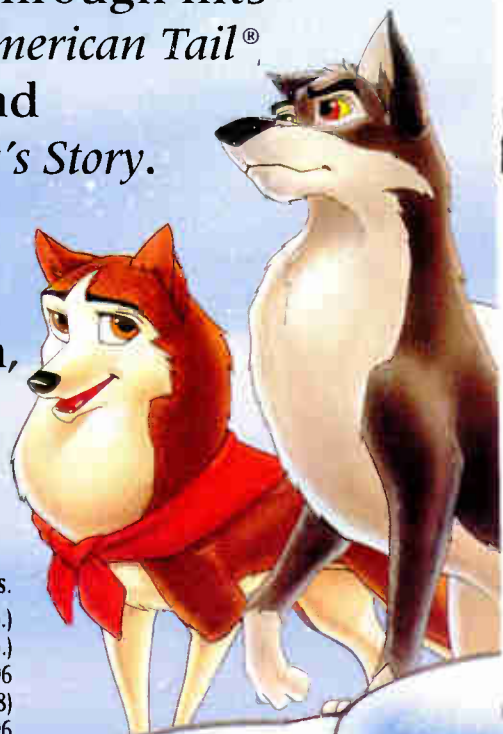
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## ARTISTS

Continued from page 63

immediately began recording a new album. Called "Family And Friends," it's due in March. "I co-wrote six of the songs with [regular collaborator] Chris Rhyne and covered more contemporary pop tunes than in the past," says Bartels. Some of these are "True Colors," "We Are Family," "Give A Little Love" and "That's What Friends Are For." Whereas her previous albums mainly targeted preschoolers, Bartels' latest effort is "a little more focused on 7-to-10-year-olds, with a production quality comparable to what they hear on the radio."

Even though Bartels is one of the most recognizable children's performers, maintaining and increasing her profile is



Joanie Bartels goes gold.

"tough." Therefore, as with other resourceful kids' performers, Bartels is diversifying. She says that signing with Youngheart, which specializes in the educational market, is helping her "reach kids I haven't been able to reach before." Plus, she says, "I'm exploring other possibilities as well. Television is one; I've also talked to CD-ROM companies. People have been talking to me about book-and-tape packages, which is extremely appealing to me."

### A DUO FOR DECADES

That's certainly the case with Cathy Fink and Marcy Marxer, who've been performing for kids for over two decades. Their management office cum label, Community Music, will release a pair of Cathy & Marcy concert videos, "Yodel-Ay-Hee-Hee!" and "Is Not, Is Too!," in late March; they're the initial titles in a new video series, Cathy & Marcy's Song Shop. Concurrently, Rounder Records will issue the Duo's first lullaby album, the all-original "Blanket Full Of Dreams."

Though Cathy & Marcy released some product through A&M, their orientation has remained independent. "Psychologically and business-wise, we're in the same place we were 10 years ago," says Fink. "We love performing for kids and families, and we find ways to do that." The pair tours extensively, even venturing abroad—"We've been to New Zealand, Australia and Japan in the last three years, and we're getting ready to return to New Zealand and Japan," says Fink.

But, she observes, playing and recording for yourself only takes you so far. "You have to be creative when you're making non-commercial music," says Fink. "We don't

Continued on page 74

Family Home Entertainment

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The most exciting new superhero of the millennium is a valiant protector of nature and life.



A classic action tale of good versus evil, boasting mythic battles, adventures and positive themes of courage and loyalty.



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## ARTISTS

Continued from page 72

make our living strictly from touring and record sales—we write and produce other stuff too." That includes music for private corporate projects—for instance, songs about safety for preschoolers, distributed to employees of a large corporation.

Cathy & Marcy also have recorded some 80 songs for McGraw-Hill School Publishing's whole-language reading curriculum.

Cathy & Marcy not only diversify their



The Bumblebeez in Animaland

talents, they're firm believers in grassroots self-promotion. "We're in contact with retailers when we go into different markets," says Fink. "We make sure they're aware we're playing and that they have our product. And as long as it won't conflict with our shows, we'll perform in-store at places like Noodle Kidoodle, Zany Brains and Borders Books & Music—as well as in the wonderful mom-and-pop stores that supported us indies long before the big chains were around."

### HE WRITES THE SONGS

Dennis Scott is a children's artist whose 30 to 40 kids' performances a year evolved from his prolific songwriting. Nashville-based Scott, who'd been a child actor, keeps up on his kids' concerts, even though the bulk of his income is derived from songwriting. "It keeps me in touch with kids," he says, "and when I have new material, I find out right away whether they like it."

His children's songwriting credits are extensive, and he won a Grammy for best children's recording several years back, for his contribution to "Sesame Street Country." Scott composes for records, videos, stage shows and special products. He's written for Disney, Sony, Peter Pan Industries, the Benson Co., Quaker Oats and Wonderland Records, among others.

Scott also has done a quantity of work for audiobook collections by publishers including Random House, MacMillan and Metacom. Recent projects include a video series called Let's Have Fun (Highlander Video), pre-programmed keyboard songs for JTG of Nashville's "Play A Tune Plus" toy instrument and an upcoming Children's Television Workshop/Turner TV venture called "Big Bag," which will air on the new Turner Toon Network. Plus, he's released his own children's albums on his own Act IV label.

Even for someone as in demand as Scott is, he says it still takes constant vigilance to

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remain that way. "It's taken a long time to get to the point where I'm in the loop for all these projects," he says.

**BUSY AS BEEZ**

It takes persistence—and an open mind, says Lianne Sterling of electronic pop trio the Bumblebeez, who notes that her knee injury one year ago sidelined the band's touring—but it also compelled them to "start looking at other avenues." The 'Beez had already begun to diversify, with Sterling and band member Laurie Hedlund having written music for TV; the pair also had been part of a non-Bumblebeez project called Power Play, which released an album on the 'Beez' own Pinwheel Records. Sterling and third Bee David Scheffler, along with Sterling's composer husband Eric Swanson, did the music for a Universal Pilot (now in turnaround.)

For the first time, though, Sterling began writing music for multimedia and CD-



Song wizard Dave Kinnoin

ROM, in partnership with Swanson. She also started doing voiceovers for CD-ROMs and other kids' product.

"Kids' artists whose strong point is songwriting will fare better than those whose strong point is performing," says Sterling.

The Bumblebeez' fourth album is in progress, says Sterling, and the 'Beez are looking forward to the release of "Mommy And Me In Animaland," a new video from Bogner Entertainment Inc., which features songs from the Bumblebeez' wonderful 1992 album, "Animaland"—as well as the 'Beez themselves, onscreen.

**WIZARD OF SONGS**

A fourth album is also in the works for Dave Kinnoin, who owns his own label, Song Wizard Records. Kinnoin is one of the most resourceful and in-demand kids' artists in the business, writing for Disney and Jim Henson records and videos, as well as a slew of interactive product, in addition to his own recording and performing.

Kinnoin works both sides of the fence, major and independent, and wants to set the record straight on one important matter. The indie view has generally been that the big companies are interested in profit more than the welfare of children, but Kinnoin considers that a blinkered perspective. "I'm the regional contact for the Children's Music Network, but I work for the major companies too," he says. "I've discovered it's possible to remain true to what's good for kids while doing that." ■



# Children's Entertainment

## EXPECTATIONS

Continued from page 63

### PARAMOUNT HOME VIDEO

"Charlie Brown's All-Stars/It's Spring Training, Charlie Brown!"  
"It's The Girl In The Red Truck, Charlie Brown"  
"Josh Kirby...Time Warrior!: Eggs From 70 Million B.C."

### SABAN HOME ENTERTAINMENT

Mighty Morphin Power Rangers All Time Favorites "Limited Edition 3 Pack Collectors' Set," "Ninja



Go, Go, Power Rangers

Quest," "White Light"

### SONY MUSIC VIDEO

Sesame Street "Do The Alphabet," "Kid's Guide To Life: Learning To Share"  
"Journey Into The Minds Eye"  
"Ren & Stimpy: Nothing But Shorts"  
"Rugrat's Passover"  
"Streetfighter II: The Animated Movie"

### SONY WONDER

"The Secret World Of Alex Mack: In The Nick Of Time"  
Allegra's Window "Storytime Sing Along"  
Enchanted Tales "Gulliver's Travels"  
Eureeka's Castle "Wide Awake At Eureeka's Castle"  
Gullah Gullah's Island "Play Along With Binyah And Friends"  
Megaman "20,000 Leaks Under The Sea"  
Wild C.A.T.s "The Big Takedown"

### WARNER HOME VIDEO

"Amazing Panda Adventure"  
"War Of The Buttons"

## SECOND QUARTER

### Audio Releases

BIG ROUND RECORDS  
Peggosus "Bright New Day - A Celebration Of American Spirit"

### KID RHINO

Beginner's Bible "Songs For Young Children, Vol. 1"  
Madeline "Songs From The Hit TV Series," "Storytime Adventure: Madeline and the Dog Show"  
Mad Magazine "Collectively Mad"  
Schoolhouse Rock "Boxed Set"  
Various Artists "Rock A Bye Lullaby"

### MELODY HOUSE

Mr. Al "Kids Wanna Rock"  
Mr. Al & Stephen Fite "Back To School Again"  
"Best Of Melody House, Vol 1"

### MUSIC FOR LITTLE PEOPLE

Catfish Hodge "Catfish Pond"  
Various Artists "A Child's Celebration Of Folk"

### ROUNDER RECORDS

The Dream Project "We've All Got Stories"  
Cathy Fink & Marcy Marxer "Blanket Full Of Dreams"

### SHARP TOOTH STUDIO

Dr. Steve Butler "Out Of Remote Control"

### SONY WONDER

Sesame Street "Dance Songs," "Elmo's Sleepytime Songs And Stories"  
The Puzzle Place "Sing Along Songs Book & Tape"

### TIA'S Q.T. PRODUCTIONS

Tia! "Tia's 4th 'R' Is Respect"

### TWIN SISTERS PRODUCTIONS

"I'd Like To Be A Chemist"  
"I'd Like To Be A Meteorologist"  
"I'd Like To Be A Physicist"  
"I'd Like To Be A Zoologist"



Tia smiles.

### WALT DISNEY RECORDS

"Hunchback Of Notre Dame Soundtrack"  
"Hunchback Of Notre Dame Sing-Along"

### WARNER KIDS

Kidsongs "Boppin' With The Biggles," "Country Sing-Along"

### Video Releases

FAMILY HOME ENTERTAINMENT  
"Highlander: The Adventure Begins"

### JUST FOR KIDS HOME VIDEO

Lisa DiLallo "The BFG (Big Friendly Giant)"

### RANDOM HOUSE HOME VIDEO

Happily Ever After: Fairy Tales for Every Child "Beauty And The Beast," "Snow White"

Continued on page 79

# Edutainment CD-ROMs Gain Popularity With PC-Owner Parents

BY STEVE TRAIMAN

CD-ROM programs were one of the most popular gifts for kids from preschool age into the teens this past holiday season. And with the number of multimedia households with CD-ROM drives in—or hooked up to—their computers approaching 25% (or 10 million of the estimated 40 million U.S. total), every retail channel is looking for a piece of this new action well into the first quarter and through 1996.

Exclusive of CD-based games for the advanced Sega Saturn and Sony PlayStation platforms, the number of new children's CD-ROM titles was staggering, with a conservative 1,000-plus, educa-



tional and edutainment programs competing for shelf space. Developers include major record labels and movie studios, toy manufacturer interactive divisions and multimedia companies.

### LABEL SIBLINGS

Philips Media (PM) Home & Family Entertainment division of Philips Interactive Media, a PolyGram "sibling," is the most active of the record label-related companies. Steve Kleckner, VP, PM sales, notes that titles doing well include "Haunted House" (\$34.99) and "The Crayon Factory," hosted by Lamb Chop creator Shari Lewis (\$34.99 SRP). Among highlighted first-quarter releases are "Masterpiece Mansion," an interactive art-history game; "Treasures Of Oz" with Diana Ross vocals; and a "Felix The Cat" title. Due in August in a joint venture with Kodak is "Story About You."

For the Time Warner Group of companies, Inescape is the surviving interactive entity, with "Where's Waldo? Learning Geography," second in the series based on the extremely successful books, promised in the second quarter at \$39.95.

Emulating its video division, Disney Interactive has had CD-ROM hits as well, notes Carolyn O'Keefe, VP of marketing. "This first year has been exhilarating," she observes. Upcoming hot titles include an interactive "Toy Story" in May and a holiday release of a "101 Dalmatians" CD-ROM that will be day-and-date with the live-action movie.

Launched in early '94, Virgin Sound & Vision started with interactive arcade games, recalls CEO Tom Turpin. He soon realized that "kids' business is the biggest

market as parents in the rapidly expanding number of multimedia homes are viewing computer literacy as important as reading literacy," he says. "The greatest way to teach is also to entertain, so we used Bill Melendez Studios for some of our first five titles, which began shipping last August." Included were "Get Ready For School, Charlie Brown" and "Paperopolis," which came with 600 3-D paper toys. For '96, Turpin is high on "Snoopy's Campfire Stories," due in May, and two major new lines shipping mid-April: Virgin's "Adventurer" for ages 10 to 12, plus "Obelisk," first in a new game series PG-rated for kids 10 and up.

### MULTIMEDIA DEVELOPERS BUSY

"Both the original Carmen Sandiego and the KidPix series came out of our belief in getting kids actively engaged, with interactivity at the top of the list," says Laurie Strand, executive publisher for industry leader Broderbund Software. Featured



An interactive "Toy Story"

Toy Fair products include "The Logical Journey Of The Zoombinis," as well as "Carmen World" and "Carmen USA."

Softkey International, working with Dole Food Co., introduced "5 A Day Adventures" nutrition edutainment title at \$14.95 last fall at retail and grocery outlets. Also from the Future Vision division, new titles include 60 interactive adventures of "Explorers Of The New World" and "Pathways Through Jerusalem," with historical characters as guides through 3,000 years.

Compton's For Kids was launched in the fourth quarter by Compton's New-Media with one title, notes James Till, VP of North American sales. "We came up with a two-for-one deal: 'Ocean Explorers' and 'Zoo Explorers.'" Hot first-quarter titles include "Zak's Look It Up!," a multimedia reference collection for kids 6 to 12; "Bug Explorers," the third title in that series; "Mazlo's Spelling Adventure;" and for Easter and Passover, "Children's Bible Stories," with 24 Old and New Testament tales.

Microsoft bowed "3D MovieMaker" as its first kids software title for Windows 95 in November. "Encarta Encyclopedia 96" hit stores in November at \$54.95, with a monthly Yearbook Builder download function via The Microsoft Network or its World Wide Web page on the Internet.

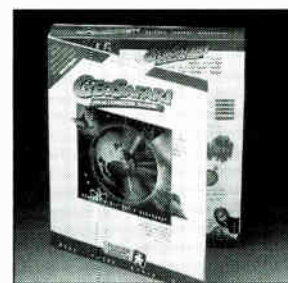
Creative Wonders, a joint venture of

Electronic Arts and ABC/Capital Cities offers the "Schoolhouse Rock" series, with "SR: Math Rock" due in March and "SR: Science Rock" and "SR: America Rock" by October for the holidays. More Sesame Street titles also are in the works.

New products from The Learning Company through the first quarter include "Interactive Math Journey" (\$99), "Logic Quest" and "Ultimate Writing & Creativity Center" (both \$50), all due this spring.

With more than 1 million copies of its original "GeoSafari" ELA (electronic learning aid) series sold, Educational Insights Interactive came up with "GeoSafari Multimedia" on CD-ROM for the fourth quarter. Excellent response at \$44 for 45 games—from dinosaurs to geography—is noted by John Squires, director of marketing & sales. Two versions due later this year are "GeoSafari Animals" and "GeoSafari Junior" for kids 4 to 8.

Upcoming titles from 7th Level are "The Great Math Adventure" later this year and "The Great Reading Adventure" for 1997. Also due the first quarter is "The Universe According To Virgil, Starring Virgil Reality," hosted by Charles Fleisher, the voice of Roger Rabbit.



Newest releases from Edmark Corp. include "Trudy's Time & Place House" (\$40), fourth in the Early Learning House series, and "Destination Ocean" (\$35), fourth in the award-winning Imagination Express series.

GTE Interactive Media's product manager Donnie Lew reports upcoming titles include a bundle package of "Ocean America" and three new interactive storybooks for a March release, all under \$25.

Pixel Genius Entertainment, founded by Paul Janavs and Jeff Patterson, came out with the "Reading Success For Kids: Pocahontas" CD-ROM and a 100-page activity book (\$29.95) for the holidays and reported over 20,000 copies sold the first month. Upcoming are "Jack In The Beanstalk," "The Pec-Wee Prince" and "Little Red Riding Hood."

### TOY FIRMS' INTERACTIVE

Lego Toy Co., which has a Virtual Lego exhibit at Walt Disney World's Epcot Innoventions pavilion, has a joint venture with software developer Mindscape to market a "Lego System Town" CD-ROM

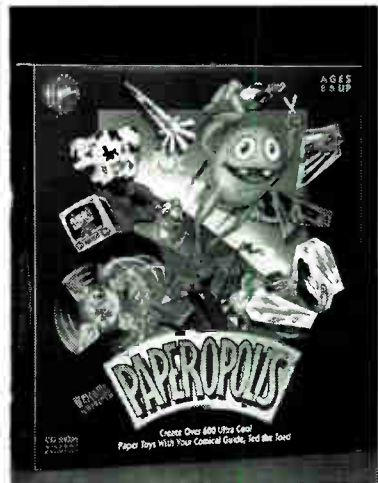


for the '96 holidays. Both Richard Garvey, Lego marketing VP, and Mindscape president Bob Goldberg conceptualize the program as a first-person exploration game for kids 5 to 12.

Fisher-Price and Compaq Computer announced a joint venture at the January Winter CES for a new Wonder Fools (WF) series for kids 3 to 7. Due in the second half of '96 are a WF Cruiser, an innovative driving console bundled with "Spruce Squirrel's Hiccup Mix-up" (\$150); a WF Keyboard with oversized keys, a mouse and one bundled activity title (\$130); and the first three interactive software titles in



An encyclopedic scene from Compton's



late summer, "Cyber Grannies," "Over In The Meadow" and "Wacky Jacks—The Family Edition."

Vtech came up with its SmartBytes line and its Sound Learning Keyboard with Software last year "and gained some real nice real estate in storefronts, a good level of market share and several awards," reports sales VP Carol Seitz. A keyboard bundled with "The Magic Picnic" is \$79.99 ESP; the first three Shade's & JB's Workshop CD-ROM titles are \$29.99; and "Pirate Jupiter & The Moondogs," an interactive storybook adventure, is also \$29.99.

Hasbro Interactive's (HI) goal "is to be a leader in family entertainment for the software world, from our traditional toy channels to the new online Internet area," explains Joe Gammal, product marketing manager. HI Worldwide launched its first web site in late October, monopoly.com, linked to the new "Monopoly" CD-ROM game (\$39.99), which was released in the 60th-anniversary year. For younger kids, the Playskool line had the first two of five titles in January, "Mr. Potato Head Saves Veggie Valley" and "Playskool Puzzles" (both \$39.95). Due in the first quarter are "Tonka Construction," "Play-Doh Creations" and "Candy Land Adventure."

Gammal reports that orders were steadily coming in as of late January. "With a host of brands and properties at Hasbro Toys, we expect to continue our theme of 'building imaginations for generations of children,'" he emphasizes. ■

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# Children's Entertainment

## Special-Interest Kiddie Style

Sports, Health-And-Fitness And How-To Vids Appeal To The Younger Set

BY CATHERINE CELLA

Special-interest video is not just for adults anymore. Kids are notorious sponges, thirsting for knowledge as well as video. So SI kidvid is only natural, with similar categories to its adult counterpart and a few of its own.

### LET THE GAMES BEGIN

Sports videos are at least as popular with kids as with adults, especially if they feature a favorite team or athlete. But the instructional vids that are made for kids—and their coaches—help them learn and improve their game.

Wayne Gretzky is the latest superstar-turned-coach, in his "All-Star Hockey" vid from Buena Vista. With NHL footage and an assist from 11 other players, the Great One delivers instruction in hockey

as well as in-line skating.

ESPN Home Video's Let's Play series now extends to skiing, with two vids starring Picabo Street. And "Let's Play Basketball" has Duke's Coach K giving insider tips to hoop dreamers.

### LET'S GET PHYSICAL

For kids, the health-and-fitness category is more than the latter, thanks to "The Germ Busters Video" (Kid Safety Of America). The stars of Nickelodeon's RoundHouse bring a humorous yet non-nonsense tone to what could be a dry topic—preventing illness. The result is true infotainment.

"Hip Hop For Kids" (Jumping Fish) also owes much to its lively star, dancer Roger G. He leads a cute bunch of kids in a workout that's as fun as it is fitness-

boosting. Active teens have two new choices. "The Grind Workout: Fitness With Flava" is Sony's second in the series starring MTV's Eric Nies. Its motivation? You won't look cool bustin' moves on the dance floor if you're splitting your pants. "Strength And Shape: A Teenage Workout" (Earth Smart) offers ways to increase strength with weights in excellent demos.

### HOW TO

Sony Wonder and Dorling Kindersley could do a how-to video on how-to videos for kids. Nobody does it better than the My First series. Eight tapes—ranging from cooking to music to nature—show clearly and colorfully the steps to success.

"My First Party Video" includes all the holidays, original kid-friendly recipes and creative decoration ideas. "My First Magic Video" features a talented magician who is willing to share his secrets.

### DO THE RIGHT THING

Virtues, values, do-bee and don't-bee—whatever you call it, good behavior is perennial in children's education. And kidvid has responded to the latest cry for teaching morals, with the best tapes resisting the preachy heavy-hand.

Oakland-based The Video Project has done just that in its two teen entries. "Tina's Journal" records a girl's environmental education in everything from toxics to overpackaging and recycling. And "Creating Peace" shows kids at work mediating on the playground and meeting at an international conference hosted by Elie Wiesel. On a lighter note, "It's Just Good Manners" (Mind Your Manners) has real kids using etiquette in everyday situations.

For preschoolers, some old friends are

refocusing their video visits to more specific themes. Sesame Street Home Video has just debuted a line on the Sony Wonder label titled Kids' Guide To Life. Katie Couric stars in the first release, "Learning To Share," a fun and funny variety show co-starring Jack & Jill and the Three Little Pigs.

Mister Rogers' Neighborhood just expanded by four titles: "Going to School," "Learning Is Everywhere," "Our Earth: Clean And Green" and "The



Germ Busters keep kids healthy.

Doctor, Your Friend" (CBS-Fox). And in his 15th release, Thomas The Tank Engine has built around a theme in "Thomas And His Friends Help Out" (Anchor Bay). New kid on the block is "Jay Jay The Jet Plane" (Kid Quest), whose stories promote imagination, perseverance and caring for nature.

### KIDS JUST WANNA HAVE FUN

The very young have more to learn than good behavior, of course. And capturing the whole wonderful variety is the superb Preschool Power series (Concept). Dancing, cooking, pretending, crafting—it's all there, and more. Currently in eight volumes, Power should number 13 by fall for TV syndication.

The initial release of Primalux's educational series is "See It! Say It! Sing It. Play It." And kids will do just that as they learn about sounds, words, the alphabet and more in this well-produced video. PolyGram's The Animal Show Starring Stinky And Jake series adds two more to its original two titles educating on animals with a little help from Jim Henson Productions.

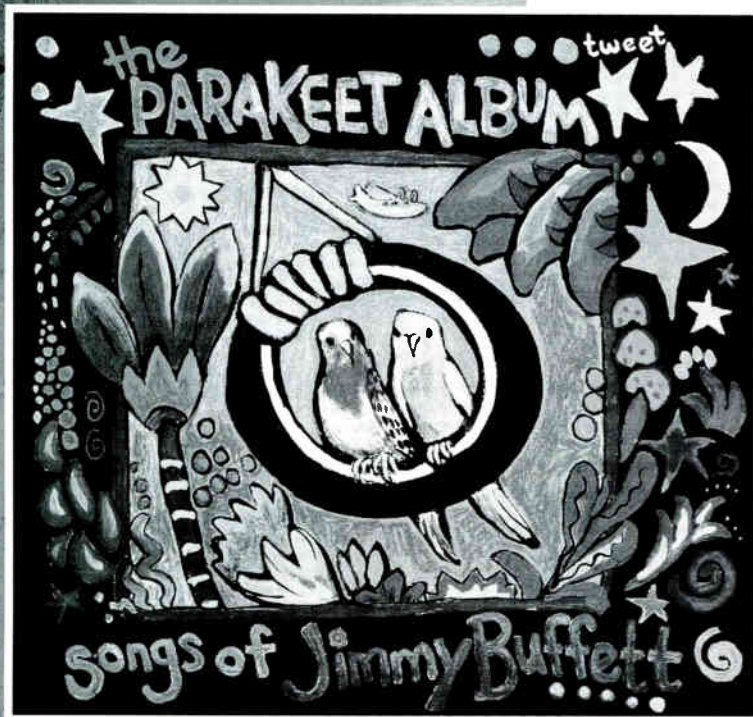
And finally, from the same people who brought you farm animals, big rigs, choo-choo trains and horses comes "Fruit ...Close Up And Very Personal" (Stage Fright). Arranged in families, each fruit is shown from tree to tummy in this highly appetizing video.

### AND NOW FOR SOMETHING COMPLETELY DIFFERENT

You've got to hand it to producers who can make fascinating such unlikely topics as bridges, logging and dirt. "Big Cable Bridges" (Segments Of Knowledge) moves from engineers' computers to on-site construction, with writing and music to help engage youngsters.

"Timberrr!!! From Logs To Lumber" (Bulldog Entertainment) shows how far logging has come from the days of the simple saw. Kids will be interested in the heavy equipment now used as well as special techniques in this video filmed at a real northwoods sawmill.

