

# Billboard

\$5.95 (U.S.), \$6.95 (CAN.), £4.95 (U.K.), ¥2,500 (JAPAN)

NEWSPAPER

#BXNCCVR \*\*\*\*\* 3-DIGIT 982  
#98273ADR140WL006# BLBD 605  
001 082998 2 129 1068  
TONY ANDRADE  
1400 WILLIAM WAY #11  
MOUNT VERNON WA 98273

THE INTERNATIONAL NEWSWEEKLY OF MUSIC, VIDEO AND HOME ENTERTAINMENT • NOVEMBER 8, 1997



\$5.95 US \$6.95 CANADA



A D V E R T I S E M E N T





550 Music Looks To 'Strike'  
Gold With Finley Quaye Debut  
PAGE 16

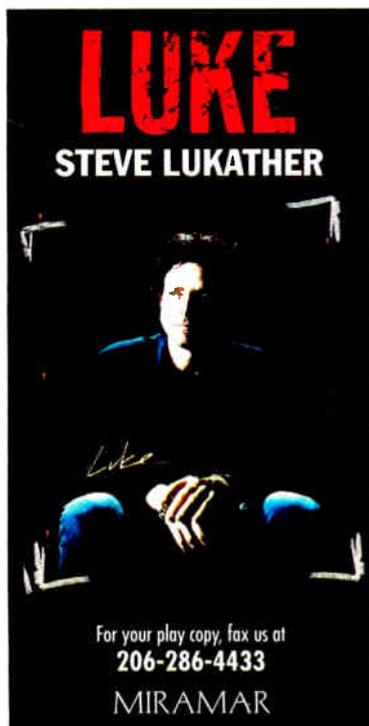
THE INTERNATIONAL NEWSWEEKLY OF MUSIC, VIDEO AND HOME ENTERTAINMENT

NOVEMBER 8, 1997

ADVERTISEMENTS



DEBUT SOLO LP FROM THE SINGER & SONGWRITER OF THE SMITHEREENS.  
**PAT DINIZIO**  
SONGS AND SOUNDS  
FEATURES "124 MPH" AND "A WORLD APART."  
IN STORES NOW  
velvet © 1997 Velvet Records LLC



## Italian Majors Charged With Price-Fixing

BY MARK DEZZANI

SAN REMO, Italy—A decision by the Italian antitrust authority that the local affiliates of five of the six major-label groups have engaged in price-fixing could send a chill through music companies worldwide.

The issue of CD pricing levels has come under increasing scrutiny in a number of regions in the last few years, with government investigations having been launched in the U.K. and the Netherlands (both were later given  
*(Continued on page 99)*

## Cable Network Will Air Music 'Infomercials'

BY DON JEFFREY

NEW YORK—A cable TV company has created a network that will provide labels with the opportunity to promote and sell music through direct marketing.

### BILLBOARD EXCLUSIVE

Access Television Network, an Irvine, Calif.-based firm that programs infomercials for cable TV, plans to develop programming for music companies that will begin airing in January.

And executives say that they are considering home video as a potential prod-  
*(Continued on page 93)*

### IN THE NEWS

Camelot Music Plans To Buy W H Smith's Wall Chain

PAGE 12

## Jazz Sounds Are On The Upbeat In Bay Area

Verve's Lee Townsend Boosts West Coast Jazz

BY BRADLEY BAMBARGER

BERKELEY, Calif.—From his Bay Area base, Lee Townsend has not only been one of the decade's most astute



TOWNSEND

guides of jazz talent but has helped ease the genre's traditional East Coast hegemony. He has produced a string of diverse, diverting albums by Bill Frisell, John Scofield, Charlie Hunter,  
*(Continued on page 46)*

Diverse Scene Thrives In San Francisco

BY BRADLEY BAMBARGER

SAN FRANCISCO—Although West Coast jazz made a mark in the late '50s with the cool school, the genre



CAMPILONGO

has long revolved around New York and Europe. But the Bay Area has been making more than its usual share of noise in the past few years, with a vibrant, forward-minded "new  
*(Continued on page 92)*

## RCA Looks Beyond Top 40 Base For Sweden's Robyn

BY CARRIE BELL

LOS ANGELES—With her first single, Swedish star Robyn proved she knew what it took to spark the interest of American radio and music video outlets. With her second, "Show Me Love," she and RCA Records hope to expand her U.S. fan base, push the album into the upper echelon of The Billboard 200, and prove "Robyn Is Here" to stay.