Last but not least is "I Dig Dirt" (Dreams Come True), an award-winning look at one of kids'—if not parents'—favorite playthings. Again, heavy equipment takes center stage—one truck weighs 240 tons!—along with such excitement as the explosions used to dislodge coal. Next up is "The Little Horse That Could" about a Connemara stallion and the woman who trains and rides him. ■



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**EXPECTATIONS**  
Continued from page 76

SABAN HOME ENTERTAINMENT  
Masked Rider "Escape From Edenoi."  
"Super Gold"

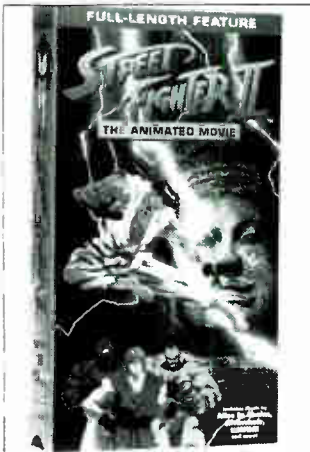
SONY MUSIC VIDEO  
"Aeon Flux"  
"Get A Life"  
"The Maxx"

SONY WONDER  
Hoyt And Andy "Olympics Program"  
Old Bear Stories "Friends, Friends,  
Friends," "Happy Birthday Old Bear"  
Rugrats "Phil And Lil," "Tommy  
Troubles"  
See How They Grow "Desert Animals,"  
"Jungle Animals," "Seashore Animals,"  
"Tree Animals"  
Sesame Street "Elmoozie," "Get Up And  
Dance," "Kid's Guide To Life: A New  
Baby In The House," "Letters,"  
"Numbers"  
The Puzzle Place "Accentuate The  
Positive"

**THIRD QUARTER**

**Audio Releases**

ARIEL RECORDS  
"Land Of Laughter"



BENSON MUSIC GROUP  
Chris Captain Jonah Gantry "Psalms Of  
The Palms"

KID RHINO  
Hanna Barbera Boxed Set  
Johnny Quest "Johnny Quest: Read  
Along I & II"  
Various Artists "Billboard Presents:  
Family Halloween Hits"  
Various Artists "Billboard Presents:  
Family Lullaby Classics"

WOODSIDE AVENUE MUSIC  
PRODUCTIONS  
"American Music Series Volume Two:  
Do-Wah-Ditty"

**Video Releases**

ARIEL RECORDS  
"The Magic Key"

SABAN HOME ENTERTAINMENT  
Power Rangers Zeo "Monster Movie,"  
"The Ultimate Quest," "Zeo Crystal  
Christmas"  
"A Christmas Carol"  
"Camp Candy's Christmas"  
"Ferbis' First Christmas"  
"Music Of Christmas In The Holy Land"  
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"New Three Little Ghosts"  
Sweet Valley High: "Kidnapped,"  
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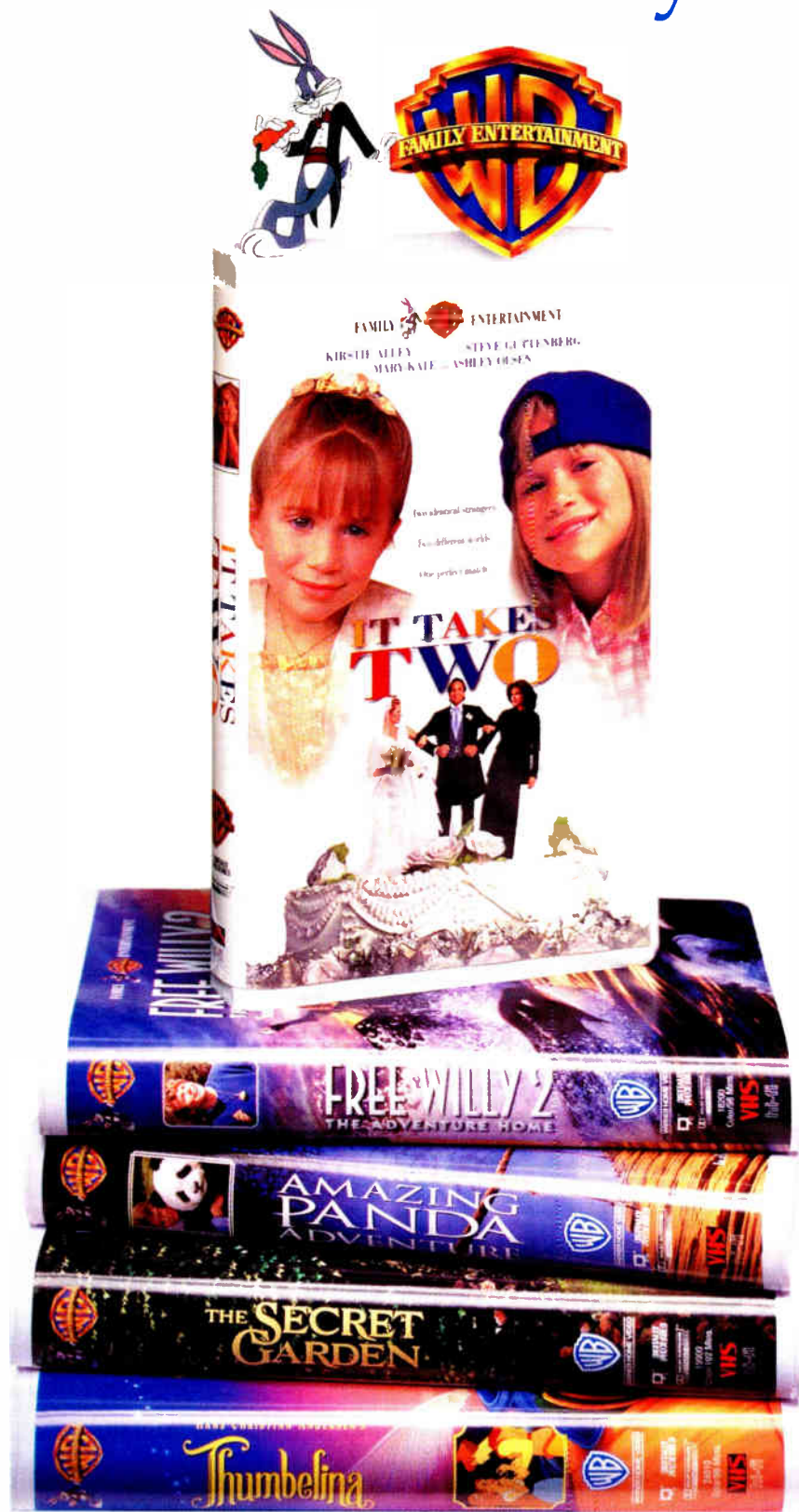
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## CROSS-GENERATIONAL MUSIC Continued from page 64

also want to introduce their children to music of the ages. One marvelous way is a new book-CD package from Dorling Kindersley, "A Young Person's Guide To Music," which includes everything you ever wanted to know about classical music.

"Heigh-Ho! Mozart" (Delos International) makes another wonderful choice. Taking classic Disney songs, arranger-conductor Donald Fraser matched each to a suitable composer. So "Colors Of The Wind" is presented in the style of Dvořák (New World Symphony), and "Beauty And The Beast" is as lushly romantic as if Rachmaninoff had written it.

## KID COUNTRY

Compilations of another sort fill Music For Little People's latest. "Big Country:



"Bugs & Friends Sing The Beatles"

For One And All" introduces kids to the sunny side of country music. Best cuts are by Little Texas, Brenda Lee and Tracy Byrd. "Hand In Hand: Songs Of Parenthood" benefits from such pop stars as Joni Mitchell, John Lennon and the Pretenders.

Jazz for kids seems as unlikely as jazz played on toy instruments. Yet the concept works on "Snoopy's Jazz Classiks" (Lightyear), with Joe Cool presenting the likes of "The Theme From The Pink Panther" and "What A Wonderful World." And for families who like their music served with a soupçon of humor, there are "Animaniacs: Variety Speak" (Kid Rhino) and "When You Wish Upon A Chipmunk" (Sony Wonder) with Alvin et al redoing Disney.

Even Disney is redoing Disney. "The Music Of Disney's Cinderella" updates the soundtrack with contemporary singers and arrangements. "A Dream Is A Wish" is treated to heartfelt English and Spanish versions by Linda Ronstadt. James Ingram contributes a dreamy "So This Is Love."

Such reworkings—along with compilations like the two-volume "Classic Disney: 60 Years Of Musical Magic"—have kept Walt Disney Records on top, with over 175 gold, platinum and multiplatinum awards. Disney, too, has four of the best-selling soundtrack albums of all time: "Aladdin," "Beauty And The Beast," "The Little Mermaid" and "The Lion King."

Marketing family music without a popular movie tie-in presents more challenges. And yet, just as the above best-sellers can be found in both the children's and soundtrack sections, family albums are increasingly promoted across genres. For instance, "Return To Pooh Corner" is sold in both the children's and Kenny Loggins sections.

"I know, as a parent, how nice it is when your kids ask to listen to something that you want to listen to also," says Mancuso-Winding. "This is the heart of family music—the magic of music shared." ■



**SPOKEN WORD**  
Continued from page 64

normally hear—at an affordable price point. Hopefully, the consumer will become familiar with us and see Dove as a symbol of quality.”

Warner Kids has a number of audiobooks for children, including the popular series *The Baby-Sitters Club*, each of which is packaged with a bracelet charm, and series based on DC comic-book heroes Superman and Batman.

But the title “Longest-Running Children’s Audiobook Series” belongs to the delightful *Hank The Cowdog* series, published by Gulf Publishing. Created by former cowboy John Erickson, the book and audio series offers the humorous adventures of Hank, a crime-solving



Celebrity reader Carol Channing

ranch dog who’s not quite as smart as he thinks he is. Erickson writes and reads the books, creating a wonderful variety of voices for the characters, and also writes the catchy songs that appear on each audio. Currently up to 25 titles, the *Hank* series has sold more than a million books and over 100,000 audiocassettes.

One company with an excellent reputation for kids’ product, Rabbit Ears, unfortunately lost its distributor when BMG Kidz folded. Rabbit Ears is currently looking for a new distributor. Meanwhile, the company has just garnered two Grammy nominations in the category Best Spoken Word Album For Children: one for “Follow The Drinking Gourd,” read by Morgan Freeman, with music by Taj Mahal, and one for “John Henry,” read by Denzel Washington, with music by B.B. King.

A new company, Piglet Press focuses on the works of L. Frank Baum, notably the classic “Oz” series. The unabridged audiobooks are packaged in attractive clamshell cases and retail for \$24.95.

**NON-BOOK-BASED AUDIOS**

On a long family car trip, nothing makes the hours fly by like Brilliance Corp.’s new “Strange Matter” series. This new imprint features original, 90-minute supernatural stories for 7-to-12-year-olds, dramatized by a full cast, with lots of sound effects and spooky music. Fun for the whole family.

On the storytelling front, Odds Bodkin successfully takes on the challenge of making Homer’s “*The Odyssey*” accessible to children, with an exciting, dramatic retelling underscored by Bodkin’s Celtic harp. Available on four cassettes for \$34.95 or four CDs for \$49.95. “*The Odyssey*” comes with a map of Odysseus’ journey. All of Bodkin’s fine storytelling audios are published by Rivertree Productions.

Rounder Records presents “*Irish Folk Tales For Children*,” performed by veteran storyteller and former actress Sharon Kennedy, accompanied by Celtic music.

Last but not least, award-winning storyteller Jim Weiss displays an exhilarating range of voices in his dynamic release—“*Shakespeare For Children*,” as well as his retelling of Greek myths, King Arthur legends and Sherlock Holmes stories, all available from Greathall Productions. ■

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## GUIDED BY VOICES LED BY '70s SOUND

(Continued from page 11)

vels of pop invention.

On Feb. 27, Matador releases the sublimely catchy "The Official Ironman Rally Song" as the first single from "Under The Bushes." In addition to servicing the song to college and commercial alternative radio, the label will release the single on both CD and 7-inch vinyl, including three B-sides.

The baroque melodies and psychedelic textures of such tracks as "The Official Ironman Rally Song," "Cut-Out Witch," "Burning Flag Birthday Suit," and "Lord Of Overstock" reflect Pollard's lifelong penchant for the Beatles, the Who, and '70s prog rock. But the songs' fantastical lyrics derive from material outside the rock'n'roll tradition: Pollard's 14-year stint as an elementary school teacher.

"I used to read a lot of fairy tales to my fourth-grade class, so all these weird characters—monsters, warlocks, and robots—made it into my songs," Pollard explains. "There're still odd hints of that, I guess—it's just that the themes have become more mature. So the songs are X-rated fairy tales."

Listeners and DJs alike at KREV (REV 105) Minneapolis are devotees of those fractured fairy tales. The Guided By Voices track "Motor Away" from "Alien Lanes" ended up at No. 7 on the station's top 105 countdown of listeners' favorite songs of 1995; among REV 105 DJs, "Alien Lanes" was the year's top album.

Along with "Motor Away," REV 105 played "My Valuable Hunting Knife" (No. 46 on the top 105) in heavy rotation. Currently, the station is airing a new version of the "Alien Lanes" track "Game Of Pricks," which appears on the "Tigerbomb" vinyl-only EP issued in November.

"With 'Alien Lanes,' we had huge singles that got massive phones," says REV 105 PD Kevin Cole. "Guided By Voices has been a constant for us."

"Alien Lanes" has sold more than 23,000 copies, according to SoundScan, though Matador says an additional 25,000 units have been moved through mom-and-pop shops. "Bee Thousand" has sold 24,000 copies in stores reporting to SoundScan. Released last February, "Box," a five-CD, seven-LP boxed set of Guided By Voices' early Scat material, has sold more than 4,000 copies, according to SoundScan.

Boston's Newbury Comics has sold more than 800 copies of "Alien Lanes," including 60 on vinyl, according to the store's director of purchasing, Natalie Waleik. "Bee Thousand" did equally well, she says, selling 750 CDs and 80 LPs.

Waleik says Guided By Voices' allegiance to the vinyl format adds to its great appeal among the indie-rock flock that frequents Newbury. Those "vinyl junkies" and "collector scum," as Waleik affectionately calls them, will be psyched to learn that "Under

The Bushes" will appear in a deluxe vinyl edition that includes an 18-song LP and a 12-inch, six-song EP, both in 120-gram audiophile vinyl and packaged in a gatefold sleeve.

Although all the revisions made on "Under The Bushes" would make most label execs pull out their hair, Matador is making the most of the situation. The label plans to release the bounty of extra material from the various "Under The Bushes" sessions as B-sides to follow up singles from the album, as well as on separate EPs. In May, Matador will issue "Plantations Of Pale Pink," a six-song EP on and CD and 7-inch vinyl; in August comes "Not In My Air Force," a 10-song EP on CD and 12-inch vinyl.

"Guided By Voices certainly has no difficulty in producing material—we have to stop them from giving us new records," says Patrick Amory, Matador's director of national sales. "'Bee Thousand,' 'Box,' and 'Alien Lanes' all came out in close proximity, but we've managed to hold the band back from releasing an album for more than a year. I think we'll see a lot more sales for the new record right off because of that."

While enthusiastic, Matador is avoiding positioning "Under The Bushes" as Guided By Voices' breakout album. "I see this as a truly fantastic record, but we're not going to frontload it," Amory says. "It's still going through indie distribution, and we're going to be patient and spread our promotional budget over four months rather than three weeks."

"We want to go into the Midwest and Northwest and spend money at retail to capitalize on their strong fan base there," Amory adds. "But touring is going to really help the new album sell, because Guided By Voices are amazing live, and they've never really toured."

Pollard and his mates Tobin Sprout, Mitch Mitchell, Kevin Fennell, and Greg Demos went on a European press and promotional tour earlier this month. Guided By Voices embarks on a U.S. tour in April that will take them through June. The summer sees the group traveling to the U.K. and Europe to play festivals. The band's U.S. gigs are booked by Twin Towers, and its European tours are coordinated by the Agency in London.

Formerly with Gold Mountain, the band is now managed by former Gold Mountain/Atlantic Records executive Janet Billig at Manage This! The ever-burgeoning Guided By Voices song catalog is published worldwide by MCA Music Publishing.

High-profile rock shows and big-time management and publishing deals are a long way from teaching fourth grade, but Pollard has the proper perspective: As he says, "You know, I'm still up there in front of the kids."

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# Reviews & Previews

## ALBUMS

EDITED BY PAUL VERNA

### POP

#### ► MICHAEL FEINSTEIN

**Nice Work If You Can Get It—Songs By The Gershwins**

PRODUCER: Hank Cicalo  
Atlantic 82833

The centennial tributes of the births of Ira Gershwin (1996) and George Gershwin (1998) are under way, with cabaret/concert star Michael Feinstein making his expected appearance. (He spent several years before Ira's death in 1983 cataloging the brothers' works.) Not only does one get affectionate and exuberant Feinstein, but also, as expected, some rare items that reinforce the brothers' remarkable consistency in writing first-rate songs. Feinstein continues his recorded tributes to major theater/film writers in winning fashion.

#### ► 2PAC

**All Eyez On Me**

PRODUCERS: Various  
Death Row 524 204

In this latest exercise in cynical self-justification, the performer who recently served jail time for sexual assault is back and eager to exploit his sordid rep with numerous songs in which women are objectified, bullied, and debased. Most tracks are cluttered with the usual accessories (guns, cars, champagne) of the juvenile gangsta junket, yet the music under the big talk resembles John Tesh instrumentals with New Kids On The Block drum loops. Comfortable with a creed in which no form of music video narcissism is too low to be profitably promoted, 2Pac quickly grows tedious on this flabby two-CD set. Not since the apex of the "poodle haircut" phase of heavy metal has a silly act of self-parody been so pointlessly paraded.

#### ★ THE WEDDING PRESENT

**Mini Plus**

PRODUCER: none listed  
Cooking Vinyl 94

Favorite oddball British pop band's newest is a short collection of singles and several extra tracks. Best of the set is the breezy "Convertible," the raving, rousing "Drive," and the engagingly simple, guitar-heavy "Go, Man, Go." Bonus tracks include durable rocker "Jet Girl." Contact: 516-484-2863.

### RAP

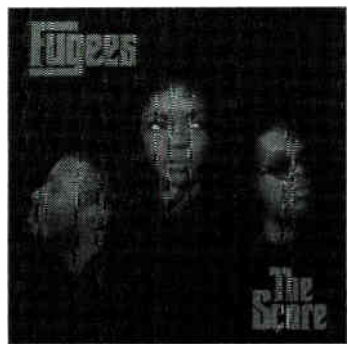
#### ► MAD SKILLZ

**From Where??!**

PRODUCERS: Various  
Big Beat/Atlantic 92623

Performer hails from Virginia, and he says the set is named for many people's response when he says where he's from. Indeed, he rhymes like a resident of a major rap capital, like New York, placing varied concepts (about such things as hometown pride, party scenes, and ghetto schemes) inside a smooth, metaphoric flow. Spongy first single. "The Nod

### SPOTLIGHT



#### FUGEES (REFUGEE CAMP)

**The Score**

PRODUCERS: Various

Ruffhouse/Columbia 67147

As free spirits in the material world called hip-hop, talented trio of Wyclef, Pras, and Lauryn Hill possesses the vision and resolve necessary to recognize that rap can go anywhere a performer wants to take it. From "Blunted On Reality," their debut disc, to this one, the Fugees have grown tighter and more assured. Over warm B-boy bubble, they promote consciousness and individuality while having freestyle fun. They also practice proactive politics, rail against killer cops, and attack false fronts, all the while showing how to advance in the rap game. Highlights include funky, acoustic rendition of "No Woman, No Cry" and spare, splashy cover of "Killing Me Softly."

Factor," promises to bring "the neck-breakin', club-shakin' beat for this year."

### COUNTRY

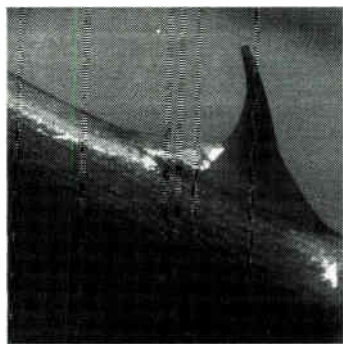
#### ► WYNONNA

**revelations**

PRODUCER: Tony Brown  
Curb/MCA 11090

With Wynonna, it's no longer germane to ask, "Yes, but is it country?" At this point in her career, Wynonna is her own country, and once you approach the music from that standpoint, this is a stunning album. She's primarily dealing with issues of spirituality and independence (reflecting, as always, what's going on in her life). When you have

### SPOTLIGHT



#### NUSRAT FATEH ALI KHAN & MICHAEL BROOK

**Night Song**

PRODUCER: Michael Brook

Real World 2354

A landmark in the cross-pollination of pop and world musics, the entrancing "Night Song" has the ability to touch a huge range of music lovers. Guitarist/producer Michael Brook has fashioned deep, dark ambient settings for qawwali master Nusrat Fateh Ali Khan's incomparable voice, emphasizing Khan's plaintive side with introspective grooves and ghostly laments. "My Heart, My Life," "My Comfort Remains," and "Crest" are highlights among the album's host of highly accessible tracks. A work of great beauty, "Night Song" stands as an album for the ages, defying genre and solidifying Khan's stature as one of the world's pre-eminent singers.

material from the likes of such divergent songwriters as Gary Burr, Mike Reid, Delbert McClinton, Lulu, Tonio K., Dave Loggins, and Ronnie Van Zant, you start to see where Wynonna is headed: a musical big rock candy mountain. This could get airplay in any radio format, from country to Christian.

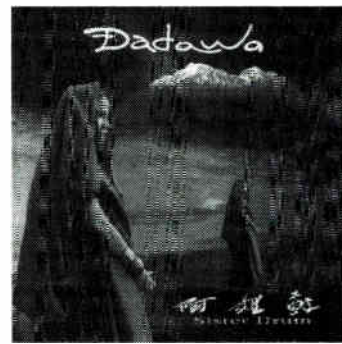
#### ► LARI WHITE

**Don't Fence Me In**

PRODUCERS: Josh Lea and Lari Whitke  
RCA 66742

With her third RCA album, "Don't Fence Me In," Lari White steps up into the front row of contemporary country female singers. It's a polished album of first-rate material and dynamic vocals. A thematic album, it opens with an old-time, rustic version of Cole Porter's "Don't Fence Me In" (with Shelby

### SPOTLIGHT



#### DADAWA

**Sister Drum**

PRODUCER: HE Xuntian

Sire 61889

Rooted in ancient Eastern melodies and rhythms and suffused with Western sonic textures, this album by composer/producer HE Xuntian and singer Dadawa—both Chinese artists who journeyed to Tibet to find their musical soul—is a beguiling amalgamation of cultures. Ethereal yet earthly, eclectic yet accessible, "Sister Drum" is world music of the highest order. From the luxuriant vocal harmonies of "Sky Burial" to the catchy melodicism of the title track to the sparse beauty of "Crossing The Ridge," the album possesses wide appeal for world-music, college, and triple-A programmers. A triumphant collaboration between a gifted singer and a multitalented musician.

Lynne and Trisha Yearwood adding their voices) and threads through a woman's progress through life, building up to White's co-written "Woman Of The World." It closes on a raucous rock'n'roll version of the title song.

### JAZZ

#### ★ CYRUS CHESTNUT TRIO

**Another Direction**

PRODUCER: Big Apple Productions

Alfa/Evidence 22135

Shortly before his first Atlantic dates, piano phenom Cyrus Chestnut recorded this album for Japan's Alfa label with bassist Christian McBride and drummer Carl Allen. Chestnut nuts will applaud this stateside release, notable for its swinging energy and the gentle gospel cadences that turn up in his playing. Standout tracks of a fine traditional set include fresh, fast Ellington medley and a playful, offbeat "Blue Skies." Also features such Chestnut originals as the bounding, ebullient "Revol" and the rolling, Crescent City swing of "Jambalaya."

#### ★ AFRO CUBANO CHANT

PRODUCER: Lenny White

Hip Bop Essence/Silva Screen 8009

The latest in a string of excellent releases from drummer Lenny White and the Hip Bop Essence imprint, "Afro Cubano Chant" grooves from the get-go. The equal of last year's super-cool "Essence Of Funk," the album investigates various Latin jazz styles and features such top-notch players as vibist Mike Mainieri and saxophonist Gato Barbieri. "Afro

Cubano Chant" seems ripe for all sorts of jazz radio formats, with every track trading in a classic early-evening mood.

#### GRAHAM HAYNES

**Transition**

PRODUCER: Graham Haynes

Antilles 529 039

The hip-hop-related jazz of trumpeter Graham Haynes is less akin to cut-and-pasted acid jazz than it is to the wilder funk forays of the electrified Miles Davis. This new Haynes set features guitars by Vernon Reid and Jean-Paul Bourelly, a vocal by Amina Claudine Myers, turntables by DJ Logic Jason Kibler, a dense thicket of electronics, and even a couple of detours to North African-derived material. Highlights include the hypnotic echoes of "South Node Of The Moon In Pisces" and the nearly arhythmic, Frisell-like soundscape of "Harmonic Convergence," as well as the heavy-backbeat spin on Coltrane's classic title track that writhes with ravenous guitars.

### LATIN

#### ★ SORAYA

**En Esta Noche**

PRODUCERS: Rod Argent, Peter van Hooke

PolyGram Latino 527 831

Spanish counterpart to delectable Island debut "On Nights Like This" translates quite well as New Jersey singer/songwriter of Colombian ancestry employs hushed, impassioned vocals to articulate bittersweet, romantic confessions. Limited radio appeal in U.S. might dampen stateside potential, but soothing roots-pop effort à la Rickie Lee Jones or Bonnie Raitt should explode in Latin America.

#### ★ YOMO TORO

**Las Manos De Oro**

PRODUCERS: Yomo Toro, Rubén Figueroa

Xenophile/Green Linnet 4037

Expressive virtuoso of undersized cuatro guitar teams with volcanic songbird Dalia Silva for a wonderfully organic, salsa/bachata romp offset by several spirited instrumentals inspired by rural sounds of Yomo Toro's native Puerto Rico. Silva's stately delivery lends majestic grace to "Cúrame" and "La Otrá."

#### ★ DIOMEDES DÍAZ

**The Remixes**

PRODUCERS: Various

SDI/Sony 81735

Nearly a dozen song reconstructionists from North and South America ably metamorphose rural, accordion-flavored hits from *vallenato* master into pumping club anthems. Diomedes Díaz's searing, bari-tenor wails and exhortations leap above the boomish grooves of smooth, shuffling "Lucero Espiritual" and Caribbean house thumper "Las 4 Fiestas."

#### IVAN Y SUS BAM-BAND

PRODUCERS: Jorge Ramirez, Sady Ramirez

Sonolux/Sony 81770

A hit record in Colombia, this slick, programmed compilation of homegrown classics marks well-known Colombian label's inaugural foray into the U.S. Cute group's fluffy vocals and Ramírez's watertight arrangements are pleasant enough, but set could have used a huge dollop of soul from original hit-makers Pastor López and Nelson Henriquez.

(Continued on page 89)

### VITAL REISSUES™

#### PETER GREEN'S FLEETWOOD MAC

**Live At The BBC**

EXECUTIVE PRODUCERS: Mick Fleetwood & Carl Stubner

Fleetwood/Castle 114

Collection of late-'60s and early-'70s BBC broadcasts of the original Fleetwood Mac lineup showcases the Peter Green-led group's fiery blues style, which made it a sensation in Britain before a series of personnel changes took the band to America and to unprecedented levels of commercial success. Two-disc set captures the

early magic of Green and company as they essay brilliant originals ("Rattlesnake Shake," "You Never Know What You're Missing," "A Fool No More") and blues standards from Elmore James, Robert Johnson, and others. The vibe is raw, live, and passionate, and the recordings are of impressive quality. An archival release of utmost historical and musical importance. Contact: Castle Records, 110 E. 59th Street, 18th floor, New York, N.Y. 10022.

**ALBUMS:** SPOTLIGHT: Releases deemed by the review editors to deserve special attention on the basis of musical merit and/or Billboard chart potential. VITAL REISSUES: Rereleased albums of special artistic, archival, and commercial interest, and outstanding collections of works by one or more artists. PICKS (►): New releases predicted to hit the top half of the chart in the corresponding format. CRITICS CHOICES (★): New releases, regardless of chart potential, highly recommended because of their musical merit. MUSIC TO MY EARS (♫): New releases deemed Picks which were featured in the "Music To My Ears" column as being among the most significant records of the year. All albums commercially available in the U.S. are eligible. Send review copies to Paul Verna, Billboard, 1515 Broadway, New York, N.Y. 10036. Send R&B albums to J.R. Reynolds, Billboard, 5055 Wishire Blvd., Los Angeles, CA 90036. Send country albums to Chet Flippo, Billboard, 49 Music Square W., Nashville, TN 37203. Send Latin albums to John Lannert, 1814 Fern Valley Road, Louisville, KY 40219. Other contributors: Havelock Nelson (rap/N.Y.); Irv Lichtman (Broadway/cabaret/N.Y.); Heidi Waleson (classical/N.Y.); Drew Wheeler (jazz/N.Y.); Deborah Evans Price (contemporary Christian/Nashville); Gordon Ely (gospel); John DiIiberto (new age).



# Reviews & Previews

## SINGLES

EDITED BY LARRY FLICK

### POP

► **JOAN OSBORNE** *Right Hand Man* (4:22)

PRODUCER: Rick Chertoff

WRITERS: J. Osborne, E. Bazilian, R. Hyman, R. Chertoff, D. Van Vleet

PUBLISHER: not listed

**Blue Gorilla/Mercury 1583** (c/o PolyGram) (cassette single)

This rollicking, blues rockin' follow-up to Osborne's Grammy-nominated breakthrough smash "One Of Us" should ultimately be an extremely savvy choice. By sidestepping the temptation to go with another easy-paced jam, Mercury is fleshing out the singer/songwriter's image as more than a one-trick pony with limited range. Osborne excels here, spewing clever lyrics with palpable force and seductive swagger, while the band slams a raw, lip-smacking blend of guitars, drums, and piano. Will flow over top 40 playlists like a brisk, exhilarating breeze.

► **CELINE DION** *Because You Loved Me* (4:33)

PRODUCER: David Foster

WRITER: D. Warren

PUBLISHER: Realsongs, ASCAP

**550 Music 78922** (c/o Sony) (cassette single)

Dion's imminent new album, "Falling Into You," is previewed with this lovely pop ballad that bares the recognizable marks of producer David Foster and tunesmith Diane Warren. Translation: This song is rife with grand romance, larger-than-life production, and a climax that is best described as the musical equivalent to 4th of July fireworks. Factor in Dion's stately style and soaring soprano range and you have pop theater of the first order. In these R&B-driven pop radio times, this single may struggle at first, but its high quality and Dion's large following should ultimately push it over the top. This cut can also be heard on the soundtrack to "Up Close And Personal."

► **DJ JUANITO PRESENTS LINA SANTIAGO** *Feels So Good (Show Me Your Love)* (no timing listed)

PRODUCER: DJ Juanito

WRITER: DJ Juanito

PUBLISHERS: Cynthia/Fatso, ASCAP

REMIXERS: DJ Juanito, Lina Santiago

**Universal 1004** (cassette single)

West Coast club punters are already well aware of this bass-driven dance ditty. With crossover radio programmers starting to show interest, pop prominence appears imminent. DJ Juanito wraps blippy electronic sounds around a rubber-band bassline, while Santiago tweets and chirps like a fluttering, young songbird. This is one of those quirky left-field offerings that seems destined to go the full Hot 100 distance. Chart its rapid rise while you twirl.

★ **CATHY RICHARDSON AND HER BAND** *Down For The Count* (no timing listed)

PRODUCERS: Cathy Richardson, Chuck Kawal

WRITER: C. Richardson

PUBLISHER: Metal Goddess, ASCAP

**Jessica 0089** (CD single)

The Chicago-rooted Richardson comes on like an edgy cross between Melissa Etheridge and Indigo Girls on this straight-forward, pop-leaning rocker. Richardson has a gravelly, no-nonsense vocal attack that gives an earthy anchor to the song's poetic pondering. She is complemented by simple instrumentation that is smartly focused on tight acoustic and electric guitar interplay and an easy-paced backbeat. A single well worth investigation—as is the album "Fools On A Tandem." Contact: 312-822-9333.