Released to retail Oct. 28, "Show Me Love" comes on the heels of the pop artist's gold single, "Do You Know (What

It Takes)," which soared to No. 7 on the Hot 100 Singles chart (it moves from 35 to 34 this issue) and has sold more than 618,000 copies, according to SoundScan.

On the new single, Robyn declares her independence but later lets her guard down and reveals she is ready for love.

"'Show Me' has a lot of potential. It is a good song with a good topic," says Robyn, whose songs are published by BMG Songs Inc. "It is raw without being hard, and people can relate to it. I think it is a stronger  
*(Continued on page 103)*



ROBYN

## Music Firms Weather Wall St. Upheaval

A Billboard worldwide staff report

NEW YORK—Entertainment companies weren't spared from the global stock markets' wild ride last week. Sony, EMI, Viacom, Time Warner, PolyGram, and Disney were among

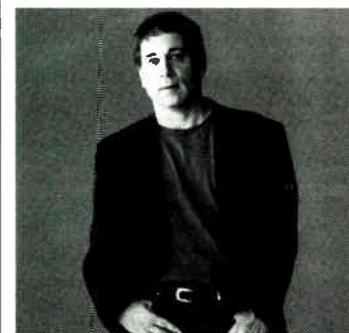
### NEWS ANALYSIS

the companies seeing their paper worth take a quick dip as exchanges in the U.S., Australia, Japan, Hong Kong, and other markets plunged Oct. 24 and 27, and then pop back up again when markets rebounded Oct. 28-29.

By press time Oct. 30, when the New York market had closed down 125 points, industry executives were still assessing the fallout.

For the most part, they are finding themselves relatively unharmed. Even though some companies saw their value  
*(Continued on page 96)*

### MUSIC TO MY EARS



PAUL SIMON

Simon's Long-Awaited 'Songs From The Capeman' On WB

PAGE 9

**BRAZIL**  
THE BILLBOARD SPOTLIGHT  
SEE PAGE 47

**HEATSEKERS**  
Wind-Up Rock Act Creed Pops Up To Chart Peak  
PAGE 26

**Billboard 19TH ANNUAL MUSIC VIDEO conference & awards**  
NOV 20-22 • BEVERLY HILTON

**REGISTER NOW!!!**

**HIGHLIGHTS**

- Keynote Address by Rob Glaser, CEO/ Chairman of RealNetworks Inc. and Alan McGlade, CEO/President, The Box Worldwide
- Opening Night Party sponsored by Vid Net
- Networking opportunities, roundtable discussions, and compelling panels.
- New digital opportunities for music video exposure on the internet, satellite and cable.