### R & B

► **SHABAZZ THE DISCIPLE** *Crime Saga* (4:05)

PRODUCERS: Carlos Bess, DJ Choco

WRITERS: Scientific Shabazz The Disciple

PUBLISHERS: Denysha/Ya-Ya/Suite 1202 Music, BMI; Bess Known/G. Dubs, ASCAP

**Penalty 167** (c/o Tommy Boy) (CD single)

G-funk vibe set fails to cover any new terrain musically or lyrically. Still, the project pro-

vides a deep, rumbling bassline worthy of some jeep time. Lyrically, this artist, who was last heard delivering the word in 1994 with the Gravediggaz, spins a meaty tale with a meaningful moral. The result is a melodic narration more than worth the price of admission in this climate of churn-'em-and-burn-'em rhymsters.

★ **SHERREE FORD-PAYNE** *Love Him Anyway* (3:45)

PRODUCERS: Howie Tee, Alex Spanador Mosely, Sherree Ford-Payne

WRITERS: H. Tee, A.S. Mosely, S. Ford-Payne

PUBLISHERS: Irving/Ford-Payne/Howie Tee/Spanador, BMI

REMIXER: David Morales

**Almo 4828** (cassette single)

This is a feel-good jam to the max. Ford-Payne has flava and star power to spare, both of which she flexes to sunny effect on this instantly infectious, reggae-kissed R&B shuffle. David Morales toughens the groove with a little hip-hop muscle to better suit radio airwaves, and then he helps the singer court clubs with a house version that smokes with underground potential. Makes ya wanna dash out for a copy of Ford-Payne's self-titled debut album.

★ **HEZEKIAH WALKER & THE LOVE FELLOWSHIP** *CRUSADE CHOIR 99* (4:06)

PRODUCERS: Dan Cleary, Joe Wilson, Gerald Heyward, Percy Brody, Frank Ski

WRITER: not listed

PUBLISHER: not listed

REMIXER: not listed

**Benson 4168** (CD single)

The lines dividing gospel and funk blur on this rousing and inspirational anthem. A chest-pounding lead performance by Walker packs considerable R&B radio punch, while the Love Fellowship Crusade Choir surrounds him with heavenly chants. Boasting no less than six versions, this single is different from other multicut singles in that each version was conceived and created by a different producer with distinct vocals by the act. Jam on Percy Brody's electro-jazz hip-hop version and Frank Ski's stomping tribal-hop excursion. The fine original Dan Cleary production of this song can be found on the album "Live In New York By Any Means."

**JACKAL "THE BEAR"** *For Real* (no timing listed)

PRODUCER: Melly Paid

WRITER: Jackal "the Bear"

PUBLISHER: not listed

**Union/Warlock 189** (CD single)

Jackal is a rapper/toaster with animalistic style and a gruff way with words. He steam-rolls over a percolating reggae/R&B groove. Not the most accessible record vying for attention right now, this single is certainly unusual—and that is often much appreciated in a sea of sound-alike dross. Apparently, some programmers agree, given its grass-roots support in Washington, D.C., and Philadelphia. Have a listen. Contact: 212-673-2700.

### COUNTRY

► **FAITH HILL** *Someone Else's Dream* (3:37)

PRODUCERS: Scott Hendricks, Faith Hill

WRITERS: C. Wiseman, T. Bruce

PUBLISHERS: Almo/Daddy Rabbit/Big Tractor/Warner/WB, ASCAP

**Warner Bros. 8039** (7-inch single)

Here is yet another fine cut from Hill's strong album, "It Matters To Me." This song proves you can have radio-ready uptempo tunes with meaty lyrics. Just because a song makes you tap your toes does not mean it has to be devoid of lyrical integrity. On both lyrical and musical terms, this song is a winner—thanks in large part to Hill's affecting vocals. Her country phrasing and inflection underscore the live-your-own-life message in the lyric. Great song.

► **JOE DIFFIE** *C.O.U.N.T.R.Y.* (2:33)

PRODUCERS: Johnny Slate, Joe Diffie

WRITERS: E. Hill, R. Harbin, D. Drake

PUBLISHERS: New Haven/Music Hill/Dusty Drake, BMI; Sony/ATV

Tunes/Cross Keys/Kim Williams, ASCAP

**Epic 78246** (c/o Sony) (7-inch single)

The production is pumped up and ready for the dancefloor as Diffie gets into the spirit and fun of

this ode to the country music lifestyle. The lyric is a bit clichéd, but Diffie throws himself into it vocally and rides the beat.

► **JOHN MICHAEL MONTGOMERY** *Long As I Live* (4:07)

PRODUCER: Scott Hendricks

WRITERS: R. Bowles, W. Robinson

PUBLISHERS: Maypop/Wildcountry/Makin' Chevs/Wonderland/Will

Robinsons, BMI

**Atlantic 6654** (7-inch single)

Hasn't he done this song before? Sure, Montgomery has quite the flair for delivering positive love ballads, but this sounds a little too much like territory he has covered on previous hits like "Rope The Moon," "I Can Love You Like That," and his definitive positive love song, "I Swear." Country radio seems to lap this stuff up though, so it will likely lengthen his string of hits.

**DON COX** *I Never Met A Woman I Didn't Like* (2:53)

PRODUCER: Ray Pennington

WRITERS: C. Wright, L. Wilson

PUBLISHERS: Hamstein Stroudevarious/Curtis Wright Songs/Zomba

Entertainment, ASCAP

**SOR 501** (7-inch single)

The first single from Cox's sophomore project, "Each 1's A Winner"—which is due in March—is an energetic honky-tonk number that is nicely laced with steel guitar and fiddle. Cox has a likable country voice, and even though the song is not especially strong, his performance brings it up a notch.

### DANCE

**CERRONE** *Love In C Minor* (4:05)

PRODUCER: Cerrone

WRITER: Cerrone

PUBLISHER: C Side, ASCAP

REMIXERS: Mike Dunn, David Morales

**Pure 2251** (CD single)

The legendary disco producer/musician revisits one of his classic recordings with the assistance of housemeisters David Morales and Mike Dunn. Collectively, they usher in the sweeping, romantic epic into the '90s by underlining the original melody with a more aggressive rhythm pattern and vigorous, almost tribalistic percussion. Dance historians will have fun comparing the old and new versions, while the less-informed will receive an important introduction to a key club moment. Contact: 203-938-0555.

### AC

► **JIM BRICKMAN** *By Heart* (3:51)

PRODUCER: David Grow

WRITERS: J. Brickman, H. Leven

PUBLISHER: not listed

**Windham Hill 11183** (CD single)

After connecting with AC listeners with two

instrumental cuts from his current album, "By Heart," successfully selling this vocally driven title cut will be a breeze. His expressive execution of this ballad's sweet and simple melody is heightened by the accompaniment of singer Laura Creamer, whose style is fondly reminiscent of Patty Smyth. A real heartwarmer.

**TENNIE LEONARD** *A Little Space* (no timing listed)

PRODUCER: Danny Holgate

WRITER: S. Sarno

PUBLISHER: not listed

**Belton 12146** (CD cut)

Leonard offers a dewy-eyed ballad in honor of those receiving medical care at New York's Memorial Sloan-Kettering Cancer Center. Her vocal is a tad stagey at times, but her sincerity—not to mention producer Danny Holgate's melancholy string arrangement—pushes this track over the top. For AC programmers who are catering to a more sophisticated and thoughtful listener: Contact: 212-481-6555.

### ROCK TRACKS

► **ROLLING STONES** *Wild Horses* (4:07)

PRODUCER: not listed

WRITER: not listed

PUBLISHER: not listed

**Virgin 11075** (c/o Oema) (CD single)

For the second single from "Stripped," the Stones offer an acoustic reading of their 1971 hit. Twenty-five years later, the track sounds as haunting and majestic as ever, with tasteful acoustic guitars, piano, and a restrained vocal performance by Mick Jagger. Album rock, AC, and triple-A stations should run with this.

► **SPARKLEHORSE** *Someday I Will Treat You Good* (3:27)

PRODUCERS: David Charles, Mark Linkous

WRITER: M. Linkous

PUBLISHER: not listed

**Capitol 1199** (c/o Oema) (CD promo)

All that glitters is not gold—unless it is the relentless rock of Sparklehorse. A loud blast of blazing guitar riffs almost drowns out former Dancing Hoods member Mark Linkous' wandering vocals, which sound like an Americanized Oasis. From the album "Vivadixiesubmarine-transmission." (Try saying that three times fast.)

► **BAD RELIGION** *A Walk* (2:14)

PRODUCERS: Ric Ocasek, Bad Religion

WRITER: G. Graffin

PUBLISHERS: Polypterus/Warner-Tamerlane, BMI

**Atlantic 6613** (CD promo)

With former Cars front man Ric Ocasek as co-producer, Bad Religion returns with an effort that is likely to be immediately embraced by modern rock radio. Despite the departure of mastermind Brett Gurewitz, this pioneer punk band retains its ability to balance aggressive melodies with raging rhythms. From the album "The Gray Race."

### NEW & NOTEWORTHY

**HEARTBEAT FEATURING LAURINE** *Think Twice* (no timing listed)

PRODUCERS: Gary Miller, Martyn Norris

WRITERS: A. Hill, P. Sinfield

PUBLISHERS: Chrysalis/Red Admiral/EMI-Virgin,

ASCAP

REMIXERS: Craig Bevan, Jon Dixon

**QPM/Profile 2501** (cassette single)

The much-ballyhooed European "Think Twice" cover war moves to the States with the domestic release of this interpretation of Celine Dion's 1995 worldwide hit. (Next Plateau will issue another cover of the song in the coming weeks.) An assertive, melodramatic ballad in its original context, the song is now a fluffy, Euro-NRG dance ditty that overflows with youth appeal. Lauraine has a sweet and girlish voice that works well within this setting of jumpy beats and light synths. The inclusion of a freestyle remix is downright inspired and actually allows the hook to breathe more than the Euro-NRG version does. Expect widespread radio play outta da box. Contact: 212-529-2600.

**BASS IS BASE** *I Cry* (3:59)

PRODUCER: Mike Mangini, Shane Farber, Bass Is Base

WRITER: not listed

PUBLISHER: not listed

REMIXERS: The Manhattan Project, Eric "E-Smoove" Miller

**Loose Cannon 7134** (c/o Island) (cassette single)

The current influx of alterna-funkateers, such as D'Angelo, getting props from radio allows plenty of reason to be optimistic about the future of this challenging new act. The groove of this charmer shuffles along at a breezy pace and is layered with an ear-catching blend of acoustic-pop and old-school soul. Bouncing with rich harmonies and sing-along potency, the chorus permanently sticks to the brain upon impact. There are several fine remixes for programmers of pop, R&B, and crossover formats to chew on, ranging in vibe from jeep/hip-hop to smooth R&B. Pick one and bask in the pleasure of this truly unique and refreshing listening experience. From the fine album "Memories Of The Soulshack Survivors."

**AMMONIA** *Drugs* (3:27)

PRODUCER: Kevin Shirley

WRITERS: Balmont, Hensworth, Johnstone

PUBLISHER: Sony

**Epic 7681** (c/o Sony) (CD promo)

This highly addictive track mixes elements of punk and pop into a bitter concoction of carefully constructed chaos and medicated melodies. Ammonia screams more than it croons, but that's more than adequate by today's standards for modern rock. Taken from the Epic release "Mint."

**ALISON FAITH LEVY** *The Scientist* (no timing listed)

PRODUCER: Chris Xefos

WRITER: A. Levy

PUBLISHER: Strange Little Girl, ASCAP

**Git 40515** (7-inch single)

Produced by King Missile's Chris Xefos, this indie single evokes left-of-center melodies through Levy's bluesy vocals and a modest song structure. Contact 415-821-9322.

**POE** *Trigger Happy Jack (Drive By A Go-Go)* (3:35)

PRODUCER: Dave Jerden

WRITER: Poe

PUBLISHERS: Po-Go/Poe Tree, BMI

**Modern/Atlantic 6392** (CD promo)

The latest from this femme neo-folk rocker is a mouthful. The songs start off restrained enough with clever wordplay before Poe explodes in a flurry of guitars and moves in for the kill, asking, "Why do you gotta be such a dick?" Modern rock and triple-A may want to give this a shot.

★ **BILL MILLER** *Raven In The Snow* (4:02)

PRODUCER: Richard Bennett

WRITERS: B. Miller, J. Flanagan

PUBLISHERS: Bro'n'Sis/Dreams of the West, BMI

**Reprise 8030** (c/o Warner Bros.) (CD promo)

Miller is an American treasure, an artist whose lyrical depth and musical prowess have made him a popular live performer (he won rave reviews opening for Tori Amos on her Under the Pink tour). Radio success has proved elusive, but this single could change all that for this native American singer/songwriter. The infectious intro gives way to the urgency in Miller's vocals as he relays this autobiographical anthem, singing, "You can separate the flock/Still my colors would show/I will stand out/I'm a raven in the snow." This single is being pushed to rock and triple-A stations, where the driving melody and literate lyrics should find a welcome home.

### RAP

► **MC LYTE FEATURING XSCAPE** *Keep On, Keep- ing On* (no timing listed)

PRODUCER: Jermaine Dupri

WRITERS: J. Dupri, M. Jackson

PUBLISHERS: So So Def/EMI-April/Brooklyn Based/Top

Billin', ASCAP; Mijac/Warner-Chappell, BMI

**Flavor Unit/EastWest 9474** (c/o Elektra) (cassette single)

The soundtrack to "Sunset Park" gets an excellent introduction with this ticking jeep cruiser that is fueled by Lyte's reliably sharp, smart rhymes, Xscape's shimmering harmonizing, and deft use of a sample from Michael Jackson's "Liberian Girl." Jermaine Dupri produced the cut with a spare, diamond-hard beat and delicate Caribbean keyboard flavors. Will likely begin a healthy commercial run with hip-hop enthusiasts before making a much-deserved transition into the mainstream pop arena.

**SC SUPREME** *I Wonder* (no timing listed)

PRODUCER: Dangerous D.

WRITERS: C. Haith, P. Rushen, K. Evans

PUBLISHER: Hip Hop Posse/Babyfingers/Barney & Lu,

ASCAP

**Hairy Dog 1000** (cassette single)

Subdued rhythmic, synth-driven song features cheery, back-in-the-day lyrics about growing up and puppy-love romance that's paced by pleasingly syncopated creaking effects. The tune's havin'-fun feel evokes images of summertime, which could deter listeners intent on more substantial, winter-season words. Track features fluid female chorus that backs a catchy hook to which the rapper would have been better off not trying to sing.



(Continued from page 87)

## WORLD MUSIC

★ **SEAMUS EGAN**  
When Juniper Sleeps

PRODUCERS: Michael Aharon & Seamus Egan  
Shanachie 79097

American-born Seamus Egan is better known in Ireland, but U.S. audiences may know him from the high-charting soundtrack to "The Brothers McMullen." A superb player of guitar and flute, as well as indigenous instruments such as the bodhrán and uilleann pipes, Egan subtly reshapes traditional Irish melodies. (Less subtle, but quite enjoyable, is his frenetic funk take of "Faubert's Lilt.") Other highlights are marked by the yearning lyricism of "Mick O'Connor's," the stately acoustic serenity of "Lullaby," and the gentle rhapsodies of "The Winding Hills" that whirl into a frenzy. Egan originals include the elegant Adrian Legg-like picking of "Along The Way" and the poignant pop of "Weep Not For The Memories."

★ **YOSEFA**

The Desert Speaks  
PRODUCER: Zvika Kagan  
Hemisphere 35579

Riveting Israeli singer Yosefa Dahari is of Moroccan and Yemenite parentage, and her music is a blend of Arabic and Western tones that should appeal to world music fans who lean toward North African sophisticates, such as Amina Annabi. In a set framed by traditional instruments as well as electronics, highlights include her vibrant, vibratoed cadenzas over Middle Eastern funk rhythms in "Shafshaf's Song," the sitars and tablas that set the seductive scene of "Taj Mahal," the dance beats and double-tracked vocals of "Double Life," and the Arabic melodies matched with hammering percussion in "Before The Night Is Gone."

## NEW AGE

LIV & LET LIV

Surfin' Pachelbel

PRODUCERS: Liv & Livstar Khalsa  
Invincible 0262

As if Pachelbel's "Canon" wasn't chilled out enough, Liv and Livstar Khalsa adapt it with ambient techno beats. They throw in the kitchen sink and its garbage disposal with surf guitars, celestial choirs, synthesizers, vocal snippets, and quotes from "Secret Agent Man." After one hour of variations on the archetypal new age composition, they shoot the tube with some credible ambient surf music on "Surfin' UFO." Alternately corny and genuinely goofy, this is either a transparent marketing ploy or brilliantly kitsch music.

## GOSPEL

► **VARIOUS ARTISTS**

Sounds Of The Spirit: Live At GMWA

PRODUCER: Jerry Peters  
Intersound 9167

Having made serious inroads into the gospel market in the last two years, largely through the efforts of label executive James Bullard and producer/A&R executive Jerry Peters, Intersound has assembled a first-rate roster of talent seemingly overnight. Recorded live at 1995's Gospel Music Workshop of America, this package serves as a dynamic and comprehensive look at the label's big guns, as well as its newcomers. Genre pioneers the Mighty Clouds Of Joy rock and wail on "Power Of The Holy Ghost," while born-again disco diva Candi Staton's moving testimony and

country/R&B gem "Mama" could make strong men weep. Veteran Vickie Winans tears up "We Shall Behold Him," and rookies William Becton, Michael Scott, James Hall, Myra Walker, and B. Chase Williams, each with respective choir, give more than ample reassurance that gospel's future is in strong hands.

★ **LUVONIA WHITLEY & THE CORINTHIAN TEMPLE RADIO HOUR**  
Give God The Glory

PRODUCERS: Rev. Milton Biggum, Carlis Moody  
Savoy 14828

The choir and its pumping rhythm section, behind soloist Antoinette McClellan Owens, joyfully catapult the album's title song, a standard of the contemporary praise-and-worship repertoire, into a high-energy orbit its author could surely never have imagined. Minister of music Luvonia Whitley brings a deft, relentlessly swinging touch to her rearrangements of two gospel chestnuts, "He Took My Sins Away" and "The Lord Is Blessing Me," while Carlis Moody's "I'll Never Stop Loving You" has a shimmering pop/R&B veneer. The choir's original material is also sturdy, showing strong traditional influences wrapped in a very contemporary package. Standouts include "If I Can Help Somebody," which has a jazzy but insistent groove, and "It's A Blessing To Be Saved," a knockout punch of gospel fervor.

## CLASSICAL

★ **IN STIL MODERNO: THE FANTASTIC STYLE IN 17TH-CENTURY ITALY**

Ingrid Matthews, Byron Schenkman

PRODUCER: Peter Nothnagle  
Wildboar 9512

The finest release yet from Joseph Spencer's Wildboar label (Spencer also runs the Musical Offering retail shop in Berkeley, Calif.), "In Stil Moderno" surveys virtuosic music for violin and harpsichord from the Italian Baroque. The composer Castello dubbed the budding use of solo instruments in vocal-like expression the "modern" style, and his dramatic, forward-looking Sonata Seconda is one of the album's many highlights. Distributed by Harmonia Mundi.

## LED ZEPPELIN LIVE DREAMS

A Photographer's Visual History Of The Led Zepplin Live Experience, 1972-1977

Margaux Publishing (price not available)

If the name Laurance Ratner doesn't ring a bell to Led Zepplin fans or connoisseurs of rock photography, that's because Ratner was never part of the pack of photographers that trailed the band as it made rock'n'roll history with its groundbreaking metallurgy. Ratner was simply an adoring fan whose passion for the band coincided with a love of photography that eventually blossomed into a professional pursuit.

Over the years, Ratner built such an impressive collection of Zepplin photos that friends convinced him to put them out. "Led Zepplin Live Dreams" is the fortunate culmination of that project. A tastefully designed and lavishly printed book (featuring a glittering, metal-



## CHILDREN'S

**BABY FACES**

Brentwood Home Video  
30 minutes, \$14.95

Here's proof that good ideas don't stand alone for long. Hot on the heels of the inexpensively produced, unqualified overnight success of "Babymugs" comes Brentwood's version of the lifestyles of the small and adorable. Yes, it's more up-close and personal footage of babies doing what babies do best, and although the segment featuring crying infants seems a bit exploitative, the rest of the tape can't help but bring a smile. Brentwood, which sets "Baby Faces" to a soundtrack of nursery rhymes, offers three ways to play. There's a two-video pack, a video-and-audio combo, and, inexplicably, a videotape packaged with music from the film "Pocahontas."

**FARMTASTIC AG-TION**

I & I Video Productions  
25 minutes, \$9.99

The live-action gene pool takes on another element with the addition of a video all about farming. The hook here is not just heavy machinery or animals, but heavy machinery and animals together. Included with the footage, peppy instrumental music, and an educational narrative are sound bites from children about their experience living on a farm and intermittent farm facts, such as the number of farms in the U.S. and the size of the average farm. Production values are strong, and the price point a bonus. (Contact: 800-414-8697)

## DOCUMENTARY

**ALIEN EMPIRE**

Time Life Video

180 minutes, \$49.99 for boxed set

Some PBS stations aired this creepy-crawly three-part series about insects earlier this month, and Time Life is now selling the boxed set via retail and direct-response. Although insects outnumber humans by a ratio of millions

to one, most people know little about the various species other than the images they glean from science-fiction films and those stock sound effects used in outdoor scenes. Enter this well-researched and magnificently filmed documentary, which travels the globe to bring to light the alien world of insects—from beetles bigger than mice to microscopic ants. Viewers may never look at their fellow earth dwellers quite the same way again. (Contact: 800-846-3843)

## PERFORMANCE

**MR. BEAN**

PolyGram Video

60 minutes each, \$19.95 each

The ever-witty Rowan Atkinson, whose seemingly contradictory patchwork persona Mr. Bean is known across several continents, has come a long way from his roots as a standup comic in the U.K. His unique use of physical comedy has earned the young comedian an international success and a lengthy stint on HBO in the U.S. Best known on the big screen for his role as the priest in "Four Weddings And A Funeral," Atkinson's video debut should spark its share of retail traffic. PolyGram is introducing its "Mr. Bean" series with two titles, each of which features two episodes plus never-before-seen footage.

## INSTRUCTIONAL

**MAKE IT HAPPEN! IN HIP-HOP AND RAP**

RMD And Associates

40 minutes, \$19.95

Crash course in breaking into the rap music business brings together an impressive array of "teachers" from both the label and artist camps. Among those sharing words of wisdom are KRS-ONE, Mercury Records president Ed Eckstine, Ruffhouse Records president Joe "the Butcher" Nicolo, and a host of A&R reps from such labels as MCA, Pendulum, Jive, and Ruffhouse. The information—including tips on networking, getting a demo heard, finding publications that cater to rap and hip-hop, and attending related conferences and conventions—is presented in a helpful and succinct manner. (Contact: 800-517-5176)



**BABE**

Sound Source Interactive

PC CD-ROM (Windows 3.1 or higher)

The surprise hit film of 1995 has spawned a cute spinoff in this CD-ROM reading adventure for young children. There's little that's lean about this 52-page interactive storybook, which contains movie clips, animation, and photos. Kids can take a break from the book and visit the virtual barn to play one of several simple activities, including mazes, coloring, and hidden-object games. You'll never want to eat bacon again.

Well . . . There You Go Again! (Ronald Reagan: The Humor That Shaped America)

Mitgang/Kushner, Inc.

PC CD-ROM (Windows 3.1)

Ronald Reagan: president, actor . . . comedian? In recognition of his many talents, this CD-ROM assembles many of Reagan's now-famous one-liners and witty observations on life through audioclips, videoclips, transcripts, and photographs. Even democrats will get a kick out of this archive of presidential humor in the '80s. This disc, which can be found at the Ronald Reagan Presidential Library, contains enough knee-slapping humor to last until the next election.



**PRIMARY COLORS**

BY ANONYMOUS

READ BY BLAIR UNDERWOOD

Random House Audiobooks

3 hours (abridged), \$18.00.

All of Washington, D.C., is buzzing over this *roman à clef*, a thinly veiled, satirical account of Clinton's 1992 presidential campaign. For those who follow politics, the fun is in matching the fictitious characters with their real-life counterparts, as well as in trying to figure out the identity of the mysterious "Anonymous." But even for those not familiar with the political players, "Primary Colors" is a witty and biting insider's look at the cynical world of political campaigns. It's also, surprisingly, a story of self-discovery, as idealistic campaign staffer Henry Burton becomes disenchanted with his idol, Gov. Jack Stanton. Blair Underwood reads with style and verve, catching every nuance and irony. This one is likely to dominate the best-seller list for quite some time.

**SAINT MUDD**

BY STEVE THAYER

READ BY FRANK MULLER

The Publishing Mills

3 hours (abridged), \$16.95.

Frank Muller is arguably the most popular audiobook reader ever, and he brings all his talents to bear in this grim and gritty tale of Prohibition-era gangsters. Grover Mudd, a determined middle-aged reporter for a failing newspaper, lashes out against the crime and corruption of St. Paul, Minn., with scathing editorials that arouse the ire of the criminals that rule the city. Violence explodes as the gangsters seek revenge against Grover and fight for power amongst themselves. The tense, action-packed story is peopled with famous names—Baby Face Nelson, the Barker Boys, John Dillinger—and vividly recreates a historical period.

## IN PRINT

trimmed cover), Ratner's tome is the ultimate visual tribute to a band whose imagery is synonymous with the glory days of rock'n'roll.

Although many of Ratner's photos lack the crispness and detail of some of the famous "authorized" Zep pix, they make up for it in

sheer passion and intensity. They are a fan's document, and they convey the excitement Ratner must have felt sneaking up to the first few rows to capture his heroes on celluloid.

In addition, Ratner displays a gift for catching the facial expressions and body language that have made Zepplin members Jimmy Page, Robert Plant, John Paul Jones, and John Bonham the icons that they are.

Unfortunately, Ratner seems to have placed less attention on the writing and editing of his book than on its images, judging from the number of misspellings and awkward phrases in the foreword and introductory essay. Nevertheless, the story is in the pictures, not the words. Keeping that in mind, a viewer can appreciate "Live Dreams" as a colorful fan's scrapbook.

PAUL VERNA





"★★★★—  
A MASTERPIECE. SEEING THIS MOVIE ONCE IS NOT ENOUGH."

-Roger Ebert

# NATURAL BORN KILLERS DIRECTOR'S CUT

THIS SPECIAL TWO-CASSETTE  
PACKAGE CONTAINS:

- Over one hour of never-before-seen, unedited footage!
- Lost performances by Ashley Judd, Denis Leary and Steven Wright!
- A bonus alternative ending!
- The video for the Nine Inch Nails' hit "Burn" from the hot soundtrack!
- An exclusive behind-the-scenes special! "The Making of Natural Born Killers"
- Insightful narration of the bonus footage by Oliver Stone!

## YOU AIN'T SEEN NOTHING YET!

See the complete, unedited film which features 3 minutes of added footage originally disallowed in order to achieve an R rating—including the controversial shots of reporter Downey's hand wound and warden Jones' dismembered head!

Letterbox version also available.