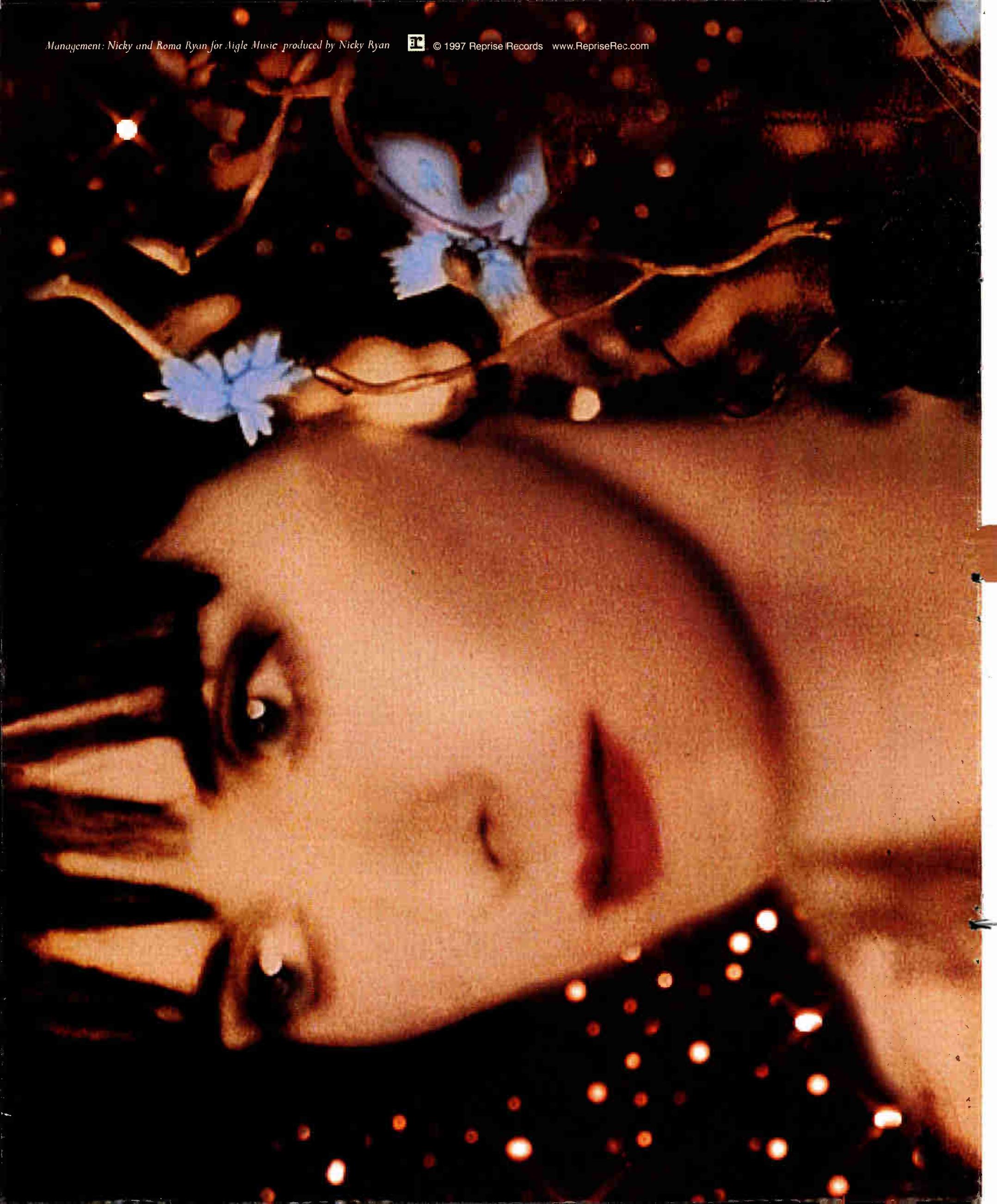
FOR MORE INFO:  
Maureen Ryan  
(212) 536-5002 ph. • (212) 536-1400 fax

College Music Television presents  
**THE 19TH ANNUAL BILLBOARD MUSIC VIDEO AWARDS**  
@ Billboard Live  
webcast live on Jam TV & Billboard Websites

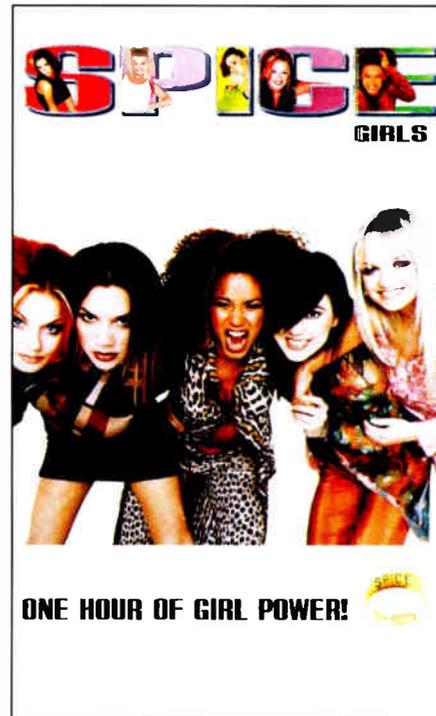
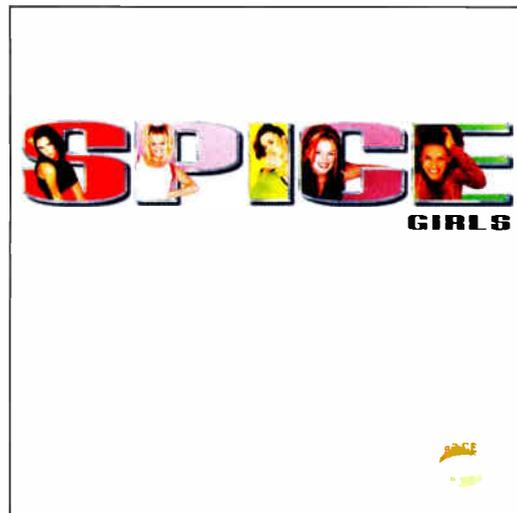
Management: Nicky and Roma Ryan for Aigle Music produced by Nicky Ryan



© 1997 Reprise Records [www.RepriseRec.com](http://www.RepriseRec.com)



# IT'S A SPICE WORLD!



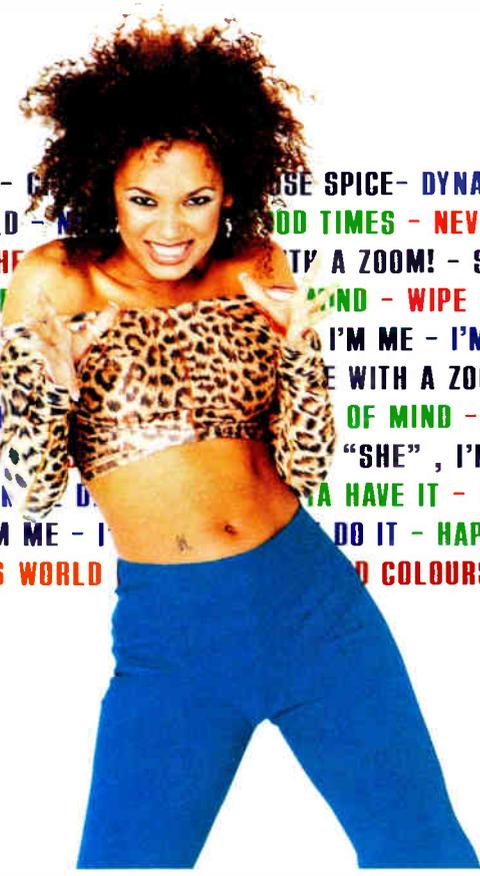
## OVER 19 MILLION WORLDWIDE!

**#1** Austria Belgium Canada Denmark France Holland Ireland Israel  
Latvia Lebanon New Zealand Norway Portugal Spain Sweden UK USA