Order Date: 7/15/96 Street Date: 7/30/96

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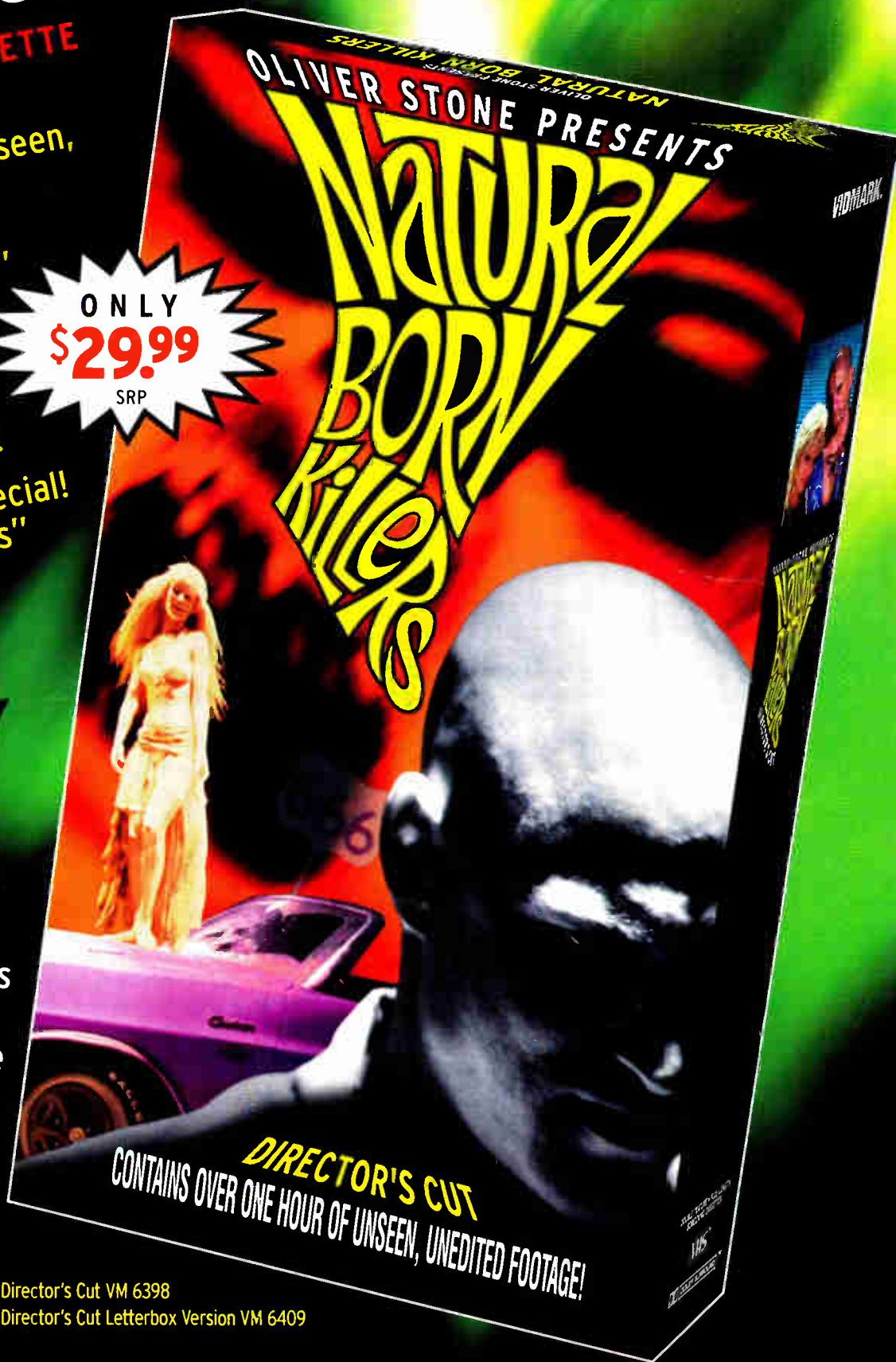
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# Programming

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**All This And Eats, Too.** Lava/Atlantic artist Edwain McCain sang and signed autographs for 300 listeners of KRBE Houston at a free lunch hosted at the Rhino Room. Later in the day, McCain, right, with KRBE afternoon drive/assistant PD Scott Sparks, sang the national anthem at a Houston Rockets game.

## WKTU May Bring Beat Back To Top 40

### New York Outlet With Classic Calls Fills Rhythm Niche

■ BY KEVIN CARTER

The biggest industry spectator sport in recent memory took another leap in the No. 1 radio market Feb. 10, when Evergreen Media, after a week of stunting, flipped country WYNY New York to top 40/rhythm, reclaiming the legendary calls of late '70s/early '80s disco powerhouse WKTU. The station is now known as "the new 'KTU: the beat of New York."

The new outlet stirred further industry fervor with the announcement Feb. 12 that Frankie Blue, director of programming for the Box, will come on board as PD. Blue was first associated with the WKTU job when rumors about a WYNY change began last July. The station, currently running jock-

less and without a permanent music director, has also tapped network TV guy Don LaFontaine as station voice, along with Maureen Rivers. Until Blue is in place, programming is being overseen by Evergreen's Steve Rivers and group consultant Guy Zapoleon. Evergreen has hired Scott Elberg from Infinity's crosstown WFAN as general station manager and KIOI San Francisco GSM John Bassanelli as director of sales.

Rivers and Evergreen COO Jim de Castro say the company did two research studies with Strategic Radio Research and Nova Marketing that indicated a hole for mass-appeal pop/rhythmic music. De Castro says, "WQHT [Hot 97] is too hip-hop and young. WRKS and WBSL are very slow jams and urban, WHTZ [Z100] is rock, and WPLJ is pop/rock. There is a clear hole for a rhythm-based, fun, entertaining radio station."

Although the WKTU calls, which migrated to an oldies station in Atlantic City, N.J., after the original WKTU became rock station WXRK in 1985, connote dance, Rivers says, "the new 'KTU will have more dimensions to it than just dance. A lot of ballad material tested extremely well, as did the dance classics and many New York regional records. This station will be very well balanced."

(Meanwhile, the Atlantic City oldies station becomes WTKU and remains "Kool 98.3.")

According to WXKS-FM (Kiss 108) Boston music coordinator Kid David, who is currently assisting in the WKTU music department, the heritage artists to be featured on the station include Alisha, TKA, Cover Girls, Cynthia, George LaMond, and Donna Summer. Current faves include Janet Jackson, TLC, Boyz II Men, Brandy, Real McCoy, Mariah Carey, ♣, Madonna, and many artists who have fallen through the cracks in New York.

Gold titles are ranging from mid-'70s crossover dance (KC & the Sunshine Band) to late-'80s freestyle (Company B, the Cover Girls) to such unlikely titles as Bob Marley's "One Love."

Despite the calls and the presence of some unusual gold titles in the early days of the station, Rivers says WKTU will be careful doling out the old-school product. "There will be some, but we don't want it to become overpowering. This is not the old 'KTU," he says. "We're deliberately trying not to limit ourselves musically, and we're striving to remain as mass appeal as possible" (see Dance Trax, page 28).

Although some format observers have questioned the financial wisdom of blowing up a country station with a 25-54 niche to go top 40/rhythm, Rivers says that their research shows "substantial 25-54 appeal."

In terms of presentation, Rivers says, "our goal is make our presenta-

tion extremely positive. I know the PDs at our major competitors, WHTZ, WPLJ, and WQHT. They're all outstanding radio stations, but I feel the overall tone of the market seems a little angry right now. This is a good opportunity for us to be a positive, fun, upbeat radio station."

Once the PD is in place, Rivers says, that person will announce the jock staff. "We're looking for '90s communicators who are also entertainers. I want the attitude of the new 'KTU to recall the old WABC days—a classic station where the music was great, the jocks were exciting and fun to listen to, and they were proud of the fact that they



were on the air in New York." Until that time, the station is planning to set up microphones at different locations so listeners can audition live on the air.

De Castro adds, "We're really in no hurry. In fact, we'd like to do some additional stunting with current and [former] New York radio personalities taking turns doing the morning show to get us through the spring book."

WKTU's launch followed a much-publicized week of simulcasts of other Evergreen properties designed to showcase Evergreen to Wall Street, Madison Avenue, and the record community, according to corporate marketing director Bev Tilden. Besides the simulcast of WRGX (Rock 103.5) Chicago morning man Mancow Muller, stations simulcast included KKBT Los Angeles, WLUP Chicago, KIOI, and WXKS.

(Continued on next page)

## Format Issues Tackled At Gavin Seminar

### Homogeneity Of Country One Panel Subject

■ BY CHUCK TAYLOR

ATLANTA—Top 40 taps its toes, jazz/AC breaks from the niche pack, and country wonders if it's not country anymore.

These were a handful of the issues hashed about as programmers belled up to a feast of radio panels and format forums at the annual Gavin Seminar, held in Atlanta Feb. 7-10.

Participants of the "Country Summit" agreed that today's country radio is anything but daring. "It's easy to program country radio now. They all sound the same," said one.

But taking issue with a comment that Nashville labels are perhaps creating the problem of sameness by giving radio what it wants, Kara Ross, an A&R rep for Asylum Records, responded, "When you try to introduce anything that's a little different, then it's too different."

Ross noted concern that promoting an artist such as the Patsy Cline-inspired Barnett, who breaks Nashville's current mold, might meet with resistance.

"Yeah," murmured an audience member. "She's country."

Country music's evolution from traditional country themes to AC also drew varied responses at the session. Programmers debated the value of artist crossover to mainstream formats. While some agreed that such exposure could lead AC listeners to country radio, others countered that it robs country of core artists.

"We won't touch Little Texas now," said one, referring to the band's AC success with "What Might Have Been." All agreed on the dangers of AC-ing country radio, such as the well-publicized rejection of Reba

McEntire's "On My Own."

Others noted that country now competes not only with AC and top 40/adult stations, but with acoustic-based, modern-leaning top 40 acts, such as Sheryl Crow and Gin Blossoms.

#### TOP 40 GETS A GROOVE?

The launch of WKTU's top 40/rhythm format spurred predictions of a dance revival by some programmers, the most surprising of whom was WPGC-FM Washington, D.C., music director Albie D., who announced that titles from La Bouche and Everything But The Girl are starting to see top 20 sales but are played only during his mix show.

Two L.A. programmers, KIIS assistant PD Tracy Austin and KKBT PD Harold Austin, commented on the greater dance focus at rival KPWR (Power 106), which, KIIS' Austin noted, is "playing a lot more cha-cha records." KKBT's Austin said that KPWR's new interest in the house sound means that his R&B station can again "claim ownership" of R&B artists.

At an earlier consultants panel, Hilton Head Island, S.C.-based Don Kelly noted that records selling in most markets have a "much greater ethnic component" than most top 40 stations want to deal with.

Kelly also said that while it would be natural for each market to have a rhythmic top 40 and a rock-based top 40, the fact that, in most cities, there is only enough revenue for one top 40 means that many markets are going against the "natural order."

In a session highlighting successful AC radio promotions, Bill Curtis of KVIL Dallas stressed the impor-

ance of being out front in the community.

"Getting them to remember us is the goal," he said. "You want them to think, 'Hey, maybe that station and I have something in common, because we go to the same places.'"

Greg Strassell of WBMX Boston discussed a tie-in in which a local record retailer posts the station's top 10 songs for the week in-store. But when asked whether AC radio really leads to album sales, an irritated Strassell responded, "We're trying hard to change the belief in that stereotype." He illustrated the point by describing the presence of retailer Strawberries at the station-sponsored Fallfest, which drew 500,000.

According to Strassell, Strawberries sold out of product at the event, which featured performances by Cyndi Lauper, Paula Abdul, Bruce Hornsby, and Blessid Union Of Souls. "[Strawberries] will be back this year, and they're ready this time."

At another panel, Orlando, Fla.-based consultant Bill Richards noted the increasing similarity between hot AC and mainstream top 40. Those charts once differed by 18 songs; now they differ only by six, Richards said. "I think hot ACs are just trying to move top 40 to the left, and we've let them do it." Detroit-based consultant Fred Jacobs then noted that the increased interest by adult top 40 in modern rock would mean "just more coming aggravation" for his modern rock clients.

Urban sessions, including "Women In The Urban Landzcape" and "Rap: How To Go From DJ To PD," served to remind those working their way up that paying dues fosters the greatest

(Continued on next page)

WKTU'S FIRST HOUR
C+C Music Factory, "Gonna Make You Sweat"; Mariah Carey, "Fantasy"; Snap, "Rhythm Is A Dancer"; Madonna, "Open Your Heart"; Real McCoy, "Run Away"; CeCe Peniston, "Finally"; Lina Santiago, "Feels So Good"; Prince, "I Would Die 4 U"; KC & the Sunshine Band, "Please Don't Go"; Cynthia, "Change On Me"; TLC, "Diggin' On You"; Diana Ross, "Upside Down"; Janet Jackson, "Runaway"; Haddaway, "What Is Love"; Salt-N-Pepa, "Whatta Man"; Whitney Houston, "Exhale (Shoop Shoop)"; Donna Summer, "Hot Stuff"; and Seal, "Kiss From A Rose."



# FCC Looks To Streamline EEO Guidelines

## Paperwork Reduction One Goal Of Proposed Changes

BY BILL HOLLAND

WASHINGTON, D.C.—The FCC has issued a notice that it is seeking to streamline equal-employment-opportunity guidelines, reacting to long-held broadcaster complaints that EEO paperwork is burdensome and needs to be reduced.

The Feb. 8 document also calls for review of EEO forfeiture rules, after an appeals court invalidated similar guidelines because there had been no prior notice and comment period.

The commission proposal asks broadcasters for suggestions on ways to reduce record-keeping and filing requirements.

In addition, it suggests that stations in markets where the "local minority job force" is small could be excluded from reporting requirements or be given other recruitment options, such as job fairs.

Eddie Fritts, president/CEO of the National Assn. of Broadcasters, hailed the measure, saying that while promoting a "diverse work force within

the broadcasting industry is critical... present EEO policies are overly burdensome and rely too heavily on record-keeping over results."

While FCC chairman Reed Hundt says that the move will "reinvent our EEO rules," minority groups, such as the Minority Media and Telecommunications Council, oppose the plan. "EEO doesn't need to be 'streamlined' or 'reinvented,'" said MMCC in an organization statement, "unless it is to express zero tolerance for discrimination."

## FORMAT ISSUES TACKLED AT GAVIN SEMINAR

(Continued from preceding page)

ultimate success.

Motivational speaker Louis Young said, "You must be willing to chop wood and carry water. Those willing to do what it takes are the ones who get ahead."

A rap exec said that too many take the microwave approach to their careers: 30 seconds and blow up.

At the "Women" panel, moderator Thembi Mshaka asked panelists to explain how they acquired and deal with their power. Answers ranged from "I don't like the word 'power'" to "I believe everyone from the receptionist on up has power" to "I don't think of myself as having power." Only Vivian Scott, VP of 550 Music, admitted to possessing power, but noted that she has to be careful how she uses it.

### SMOOTH JAZZ BLOWS HORN

Proponents of jazz/AC agreed that the secret is out, pushing the format beyond niche status. But there was dissension over its next logical step.

Programmers debated over the balance between art and science: staying safe with time-traveled instrumental tracks versus going with the gut instinct to add AC-based vocal tracks by such artists as Mariah Carey.

"There are no virgin listeners to this format," said Bernie Kimble of WNVW Cleveland. "They've all come from somewhere else. If you lose your identity, you'll lose your listeners. You don't want to go too unfamiliar."

On the other hand, Kevin Brown of KBLX San Francisco cautioned that if the format is squeezed too tightly, it will fall into the trappings of many

top 40 stations. "If we don't take risks, we run into problems," he said.

Brown also expressed concern about the dominant influence of the format's leading consultant, Broadcast Architecture; his view gained momentum when a GRP label rep said that when BA sways from adding a song to its recommended playlist, member stations more often than not default to its opinion.

"BA is a tool to build radio stations with," argued BA exec Allen Kepler. "[It is] not the only tool."

### TELECOM TALK

Consultant Jacobs suggested that the pattern already established by duopoly would continue—"just at a more frantic, accelerated pace."

Country consultant Rusty Walker encouraged PDs to become "demo specialists, not format specialists" in anticipation of having to program more than one format in a world of "megapolies."

San Diego-based consultant Jerry Clifton, making his appearance on the panel via speakerphone, said that megapoly was potentially "the answer to a [programmer's] dream." Clifton said that now, for example, one consultant could program not just his station, but everybody else's format as well, staggering stopsets at every station for maximum effect.

KYYY Bismarck, N.D., PD Bob Beck was less enthusiastic. The changing ownership climate, he said, meant that his new owners had just taken the heritage top 40 station to satellite AC. "I'm very fortunate. I still have my job, but it's very tough to let people go," Beck said, which led

Brian Philips, PD of modern WNNX (99X) Atlanta, to comment, "These people—because of a bill—are going to be left with satellite radio, and that's awful."

### OTHER HIGHLIGHTS

At a panel called "Getting Out Of The Concert Business," label reps complained about the tendency of stations to demand concert acts and then not support follow-up singles.

That led WBBM-FM (B96) PD Todd Cavanah to say that the provision of acts for his annual "Bee Bash" is his only request from labels throughout the year. This, Cavanah said, means that he doesn't feel "like I have to play the fifth single out of the box."

Meanwhile, independent promoter Ric Cooper questioned the overall value of station concerts, pointing out that two major top 40 stations had their worst-ever books during their spring concert promotions.

At an Arbitron panel, GM Pierre Bouvard, asked if the radio service had any intention of using the Internet to augment its diary placement, told the audience that teens, the potential audience for such a move, are already good diary keepers and that "as much hype as you hear about the World Wide Web, you might find only one-tenth of the audience using it."

That panel remained relatively low-key, despite the recent barrage of industry criticism toward Arbitron.

Assistance in the preparation of this story came from Sean Ross, Monitor editor, and Janine McAdams, managing editor of R&B Monitor.

## WKTU MAY BRING BEAT BACK TO TOP 40

(Continued from preceding page)

Tilden, who recently joined Evergreen after serving as station manager of WEEI Boston and planning the much-admired series of station concerts for WXKS, says Evergreen sought its legendary calls because "the WKTU name was a great place to start. If you talk to most 30- to 40-year-old New Yorkers, they already know those call letters."

WKTU is planning a formal station launch party next month, followed by an extensive TV campaign. De Castro adds that the upcoming marketing campaign for 'KTU will be "very high-brow and high energy. The whole look of the radio station will have a Calvin Klein appearance," he says. "The bill-

boards, the bus cards, and the television [spots] will have a very upscale feel." The plan is to utilize the image of New York as a fashion and entertainment capital. "Everybody, even in the suburban areas, wants to be a part of New York," he says. It's a trendsetting market, and everyone wants a piece of it. We are going to try and make it something very special."

Ironically, WKTU's debut took place when much of the radio and record industry was at the Gavin Seminar in Atlanta. Not surprisingly, the new station was a major topic of discussion.

Consultant Jerry Clifton noted that WKTU was debuting in an "atmosphere [that is] a lot different, and time

will tell. With Hot 97 being as strong as it is now and urban being as big as it is, it's going to be a good battle."

Jefferson Pilot group PD Don Benson said that WKTU "is going to come in and get noticed right away," which led to the suggestion by several panelists that top 40 would undergo another dance phase. Notably, Jefferson Pilot's WSTR (Star 94) Atlanta, which plays little current R&B music, was running a lot of the vintage late '80s/early '90s titles that WKTU is also playing, from such artists as C+C Music Factory and Black Box.

Kevin Carter is managing editor of Top 40 Monitor.

# Hot Adult Contemporary™

Compiled from a national sample of airplay supplied by Broadcast Data Systems' Radio Track service. 58 adult contemporary stations are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of detections.

T. WK	L. WK	2 WKS.	WKS. ON	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
				★★★ No. 1 ★★★	
1	1	1	15	ONE SWEET DAY COLUMBIA 78074	◆ MARIAH CAREY & BOYZ II MEN 9 weeks at No. 1
2	2	3	19	BLESSED ROCKET 852394/ISLAND	◆ ELTON JOHN
3	4	4	29	BACK FOR GOOD ARISTA 1-2848	◆ TAKE THAT
4	3	2	40	AS I LAY ME DOWN COLUMBIA 77801	◆ SOPHIE B. HAWKINS
5	7	11	20	NAME METAL BLADE 17758/WARNER BROS.	◆ GOO GOO DOLLS
6	8	14	17	TIME ATLANTIC 87095	◆ HOOTIE & THE BLOWFISH
7	6	5	28	TIL I HEAR IT FROM YOU A&M 581380	◆ GIN BLOSSOMS
8	9	8	19	BREAKFAST AT TIFFANY'S RAINMAKER 98138/INTERSCOPE	◆ DEEP BLUE SOMETHING
9	11	12	13	MISSING ATLANTIC 87124	◆ EVERYTHING BUT THE GIRL
10	10	6	28	ROLL TO ME A&M 581114	◆ DEL AMITRI
11	5	7	16	YOU'LL SEE MAVERICK 17719/WARNER BROS.	◆ MADONNA
12	12	9	32	ONLY WANNA BE WITH YOU ATLANTIC 87132	◆ HOOTIE & THE BLOWFISH
13	14	13	17	EXHALE (SHOOP SHOOP) ARISTA 1-2885	◆ WHITNEY HOUSTON
14	13	10	35	KISS FROM A ROSE ZTT/SIRE 17896/WARNER BROS.	◆ SEAL
15	16	16	12	DON'T CRY ZTT 17708/WARNER BROS.	◆ SEAL
16	15	15	38	RUN-AROUND A&M 580982	◆ BLUES TRAVELER
17	17	17	5	JESUS TO A CHILD DREAMWORKS 59000/GEFFEN	◆ GEORGE MICHAEL
18	19	19	8	I WANT TO COME OVER ISLAND 854528	◆ MELISSA ETHERIDGE
19	18	18	25	CARNIVAL ELEKTRA 64413/EEG	◆ NATALIE MERCHANT
20	21	21	10	WONDER ELEKTRA 64376/EEG	◆ NATALIE MERCHANT
				★★★ AIRPOWER ★★★	
21	22	22	12	ONE OF US BLUE GORILLA 852368/MERCURY	◆ JOAN OSBORNE
22	20	20	26	RUNAWAY A&M 581194	◆ JANET JACKSON
23	25	27	5	SO FAR AWAY LAVA ALBUM CUT/ATLANTIC	◆ ROD STEWART
24	24	25	9	DREAMING OF YOU EMI LATIN 58490/EMI	SELENA
25	27	30	4	NOBODY KNOWS LAFACE 2-4115/ARISTA	◆ THE TONY RICH PROJECT
26	40	—	2	ONLY LOVE (THE BALLAD OF SLEEPING BEAUTY) COLUMBIA 78177	◆ SOPHIE B. HAWKINS
27	23	23	20	GOOD INTENTIONS COLUMBIA ALBUM CUT/REPRISE	◆ TOAD THE WET SPROCKET
28	26	26	25	FANTASY COLUMBIA 78043	◆ MARIAH CAREY
29	32	33	6	INSENSITIVE A&M 581274	◆ JANN ARDEN
30	29	38	3	SOMEWHERE RCA VICTOR ALBUM CUT	PHIL COLLINS
31	28	32	3	HOOK A&M 581176	◆ BLUES TRAVELER
32	33	31	19	I WILL REMEMBER YOU ARISTA 1-2893	◆ SARAH MCLACHLAN
33	38	—	2	CLOSER TO FREE SLASH 17674/REPRISE	BODEANS
34	30	34	13	HAND IN MY POCKET MAVERICK ALBUM CUT/REPRISE	◆ ALANIS MORISSETTE
35	36	35	25	FOREVER TONIGHT RIVER NORTH 3005	◆ PETER CETERA & CRYSTAL BERNARD
36	35	36	7	A LOVE SO BEAUTIFUL COLUMBIA ALBUM CUT	MICHAEL BOLTON
37	34	39	3	THE WORLD I KNOW ATLANTIC 87088	◆ COLLECTIVE SOUL
				★★★ HOT SHOT DEBUT ★★★	
38	NEW ▶		1	OH VIRGINIA EMI ALBUM CUT	BLESSID UNION OF SOULS
39	31	29	5	PROMISES BROKEN COLUMBIA 78215	◆ SOUL ASYLUM
40	39	—	2	WONDERWALL EPIC 78216	◆ OASIS

Tracks showing an increase in detections over the previous week, regardless of chart movement. Airpower awarded to those records which attain 600 detections for the first time. ◆ Videoclip availability. © 1996, Billboard/BPI Communications.

## HOT ADULT CONTEMPORARY RECURRENT

1	1	1	3	I'LL BE THERE FOR YOU EASTWEST 64384/EEG	◆ THE REMBRANDTS
2	2	3	10	IN THE HOUSE OF STONE AND LIGHT MERCURY 858940	◆ MARTIN PAGE
3	3	4	14	I KNOW COLUMBIA 77750	◆ DIONNE FARRIS
4	4	2	4	I CAN LOVE YOU LIKE THAT BLITZ 87134/ATLANTIC	◆ ALL-4-ONE
5	5	—	2	DECEMBER ATLANTIC 87157	◆ COLLECTIVE SOUL
6	6	5	26	YOU GOTTA BE 550 MUSIC 77551	◆ DES'REE
7	—	—	23	I'M THE ONLY ONE ISLAND 854068	◆ MELISSA ETHERIDGE
8	8	6	48	ALL I WANNA DO A&M 580702	◆ SHERYL CROW
9	10	10	45	COME TO MY WINDOW ISLAND 858028	◆ MELISSA ETHERIDGE
10	—	8	19	HAVE YOU EVER REALLY LOVED A WOMAN? A&M 581028	◆ BRYAN ADAMS

Recurrents are titles which have appeared on the Hot Adult Contemporary chart for 26 weeks and have dropped below the top 20.



## WKTU: Better Than Mashed Potatoes; Jacor, SFX Among Those In 'Buy' Mode

ANY OTHER DAY, my brain would have been reduced to mashed potatoes. But this Sunday afternoon, as I sat in a cab inching westward ever-so-deliberately through the streets of Manhattan, the fact that as much low-end dB was pouring into my eardrums as, say, the tailpipe of Apollo 13 at takeoff was of little bother.

At last, after weeks of waiting—and an out-of-town weekend that prevented me from catching its official debut the day before—I was getting my first taste of Evergreen's new WKTU, New York's "beat of the city." First song heard was "Let Me Be the One" from Exposé, which struck me as somewhat prophetic. Of course, with the confounding impact of that bass, mayonnaise would have been profound if I'd really applied myself.

Anyway, nearly a week later, the top 40/rhythm outlet, which succeeds country WYNY at 103.5, is still drawing more "ahs" than "oohs." The menu includes disco, freestyle, '80s uptempo pop, and a handful of current ballads and mainstream dance fodder.

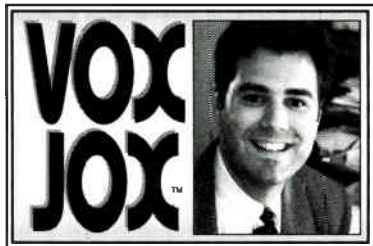
I hope that in time the station will dive into more current territory; station execs have vowed to do so as they test new songs. Nonetheless, it's good to hear consistent uptempo music in an era in which the presence of dance music at top 40, R&B, and hip-hop outlets is often cursory. Top 10 records, such as La Bouche's "Be My Lover" and Corona's "Rhythm Of The Night," shouldn't have to feel like renegades sneaking through to listeners.

Now, see what the station has to say about it in our profile, page 90.

Just in case you didn't think the new telecom bill would create a station-sales fury, here's the juice: Jacor, which purchased the 12-station Noble last week, has now picked up the 19-station Cincinnati-based Citicasters. The move raises Jacor's total number of radio stations to 54. Citicasters' properties include album WKLS Atlanta, WLVQ

Columbus, Ohio, KYYS Kansas City, Mo., and WXTB Tampa, Fla.

But wait, there's more. SFX Broadcasting bought Prism Radio Partners' 16-outlet chain for \$105 million, giving



by Chuck Taylor  
with reporting by Douglas Reece

SFX 51 stations. You'll see even more sales below in Newsline.

At this rate, the moms-and-pops of radio might as well gather en masse and set up their own retirement community. How about Telecom Towers or Megapoly Manor? The impact of this bill on station ownership makes me shudder.

Wondering if there's any consistency left? KIIS-FM Los Angeles morning guy Rick Dees has inked a new contract to stay with the Gannett station through the year 2000. Dees began with KIIS the year the Go-Go's first unsealed their lips, Kim Carnes spent a then-rare nine weeks atop the Hot 100, and the curious phenomenon we call MTV was born. You with me?

Incidentally, we jumped the gun last week about KIIS PD Steve Perun exiting. It seems he's simply in contract renegotiations. And while we're feeling humble, Paul Brady with WRKL Rockland County, N.Y., mentioned in the Jan. 27 Newsline, is actually Bill Brady. Sorry, guys.

Howard Stern fans: A biopic movie of his book "Private Parts" is said to be definite. Former "Hill Street Blues" star Betty Thomas will direct, with

Ivan Reitman producing. The pair were guests on the Stern show Feb. 13. Filming will take place in New York starting in May.

Other news: An Oakland County, Mich., judge has ruled that top 40 adult WKQI (Q95) Detroit morning man Dick Purtan—who sued to be let out of his contract—is free to leave as of May 12, the one-year anniversary of the merger of Broadcasting Partners and Evergreen Media. The decision is being appealed.

Finally, combined local and national radio revenues were up 8% in 1995 compared to the previous year, according to the Radio Advertising Bureau. That figure is based on a 9% improvement in local revenue and a 3% national revenue gain. Estimated 1995 radio revenues are local, \$9.1 million; national, \$1.9 million; and network, \$426.3 million.

### FORMATS: BEAT GOES DOWN

As WKTU moves into the adult/dance hybrid area, two stations that helped establish that format have modified themselves. KTHH Fresno, Calif., has moved to a nonrhythmic hot AC format. WYXR (Star 104.5) Philadelphia has phased out some of its heavier dance titles and added some pop crossovers, along the lines of WBMX Boston.

KZDG Denver played its last country song Sunday (18), when it began simulcasting cross-town classical station KVOD. The simulcast lasts until March 4, at which time KVOD's staff, classical format, and library will move from Tribune's 99.5 FM frequency to Chancellor's 92.5 frequency, now occupied by KZDG. Tribune will unveil a new format on 99.5 March 4.

It's still a month until R&B WOLF Syracuse, N.Y., gets its long-planned FM on the air, but it has filed for new call letters WXCD (CD105.9).

Savannah, Ga., gets a new hip-hop-leaning R&B outlet this week, as WSGF drops its satellite R&B adult format to go young end. And KFQC Davenport, Iowa, becomes that market's first R&B station in a decade.

### PROGRAMMING: ON THE MOVE

WMRQ (Radio 104) Hartford, Conn., PD John Knapp is named PD at WPLY (Y100) Philadelphia, replacing Garrett Michaels, now PD at WHYT Detroit.

And look for former WYCD Detroit PD Al Casey to assume that position at sister gold-based country outlet KSNN (Sunny 95) Dallas, currently the topic of format flip rumors.

WARQ Columbia, S.C., PD Dave Stewart will replace Bill Pugh as PD at WSHE Miami. Stewart will assume Pugh's afternoon airshift. An interim PD for WARQ has not been announced.

After months of rumors, longtime operations manager/PD Roy Sampson exits WXYV (V103) Baltimore, replaced by consultant Steve Crumbley, former OM of WOWI (103 Jamz) Norfolk, Va. Lorenzo "Ice Tea" Thomas remains MD.

Modern WLUM Milwaukee PD Ron Bunce resigned Feb. 9 and will stay with the station as "interim production director," a position he held when the station was top 40. Staffer Tommy Wilde has been named interim PD.

## Third Time's A Charm For KSHE St. Louis PD Balis

LAST NOVEMBER, Rick Balis began his third tour of duty as PD of heritage album rocker KSHE St. Louis.

That's where he began his career in commercial radio in 1976. It's also the station at which he has spent 15 of the last 20 years, save for detours at hometown WLUP Chicago and classic rock KSD St. Louis, as well as a stint in the voiceover business in 1983.

But with increasing rock competition and a surprising morning-show choice, Balis says, this time around is already different.

"I'm looking at this whole thing through different eyes than before. I have more energy and enthusiasm about my work than I can recall," he says. "From a personal vantage point, that's what the third round represents. It also is a tenure as PD in the most competitive time for the St. Louis rock arena. In a general way, it represents a continuing evolution of a heritage giant—bringing the past with us but not living there. We're pretty much into a new era for the radio station."

Balis returns to KSHE after programming rival KSD. That station, which was AC during KSHE's 12-share heyday in the '80s, has fragmented St. Louis' rock scene, along with modern KPNT (the Point) and triple-A WVRV (the River).

Against that backdrop, one of Balis' first acts was to add WFBQ Indianapolis' syndicated "Bob & Tom" show. Asked why he chose that show in a market that doesn't have Howard Stern, Balis cites the duo's Midwestern appeal. "They've been successful in a market that in many ways is very similar to St. Louis. We've been familiar with them throughout the years, and they've been very successful. They've got a 45 share among men [18-34] in their market. There's obviously no denying that they're very talented."

Former KSHE morning man John Ulett now does a.m. news and mid-days, but that hasn't kept questions from arising.

"Some people in the market are scratching their heads—and we knew they would—about adding a show that is from outside the market [and] a show that plays very little rock, especially on a station that continues to be known as 'real rock radio.' [But I hope] the entertainment value will make this all worthwhile."

Balis says that a vocal minority was upset by the change, but so far, positive responses have been generated by promotions, and the buzz on request lines is upbeat.

Musically, Balis says, KSHE has opened up, but in a way consistent with the station's heritage. "We're not as conservative with current

music as the station has been in the last couple of years," he says. "We will look first at Tom Petty, Clapton, and the Stones, [then for those newer] acts we feel comfortable in calling mainstream. Frankly, we would leave what [we consider] alternative to the Point. We're not trying to cover so much ground that we'd be serving no one to their satisfaction."

As for his and other mainstream rockers' reactions to modern rock's

growth, Balis says, "We all know what is happening. Many have begun talking about what is going on in the world of the alternative format, really getting to the point of asking if it is truly a format. Does it have much shelf life? It would appear that the lion's share of listening to alternative stations is becoming more and more core, which is driving these stations very current and very hard. Because of the fact that we're much more interested in a 25-plus audi-

ence, we can't afford to do that."

Following is a recent afternoon monitor of the station: Thin Lizzy, "Jailbreak"; the Smithereens, "A Girl Like You"; Van Halen, "Seventh Seal"; Cream, "Crossroads"; Gin Blossoms, "Follow You Down"; U2, "New Year's Day"; and Rainbow, "Since You've Been Gone."

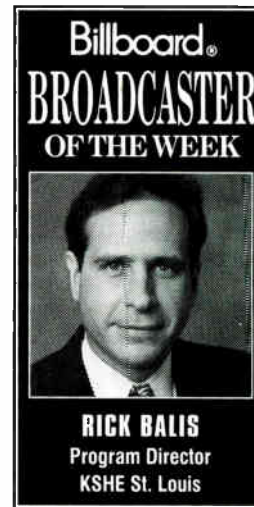
One reason KSHE hasn't had to jump on the modern bandwagon is that its heritage has been an asset, not a liability. "I think it's primarily because the station never went into a holding pattern one way or another. It was always looking to grow at times [and to] evolve and be aware of trends. It's something we're very proud of—that the station has been around for this long.

"We have listeners who started with us in the '60s and '70s, but we've never rested on that. We always look to keep those listeners as happy as we can and keep them around as long as we can while trying to find new listeners.

"Over the 28 years the station has been around, it has remained true to rock. So when Prince and Michael Jackson were infiltrating a lot of rock playlists, they didn't manage to infiltrate KSHE. I think a lot of the stuff we do is common sense. We're consistent in many ways, and that's important. It's simple, but it's key."

In the fall Arbitrons, KSHE was up slightly, 6.3-6.4 12-plus. KSD, which just added currents to its classic mix, was up 2.9-3.4, but Balis doesn't think the growth across the street is music-driven. "It's pretty safe to say that growth at KSD has come from football. If you take a look at the ratings, the growth truly came on Sundays, although KSHE continues to lead that station on Sunday."

JOHN LOSCALZO



## newsline...

**BERNIE BARKER** is named CEO/president/GM and partner in Solar Broadcasting Co., which owns WSTH and two other Columbus, Ga., stations. Barker previously was VP/GM of WAPI/WMXQ Birmingham, Ala.

**PHIL CATLETT**, GM of three Patterson Broadcasting stations in Grand Rapids, Mich., adds regional manager duties for the company's seven Michigan stations, including WELL Battle Creek.

**STEVE CRUMBLEY** joins WXYV/WCAO Baltimore as operations director. He is a former operations manager at WOWI Norfolk, Va.

**DAVE EDWARDS**, PD of WNTQ (93Q) Syracuse, N.Y., is upped to OM of Pilot Communications.

**STATION SALES:** KOOL-AM-FM Phoenix from Par Broadcasting to Colfax for \$35 million; KWJJ-AM-FM Portland, Ore., from Park Communications to Fisher for \$35 million; and WNLS/WTNT Tallahassee, Fla., from Park to WTNT Inc. for \$3.5 million. KTNT Oklahoma City, from Life Broadcasting to Caribou for \$2.7 million.

WFXK Raleigh, N.C., from Osborn Communications to Pinnacle for \$5.9 million; KSSN/KMVK Little Rock, Ark., and KZSN-AM-FM Wichita, Kan., from Southern Skies Corp. to Triathlon Broadcasting Co. for \$24.5 million. Also, Triathlon has agreed to acquire country KNFR/KAQQ/KISC Spokane, Wash., from Silverado Broadcasting Co. for \$8.75 million.



Salt, a rock trio from Stockholm, hopes to get some sightseeing in on its upcoming tour of America. "We're expecting to see some cowboys," jokes the band's bassist, Daniel Ewerman.

"It's a strange way of seeing things—just from films," singer/guitarist Nina Ramsby says about Salt's impressions of the U.S. She, Ewerman, and drummer Jim Tegman, all in their early 20s, can't wait to experience the country first-hand—to see if the deserts of Arizona and New Mexico are as beautiful as depicted, if the college music scene in Boston is still fertile, and if the urban romance of New York resembles the portraits in Woody Allen's films.

Being something of a theme for the band, the

act of gaining knowledge first-hand resonates in the title of Salt's Island debut album, "Auscultate." "What we mean by the title is, 'See if you like us by just really listening to us,'" Ewerman says. "So many people decide if they like a



"Just listen to us. So many people like a band if it dresses hip or if other people think it's cool."

—Daniel Ewerman of Salt

band if it dresses hip, or if other people think it's cool."

So far, people have listened to "Auscultate"

closely enough to move the single "Bluster" to No. 22 on Modern Rock Tracks. With its dynamics—low-profile in the verses but exploding in the chorus—and cryptic lyrics, "Bluster" reaps a ground previously sown by alterna-icons from the Pixies to Nirvana to the Foo Fighters.

Unlike those bands, though, Salt readily maintains that all of its songs are about "personal relations," as Ramsby puts it. "Every song we write is about questioning relationships," she says, "but I try to hide the personal things a bit—make it diffuse, so others can identify."

"People really should listen to the music," Ramsby adds, "and come up with their own explanations, anyway."

Billboard® FOR WEEK ENDING FEBRUARY 24, 1996


Billboard® FOR WEEK ENDING FEBRUARY 24, 1996

Album Rock Tracks™

W.K.	W.K.	WKS. ON	TRACK TITLE	ARTIST
1	2	3	ALBUM TITLE (IF ANY)	LABEL/DISTRIBUTING LABEL
			★★★No. 1★★★	
1	1	16	THE WORLD I KNOW	COLLECTIVE SOUL
			4 weeks at No. 1 ♦ COLLECTIVE SOUL ATLANTIC	
2	3	5	1979	SMASHING PUMPKINS
			MELLON COLLIE AND THE INFINITE SADNESS VIRGIN	
3	2	24	CUMBERSOME	SEVEN MARY THREE
			AMERICAN STANDARD MAMMOTH/ATLANTIC	
4	4	2	I GOT ID	PEARL JAM
			EPIC	
5	6	6	SEE YOU ON THE OTHER SIDE	OZZY OSBOURNE
			OZZMOSIS EPIC	
6	7	9	SANTA MONICA (WATCH THE WORLD DIE)	EVERCLEAR
			SPARKLE AND FADE TIM KERR/CAPITOL	
7	5	4	GLYCERINE	BUSH
			SIXTEEN STONE TRAUMA/INTERSCOPE	
8	8	7	HEAVEN BESIDE YOU	ALICE IN CHAINS
			ALICE IN CHAINS COLUMBIA	
9	10	12	IN THE MEANTIME	SPACEHOG
			RESIDENT ALIEN HIFI/SIRE/EEG	
10	9	11	WONDERWALL	OASIS
			(WHAT'S THE STORY) MORNING GLORY? EPIC	
11	12	14	BRAIN STEW/JADED	GREEN DAY
			INSOMNIAC REPRISE	
12	14	21	FOLLOW YOU DOWN	GIN BLOSSOMS
			CONGRATULATIONS I'M SORRY A&M	
13	15	17	NAKED	GOO GOO DOLLS
			A BOY NAMED GOO METAL BLADE/WARNER BROS.	
14	16	20	SISTER	THE NIXONS
			FOMA MCA	
			★★★AIRPOWER★★★	
15	24	—	SHE'S JUST KILLING ME	ZZ TOP
			"FROM DUSK TILL DAWN" EPIC SOUNDTRAX/EPIC	
16	11	8	WAITING FOR TONIGHT	TOM PETTY & THE HEARTBREAKERS
			PLAYBACK MCA	
17	13	10	COVER YOU IN OIL	AC/DC
			BALLBREAKER EASTWEST/EEG	
18	23	23	AEROPLANE	RED HOT CHILI PEPPERS
			ONE HOT MINUTE WARNER BROS.	
19	18	16	NAME	GOO GOO DOLLS
			A BOY NAMED GOO METAL BLADE/WARNER BROS.	
20	17	13	MY FRIENDS	RED HOT CHILI PEPPERS
			ONE HOT MINUTE WARNER BROS.	
21	19	15	DEJA VOODOO	KENNY WAYNE SHEPHERD
			LEDBETTER HEIGHTS GIANT	
22	21	22	NATURAL ONE	FOLK IMPLOSION
			"KIDS" SOUNDTRACK LONDON/ISLAND	
23	26	31	WHAT DO I HAVE TO DO?	STABBING WESTWARD
			WITHER BLISTER BURN + PEEL COLUMBIA	
24	27	35	EVERYTHING FALLS APART	DOG'S EYE VIEW
			HAPPY NOWHERE COLUMBIA	
25	20	18	PROMISE	VICTOR
			VICTOR ATLANTIC	
26	25	25	AWAY	TOADIES
			RUBBERNECK INTERSCOPE	
27	28	28	I WANT TO COME OVER	MELISSA ETHERIDGE
			YOUR LITTLE SECRET ISLAND	
28	29	37	DROWN	SON VOLT
			TRACE WARNER BROS.	
29	22	19	BULLET WITH BUTTERFLY WINGS	SMASHING PUMPKINS
			MELLON COLLIE AND THE INFINITE SADNESS VIRGIN	
30	31	—	HANDS IN THE AIR	BOB SEGER & THE SILVER BULLET BAND
			IT'S A MYSTERY CAPITOL	
31	NEW ▶	1	YOU DON'T KNOW ME AT ALL	DON HENLEY
			ACTUAL MILES HENLEY'S GREATEST HITS GEFREN	
32	36	—	VOICE OF EUJENA	BROTHER CANE
			SEEDS VIRGIN	
33	32	29	PROMISES BROKEN	SOUL ASYLUM
			LET YOUR DIM LIGHT SHINE COLUMBIA	
34	NEW ▶	1	MACHINEHEAD	BUSH
			SIXTEEN STONE TRAUMA/INTERSCOPE	
35	30	27	TIME	HOOTIE & THE BLOWFISH
			CRACKED REAR VIEW ATLANTIC	
36	NEW ▶	1	PEACHES	THE PRESIDENTS OF THE UNITED STATES OF AMERICA
			THE PRESIDENTS OF THE UNITED STATES OF AMERICA COLUMBIA	
37	33	26	ONE OF US	JOAN OSBORNE
			RELISH BLUE GORILLA/MERCURY	
38	34	30	HOOK	BLUES TRAVELER
			FOUR A&M	
39	37	32	HARD AS A ROCK	AC/DC
			BALLBREAKER EASTWEST/EEG	
40	39	33	PERRY MASON	OZZY OSBOURNE
			OZZMOSIS EPIC	

Modern Rock Tracks™

W.K.	W.K.	WKS. ON	TRACK TITLE	ARTIST
1	2	3	ALBUM TITLE (IF ANY)	LABEL/DISTRIBUTING LABEL
			★★★No. 1★★★	
1	1	14	WONDERWALL	OASIS
			(WHAT'S THE STORY) MORNING GLORY? EPIC	
2	2	2	1979	SMASHING PUMPKINS
			MELLON COLLIE AND THE INFINITE SADNESS VIRGIN	
3	3	6	IRONIC	ALANIS MORISSETTE
			JAGGED LITTLE PILL MAVERICK/REPRISE	
4	4	4	BRAIN STEW/JADED	GREEN DAY
			INSOMNIAC REPRISE	
5	5	5	SANTA MONICA (WATCH THE WORLD DIE)	EVERCLEAR
			SPARKLE AND FADE TIM KERR/CAPITOL	
6	8	14	HEAVEN BESIDE YOU	ALICE IN CHAINS
			ALICE IN CHAINS COLUMBIA	
7	7	10	IN THE MEANTIME	SPACEHOG
			RESIDENT ALIEN HIFI/SIRE/EEG	
8	10	15	AEROPLANE	RED HOT CHILI PEPPERS
			ONE HOT MINUTE WARNER BROS.	
9	9	12	NAKED	GOO GOO DOLLS
			A BOY NAMED GOO METAL BLADE/WARNER BROS.	
10	6	3	GLYCERINE	BUSH
			SIXTEEN STONE TRAUMA/INTERSCOPE	
11	14	16	FOLLOW YOU DOWN	GIN BLOSSOMS
			CONGRATULATIONS I'M SORRY A&M	
12	16	19	PEACHES	THE PRESIDENTS OF THE UNITED STATES OF AMERICA
			THE PRESIDENTS OF THE UNITED STATES OF AMERICA COLUMBIA	
13	13	13	JUST A GIRL	NO DOUBT
			TRAGIC KINGDOM TRAUMA/INTERSCOPE	
14	11	7	THE WORLD I KNOW	COLLECTIVE SOUL
			ATLANTIC	
15	18	20	BIG ME	FOO FIGHTERS
			FOO FIGHTERS ROSWELL/CAPITOL	
16	15	9	NATURAL ONE	FOLK IMPLOSION
			"KIDS" SOUNDTRACK LONDON/ISLAND	
17	17	11	CUMBERSOME	SEVEN MARY THREE
			AMERICAN STANDARD MAMMOTH/ATLANTIC	
18	12	8	I GOT ID	PEARL JAM
			EPIC	
19	19	22	CAUGHT A LITE SNEEZE	TORI AMOS
			BOYS FOR PELE ATLANTIC	
20	22	23	ONLY HAPPY WHEN IT RAINS	GARBAGE
			GARBAGE ALMO SOUNDS/GEFFEN	
21	20	21	HIGH AND DRY	RADIOHEAD
			THE BENDS CAPITOL	
22	24	26	BLUSTER	SALT
			AUSCULTATE ISLAND	
23	26	29	WHAT DO I HAVE TO DO?	STABBING WESTWARD
			WITHER BLISTER BURN + PEEL COLUMBIA	
24	21	18	RUBY SOHO	RANCID
			...AND OUT COME THE WOLVES EPITAPH	
25	25	24	POSSUM KINGDOM	TOADIES
			RUBBERNECK INTERSCOPE	
26	23	17	MIGHTY K.C.	FOR SQUIRRELS
			EXAMPLE 55D MUSIC	
27	33	38	TINY MEAT	RUBY
			SALT PETER CREATION/WORK	
28	29	34	DROWN	SON VOLT
			TRACE WARNER BROS.	
29	28	30	AWAY	TOADIES
			RUBBERNECK INTERSCOPE	
30	30	28	BULLET WITH BUTTERFLY WINGS	SMASHING PUMPKINS
			MELLON COLLIE AND THE INFINITE SADNESS VIRGIN	
31	27	25	ONE OF US	JOAN OSBORNE
			RELISH BLUE GORILLA/MERCURY	
32	32	32	WONDER	NATALIE MERCHANT
			TIGERLILY ELEKTRA/EEG	
33	36	—	ZERO	SMASHING PUMPKINS
			MELLON COLLIE AND THE INFINITE SADNESS VIRGIN	
34	34	31	MY FRIENDS	RED HOT CHILI PEPPERS
			ONE HOT MINUTE WARNER BROS.	
35	NEW ▶	1	MACHINEHEAD	BUSH
			SIXTEEN STONE TRAUMA/INTERSCOPE	
36	31	27	SATELLITE	DAVE MATTHEWS BAND
			UNDER THE TABLE AND DREAMING RCA	
37	NEW ▶	1	CHAMPAGNE SUPERNOVA	OASIS
			(WHAT'S THE STORY) MORNING GLORY EPIC	
38	38	—	DIANA	3 LB. THRILL
			VULTURE 57/55D MUSIC	
39	40	—	EVERYTHING FALLS APART	DOG'S EYE VIEW
			HAPPY NOWHERE COLUMBIA	
40	NEW ▶	1	ALL MIXED UP	311
			CAPRICORN	

  
**HITS!**  
**IN**  
**TOKIO**  
 Week of February 4, 1996

- ① Anywhere Is / Enya
- ② Power Of A Woman / Eternal
- ③ Jackson Cannery / Ben Folds Five
- ④ Like Marvin Gaye Said (What's Going On) / Speech
- ⑤ Beautiful Life / Ace Of Base
- ⑥ Take Cover / Mr. Big
- ⑦ Heaven Only Knows / Swing Dut Sister
- ⑧ Mr. Jones / Out Of My Hair
- ⑨ Stayin' Alive / N-Trance Featuring Ricardo Da Force
- ⑩ Runaway / The Corrs
- ⑪ Exhale / Whitney Houston
- ⑫ Taffy / Lisa Loeb And Nine Stories
- ⑬ Diggin' On You / TLC
- ⑭ It's Dn So Quiet / Bjork
- ⑮ Get Together / Big Mountain
- ⑯ One Sweet Day / Mariah Carey & Boyz II Men
- ⑰ While The Earth Sleeps / Peter Gabriel With Deep Forest
- ⑱ One Dn Us / Joan Osborne
- ⑲ Good Sweet Lovin' / Louchie Lou And Michie Dne
- ⑳ Kiss / Patti Austin
- ㉑ Jesus To A Child / George Michael
- ㉒ Feel The Goodtimes / Charlene Smith
- ㉓ I'll Always Be Around / C + C Music Factory Featuring A.S.K. M.E. & Vic Black
- ㉔ Remembering The First Time / Simply Red
- ㉕ Vertigo / Combustible Edison
- ㉖ Gold / ♪
- ㉗ Together / Espressione Globale Vibrazioni Productions
- ㉘ Hey Lover / L.L. Cool J
- ㉙ I Need To Be In Love / Carpenters
- ㉚ To Love You More / Celine Dion
- ㉛ Guts Daze / Ulfuhs
- ㉜ Yes / McAlmont & Butler
- ㉝ Something So Right / Annie Lennox Featuring Paul Simon
- ㉞ One More Chance / Madonna
- ㉟ Free As A Bird / The Beatles
- ㊱ Heaven / Solo
- ㊲ Love City Groove / Love City Groove
- ㊳ Yeha Noha / Sacred Spirit
- ㊴ Departures / Globe
- ㊵ Dancing Queen / P
- ㊶ You Come Through / Tom Petty And The Heartbreakers
- ㊷ Don't Stop The Music / C + C Music Factory
- ㊸ Get Down Dn It / Louchie Lou And Michie Dne
- ㊹ You'll See / Madonna
- ㊺ Kelly's Heroes / Black Grape
- ㊻ Do That Dance / Nile Rodgers
- ㊼ Apple Eyes / Swoop
- ㊽ Baby Maybe / Ice
- ㊾ Deteoide / Aco
- ㊿ I'll Be There For You / The Rembrandts

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# Music Video

PROGRAMMING

## Miramar Marks Decade Of Longforms Celebration Includes Compilation, Promotions

BY DOUGLAS REECE

LOS ANGELES—Ten years after the release of its first product, Miramar is celebrating its anniversary with "Decade"—a new video compilation that highlights its contribution to the music-video longform industry.

In addition, the company is celebrating with several new promotions that mark its decade in music and music video. Those promotions have gone out to mainstream and alternative distribution outlets.

In late February, Miramar will launch its first nationwide television promotional push for its products, according to Mitch Perliss, VP of sales and marketing. The spots, which will run in 200 markets, will promote three videos from Miramar's popular "Mind's Eye" series.

"This is the perfect time to reawake awareness of our company and our products," says Perliss.

Miramar president Paul Sullivan says Miramar is planning an aggressive fall campaign to accompany the release of the next installments in the "Mind's Eye" series, which are expected to feature slicker animations.

"We're really taking it to the next step," says Sullivan. "The new videos will have digitized live action—and original animation to thread the acquired animation that these tapes are primarily composed of—to give it a more dynamic 1996 look."

Miramar's "Decade" contains a mixture of computer-generated visuals and a soundtrack that contains new age and ambient music. The compilation video documents the dramatic visual progress of computer animation over the past decade. Footage from Miramar's earlier videos segue into more recent, cutting-edge animations.

"When we came out with [Miramar's first longform] 'Natural States' 10 years ago, people appreciated the emotional experience as opposed to that found in more common videos," says Sullivan.

For "Decade," director Michael Boydston, who was also the eye behind Miramar's "Three Phase" and "The Gate To The Mind's Eye," says tying together the computer animation, nature images, and the history of man (civilizations) segments from past

### MIRAMAR®

videos proved to be a surmountable challenge.

"I think I pulled it off," says Boydston. "[As one segment] comes to a climactic ending, I [then] cut to a totally unrelated piece. It was one of those happy accidents where musically it worked and dynamically it fit together perfectly."

At retail, Sullivan speculates that Miramar will also use "Decade" as a promotional item. Calling the video "as much of a promotional video as it is an entertainment video," Sullivan says the tape may be used as a giveaway or bundled with other tapes.

Miramar will continue to use alternative retail outlets as a large avenue for its music video distribution, including Radio Shack and the Nature Com-

pany.

Rick Borinstein, VP of merchandise marketing at Radio Shack, says the "Mind's Eye" videos have been strong sellers at that audio and electronic retail chain.

"The 'Mind's Eye' has been a very successful product in terms of drawing in the video aficionado," says Borinstein. "We have also used it very successfully in our stores as a demonstration product for our televisions."

Miramar has also had success releasing audio soundtracks that accompany music video longforms. For instance, 1994's "The Gate To The Mind's Eye" score, with music by Thomas Dolby, has sold 21,000 copies, according to Sound-Scan.

As Miramar moves into the future, executives say the company will most likely take an active role in new technologies. Sullivan expects the advent of DVD and other advancements to increase the popularity of new Miramar releases and catalog items.

"We will not be identifying our company as a CD or video company but as a software company where our products lend themselves to the VCR, or software," Sullivan says. "It's a very logical and short step to move into CD-ROM, CD Plus, and other offerings."

## PRODUCTION NOTES

### LOS ANGELES

Jefery Levy shot Tasmin Archer's "One More Good Night." Joseph Uliano produced, while Troy Smith directed photography for One World Productions.

MoKenStef's "Baby Come Close" was directed by Cameron Casey; Chris Palladino produced, and Dermott Downs directed photography. Casey is also the eye behind Tears For Fears' "Secrets," which was shot in Segovia, Spain. Jason Uzzell and Sarah Stinchcombe co-pro-

duced, while Downs directed photography.

Director Morgan Lawley is the eye behind Jackson Browne's "Some Bridges." Tim Ives directed photography, while Amy Taft produced.

Jim Tozzi directed Moby's "Bring Back My Happiness"; Suzanne Olsson produced.

Billy Mann's "Ain't Gonna Keep Me Hangin' Around" was directed by David Palmer, while Mike Alfieri produced. Spencer Newman directed photography.

Jesse von der Ahe directed Dirt Merchants' "Love Apnea," while Sharon Lynch produced. Downs directed photography.

### NEW YORK

Director Mark Humphrey recently completed the clip for Chantay Savage's "I Will Survive." Carrie Bornstein produced, while Jamie Rosenberg and Oliver Bokelberg directed photography for KD Sadler.

Carl and Pierre Verna co-directed Burning Spear's "Subject In School." The clip was produced by Betsy Blake-more for Tuff Gong Pictures.

### OTHER CITIES

One World Productions director Russell Young recently shot East 17's "Do You Still Love Me." Uliano produced; Gerry Floyd directed photography.

Ernie Fritz directed Kenny Wayne Sheperd's "Deja Voodoo" for Automatic Productions. David Moskowitz produced the New Orleans shoot.

Actor Tim Robbins directed the video for Bruce Springsteen's "Dead Man Walking." Jack Gulick produced, and Wyatt Troll directed photography.

## Frankie Blue Leaves Box; Ray Gun Pages MTV

**BYE YE, BLUE:** The Box director of programming Frankie Blue has unexpectedly resigned from the music video channel. No replacement has been announced, but executive VP Les Garland will fill the void until Blue's successor is hired.

**BLAH BLAH BLAH:** No, the Eye isn't bored this week. Blah Blah Blah is the title of a new magazine that MTV Europe and Ray Gun Publishing are teaming to create.

"It will not be a direct replication of the channel, but it will put into print the edge and underground vibe of MTV Europe," says Marvin Jarrett, publisher/president of Ray Gun Publishing.

The magazine will have "about 65% coverage of music," according to Jarrett. In addition, Blah Blah Blah's editorial content will contain sports, fashion, and technology news.

As a result of the venture, ad spots for the magazine will appear on MTV Europe, while the magazine will run print ads for the video channel.

For its March 14 launch, the magazine will have a circulation of about 120,000 copies, according to Jarrett.

Jarrett says that the magazine may eventually appear in other territories. A German-language version is expected to begin later this year; Spanish and French versions may be started in 1997, according to Jarrett.

**U.K. BOX GETS NEW HOME:** The Box has opened a new division in London to oversee current and future European expansion for the music video network, according to CEO/president Alan McGlade.

"We are at the point now where we need a permanent facility to manage our expansion into other countries," says McGlade.

The new U.K. headquarters will contain editing, dubbing, and production equipment to facilitate international programming and will house existing and new staff members.

Among the new hires is cable executive Ashley Faull, who joins Video Jukebox Network Europe, a wholly owned subsidiary of the Box Worldwide Europe, as managing director.

McGlade says that the Box plans to expand into other European territories in the near future.

**BIG MUSIC:** Both the Box and VH1 have new CD compilations due in March.

The Box is readying its second music and music video compilation, due March 5, on its Boxtunes label. "Big Ones Of Alternative Rock Vol. 1" contains tracks by Bush, White Zombie, the Cranberries, and Danzig. As with its previous release, "Big Phat

Ones Of Hip Hop," the Box will cross-promote the video and music compilations on its service.

Another "Big" compilation is due from VH1. "VH1 Big '80s," to be released on Rhino March 26, has 15 tracks from the new wave era. Among the artists contained on the disc are such memorable acts as a-ha, Nena, Frida, and Night Ranger. It's instant retro heaven (or is it hell?).