### Platinum

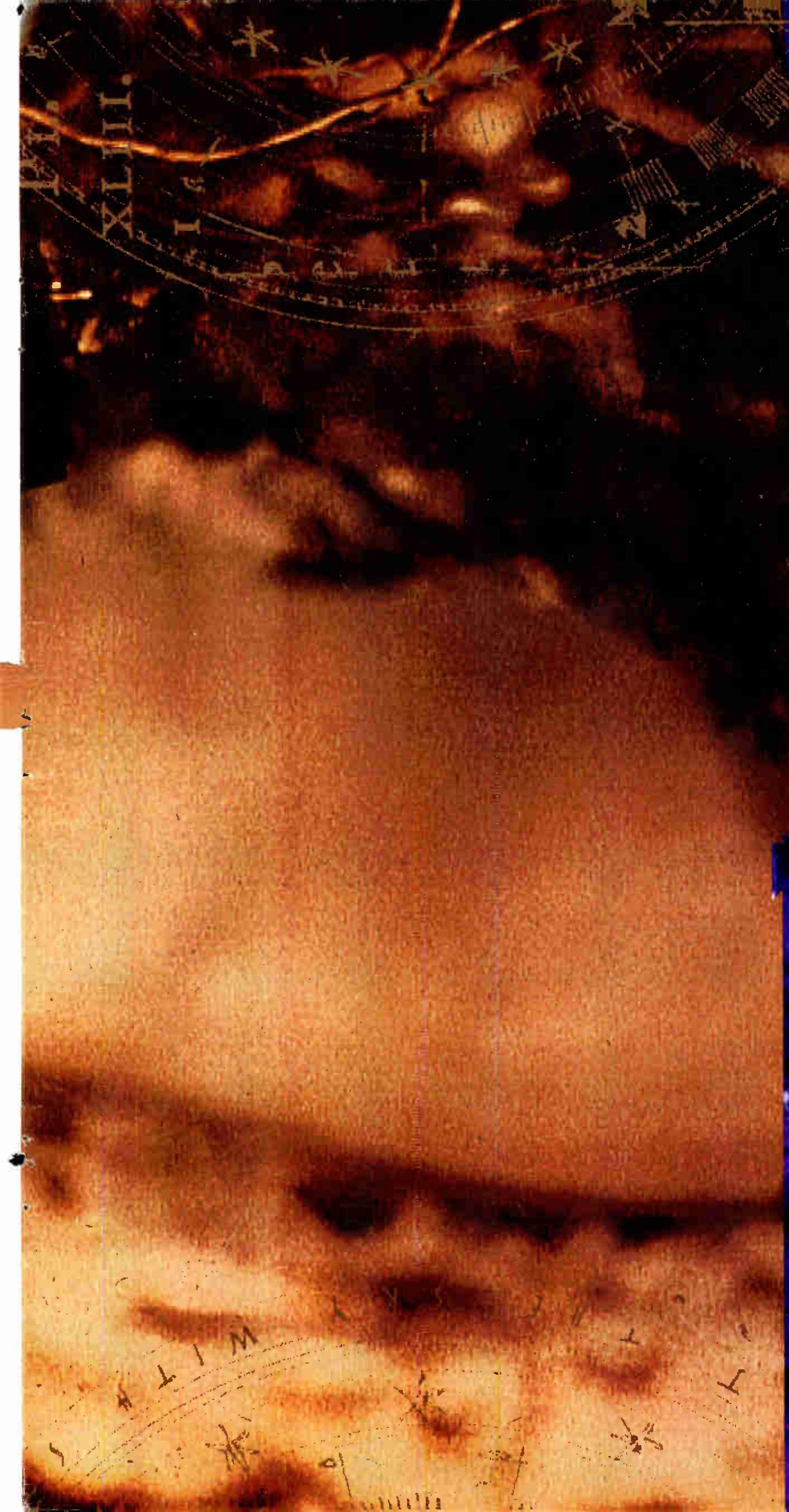
10x UK  
9x Spain Ireland  
7x New Zealand  
6x Canada  
5x Italy USA  
4x Australia Singapore Japan Philippines Thailand Taiwan  
3x Belgium Denmark Holland France Malaysia Saudi Arabia  
2x Hong Kong Korea Norway Poland Portugal Sweden Switzerland Chile  
1x Argentina Austria Brazil Colombia Czech Republic Finland Germany  
Indonesia Israel Mexico South Africa Venezuela India Turkey