**CMT SURPRISE:** The Eye was surprised to see some noncountry artists on a recent playlist for CMT's Latin American service. Latin popsters the Barrio Boyzz and Selena were among the acts that have recently been found in the channel's "heavy" rotation.

Bobby Lopez, programming manager of CMT's Latin American service, says that the channel is not abandoning its country roots.

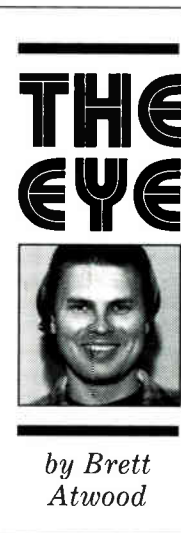
"There are strong similarities between country and this kind of music," says Lopez. "If the music has an uptempo, Latin rhythm, then we will look at playing it. It fits in our programming perfectly. We are playing many Tejano artists, too."

The channel, which broadcasts in English and Spanish, is still a far cry from MTV Latino. The playlist remains predominantly country-driven and includes such country staples as Dwight Yoakam, Shania Twain, and Garth Brooks.

Another unusual artist to appear on CMT is Neil Diamond, who is promoting his new country-flavored album. CMT's U.S. feed telecast the world premiere of Diamond's "One Good Love" Feb. 7.

**VH1 VALENTINE:** 550 Music and VH1 teamed for an unusual Valentine's Day promotion. On Feb. 14, the music video channel accepted dedications and requests for romantic videos. Viewers with access to computers were able to instantly request clips on VH1 Online. To promote the event, VH1 played the new Celine Dion clip for the ballad "Because You Love Me" six times throughout the day.

**VISIONS '96:** Novice and experienced videomakers can enter the '96 Vision of U.S. music video contest, which is sponsored by the American Film Institute. The competition, which is now in its 12th year, aims to stretch the boundaries of the medium and rewards winning entries with equipment such as Sony digital camcorders and other video production products. The deadline for the '96 contest is June 15. Contact: 213-856-7749 for more information.



**Chasing Memories.** Garth Brooks commemorates the anniversary of the blast at the Oklahoma City federal building with his new video "The Change," which was directed by Jon Small. In the clip, Brooks performs in front of dramatic news footage documenting the aftermath of the event. The video was produced by Tim Miller.



# Billboard Video Monitor

THE MOST-PLAYED CLIPS AS MONITORED BY BROADCAST DATA SYSTEMS  
"NEW ONS" ARE REPORTED BY THE NETWORKS (NOT BY BDS) FOR THE WEEK AHEAD



14 hours daily  
1899 9th Street NE,  
Washington, D.C. 20018

- 1 2Pac, California Love
- 2 Kris Kross, Tonight's The Night
- 3 Monifah, I Miss You
- 4 Janet Jackson, Twenty Foreplay
- 5 Immatore, We Got It
- 6 D'Angelo, Lady
- 7 The Tony Rich Project, Nobody Knows
- 8 Groove Theory, Keep Tryin'
- 9 Fugees, Fu-Gee-La
- 10 LL Cool J, I Shot Ya
- 11 Smoothie Da Hustler, Broken Language
- 12 Solo, Where Do U Want Me To Put It
- 13 Pharcyde, Drop
- 14 Junior M.A.F.I.A., Get Money
- 15 Brandy, Sittin' Up In My Room
- 16 Mary J. Blige, Not Gon' Cry
- 17 Whitney Houston & Cece Winans, Count On
- 18 Das EFX, Microphone Master
- 19 TLC, Diggin' On You
- 20 Monica, Before You Walk Out Of My Life
- 21 Somethin' For The People, You Want This
- 22 Mariah Carey & Boyz II Men, One Sweet Day
- 23 Total, No One Else
- 24 Changing Faces, We Got It Goin' On
- 25 Shawn Stockman, Visions Of A Sunset
- 26 Xscape, Do You Want To
- 27 Oleta Adams, Never Knew Love
- 28 Speech, Like Marvin Gaye Said "What's"
- 29 Jesse Powell, All I Need
- 30 Chantay Savage, I Will Survive

★ ★ NEW ONS ★ ★

- Coolio, 1, 2, 3, 4 (Sumpin' New)  
DG, Soaken Wet  
Bass Is Base, I Cry  
Jesse Campbell, Baby, Baby, Baby  
Shaggy/Grand Puba, Why You Treat Me So Bad  
Yvette Michelle, Everyday & Everynight,



Continuous programming  
2806 Opryland Dr.,  
Nashville, TN 37214

- 1 Collin Raye, Not That Different
- 2 The Mavericks, All You Ever Do Is Bring Me Down
- 3 John Michael Montgomery, Cowboy Love
- 4 Lonestar, No News
- 5 Joe Diffie, Bigger Than The Beatles
- 6 Tracy Lawrence, If You Loved Me
- 7 Wade Hayes, What I Meant To Say
- 8 Shania Twain, You Win My Love
- 9 Faith Hill, It Matters To Me
- 10 Sawyer Brown, Round Here
- 11 Martina McBride, Wild Angels

- 12 Diamond Rio, Walkin' Away
- 13 Linda Davis, Some Things Are Meant To Be
- 14 Terri Clark, If I Were You
- 15 Clay Walker, Hypnotize The Moon
- 16 Pam Tillis, The River And The Highway
- 17 Billy Dean, It's What I Do
- 18 Stephanie Bentley, Who's That Girl
- 19 Bellamy Brothers, Old Hippie
- 20 Mindy McCready, 10,000 Angels
- 21 Alabama, It Works
- 22 Bobbie Gynor, You'd Think He'd Know Me...
- 23 Steve Azar, Someday
- 24 Travis Tritt, Only You
- 25 Rich McCready, Hangin' On
- 26 JoDee Messina, Heads Carolina, Tails California
- 27 Rhonda Vincent, What More Do You Want...
- 28 Lorrie Morgan, Standing Tall
- 29 Baker & Myers, Years From Here
- 30 Ricky Skaggs, Solid Ground
- 31 Keith Stegall, 1969
- 32 Junior Brown, My Wife Thinks You're Dead
- 33 Emilio, Even If I Tried
- 34 Smokin' Amadillos, Let Your Heart Lead
- 35 Mandy Barnett, Now That's All Right With
- 36 Philip Claypool, The Strength Of A Woman
- 37 Curtis Day, The Truth Is Hard To Swallow
- 38 Kieran Kane, Cool Me Down
- 39 4 Runner, Ripples
- 40 Joel Nava, I Do
- 41 Rhett Atkins, She Said Yes
- 42 Daryle Singletary, Too Much Fun
- 43 Neil Diamond/Waylon Jennings, One Good...
- 44 Nanci Griffith/W/The Crickets, Well...
- 45 Dan Seals, I'd Really Love To...
- 46 Doug Supernaw, Not Enough Hours In...
- 47 Delevantes, Driving At Night
- 48 Terri Clark, When Boy Meets Girl
- 49 Charlie Daniels, Same Ol' Me
- 50 Dwight Yoakam, Nothing

★ ★ NEW ONS ★ ★

Dwight Yoakam, Gone (That'll Be Me)



Continuous programming  
1515 Broadway, NY, NY 10036

- 1 LL Cool J, Hey Lover
- 2 2 Pac, California Love
- 3 Oasis, Wonderwall
- 4 Bush, Glycerine
- 5 Smashing Pumpkins, 1979
- 6 Foo Fighters, Big Me
- 7 Alanis Morissette, Ironic
- 8 Presidents Of The United States, Peaches
- 9 Green Day, Brain Stew
- 10 Collective Soul, The World I Know
- 11 Brandy, Sittin' Up In My Room
- 12 Seven Mary Three, Cumberbome
- 13 Goo Goo Dolls, Naked
- 14 Blues Traveler, Hook
- 15 The Tony Rich Project, Nobody Knows
- 16 Monica, Before You Walk Out Of My Life
- 17 No Doubt, Just A Girl

- 18 Everclear, Santa Monica
- 19 Janet Jackson, Twenty Foreplay
- 20 Pete Dinklage, Beautiful Girl
- 21 Alice In Chains, Heaven Beside You
- 22 Red Hot Chili Peppers, Aeroplane
- 23 Whitney Houston & Cece Winans, Count On
- 24 Dog's Eye View, Everything Falls Apart
- 25 Spacehog, In The Meantime
- 26 White Zombie, Super-Charger Heaven
- 27 3T, Anything
- 28 Smashing Pumpkins, Bullet With Butterfly Wings
- 29 Kris Kross, Tonight's The Night
- 30 Mary J. Blige, Not Gon' Cry
- 31 La Bouche, Be My Lover
- 32 Dave Matthews Band, Satellite
- 33 Seal, Don't Cry
- 34 Radiohead, High And Dry
- 35 Melissa Etheridge, I Want To Come Over
- 36 Gin Blossoms, Follow You Down
- 37 Immatore, We Got It
- 38 George Michael, Jesus To A Child
- 39 For Squirrels, Mighty K.C.
- 40 Red Hot Chili Peppers, Give It Away
- 41 Joan Osborne, One Of Us
- 42 Mariah Carey & Boyz II Men, One Sweet Day
- 43 The Dogg Pound, Let's Play House
- 44 Red Hot Chili Peppers, Under The Bridge
- 45 Soul Asylum, Promises Broken
- 46 Nirvana, Come As You Are
- 47 Red Hot Chili Peppers, Soul To Squeeze
- 48 Coolio, Fantastic Voyage
- 49 Beastie Boys, Sabotage
- 50 Korn, Shoots And Ladders

\*\* Indicates MTV Exclusive

★ ★ NEW ONS ★ ★

- R. Kelly, Down Low (Nobody Has To Know)  
Sting, Let Your Soul Be Your Pilot  
Total, No One Else  
Lenny Kravitz, Can't Get You Off My Mind  
Stabbing Westward, What Do I Have To Do



30 hours weekly  
2806 Opryland Dr.,  
Nashville, TN 37214

- 1 Nanci Griffith/W/The Crickets, Well...
- 2 Wade Hayes, What I Meant To Say
- 3 Joe Diffie, Bigger Than The Beatles
- 4 Linda Davis, Some Things Are Meant To Be
- 5 Tracy Lawrence, If You Loved Me
- 6 John Michael Montgomery, Cowboy Love
- 7 Emilio, Even If I Tried
- 8 Shania Twain, (If You're Not In It For Love) I'm...
- 9 Faith Hill, It Matters To Me
- 10 Lorrie Morgan, Standing Tall
- 11 Sawyer Brown, Round Here
- 12 Collin Raye, Not That Different
- 13 Ricky Skaggs, Solid Ground
- 14 Martina McBride, Wild Angels
- 15 Daryle Singletary, Too Much Fun
- 16 The Mavericks, All You Ever Do Is Bring Me Down
- 17 Clay Walker, Hypnotize The Moon
- 18 Diamond Rio, Walkin' Away

- 19 Alabama, It Works
- 20 JoDee Messina, Heads Carolina, Tails California
- 21 Junior Brown, My Wife Thinks You're Dead
- 22 Lonestar, No News
- 23 Rhonda Vincent, What More Do You Want...
- 24 Terri Clark, When Boy Meets Girl
- 25 Mandy Barnett, Now That's All Right With Me
- 26 Rich McCready, Hangin' On
- 27 4 Runner, Ripples
- 28 Pam Tillis, The River And The Highway
- 29 Billy Dean, It's What I Do
- 30 Stephanie Bentley, Who's That Girl

★ ★ NEW ONS ★ ★

Steve Azar, Someday  
Joel Nava, I Do  
Shania Twain, You Win My Love



Continuous programming  
1515 Broadway, NY, NY 10036

- 1 Mariah Carey & Boyz II Men, One Sweet Day
- 2 Whitney Houston, Exhale (Shoop Shoop)
- 3 Melissa Etheridge, I Want To Come Over
- 4 Joan Osborne, One Of Us
- 5 Hootie & The Blowfish, Time
- 6 Natalie Merchant, Wonder
- 7 Collective Soul, The World I Know
- 8 George Michael, Jesus To A Child
- 9 Madonna, You'll See
- 10 Blues Traveler, Hook
- 11 Seal, Don't Cry
- 12 Natalie Merchant, Carnival
- 13 Deep Blue Something, Breakfast At Tiffany's
- 14 Whitney Houston & Cece Winans, Count On
- 15 The Tony Rich Project, Nobody Knows
- 16 Son Volt, Drown
- 17 Everything But The Girl, Missing
- 18 Soul Asylum, Promises Broken
- 19 Janet Jackson, Runaway
- 20 R.E.M., Losing My Religion
- 21 Blues Traveler, Run Around
- 22 Sophie B. Hawkins, As I Lay Me Down
- 23 Oasis, Wonderwall
- 24 Rod Stewart, So Far Away
- 25 Gin Blossoms, Follow You Down
- 26 Michael Jackson, Beat It
- 27 Alanis Morissette, Hand In My Pocket
- 28 Mariah Carey, Fantasy
- 29 Meat Loaf, Not A Dry Eye In The House
- 30 Madonna, Express Yourself

★ ★ NEW ONS ★ ★

- Sting, Let Your Soul Be Your Pilot  
Joan Osborne, Right Hand Man  
Jason Brown, Some Bridges  
Tracy Chapman, Give Me One Reason  
Dog's Eye View, Everything Falls Apart  
D'Angelo, Lady  
Bel Cantor, Rumour  
3T, Anything

## THE CLIP LIST

A SAMPLING OF PLAYLISTS SUBMITTED BY NATIONAL & LOCAL MUSIC VIDEO OUTLETS FOR THE WEEK ENDING FEBRUARY 24, 1996.

**THE BOX**  
MUSIC TELEVISION  
YOU CONTROL

Continuous programming  
1221 Collins Ave  
Miami Beach, FL 33139

AMERICA'S NO. 1 VIDEO

Mary J. Blige, Not Gon' Cry

BOX TOPS

- 2Pac, California Love (Part 2)
- Junior M.A.F.I.A., Get Money
- D'Angelo, Lady
- J'son, Take A Look
- Domino, Physical Funk
- Brandy, Sittin' Up In My Room
- Total, No One Else
- Rappin' 4-Tay, Ain't No Playa Like...
- Monica, Before You Walk Out Of...
- L.B.C. Crew, Beware Of My Crew
- Luke, Scarred
- The Tony Rich Project, Nobody Knows
- Frost, La Familia
- Pure Soul, Stairway To Heaven
- Xscape, Do You Want To
- The Dogg Pound, New York, New York
- Mona Lisa, Can't Be Wasting My Time

NEW

- A-Town Players, True Players  
AZ, Doe Or Die  
Busta Rhymes, Woo-Hah!!  
Coolio, 1, 2, 3, 4 (Sumpin' New)  
Dangerous Crew, Buy You Some  
Deborah Cox, Who Do You Love  
Dog's Eye View, Everything Falls Apart  
Fat Joe, Envy  
Foo Fighters, Big Me  
Gin Blossoms, Follow You Down  
Lina Santiago, Feels So Good  
Mack Da Maniak, What Goes Up (Remix)  
MC Eht Featuring CMW, Thuggin' It Up  
Menace Clan, What You Saying  
Mike Flowers Pop Orch., Wonderwall  
R. Kelly, Down Low  
Sh'Killa, ...Got Yo M'N  
Silverchair, Israel's Son  
Son Volt, Drown  
Spacehog, In The Meantime

**IROR**  
MUSIC  
The Music Shopping Network

Continuous programming  
3201 Dickerson Pike  
Nashville, TN 37207

- Tori Amos, Caught A Lite Sneeze  
Jann Arden, Insensitive  
The Beatles, Free As A Bird  
Jesse Cook, Tempest  
Janet Jackson, Twenty Foreplay  
Tracy Lawrence, If You Loved Me  
Mavericks, All You Ever Do...  
Edwin McCain, Sorry To A Friend  
Rich McCready, Hangin' On  
Alanis Morissette, Hand In My Pocket  
Oasis, Wonderwall  
Mike Oldfield, Let There Be Light  
Joan Osborne, One Of Us  
Collin Raye, Not That Different  
Rolling Stones, Like A Rolling Stone  
John Secada, Es Por Ti  
Rod Stewart, So Far Away  
Shawn Stockman, Visions Of A Sunset  
Pam Tillis, The River And The Highway  
Shania Twain, I'm Outta Here



Six hours weekly  
1 Centre Street, Room 2704  
New York, NY 10007

- Intro, Feels Like The First Time  
Yvette Michelle, Evernight & Everyday  
Pure Soul, Stairway To Heaven  
Mary J. Blige, Not Gon' Cry  
D'Angelo, Lady  
Rugged All-Stars, Black People  
Crystal Waters, What I Need  
KRS-One, Rappaz R.N. Dainja  
Pharcyde, Drop  
Junior M.A.F.I.A., Get Money  
Patra, Scent Of Attraction  
Fugees, Fu-Gee-La  
Faith, Use To Love Me  
Mona Lisa, Can't Be Wasting My Time  
Brandy, Sittin' Up In My Room  
Oleta Adams, Never Knew Love  
Changing Faces, Got It Goin' On  
Lord Finesse, Hip To The Game

Shabazz The Disciple, Crime Saga  
Mack Da Maniak, What Goes Up

**EUROPE**

Continuous programming  
Hawley Crescent  
London NW18TT

- Babylon Zoo, Spaceman  
Coolio Feat. L.V., Gangsta's Paradise  
George Michael, Jesus To A Child  
Oasis, Wonderwall  
Everything But The Girl, Missing  
Michael Jackson, Earth Song  
Passengers, Miss Sarajevo  
Da Luniz, I Got 5 On It (Remix)  
Backstreet Boys, We've Got It Goin' On  
Ace Of Base, Beautiful Life  
Mariah Carey & Boyz II Men, One Sweet Day  
Tina Turner, Goldeneye  
Coolio, Too Hot  
Skee-Lo, I Wish  
Boyzone, Father & Son  
Nick Cave & The Bad Seeds, Where The  
Wild Roses Grow  
Madonna, You'll See  
LL Cool J, Hey Lover  
Masterboy, Land Of Dreaming  
East 17, Do U Still



Continuous programming  
2806 Opryland Dr  
Nashville, TN 37214

- DC Talk, Jesus Freak  
Michael W. Smith, Cry For Love  
Point Of Grace, Gather At The River  
Jay Crosse, Time To Believe  
Kathy Troccoli, Go Light Your World  
Out Of The Grey, Gravity  
Carolyn Arends, Seize The Day  
Anointed, It's In God's Hands Now  
Imagine This, Love Is Everywhere  
Petra, Think Twice  
Brian Barnett, He Still Moves Stones  
Wayne Watson, Field Of Souls

Code Of Ethics, Pleasant Valley Sunday  
Geoff Moore & The Distance, The Vow  
Grover Levy, There Is A Life (new)

**JBT**

One hour weekly  
216 W Ohio, Chicago, IL 60610

- Oasis, Wonderwall (Vers. 2)  
Goo Goo Dolls, Naked  
Stabbing Westward, What Do I Have To Do  
Bjork, Hyperballad  
The Hummers, Wake Up And Lose  
Mary Me Jane, Twenty One  
Sparkhorse, Hammering The Cramps  
1, 000 Mona Lisa, How Would You Know  
For Squirrels, Mighty KC  
Loud Lucy, Ticking  
Radiohead, High And Dry  
Tori Amos, Caught A Lite Sneeze  
Jars Of Clay, Flood  
Ruby, Tiny Meat  
Pulp, Common People  
The Goops, Vulgar Appetites  
Kepone, Knife Thrower  
Mr. T Experience, Ba Ba Ba  
Into Another, Mutate Me  
Dog's Eye View, Everything Falls Apart



1/2-hour weekly  
46 Gifford St, Brockton, MA 02401

- CIV, Choices Made  
Semisonic, The Prize  
Ruby, Tiny Meat  
Radiohead, High And Dry  
Poe, Trigger Happy Jack  
Into Another, Mutate Me  
Presidents Of The United States, Peaches  
Dog's Eye View, Everything Falls Apart  
Mary Me Jane, Twenty One  
Oasis, Wonderwall  
No Doubt, Just A Girl  
Tori Amos, Comflake Girl  
Tori Amos, Teen Spirit  
Tori Amos, Caught A Lite Sneeze  
Possum Dixon, Radio Comet

## JOHN PFEIFFER, CLASSICAL PRODUCER, DIES

(Continued from page 11)

"He created a situation for an artist in which he let the artist do it, as opposed to being an intrusive producer who has his own vision," says Is Horowitz, a former Billboard executive editor and classical music editor and a producer of classical recordings.

"I'm an audience, a receptacle," Pfeiffer told Audio magazine in 1992. "Somehow, I always managed to give the artists the feeling I was on their side, that I was doing everything I could to help them do what they did best."

"Jack was a delight to work with, a gentleman and a good friend," says mezzo-soprano Marilyn Horne.

Born in Tucson, Ariz., on September 29, 1920, Pfeiffer studied music and engineering at the University of Arizona and Bethany College in Lindsborg, Kan. After serving as a Navy engineer in World War II, he moved to New York, where he worked as a jazz pianist and attended Columbia University.

He joined RCA in 1949 as a design and development engineer. Within a year, he moved into RCA's A&R division to work with Richard Mohr and got his first producing assignment: working with Wanda Landowska, then age 70, who was recording Bach's "Well-Tempered Clavier" in her Connecticut home.

In 1950, Pfeiffer began to work with the famously perfectionist Jascha Heifetz and soon became his exclusive producer, remaining in contact with him even after the violinist became a recluse.

"My father's standards were extraordinarily high," says his son, Jay Heifetz, "and the fact that Jack was able to meet them and keep his sense of humor is a real credit to him. Jack was the type of person who was never willing to cut corners."

Pfeiffer told Newsday in 1989, "[Heifetz] wanted honesty. He'd finish a take, and he'd ask what you thought of it, and you had to tell him. Of course, some diplomacy was necessary in these cases. You didn't come right out and tell him that a take was no good. Instead, you suggested that it might, perhaps, be a good idea to record the passage one more time, just so that we would have a choice."

Among the hundreds of recordings produced by Pfeiffer were Van Cliburn's recording of Tchaikovsky's Piano Concerto No. 1, the first disc the pianist made after his Tchaikovsky Competition victory in 1958. It was the first classical recording to be certified platinum.

Pfeiffer's unintrusiveness with respect to artists extended to his technical attitudes as well. He told Audio that he always believed that two microphones gave a better result than

multimiking and, as for editing, "I try to maintain as much of a spontaneous feeling as possible. If you overedit, you risk losing that. A musical experience has to have the human element, so it's bound to have flaws. So long as the flaws don't distract from the music, I think they should be left in."

While at RCA, Pfeiffer directed the development of stereo and quadrophonic recording techniques, was a member of the team that invented Dynagroove records, and coordinated the introduction of digital recording to the company. In 1968, he recorded "Electronomusic," an album of his own experimental electronic music, for the label.

As a result of his long tenure at RCA, Pfeiffer became an important institutional memory for the company, "the guardian of RCA's enormous catalog," says Horowitz.

In recent years, he had been central in remastering and reissuing on CD important catalog recordings, many of which he produced originally. Among the "sleeping beauties," as Pfeiffer called them, were the complete Toscanini collection (82 CDs), recordings by Caruso and Sergei Rachmaninoff, and the Heifetz collection.

At the time of his death, Pfeiffer was working on an 11-CD Leontyne Price edition, one CD featuring the producer interviewing Price, and a five-disc "Living Stereo" series of Morton Gould and his orchestra playing light music, some composed by Gould, all for release this year. He was also planning a William Kapell set.

Pfeiffer continued to record current artists, including mezzo-sopranos Horne and Frederica von Stade, pianist Xiang-Dong Kong, and harpsichordist Skip Sempé.

Pfeiffer was also audio producer for several classical music TV specials, including "Heifetz On Television" for CBS; "Horowitz Live" for NBC; concerts by Horowitz, Price, and Mstislav Rostropovich at the White House; and installments of "Live From Lincoln Center" and "Live From The Met."

His recordings have received numerous awards, including the Grammy, the Grand Prix du Disque, and record of the year awards from Stereo Review and High Fidelity magazines. In 1990, he received a Producers Award from NARAS; in 1994, he was given the President's Merit Award from NARAS for his "outstanding contribution to the 'Complete Toscanini Collection.'"

He is survived by a half-brother, Leslie Wolf; two grandsons; and two great-grandsons. Funeral services are private; a memorial service is planned.

## SESAC, BDS TO MONITOR MORE GENRES

(Continued from page 12)

Over the years, SESAC has had particular strength in the Latin and country markets. Last year, under a new management team, it embarked on a program to draw key writers from other fields by signing as members former ASCAP-cleared superstars Bob Dylan and Neil Diamond.

In reporting the expansion of its BDS ties, Bill Velez, president/COO of SESAC, notes, "Once again, we're proving that it's the little guy on the block who is leading the technology wave."

SESAC, established in 1930, is the

second-oldest performing right society in the U.S. but is far behind ASCAP, formed in 1914, and BMI, formed in 1940, in the annual flow of performance dollars.

BDS' technology is based on a nationwide network of computers that monitors broadcast stations and cable outlets in the top 100 markets across the U.S. Each monitor accesses a constantly updated library of thousands of digital electronic song "fingerprint" patterns.

BDS continually monitors more than 8 million hours of broadcast time annually.



# Hot 100 Airplay

Compiled from a national sample of airplay supplied by Broadcast Data Systems' Radio Track service. 244 stations are electronically monitored 24 hours a day, 7 days a week. Songs ranked by gross impressions, computed by cross-referencing exact times of airplay with Arbitron listener data. This data is used in the Hot 100 Singles chart.