**Gold** Hungary Iceland Central America



BEST GIRL - G-FORCE WITH A ZOOM! - SPICE- DYNAMITE DIVA - SHE'S GOTTA HAVE IT - GIRL'S WORLD IN ACTION - UNITED COLOURS OF SPICE - WHO'S "SHE"  
 YOUR WORLD - HAPPINESS IS A STATE OF MIND - WIPE OUT THE BLUES - SHARE THE VIBE! - G-FORCE WITH A ZOOM! - SPICE- DYNAMITE DIVA - SHE'S GOTTA HAVE IT - GIRL'S WORLD IN ACTION - UNITED COLOURS OF SPICE - WHO'S "SHE"  
 - SHARE THE VIBE! - G-FORCE WITH A ZOOM! - SPICE- DYNAMITE DIVA - SHE'S GOTTA HAVE IT - GIRL'S WORLD IN ACTION - UNITED COLOURS OF SPICE - WHO'S "SHE"  
 DO IT - HAPPINESS IS A STATE OF MIND - WIPE OUT THE BLUES - SHARE THE VIBE! - G-FORCE WITH A ZOOM! - SPICE- DYNAMITE DIVA - SHE'S GOTTA HAVE IT - GIRL'S WORLD IN ACTION - UNITED COLOURS OF SPICE - WHO'S "SHE"  
 COLOURS OF SPICE - WHO'S "SHE" , I'M ME - I'M A GIRL, I CAN DO IT - HAPPINESS IS A STATE OF MIND - WIPE OUT THE BLUES - SHARE THE VIBE! - G-FORCE WITH A ZOOM! - SPICE- DYNAMITE DIVA - SHE'S GOTTA HAVE IT - GIRL'S WORLD IN ACTION - UNITED COLOURS OF SPICE - WHO'S "SHE"  
 BLUES - SHE'S GOTTA HAVE IT - GIRL'S WORLD IN ACTION - UNITED COLOURS OF SPICE - WHO'S "SHE" , I'M ME - I'M A GIRL, I CAN DO IT - HAPPINESS IS A STATE OF MIND - WIPE OUT THE BLUES - SHARE THE VIBE! - G-FORCE WITH A ZOOM! - SPICE- DYNAMITE DIVA - SHE'S GOTTA HAVE IT - GIRL'S WORLD IN ACTION - UNITED COLOURS OF SPICE - WHO'S "SHE"  
 I CAN DO IT - HAPPINESS IS A STATE OF MIND - WIPE OUT THE BLUES - SHARE THE VIBE! - G-FORCE WITH A ZOOM! - SPICE- DYNAMITE DIVA - SHE'S GOTTA HAVE IT - GIRL'S WORLD IN ACTION - UNITED COLOURS OF SPICE - WHO'S "SHE"  
 UNITED COLOURS OF SPICE - WHO'S "SHE" , I'M ME - I'M A GIRL, I CAN DO IT - HAPPINESS IS A STATE OF MIND - WIPE OUT THE BLUES - SHARE THE VIBE! - G-FORCE WITH A ZOOM! - SPICE- DYNAMITE DIVA - SHE'S GOTTA HAVE IT - GIRL'S WORLD IN ACTION - UNITED COLOURS OF SPICE - WHO'S "SHE"  
 SPICEDYNAMITE DIVA - SHE'S GOTTA HAVE IT - GIRL'S WORLD IN ACTION - UNITED COLOURS OF SPICE - WHO'S "SHE" , I'M ME - I'M A GIRL, I CAN DO IT - HAPPINESS IS A STATE OF MIND - WIPE OUT THE BLUES - SHARE THE VIBE! - G-FORCE WITH A ZOOM! - SPICE- DYNAMITE DIVA - SHE'S GOTTA HAVE IT - GIRL'S WORLD IN ACTION - UNITED COLOURS OF SPICE - WHO'S "SHE"  
 "SHE" , I'M ME - I'M A GIRL, I CAN DO IT - HAPPINESS IS A STATE OF MIND - WIPE OUT THE BLUES - SHARE THE VIBE! - G-FORCE WITH A ZOOM! - SPICE- DYNAMITE DIVA - SHE'S GOTTA HAVE IT - GIRL'S WORLD IN ACTION - UNITED COLOURS OF SPICE - WHO'S "SHE"  
 IT - GIRL'S WORLD IN ACTION - UNITED COLOURS OF SPICE - WHO'S "SHE" , I'M ME - I'M A GIRL, I CAN DO IT - HAPPINESS IS A STATE OF MIND - WIPE OUT THE BLUES - SHARE THE VIBE! - G-FORCE WITH A ZOOM! - SPICE- DYNAMITE DIVA - SHE'S GOTTA HAVE IT - GIRL'S WORLD IN ACTION - UNITED COLOURS OF SPICE - WHO'S "SHE"