THIS WEEK	LAST WEEK	WEEKS ON	TITLE	ARTIST (LABEL/DISTRIBUTING LABEL)	THIS WEEK	LAST WEEK	WEEKS ON	TITLE	ARTIST (LABEL/DISTRIBUTING LABEL)
			<b>★ ★ NO. 1 ★ ★</b>		38	30	20	<b>DIGGIN' ON YOU</b>	TLC (LAFACE/ARISTA)
1	1	19	<b>ONE SWEET DAY</b>	MARIAH CAREY & BOYZ II MEN (COLUMBIA) 12 wks at No. 1	39	40	11	<b>BRAIN STEW/JADED</b>	GREEN DAY (REPRISE)
2	2	20	<b>MISSING</b>	EVERYTHING BUT THE GIRL (ATLANTIC)	40	37	29	<b>BACK FOR GOOD</b>	TAKE THAT (ARISTA)
3	3	28	<b>NAME</b>	GOO GOO DOLLS (METAL BLADE/WARNER BROS.)	41	50	5	<b>CLOSER TO FREE</b>	BODEANS (SLASH/REPRISE)
4	4	16	<b>TIME</b>	HOOTIE & THE BLOWFISH (ATLANTIC)	42	44	5	<b>FEELS SO GOOD (SHOW ME YOUR LOVE)</b>	LINA SANTIAGO (UNIVERSAL)
5	7	20	<b>ONE OF US</b>	JOAN OSBORNE (BLUE GORILLA/MERCURY)	43	49	11	<b>SANTA MONICA (WATCH THE WORLD DIE)</b>	EVERCLEAR (TIM KERR/CAPITOL)
6	5	22	<b>BREAKFAST AT TIFFANY'S</b>	DEEP BLUE SOMETHING (RAINMAKER)	44	52	12	<b>JUST A GIRL</b>	NO DOUBT (TRAUMA/INTERSCOPE)
7	6	17	<b>EXHALE (SHOOP SHOOP)</b>	WHITNEY HOUSTON (ARISTA)	45	39	27	<b>RUNAWAY</b>	JANET JACKSON (A&M)
8	8	11	<b>NOBODY KNOWS</b>	THE TONY RICH PROJECT (LAFACE/ARISTA)	46	43	16	<b>BLESSED</b>	ELTON JOHN (ROCKET/ISLAND)
9	9	16	<b>BE MY LOVER</b>	LA BOUCHE (RCA)	47	55	4	<b>PEACHES</b>	THE PRESIDENTS OF THE USA (COLUMBIA)
10	10	14	<b>WONDERWALL</b>	OASIS (EPIC)	48	54	13	<b>CUMBERSOME</b>	SEVEN MARY THREE (MAMMOTH/ATLANTIC)
11	13	15	<b>THE WORLD I KNOW</b>	COLLECTIVE SOUL (ATLANTIC)	49	53	7	<b>IN THE MEANTIME</b>	SPACEHOG (HIFI/SIRE/EEG)
12	14	15	<b>1979</b>	SMASHING PUMPKINS (VIRGIN)	50	45	28	<b>HAND IN MY POCKET</b>	ALANIS MORISSETTE (MAVERICK/WARNER BROS.)
13	12	14	<b>WONDER</b>	NATALIE MERCHANT (ELEKTRA/EEG)	51	57	5	<b>DOIN IT</b>	LL COOL J (DEF JAM/RAL/ISLAND)
14	15	12	<b>SITTIN' UP IN MY ROOM</b>	BRANDY (ARISTA)	52	48	19	<b>NATURAL ONE</b>	FOLK IMPLOSION (LONDON/ISLAND)
15	11	33	<b>AS I LAY ME DOWN</b>	SOPHIE B. HAWKINS (COLUMBIA)	53	47	23	<b>DREAMING OF YOU</b>	SELENA (EMI LATIN/EMI)
16	18	26	<b>TELL ME</b>	GROOVE THEORY (EPIC)	54	41	6	<b>JESUS TO A CHILD</b>	GEORGE MICHAEL (DREAMWORKS/GEFFEN)
17	19	10	<b>IRONIC</b>	ALANIS MORISSETTE (MAVERICK/REPRISE)	55	60	9	<b>NO ONE ELSE</b>	TOTAL (BAD BOY/ARISTA)
18	16	25	<b>FANTASY</b>	MARIAH CAREY (COLUMBIA)	56	58	5	<b>HEAVEN BESIDE YOU</b>	ALICE IN CHAINS (COLUMBIA)
19	17	17	<b>HEY LOVER</b>	LL COOL J (DEF JAM/RAL/ISLAND)	57	42	20	<b>GOOD INTENTIONS</b>	TOAD THE WET SPROCKET (COLUMBIA/REPRISE)
20	20	6	<b>CALIFORNIA LOVE</b>	2 PAC (FEAT. DR. DRE AND R. TROUTMAN) (DEATH ROW)	58	56	6	<b>TONITE'S THA NIGHT</b>	KRIS KROSS (RUFFHOUSE/COLUMBIA)
21	22	18	<b>HOOK</b>	BLUES TRAVELER (A&M)	59	46	12	<b>I GOT IT</b>	PEARL JAM (EPIC)
22	21	34	<b>ONLY WANNA BE WITH YOU</b>	HOOTIE & THE BLOWFISH (ATLANTIC)	60	67	2	<b>BIG ME</b>	FOO FIGHTERS (ROSWELL/CAPITOL)
23	23	30	<b>TIL I HEAR IT FROM YOU</b>	GIN BLOSSOMS (A&M)	61	59	8	<b>NAKED</b>	GOO GOO DOLLS (METAL BLADE/WARNER BROS.)
24	27	11	<b>DON'T CRY</b>	SEAL (ZTT/WARNER BROS.)	62	—	1	<b>ONLY LOVE (THE BALLAD OF SLEEPING BEAUTY)</b>	SOPHIE B. HAWKINS (COLUMBIA)
25	24	32	<b>ROLL TO ME</b>	DEL AMITRI (A&M)	63	61	4	<b>AEROPLANE</b>	RED HOT CHILI PEPPERS (WARNER BROS.)
26	31	8	<b>I WANT TO COME OVER</b>	MELISSA ETHERIDGE (ISLAND)	64	—	1	<b>ALL THE THINGS (YOUR MAN WON'T DO)</b>	JOE (ISLAND)
27	26	38	<b>CARNIVAL</b>	NATALIE MERCHANT (ELEKTRA/EEG)	65	66	2	<b>DOWN LOW (NOBODY HAS TO KNOW)</b>	R. KELLY (JIVE)
28	32	4	<b>FOLLOW YOU DOWN</b>	GIN BLOSSOMS (A&M)	66	65	9	<b>SATELLITE</b>	DAVE MATTHEWS BAND (RCA)
29	25	17	<b>YOU'LL SEE</b>	MADONNA (MAVERICK/WARNER BROS.)	67	63	11	<b>RIDIN' LOW</b>	L.A.D. FEATURING DARYL TRAYLOR (HOLLYWOOD)
30	51	3	<b>ALWAYS BE MY BABY</b>	MARIAH CAREY (COLUMBIA)	68	—	1	<b>LUCKY LOVE</b>	ACE OF BASE (ARISTA)
31	34	20	<b>ANYTHING</b>	3T (MJJ/550 MUSIC)	69	64	27	<b>GANGSTA'S PARADISE</b>	COOLIO FEATURING L.V. (MCA SOUNDTRACKS/MCA)
32	35	15	<b>GLYCERINE</b>	BUSH (TRAUMA/INTERSCOPE)	70	69	2	<b>OH VIRGINIA</b>	BLESSED UNION OF SOULS (EMI)
33	28	15	<b>BEFORE YOU WALK OUT OF MY LIFE</b>	MONICA (ROWDY/ARISTA)	71	—	2	<b>EVERYDAY &amp; EVERYNIGHT</b>	YVETTE MICHELLE (LOUD/RCA)
34	33	35	<b>KISS FROM A ROSE</b>	SEAL (ZTT/SIRE/WARNER BROS.)	72	70	2	<b>CAUGHT A LITE SNEEZE</b>	TORI AMOS (ATLANTIC)
35	29	46	<b>RUN-AROUND</b>	BLUES TRAVELER (A&M)	73	62	6	<b>PROMISES BROKEN</b>	SOUL ASYLUM (COLUMBIA)
36	38	8	<b>NOT GON' CRY</b>	MARY J. BLIGE (ARISTA)	74	—	2	<b>ONLY HAPPY WHEN IT RAINS</b>	GARBAGE (Geffen)
37	36	17	<b>SET U FREE</b>	PLANET SOUL (STRICTLY RHYTHM)	75	—	1	<b>CHAMPAGNE SUPERNOVA</b>	OASIS (EPIC)

Records with the greatest airplay gains. © 1996 Billboard/BPI Communications.

## NOT 100 RECURRENT AIRPLAY

1	1	4	<b>WATERFALLS</b>	TLC (LAFACE/ARISTA)	14	15	28	<b>IN THE HOUSE OF STONE AND LIGHT</b>	MARTIN PAGE (MERCURY)
2	2	3	<b>DECEMBER</b>	COLLECTIVE SOUL (ATLANTIC)	15	—	123	<b>TWO PRINCES</b>	SPIN DOCTORS (EPIC)
3	6	2	<b>I'LL BE THERE FOR YOU</b>	THE REMBRANDTS (EASTWEST/EEG)	16	20	48	<b>ALL I WANNA DO</b>	SHERYL CROW (A&M)
4	4	19	<b>I KNOW</b>	DIONNE FARRIS (COLUMBIA)	17	16	24	<b>THIS IS HOW WE DO IT</b>	MONTELL JORDAN (PMP/RAL/ISLAND)
5	10	6	<b>COME DOWN</b>	BUSH (TRAUMA/INTERSCOPE)	18	13	5	<b>YOU OUGHTA KNOW</b>	ALANIS MORISSETTE (MAVERICK/WARNER BROS.)
6	3	8	<b>I CAN LOVE YOU LIKE THAT</b>	ALL-4-ONE (BLITZZ/ATLANTIC)	19	22	6	<b>LUMP</b>	THE PRESIDENTS OF THE USA (COLUMBIA)
7	11	2	<b>POSSUM KINGDOM</b>	TODIES (INTERSCOPE)	20	19	14	<b>SOMEONE TO LOVE</b>	JON B. FEATURING BABYFACE (YAB YUM/550 MUSIC)
8	8	34	<b>ANOTHER NIGHT</b>	REAL MCCOY (ARISTA)	21	—	27	<b>I'M THE ONLY ONE</b>	MELISSA ETHERIDGE (ISLAND)
9	12	6	<b>PRETTY GIRL</b>	JON B. (YAB YUM/550 MUSIC)	22	17	13	<b>DON'T TAKE IT PERSONAL</b>	MONICA (ROWDY/ARISTA)
10	9	17	<b>ALL OVER YOU</b>	LIVE (RADIOACTIVE/MCA)	23	23	15	<b>GOOD</b>	BETTER THAN EZRA (ELEKTRA/EEG)
11	7	24	<b>WHEN I COME AROUND</b>	GREEN DAY (REPRISE)	24	—	23	<b>LIGHTNING CRASHES</b>	LIVE (RADIOACTIVE/MCA)
12	5	10	<b>LET ME BE THE ONE</b>	BLESSED UNION OF SOULS (EMI)	25	18	27	<b>I'LL STAND BY YOU</b>	PRETENDERS (SIRE/WARNER BROS.)
13	14	34	<b>YOU GOTTA BE</b>	DES'REE (550 MUSIC)					

Recurrents are titles which have appeared on the Hot 100 chart for 20 weeks and have dropped below the top 50.

TITLE (Publisher - Licensing Org.) Sheet Music Dist.

16	1979	(Chrysalis, BMI/Cinderful, BMI) WBM
79	ALL CRIED OUT (Mokjumbi, BMI/Wilston, BMI/Zomba, BMI) WBM	
39	ALL THE THINGS (YOUR MAN WON'T DO) (FROM DON'T BE A MENACE...) (Fade 2 Black, ASCAP/Tallest Tree, ASCAP/Urban Agenda, ASCAP)	
17	ANYTHING (To The Tee, BMI)	
36	AS I LAY ME DOWN (Night Rainbow, ASCAP/Broken Plate, ASCAP) HL	
99	AUTOMATIC LOVER (CALL FOR LOVE) (Copyright Control)	
47	BACK FOR GOOD (EMI Virgin, ASCAP) HL	
63	BEAUTIFUL LIFE (Mega, BMI/Careers-BMG, BMI) HL	
12	BEFORE YOU WALK OUT OF MY LIFE/LIKE THIS AND LIKE THAT (Almo, ASCAP/Sailandra, ASCAP/EMI Casadida, BMI/EMI Blackwood, BMI/EMI April, ASCAP/D.A.R.P., ASCAP/Nutthouse, ASCAP) WBM/HL	
6	BE MY LOVER (FMP/Edition Beam/Warner Chappell) WBM	
75	BEWARE OF MY CREW (FROM A THIN LINE BETWEEN LOVE AND HATE) (Doggy Style, BMI/Saja, BMI/Songs Of Lastrada, BMI)	
55	BLESSED (William A. Bong, PFS/Hania, ASCAP/WB, ASCAP) HL	
18	BREAKFAST AT TIFFANY'S (Deep Blue Something, ASCAP) WBM	
54	BULLET WITH BUTTERFLY WINGS (Chrysalis, BMI/Cinderful, BMI) WBM	
65	CAN'T BE WASTING MY TIME (FROM DON'T BE A MENACE...) (Mass Avenue, BMI/Motown, BMI/PolyGram Int'l, ASCAP/Vanessa, ASCAP/My Two Sons, ASCAP/Clyde Otis, ASCAP/Mr. Sax, ASCAP/EMI April, ASCAP) HL	
41	CARNIVAL (Indian Love Bride, ASCAP)	
70	CAUGHT A LITE SNEEZE (Sword And Stone, ASCAP)	
92	CELEBRATION/TAKE YOUR CHANCE (L.R. BMI)	
72	CELL THERAPY (Organized Noise, BMI/Stiff Shirt, BMI/Goodie Mob, BMI)	
83	CRUISIN' (Bertram, ASCAP) WBM	
40	CUMBERSOME (7 Mary 3, BMI/EMI Blackwood, BMI) HL	
30	DIGGIN' ON YOU (Ecaf, BMI/Sony/ATV Songs, BMI) HL	
33	DON'T CRY (SPZ, BMI)	
57	DREAMING OF YOU (EMI Virgin, BMI/Chesca Tunes, ASCAP/Snow, BMI) HL/WBM	
97	EAST 1999 (Ruthless Attack, ASCAP/Mo Thug, ASCAP/Dollar-H-Sense, BMI/Keenu, BMI/Donkris, BMI/Songs Of PolyGram, BMI) HL	
82	ENERGY (Copyright Control)	
88	EVERYBODY BE SOMEBODY (Chrysalis, ASCAP)	
60	EVERYDAY & EVERYNIGHT (Funkmaster Flex, BMI/M. Bryant, BMI)	
8	EXHALE (SHOOP SHOOP) (FROM WAITING TO EXHALE) (Ecaf, BMI/Sony/ATV Songs, BMI/Fox Film, BMI) WBM/HL	
29	FANTASY (Rye, ASCAP/Sony, ASCAP/Metered, ASCAP/PolyGram Int'l, ASCAP/Stone Jam, ASCAP/Ness, Nitky & Capone, ASCAP/WB, ASCAP) HL/WBM	
42	FEELS SO GOOD (SHOW ME YOUR LOVE) (Cynthia, ASCAP/Fatso, ASCAP)	
98	FREE AS A BIRD (Lenono, BMI/Sony/ATV Songs, BMI) HL	
34	FU-GEE-LA (Tete San Ko, ASCAP/Sony, ASCAP/Obverse Creation, ASCAP/McNella, ASCAP/Midnight Magnet, ASCAP/EMI April, ASCAP/Salaam Remi, ASCAP) HL	
31	GANGSTA'S PARADISE (FROM DANGEROUS MINDS) (T-Boy, ASCAP/VOI Itself, ASCAP/Boo Daddy, ASCAP/Larry Sanders, BMI/Songs Of PolyGram, BMI/Madcastle, BMI) HL/WBM	
35	GET MONEY (Big Poppa, ASCAP/Undeas, BMVEZ Elpee, ASCAP/AF, ASCAP/EMI April, ASCAP/Justin Combs, ASCAP)	
81	GET TOGETHER (Irving, BMI) WBM	
28	GLYCERINE (Mad Dog Winston, BMI/Warner-Tamerlane, BMI/Truly Soothing Elevator, ASCAP) WBM	
10	HEY LOVER (Rodsongs, ASCAP/LL Cool J, ASCAP/Almo, ASCAP) WBM	
93	HOOKED ON YOU (EMI Casadida, BMI/Rondor, BMI/Young Legend, ASCAP/EMI Blackwood, BMI/Chrysalis, ASCAP/Almo, ASCAP) WBM/HL	
25	HOOK (Blues Traveler, BMI/Irving, BMI) WBM	
100	I'D LIE FOR YOU (AND THAT'S THE TRUTH) (Realsongs, ASCAP) WBM	
56	I GOT ID/LONG ROAD (Innocent Bystander, ASCAP)	
61	I MISS YOU (COME BACK HOME) (FROM NEW YORK UNDERCOVER) (EMI April, ASCAP/E-Z-Duz-It, ASCAP/WB, ASCAP/Evelle, ASCAP) HL/WBM	
87	INSENSITIVE (PolyGram, BMI/Frankly Shirley, BMI/PolyGram Int'l, BMI) HL	
74	IT MATTERS TO ME (Starstruck Writers Group, ASCAP/Mark D., ASCAP/New Haven, BMI/Music Hill, BMI) WBM/HL	
27	I WANT TO COME OVER (MLE, ASCAP/Almo, ASCAP) WBM	
80	I WILL REMEMBER YOU (FROM THE BROTHERS MCMULLEN) (Sony/ATV Songs, BMI/Tyde, BMI/Seamus Egan, ASCAP/Dave Merenda, ASCAP/Fox Film, BMI/TCF, ASCAP) HL/WBM	
73	I WILL SURVIVE (PolyGram Int'l, BMI/Parren-Vibes, ASCAP) HL	
7	JESUS TO A CHILD (Dick Leahy, ASCAP/Chappell & Co., ASCAP)	
53	JUST A GIRL (Knock Yourself Out, ASCAP) WBM	
84	JUST TALK LET U KNOW (Ruthless Attack, ASCAP/Rage Of A Psychopath, ASCAP/Almo, ASCAP/Ace Ace, ASCAP)	
69	KEEP TRYIN' (Eliza's Voice, ASCAP/Groove 78, ASCAP/Almo, ASCAP/Jizop, BMI/Sony, ASCAP) HL/WBM	
48	KISS FROM A ROSE (FROM BATMAN FOREVER) (SPZ, BMI)	
91	LEFLAUR LEFLAH ESHKUSHKA (Baby Paul, BMI/Mr. Maidu, ASCAP/Doughout, ASCAP/Strangelman, ASCAP)	
46	LET'S PLAY HOUSE (Suge, ASCAP/Emoni's, ASCAP)	
58	LOVE U 4 LIFE (EMI April, ASCAP/DeSwing Mob, ASCAP) HL	
96	LUCKY LOVE (Megasong/Jerk Awake, ASCAP/EMI)	
95	MAGIC CARPET RIDE (PolyGram, ASCAP) HL	
95	MICROPHONE MASTER (Straight Out Da Sewer, ASCAP/Bee Mo Easy, ASCAP/EMI April, ASCAP/Cellar To The Addict, ASCAP/Sewer Slang, ASCAP) HL	
3	MISSING (Sony/ATV Tree, BMI) HL	
14	NAME (Scrap Metal, BMI/Metal Blade, BMI/EMI Virgin, BMI/EMI April, ASCAP/Full Volume, BMI) HL	
38	NATURAL ONE (FROM KIDS) (Loobicoore Endless Soft Hits, BMI/Bliss WC, BMI)	
4	NOBODY KNOWS (Joe Shade, BMI/Stiff Shirt, BMI/D'Jon, BMI) CLM	
22	NO ONE ELSE (Jumping Bean, BMI/Justin Combs, ASCAP/EMI April, ASCAP/Evelle, ASCAP/BDP, ASCAP/Zomba, ASCAP/Air Control, ASCAP) HL/WBM	
85	NOT A DRY EYE IN THE HOUSE (Realsongs, ASCAP) WBM	
2	NOT GON' CRY (FROM WAITING TO EXHALE) (Ecaf, BMI/Sony/ATV Songs, BMI/Fox Film, BMI) WBM	
9	ONE OF US (Human Boy, ASCAP/WB, ASCAP) WBM	
1	ONE SWEET DAY (Sony/ATV Songs, BMI/Rye, BMI/Black Panther, BMI/Vanderpool, BMI/Aynaw, BMI/Shawn Patrick, BMI/Ensign, BMI) HL	
43	ONLY WANNA BE WITH YOU (Monica's Reluctance To Lob, ASCAP/EMI April, ASCAP) HL	
67	PROMISES BROKEN (WB, ASCAP/Broken Promises, ASCAP/Third Wheel, BMI) WBM	
59	RIDIN' LOW (Rikko, BMI)	
44	ROLL TO ME (PolyGram, ASCAP) HL	
50	RUN-AROUND (Blues Traveler, BMI/Irving, BMI) WBM	

# Hot 100 Singles Sales

Compiled from a national sample of POS (point of sale) equipped retail stores and rack outlets which report number of units sold to SoundScan, Inc. This data is used in the Hot 100 Singles chart.



THIS WEEK	LAST WEEK	WEEKS ON	TITLE	ARTIST (LABEL/DISTRIBUTING LABEL)	THIS WEEK	LAST WEEK	WEEKS ON	TITLE	ARTIST (LABEL/DISTRIBUTING LABEL)
			<b>★ ★ NO. 1 ★ ★</b>		38	30	12	<b>TOO HOT</b>	COOLIO (TOMMY BOY)
1	1	4	<b>NOT GON' CRY</b>	MARY J. BLIGE (ARISTA) 2 wks at No. 1	39	38	11	<b>IT MATTERS TO ME</b>	FAITH HILL (WARNER BROS.)
2	2	13	<b>ONE SWEET DAY</b>	MARIAH CAREY & BOYZ II MEN (COLUMBIA)	40	40	17	<b>I MISS YOU (COME BACK HOME)</b>	MONIEFAM (UPTOWN/UNIVERSAL)
3	—	1	<b>JESUS TO A CHILD</b>	GEORGE MICHAEL (DREAMWORKS/GEFFEN)	41	49	4	<b>STAYIN' ALIVE</b>	N-TRANCE (RADIKAL/AVEX-CRITIQUE)
4	3	9	<b>SITTIN' UP IN MY ROOM</b>	BRANDY (ARISTA)	42	34	15	<b>BEAUTIFUL LIFE</b>	ACE OF BASE (ARISTA)
5	6	9	<b>NOBODY KNOWS</b>	THE TONY RICH PROJECT (LAFACE/ARISTA)	43	45	17	<b>WHERE EVER YOU ARE</b>	TERRY ELLIS (EASTWEST/EEG)
6	4	15	<b>HEY LOVER</b>	LL COOL J (DEF JAM/RAL/ISLAND)	44	39	18	<b>DANGER</b>	BLAHZAY BLAHZAY (FADER/MERCURY)
7	9	14	<b>BE MY LOVER</b>	LA BOUCHE (RCA)	45	47	25	<b>MACARENA (BAYSIDE BOYS MIX)</b>	LOS DEL RIO (RCA)
8	7	12	<b>TONITE'S THA NIGHT</b>	KRIS KROSS (SO SO DEF/COLUMBIA)	46	—	1	<b>I WILL SURVIVE</b>	CHANTAY SAVAGE (RCA)
9	8	19	<b>BEFORE YOU WALK...LIKE THIS AND...</b>	MONICA (ROWDY/ARISTA)	47	43	12	<b>RIDIN' LOW</b>	L.A.D. FEATURING DARYL TRAYLOR (HOLLYWOOD)
10	10	12	<b>SOON AS I GET HOME</b>	FAITH EVANS (BAD BOY/ARISTA)	48	—	1	<b>A THIN LINE BETWEEN LOVE &amp; HATE</b>	H-TOWN (JAC-MAC/WARNER BROS.)
11	5	14	<b>EXHALE (SHOOP SHOOP)</b>	WHITNEY HOUSTON (ARISTA)	49	51	2	<b>TIL I HEAR IT FROM YOU/FOLLOW YOU DOWN</b>	GIN BLOSSOMS (A&M)
12	11	12	<b>ONE OF US</b>	JOAN OSBORNE (BLUE GORILLA/MERCURY)	50	42	10	<b>JUST TALK LET U KNOW</b>	EAZY-E (RUTHLESS/RELATIVITY)
13	20	3	<b>GET MONEY</b>	JUNIOR M.A.F.I.A. (UNDEAS/BIG BEAT/ATLANTIC)	51	—	1	<b>I WANT TO COME OVER</b>	MELISSA ETHERIDGE (ISLAND)
14	11	11	<b>NO ONE ELSE</b>	TOTAL (BAD BOY/ARISTA)	52	37	10	<b>I GOT ID/LONG ROAD</b>	PEARL JAM (EPIC)
15	15	20	<b>ANYTHING</b>	3T (MJJ/550 MUSIC)	53	46	5	<b>FEELS SO GOOD (SHOW ME YOUR LOVE)</b>	LINA SANTIAGO (UNIVERSAL)
16	12	14	<b>MISSING</b>	EVERYTHING BUT THE GIRL (ATLANTIC)	54				



# HOT 100 SINGLES SPOTLIGHT



by Jerry McKenna

**SEVENTH HEAVEN:** George Michael captures this week's Hot Shot Debut, as "Jesus To A Child" (DreamWorks/Geffen) enters the Hot 100 at No. 7 with more than 78% of its chart points coming from sales. In its first week of commercial release, "Jesus To A Child" sold close to 63,000 units, a large enough sum for a No. 3 debut on the Hot 100 Singles Sales chart. In contrast to this impressive sales picture, the single moves 41-54 on the Hot 100 Airplay chart. "Jesus" is receiving its strongest play at top 40/adult radio, including WMZQ Las Vegas, where it is No. 1, and WJDX Jackson, Miss., where it is No. 5. Perhaps the strong first-week single sales will renew interest in "Jesus To A Child" at radio. It will be interesting to see whether this single moves up or down the chart next week. "Jesus To A Child" needs to maintain a solid sales base and show airplay growth in order to be a serious challenger to the top in the weeks ahead.

**AT THE TOP:** Mariah Carey and Boyz II Men hold at No. 1 for the 13th consecutive week with "One Sweet Day" (Columbia). The single is two weeks away from breaking all records and becoming the longest-running No. 1 in the history of the Hot 100. Although this record-breaking feat seemed a sure thing last week, it is now in question because of the strength of the No. 2 single, "Not Gon' Cry" by Mary J. Blige (Arista). "Cry" is the greatest point gainer on the chart, posting significant increases in both sales and airplay. On the sales chart, it holds at No. 1 for the second week, selling more than 85,000 units, compared to the 64,000 units sold of "One Sweet Day" over the same period. In airplay, "Cry" moves 38-36, still lagging far behind "Day," which holds the No. 1 airplay spot for the 12th consecutive week. Be prepared for a major battle for No. 1 over the next two weeks.

**IT'S A BMG THANG:** The top four overall point gainers on the chart are all singles that are currently moving up in the top 10. After "Not Gon' Cry," the biggest point gainer is "Sittin' Up In My Room" by Brandy (Arista), at No. 5. It is closely followed by the Tony Rich Project, which is at No. 4 with "Nobody Knows" (LaFace/Arista), and La Bouche's "Be My Lover" (RCA), which is at No. 6. Besides being the four biggest point gainers, these singles have something else in common: they are all distributed by BMG. The three biggest gainers are all Arista releases, while "Be My Lover" is brought to you from RCA.

**AWARD WINNERS:** The Greatest Gainer/Sales award goes to "Get Money" by Junior M.A.F.I.A. featuring the Notorious B.I.G. (Undeas/Big Beat/Atlantic). It moves 20-13 on the sales chart while picking up No. 10 airplay at WQHT (Hot 97) in the group's home base of New York. The Greatest Gainer/Airplay winner, for the second week in a row, is Joe's "All The Things (Your Man Won't Do)" (Island), which was also last week's sales winner. It debuts at No. 64 on the airplay chart and is also receiving its strongest airplay at WQHT, where it is No. 6.

**LAST WORD:** The two-sided single by the Gin Blossoms, "Til I Hear It From You"/"Follow You Down," holds at No. 11 for the second week, despite sales growth and airplay gains on "Follow." It is not making big moves because "Til I Hear It" is losing radio support in its 30th week on the airplay chart. This is a common problem for two-sided singles.

## BUBBLING UNDER HOT 100 SINGLES

THIS WEEK	LAST WEEK	WEEKS ON	TITLE	ARTIST (LABEL/DISTRIBUTING LABEL)
1	9	9	GOIN' UP YONDER	M.C. HAMMER (GIANT)
2	8	2	AIN'T NOBODY	DIANA KING (WORK)
3	4	3	WELCOME	ERICK SERMON (DEF JAM/RAL/ISLAND)
4	11	3	COOLIE HIGH	CAMP LO (PROFILE)
5	14	3	YOU WANT THIS PARTY STARTED	SOMETHIN' FOR THE PEOPLE (WARNER BROS.)
6	1	4	MR. KIRK	4 HERO (SM.) E/PROFILE)
7	2	11	BROKEN LANGUAGE	SMOOTHE DA HUSTLER (PROFILE)
8	7	8	FUNKORAMA	REDMAN (INTERSCOPE)
9	16	2	SLEEPING WITH AN ANGEL	REAL MCCOY (ARISTA)
10	5	2	MONEY MAID (FALLIN' IN LOVE)	SLOW PAIN (THUMP)
11	—	1	5 O'CLOCK	NONCHALANT (MCA)
12	—	1	SPACE AGE PIMPIN'	EIGHTBALL & M.J. (SUAVE/RELATIVITY)
13	10	6	HOW WE ROLL	THE BARRIO BOYZZ (SBK/EMI)

Bubbling Under lists the top 25 singles under No. 100 which have not yet charted.

## U.S., EU CHARGE JAPAN

(Continued from page 6)

copyright matters, said the agency has no official comment regarding the report.

Similarly, the Recording Industry Assn. of Japan said it has no official comment pending an official announcement of a policy change from the government.

The RIAJ has previously said that rolling back the protection period would help Japanese record companies, especially in terms of foreign catalog product licensed from overseas companies.

Foreign repertoire accounts for the vast majority of unauthorized but legal product sold in Japan.

More than 6 million unauthorized compilation tapes and CDs of pre-'71 material manufactured in Japan, along with 6 million more produced for the Japanese market in other countries, such as China, account for the annual losses of \$500 million, Kantor said when announcing the case.

Any pre-'71 material is currently unprotected in Japan and can be copied and sold without the permission of the originating record companies.

The range of copied U.S. catalog is enormous and includes performers with only one or two hits, as well as such milestone artists as Frank Sinatra, Chuck Berry, Aretha Franklin, the Beach Boys, Bob Dylan, Miles Davis, Hank Williams, Stevie Wonder, and other Motown artists, and hundreds of others in all genres of music.

The case, filed by EU commissioner Sir Leon Britten, is also the first presented to the WTO by that entity. It comes as a result of losses due to compilations of pre-'71 international record company recordings by such artists as the Beatles and the Rolling Stones; the recordings are currently unprotected and can be copied and sold without the record company's permission.

Current Japanese copyright law does not measure up to the provisions of the Trade Related Intellectual Property Rights (TRIPS) agreement, which went into effect Jan. 1 in the 125 countries of the WTO, which includes Japan.

The TRIPS agreement grants retroactive 50-year intellectual property rights for sound recordings from 1946 to 1971.

The Japanese companies that license American catalog artist recordings are not obligated now to pay royalties to the labels or performers.

"American recording companies and artists are losing half a billion [dollars] a year because Japan has failed to live up to the clear WTO obligations," Kantor said.

The U.S. action follows more than 12 discussions of the issue in the past two years. "We have expressed our concerns about this problem to the

Japanese government to no avail," Kantor said.

Jay Berman, president of the Recording Industry Assn. of America, said, "I am extremely disappointed with Japan's failure to implement its obligations by denying the full term of retroactive protection." He termed the U.S. Trade Representative action "a last resort."

The multiple artists on compilations increases the loss quotient, said Berman, adding, "We have companies in Japan that would like to produce legitimate compilations. If you did that, and you secure the permission and pay the rights owners, it would cost twice as much [as the unauthorized product]. So in fact, we cannot now compete in the Japanese market."

Cheaply packaged compilations sell for 1,000 yen (\$9.40) or less, compared to the roughly 1,500 yen (\$14.15) charged for import albums and the 2,500 yen (\$23.60) charged for foreign product pressed in Japan.

At issue in the trade complaint is whether countries have the discretion under the TRIPS agreement to limit retroactive protection. "If Japan is allowed to determine how it applies this WTO principle, what is to stop any other country from randomly selecting a date other than the called-for January 1946 from which to extend protection?" Berman asked.

For its part, Japan seems prepared now to take a conciliatory stance in WTO talks with the U.S. and EU. "We're open to discussion," said an official at the Foreign Ministry's second North American affairs division, but the official also stressed Tokyo's position that the dispute boils down

to how the TRIPS provisions are interpreted.

"Japan says the 50-year period is not specified in the TRIPS agreement," the official said, adding, however, that Japan does not want to be isolated from other leading nations on the issue.

Another possible reason for a rollback, say insiders, is growing Japanese concern about protecting the country's own intellectual property.

"The Japanese, just as they have with various technologies, are starting to become cultural exporters," said one Tokyo-based source. "They don't want to be out of the pack."

At the USTR press conference, Kantor was joined by Clarence Avant, chairman of Motown, and Ray Manzarek, a member of the Doors.

Manzarek said he receives no royalties from compilations that include Doors material. "Why shouldn't I receive some of the fruits of my earlier labors?" he asked.

He described Japanese consumers as lovers of art and music, especially American rock, blues, and jazz music, and described unauthorized compilations as "not only an illegal act, but more important to the Japanese, it is a shameful act."

Kantor said the copyright protection issue will be discussed when President Clinton meets with Japanese prime minister Ryutaro Hashimoto Feb. 23 in Santa Monica, Calif.

"Copyright issues are a huge concern to this administration," Kantor said. "We intend to protect all U.S. companies. The president is committed to that."

## BOYZ II MEN TO HEAD LABEL AT SONY

(Continued from page 12)

than produce others."

Nevertheless, he says the record company has had no argument with Boyz II Men or its representatives and is renegotiating the group's recording deal with Motown.

"That's fairly normal," Levy says. "When a band sells 12 million albums, you usually sit them down to show some gratitude."

Although Stonecreek has yet to sign talent, Mottola says it has several hot prospects and plans to release titles from three to five acts in 1996.

The ultimate size of the label's staff has not been determined, but Morris says industry veteran Sandy Jones will be Stonecreek's GM.

Stonecreek will be based in Boyz II Men's hometown of Philadelphia, which is also the site of the act's recording studio.

Boyz II Men have enjoyed an impressive career as artists, writers, and producers since the group de-

buted in 1991 with "Cooleyhighharmony," which peaked at No. 3 on The Billboard 200 and sold 6.4 million units, according to SoundScan.

In 1993, Motown issued the act's "Christmas Interpretations," which sold 1.3 million units, according to SoundScan. "II," the group's third set, was No. 1 on The Billboard 200 in 1994 and sold 7.7 million copies, according to SoundScan.

Most recently, Motown released "The Remix Collection" in 1995, which has sold 810,000 units, according to SoundScan.

In addition to their own hits, the Boyz have collaborated with several artists. Mariah Carey and L.L. Cool J have scored recent top 5 hits with "One Sweet Day" and "Hey Lover," respectively.

Assistance in preparing this story was provided by Jeff Clark-Meads in London.

## DAVID BOWIE SET

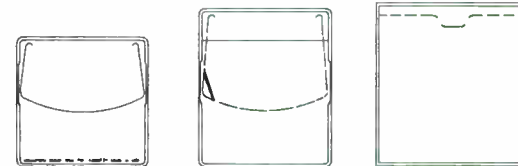
(Continued from page 11)

her art education.

Ads for the competition were placed at universities and art schools and in print and broadcast media. Judging the works in each country were gallery owners, local artists, and art professors.

Countries participating in the contest are Austria, Czech Republic, Hungary, Korea, Japan, Malaysia, the Netherlands, Philippines, South Africa, Sweden, and the U.K.

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THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL	PEAK POSITION
				<b>*** No. 1 ***</b>		
1	1	1	13	<b>ONE SWEET DAY</b> ▲ BABYFACE (BABYFACE)	13 weeks at No. 1 ♦ MARIAH CAREY & BOYZ II MEN W.AFANASIEFF, M.CAREY, M.MCCRAY, N.MORRIS, W.MORRIS, S.STOCKMAN, W.AFANASIEFF (C) (D) (M) (T) (V) (X) COLUMBIA 78074	1
(2)	4	6	5	<b>NOT GON' CRY</b> (FROM "WAITING TO EXHALE")	♦ MARY J. BLIGE (C) (D) (M) (T) (V) (X) ARISTA 1-2957	2
3	2	3	29	<b>MISSING</b> ●	♦ EVERYTHING BUT THE GIRL B.WATT, T.THORN, J.COXON (T.THORN, B.WATT) (C) (T) (X) ATLANTIC 87124	2
(4)	5	9	11	<b>NOBODY KNOWS</b>	♦ THE TONY RICH PROJECT R.RICH (J.RICH, D.DUBOSE) (C) (D) (M) (T) (V) (X) ARISTA 1-2957	4
(5)	6	13	9	<b>SITTIN' UP IN MY ROOM</b> (FROM "WAITING TO EXHALE")	♦ BRANDY BABYFACE (BABYFACE) (C) (D) (M) (T) (X) ARISTA 1-2957	5
(6)	8	8	16	<b>BE MY LOVER</b>	♦ LA BOUCHE A.BRENNER, G.A.SARAF, G.A.SARAF, A.BRENNER, M.THORNTON, L.MCCRAY (C) (D) (T) (X) RCA 64446	6
				<b>*** Hot Shot Debut ***</b>		
(7)	<b>NEW</b>		1	<b>JESUS TO A CHILD</b>	♦ GEORGE MICHAEL G.MICHAEL (G.MICHAEL) (C) (D) DREAMWORKS 59000/GEFFEN	7
8	3	2	14	<b>EXHALE (SHOO SHOO)</b> (FROM "WAITING TO EXHALE")	♦ WHITNEY HOUSTON BABYFACE (BABYFACE) (C) (D) (M) (T) (V) (X) ARISTA 1-2885	1
9	9	4	12	<b>ONE OF US</b> ●	♦ JOAN OSBORNE R.CHERTOFF (E.BAZILIAN) (C) (D) (X) BLUE GORILLA 852368/MERCURY	4
10	7	5	15	<b>HEY LOVER</b> ▲	♦ LL COOL J RED HOT LOVER TONE (R.TEMPERTON, LL COOL J) (C) (D) (M) (T) (V) DEF JAM/RAL 577494/ISLAND	3
(11)	11	12	3	<b>TIL I HEAR IT FROM YOU/FOLLOW YOU DOWN</b>	♦ GIN BLOSSOMS J.HAMPTON, GIN BLOSSOMS (J.WALENZUELA, J.WILLIAMS, M.CRENSHAW, S.JOHNSON, B.LEEN, P.RHODES) (C) (D) (V) (X) A&M 581380	11
12	13	11	19	<b>BEFORE YOU WALK OUT OF MY LIFE/LIKE THIS AND LIKE THAT</b> ●	♦ MONICA S.OULI, M.CARROLL, J.WOLFE (A.MARTIN, C.SCHICK, K.KARLIN, D.HUSTON, C.WOLFE) (C) (D) (M) (T) (X) ROWDY 3 512/ARISTA	7
(13)	14	15	5	<b>WONDERWALL</b>	♦ OASIS O.MORRIS, N.GALLAGHER (N.GALLAGHER) (C) (X) EPIC 78216	13
14	10	7	20	<b>NAME</b>	♦ GOO GOO DOLLS L.GIORDANO (J.RZEZNIK) (C) METAL BLADE 17758/WARNER BROS.	5
(15)	16	12	12	<b>TONITE'S THE NIGHT</b> ●	♦ KRIS KROSS J.DUPRI, J.DUPRI, R.PARKER, K.HARRISON, T.CRUM, R.AIKENS, R.NEAL, C.SATCHELL (C) (D) (M) (T) RUFFHOUSE 78092/COLUMBIA	12
(16)	18	20	3	<b>1979</b>	♦ SMASHING PUMPKINS FLOOD, A.MOULDER, B.CORGAN (B.CORGAN) (C) (D) VIRGIN 38534	16
(17)	17	17	21	<b>ANYTHING</b> ●	♦ 3T 3T (T.JACKSON, T.JACKSON, T.JACKSON) (C) (D) (T) MJJ 77913/550 MUSIC	16
18	12	10	28	<b>BREAKFAST AT TIFFANY'S</b>	♦ DEEP BLUE SOMETHING D.CASTELL (T.PIPES) (C) RAINMAKER 98138/INTERSCOPE	5
19	15	14	16	<b>TIME</b>	♦ HOOTIE & THE BLOWFISH D.GEHMAN (M.BRYAN, D.FELBER, D.RUCKER, J.SONEFELD) (C) (V) (X) ATLANTIC 87095	14
(20)	20	21	15	<b>THE WORLD I KNOW</b>	♦ COLLECTIVE SOUL E.ROLAND, M.SERLETIC (E.ROLAND, R.CHILDRESS) (C) (D) (V) ATLANTIC 87088	20
(21)	21	24	12	<b>WONDER</b>	♦ NATALIE MERCHANT N.MERCHANT (N.MERCHANT) (C) (D) ELEKTRA 64376/EEG	21
(22)	29	32	11	<b>NO ONE ELSE</b>	♦ TOTAL J.OLIVIER, S.COMBS (J.C.OLIVIER, S.COMBS, T.ROBINSON, DA BRAT) (C) (D) (M) (T) 8AD BOY 7-9042/ARISTA	22
23	19	18	12	<b>YOU'LL SEE</b>	♦ MADONNA MADONNA, D.FOSTER (MADONNA, D.FOSTER) (C) (D) (T) (V) (X) MAVERICK 17719/WARNER BROS.	6
(24)	26	27	12	<b>SOON AS I GET HOME</b> ●	♦ FAITH EVANS C.THOMPSON, S.COMBS (F.EVANS, C.THOMPSON, S.COMBS) (C) (D) (M) (T) (X) 8AD BOY 7-9040/ARISTA	21
(25)	25	25	21	<b>HOOK</b>	♦ BLUES TRAVELER S.THOMPSON, M.BARBIERO (J.POPPER) (C) (V) (X) A&M 581176	25
26	24	22	27	<b>TELL ME</b> ●	♦ GROOVE THEORY B.P.WILSON (B.WILSON, A.LARRIEUX, D.BROWN) (C) (D) (T) (X) EPIC 77961	5
(27)	32	—	2	<b>I WANT TO COME OVER</b>	♦ MELISSA ETHERIDGE H.PADGHAM, M.ETHERIDGE (M.ETHERIDGE) (C) (D) ISLAND 854528	27
(28)	30	30	5	<b>GLYCERINE</b>	♦ BUSH C.LANGER, A.WINSTANLEY, BUSH (G.ROSSDALE) (C) TRAUMA 98088/INTERSCOPE	28
29	23	23	22	<b>FANTASY</b> ▲	♦ MARIAH CAREY M.CAREY (M.CAREY, C.FRANTZ, T.WEYMOUTH, D.HALL, A.BELW, S.STANLEY) (C) (D) (M) (T) (V) (X) COLUMBIA 78043	1
30	22	19	15	<b>DIGGIN' ON YOU</b> ●	♦ TLC BABYFACE (BABYFACE) (C) (D) (M) (T) (X) LAFACE 2-4119/ARISTA	5
31	27	26	28	<b>GANGSTA'S PARADISE (FROM "DANGEROUS MINDS")</b> ▲	♦ COOLIO FEAT. L.V. D.RASHEED (A.IVEY, JR., L.SANDERS, D.RASHIED, S.WONDER) (C) (D) MCA SOUNDTRACKS 55104/MCA	1
32	28	29	19	<b>SET U FREE</b>	♦ PLANET SOUL G.ACOSTA (N.RENEE) (C) (T) (X) STRICTLY RHYTHM 12362	26
(33)	33	—	2	<b>DON'T CRY</b>	♦ SEAL T.HORN (SEAL) (C) (D) (V) ZTT 17708/WARNER BROS.	33
(34)	34	40	9	<b>FU-GEE-LA</b>	♦ FUGEES S.REMI (N.JEAN, S.MICHEL, L.HILL, A.MCGRIER, T.MARIE) (C) (M) (T) (X) RUFFHOUSE 78195/COLUMBIA	34
				<b>*** Greatest Gainer/Sales ***</b>		
(35)	49	55	3	<b>GET MONEY</b>	♦ JUNIOR M.A.F.I.A. FEATURING THE NOTORIOUS B.I.G. EZ ELPEE (THE NOTORIOUS B.I.G., LITTLE KIM, L.PORTER, B.BEDFORD, R.AYERS, S.STRIPLIN) (C) (T) UNDEAS/BEAT 98087/ATLANTIC	35
36	31	28	39	<b>AS I LAY ME DOWN</b>	♦ SOPHIE B. HAWKINS S.LIPSON (S.B.HAWKINS) (C) (D) COLUMBIA 77801	6
(37)	41	48	12	<b>WE GOT IT</b>	♦ IMMATURE (FEATURING SMOOTH) C.STOKES, S.MATHEW (C.STOKES, S.MATHEW, J.CARTER, A.TOUSSAINT) (C) (D) (T) MCA 55148	37
38	38	35	12	<b>NATURAL ONE (FROM "KIDS")</b>	♦ FOLK IMPLOSION W.GAGEL (L.BARLOW, J.DAVIS, W.GAGEL) (C) (D) LONDON 85043/ISLAND	29
				<b>*** Greatest Gainer/Airplay ***</b>		
(39)	58	78	3	<b>ALL THE THINGS (YOUR MAN WON'T DO)</b> (FROM "DON'T BE A MENACE...")	♦ JOE JOE, J.THOMPSON (JOE, J.THOMPSON, M.WILLIAMS) (C) (D) ISLAND 854530	39
(40)	46	46	6	<b>CUMBERSOME</b>	♦ SEVEN MARY THREE J.ROSS, J.POLLOCK, T.MORRIS (J.ROSS, J.POLLOCK) (C) (D) MAMMOTH 7811/ATLANTIC	40
41	37	39	30	<b>CARNIVAL</b>	♦ NATALIE MERCHANT N.MERCHANT (N.MERCHANT) (C) (D) ELEKTRA 64376/EEG	10
(42)	42	44	5	<b>FEELS SO GOOD (SHOW ME YOUR LOVE)</b>	♦ LINA SANTIAGO J.C. LOPEZ (D.J. JUANITO) (C) (D) (T) (X) UNIVERSAL 56004	42
43	36	34	30	<b>ONLY WANNA BE WITH YOU</b>	♦ HOOTIE & THE BLOWFISH D.GEHMAN (M.BRYAN, D.FELBER, D.RUCKER, J.SONEFELD) (C) (V) ATLANTIC 87132	6
44	35	31	34	<b>ROLL TO ME</b>	♦ DEL AMITRI A.CLAY (J.CHIPRIE) (C) (X) A&M 581114	10
(45)	48	51	7	<b>VISIONS OF A SUNSET (FROM "MR. HOLLAND'S OPUS")</b>	♦ SHAWN STOCKMAN S.STOCKMAN (S.STOCKMAN) (C) (D) (X) POLYGRAM 85000/A&M	45
46	52	45	8	<b>LET'S PLAY HOUSE</b>	♦ THA DOGG POUND FEATURING MICHEL'LE D.AT NIGGA DAZ (MICHEL'LE, SNOOP DOGGY DOGG, KURUPT, DAZ NIGGA, DAZ NATE, DOGG) (C) (D) DEATH ROW 8333/INTERSCOPE	45
47	39	33	29	<b>BACK FOR GOOD</b>	♦ TAKE THAT C.POPPILLI, G.BARLOW (G.BARLOW) (C) (D) (V) ARISTA 1-2848	7
48	44	38	36	<b>KISS FROM A ROSE (FROM "BATMAN FOREVER")</b> ●	♦ SEAL T.HORN (SEAL) (C) (D) (V) ZTT/SIRE 17896/WARNER BROS.	1

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL	PEAK POSITION
49	43	37	24	<b>RUNAWAY</b> ●	♦ JANET JACKSON J.JAM, T.LEWIS, J.JACKSON (J.JACKSON, J.HARRIS III, T.LEWIS) (C) (D) (M) (T) (V) (X) A&M 581194	3
50	45	41	49	<b>RUN-AROUND</b>	♦ BLUES TRAVELER S.THOMPSON, M.BARBIERO (J.POPPER) (C) (V) (X) A&M 580982	8
(51)	59	64	4	<b>WHO DO U LOVE</b>	♦ DEBORAH COX L.CAMPBELL (L.L.CAMPBELL II, V.BENFORD) (C) (D) (M) (T) (X) ARISTA 1-2950	51
(52)	61	61	8	<b>WHERE DO U WANT ME TO PUT IT</b>	♦ SOLO J.JAM, T.LEWIS (J.HARRIS III, T.LEWIS, M.HORTON) (C) (D) (T) (V) (X) PERSPECTIVE 587512/A&M	52
(53)	53	53	11	<b>JUST A GIRL</b>	♦ NO DOUBT M.WILDER (G.STEFANI, T.DUMONT) (C) TRAUMA 98116/INTERSCOPE	53
54	51	47	16	<b>BULLET WITH BUTTERFLY WINGS</b> ●	♦ SMASHING PUMPKINS FLOOD, A.MOULDER, B.CORGAN (B.CORGAN) (C) (D) VIRGIN 38522	22
55	47	43	17	<b>BLESSED</b>	♦ ELTON JOHN G.PENNY, E.JOHN (E.JOHN, B.TAUPIN) (C) (D) (V) ROCKET 852394/ISLAND	34
56	40	36	10	<b>I GOT ID/LONG ROAD</b>	♦ PEARL JAM B.O'BRIEN (E.VEDDER) (D) (V) EPIC 78199*	7
57	50	49	18	<b>DREAMING OF YOU</b>	♦ SELENA G.ROCHE (F.GOLDE, T.SNOW) (C) (V) EMI LATIN 58490/EMI	22
58	56	50	17	<b>LOVE U 4 LIFE</b>	♦ JODECI D.SWING (DEVANTE 4HISMANSSELF) (C) (D) (T) UPTOWN 55133/MCA	31
59	54	52	15	<b>RIDIN' LOW</b>	♦ L.A.D. FEATURING DARVY TRAYLOR R.PREUSS (R."RIKKO"PREUSS, D.WILSON) (C) (D) HOLLYWOOD 64004	47
(60)	60	60	4	<b>EVERYDAY &amp; EVERYNIGHT</b>	♦ YVETTE MICHELLE FUNKMASTER FLEX (M.BRYANT) (C) (D) (T) LOUD 64489/RCA	60
61	64	56	18	<b>I MISS YOU (COME BACK HOME) (FROM "NEW YORK UNDERCOVER")</b>	♦ MONIFAH HEAVY D (HEAVY D, T.ROBINSON) (C) (M) (T) (X) UPTOWN 55107/UNIVERSAL	56
(62)	62	62	6	<b>STAYIN' ALIVE</b>	♦ N-TRANCE K.O'TOOLE, D.LONGWORTH (R.GIBB, B.GIBB, M.GIBB, R.LYTE) (C) (T) (X) RADIKAL 15562/AVEX-CRITIQUE	62
63	55	42	16	<b>BEAUTIFUL LIFE</b>	♦ ACE OF BASE D.POP, M.MARTIN, JOKER (JOKER, J.BALLARD) (C) (D) (M) (T) (V) (X) ARISTA 1-2889	15
64	57	54	15	<b>YOU REMIND ME OF SOMETHING</b> ▲	♦ R. KELLY R.KELLY (R.KELLY) (C) (D) JIVE 42344	4
(65)	66	—	2	<b>CAN'T BE WASTING MY TIME (FROM "DON'T BE A MENACE...")</b>	♦ MONA LISA FEAT. LOST BOYZ BUTTNAGED TIM DAWG, MR. SEX (A.ANTOINE, A.EVANS, J.AUSTIN, T.PATTERSON, G.DUNCAN, LOST BOYZ, C.MARTIN) (C) (D) (T) ISLAND 854538	65
(66)	<b>NEW</b>		1	<b>LUCKY LOVE</b>	♦ ACE OF BASE D.POP, M.MARTIN, JOKER (JOKER, B.STEINBERG) (C) (D) (M) (T) (V) (X) ARISTA 1-2979	66
67	63	—	2	<b>PROMISES BROKEN</b>	♦ SOUL ASYLUM B.VIG, SOUL ASYLUM (D.MURPHY, M.PERLMAN) (C) (D) (V) COLUMBIA 78215	63
68	65	58	12	<b>TOO HOT</b>	♦ COOLIO B.DOBBS (A.IVEY, B.DOBBS, G.BROWN) (C) (D) (T) TOMMY BOY 7718	24
(69)	69	80	3	<b>KEEP TRYIN'</b>	♦ GROOVE THEORY B.P.WILSON (B.WILSON, A.LARRIEUX, L.LARRIEUX) (C) (D) (T) EPIC 78197	69
70	71	69	6	<b>CAUGHT A LITE SNEEZE</b>	♦ TORI AMOS T.AMOS (T.AMOS) (X) ATLANTIC 85519*	60
71	74	65	17	<b>WHERE EVER YOU ARE</b>	♦ TERRY ELLIS DENZIL FOSTER, T.MCELROY (DENZIL FOSTER, T.MCELROY) (C) (D) (X) EASTWEST 64361/EEG	52
72	77	67	20	<b>CELL THERAPY</b>	♦ GOODIE MOB ORGANIZED NOIZE (ORGANIZED NOIZE, R.BARNETT, I.BURTON, C.GIPP, W.KNIGHTON) (C) (D) (M) (T) LAFACE 2-4113/ARISTA	39
(73)	90	—	2	<b>I WILL SURVIVE</b>	♦ CHANTAY SAVAGE S.HURLEY (D.FEKARIS, F.J.PERREN) (C) (D) (T) (X) RCA 64492	73
74	80	74	10	<b>IT MATTERS TO ME</b>	♦ FAITH HILL S.HENDRICKS (M.D. SANDERS, E.HILL) (C) (V) WARNER BROS. 17718	74
(75)	82	85	11	<b>BEWARE OF MY CREW (FROM "A THIN LINE BETWEEN LOVE AND HATE")</b>	♦ L.B.C. CREW FEAT. TRAY D & SOUTH SENTRELL SNOOP DOGGY DOGG, L.HUTTON (R.GILSON, J.STAMPS, S.CONELY, D.WILLIAMS, L.HUTTON, C.BRIDGES, L.TROUTMAN) (C) (D) (T) JAC-MAC 17722/WARNER BROS.	75
(76)	97	—	2	<b>A THIN LINE BETWEEN LOVE &amp; HATE</b>	♦ H-TOWN R.TROUTMAN (R.POINDEXTER, R.POINDEXTER, J.MEMBERS) (C) (D) JAC-MAC 17699/WARNER BROS.	76
77	73	68	17	<b>SEXUAL HEALING</b>	♦ MAX-A-MILLION Z.O.FINGERS (M.GAYE, O.BROWN, D.RITZ) (C) (D) S.O.S. 14248/200	60
78	67	59	20	<b>WHO CAN I RUN TO</b> ●	♦ XSCAPE J.DUPRI (ROEBUCK, SIMMONS, ALSTIN, JR.) (C) (D) SO SO DEF 78056/COLUMBIA	8
79	72	79	6	<b>ALL CRIED OUT</b>	♦ DENINE WITH COLLAZE'S ADAM MARANO A.MARANO (F.U.L.FORCE) (C) (X) VIPER 201/METROPOLITAN	72
80	81	82	16	<b>I WILL REMEMBER YOU (FROM "THE BROTHERS MCMULLEN")</b>	♦ SARAH MCLACHLAN P.MARCHAND (S.MCLACHLAN, S.EGAN, D.MERENDA) (C) (D) (X) ARISTA 1-2893	65
81	68	57	11	<b>GET TOGETHER</b>	♦ BIG MOUNTAIN A.ZIGMAN (C.POWERS) (C) (D) GIANT 17750	44
82	70	70	6	<b>ENERGY</b>	♦ DEVONE P.LORIMER, R."HUMPTY"VISSON, DEVONE, R."HUMPTY"VISSON, P.LORIMER, AMANDA C. (C) (D) (T) AQUA BOOGIEWING 85236/MERCURY	70
83	79	76	17	<b>CRUISIN'</b>	♦ D'ANGELO D'ANGELO (W.ROBINSON, M.TAPLIN) (C) (D) (T) (X) EMI 58466	53
84	83	71	10	<b>JUST TAH LET U KNOW</b>	♦ EAZY-E E.WRIGHT (E.WRIGHT, A.TROTTER, IV, R.PACE) (C) (D) (T) RUTHLESS 5532/RELATIVITY	45
(85)	93	—	2	<b>NOT A DRY EYE IN THE HOUSE</b>	♦ MEAT LOAF R.NEVISON (D.WARREN) (C) (D) (X) MCA 55174	85
86	78	72	15	<b>THROW YOUR HANDS UP/GANGSTA'S PARADISE</b>	♦ L.V. M.HANSON, J.WILSON, D.RASHIED, M.THOMPSON, W.WILLIAMS, BUE BROWARD, D.SANCERS, S.WONDER (C) (D) (T) (X) MCA 55174	63
(87)	94	96	3	<b>INSENSITIVE</b>	♦ JANN ARDEN E.CHERNEY (A.LOREE) (C) (X) A&M 581274	87
88	85	87	5	<b>EVERYBODY BE SOMEBODY</b>	♦ RUFFNECK FEATURING YAVAH D.RICHARDSON, D.JEFFERSON, S.B.WILSON (J.THOMAS, D.RICHARDSON, D.JEFFERSON) (C) (T) (X) MAW 0004/STRICTLY RHYTHM	82
89	87	84	18	<b>WE'VE GOT IT GOIN' ON</b>	♦ BACKSTREET BOYS D.POP, M.MARTIN, JOKER (JOKER, H.CRICHLOW) (C) (D) (T) JIVE 42329	69
90	84	73	13	<b>WHEN LOVE &amp; HATE COLLIDE</b>	♦ DEF LEPPARD P.WOODROFFE, DEF (E.HARDY, J.ELLIOTT, R.SAVAGE) (C) (D) (T) MERCURY 85424	58
91	75	75	4	<b>LEFLAUR LEFLAH ESKUSHKA</b>	♦ HELTAH SKELTAH AND O.G.C. AS THE FAB 5 T.HOPE, B.B.PHIL, J.HENNING, J.MCNEIL, B.POWELL, S.PRICE, D.YATES (C) (T) (X) DIMP DOWN 1525/PRIORITY	75
92	95	88	7	<b>CELEBRATION/TAKE YOUR CHANCE</b>	♦ FUN FACTORY BASE B (ARIS, KESSELBAUER, COTTURA, HARDISON) (C) (T) (X) CURB EDEL 76972/CURB	88
93	96	86	17	<b>HOOKED ON YOU</b>	♦ SILK SOULSHOCK, KARLIN (SOULSHOCK, K.KARLIN, A.MARTIN, K.JONES) (C) (D) (T) (X) ELEKTRA 64359/EEG	54
(94)	<b>NEW</b>		1	<b>TAKE A LOOK</b>	♦ J'SON RED HOT LOVER TONE (J.JACKSON, J.HARRIS III, T.LEWIS, B.POPPILLI, T.ROBINSON, D.PORTER) (C) (D) (T) HOLLAND 64003	94
95	86	—	2	<b>MICROPHONE MASTER</b>	♦ DAS EFX (FEATURING MOBB DEEP) EASY MO BEE, A.WESTON, W.HINES, O.HARVEY, JR. (C) (T) (X) EASTWEST 64309/EEG	86
96	92	90	20	<b>MAGIC CARPET RIDE</b>	♦ THE MIGHTY DUB KATS PIZZAMAN (N.COOK) (C) (T) (X) SM 1E 9014/PROFILE	58
97	99	94	12	<b>EAST 1999</b>	♦ BONE THUGS-N-HARMONY D.L.NEAK, BONE, D.U.NEAK, TONY C. (C) (D) (T) RUTHLESS 6332/RELATIVITY	62
98	91	77	9	<b>FREE AS A BIRD</b>	♦ THE BEATLES L.LITTLE, P.MCCARTNEY, J.HARRISON, G.BEAVER, G.LYNDON, P.MCCARTNEY, D.PARKER, R.SPARR (C) (D) (X) MCA 55134	6
99	9					



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high on the hog

NEW ALBUM

IN STORES

FEBRUARY 27

Music From

Big Pig