THE FOLLOW-UP TO THE QUINTUPLE-PLATINUM DEBUT ALBUM *SPICE* - FEATURING THE FIRST SMASH SINGLE "SPICE UP YOUR LIFE"  
 FIRST SPICE GIRLS MOVIE *SPICEWORLD* OPENS IN THE U.S. JANUARY 23, 1998 - PERFORMING ON THE AMERICAN MUSIC AWARDS  
 "SPICE UP YOUR LIFE" PRODUCED BY RICHARD STANNARD AND MATT ROWE - MANAGEMENT: SIMON FULLER@19 MANAGEMENT



THE FIRST BEST-OF COLLECTION FROM ONE OF THE WORLD'S MOST LOVED ARTISTS—WHOSE ALBUM SALES HAVE REACHED OVER 33 MILLION

# PAINT THE SKY WITH STARS | THE BEST OF ENYA

(4/2-46835)

FEATURING TWO NEW RECORDINGS, INCLUDING THE FIRST SINGLE AND VIDEO "ONLY IF ..."

# SUNSHINE

When you need to know...

right now.

www.billboard.com

Billboard Online  
MEMBER SERVICES  
Click Here  
Member Login  
Become a Member

## Billboard Charts

For the Week Ending  
October 11, 1997

**The Billboard 200**  
Boyz II Men debuts at no. 1.

**The Hot 100 Singles**  
Elton John's tribute to the late Princess Diana debuts at no. 1.

**Top R&B Albums**  
Boyz II Men evolve to the no. 1 position this week.

**Top Country Albums**  
LeAnn Rimes spends another week at No. 1.

## Billboard ONLINE

100% Fantasy  
Billboard  
Run Your Own  
Record Company!

### DAILY MUSIC UPDATE

October 7, 1997

#### Spice Girls Share Their 'Spiceworld'

The Spice Girls launched their second album, "Spiceworld," to press in Granada, Spain, last night. The album will be released worldwide Nov. 3; first single "Spice Up Your Life" bows next week. [Click Here](#) for the full story.

#### Inside News...

- New Hendrix Set Listes From Vault
- Amy Grant Takes Orchestra On Tour
- Puffy Remixes 'Roxanne' For Police Set

**Also today:**

- View music news from years past at [This Day in Music](#).
- Get complete daily music industry news with [Billboard Bulletin](#).

Spice Girls

We take our responsibility as the music industry's premiere online information source very seriously. Not only do we deliver the leading industry publication to your computer every week, but we do it before Billboard hits the newsstands!

plus...

## Spotlight Reviews

Issue Date: October 10, 1997

### BOB MARLEY / Dreams Of Freedom

PRODUCER: Bill Laswell  
Island/A&M/Tuff Gong 524 419-2

Subtitled "Ambient Translations Of Bob Marley In Dub," this is a jaw-droppingly dazzling aural re-texturization of the Tuff Gong's own remarkable vision. Laswell descends with maximum respect into the lush, otherworldly forest of Marley's original album masters for Island, parting the misty veil on various myfuc tracks to reveal un-dreamt-of avatars and magic vistas. Any overdubs are subtle, reverent, and ingenious.

with Senegalese percussionist Aiyh Dieng. Japanese ambient artist Tetsu Inoue, or string conductor/arranger Karl Berger applying spectral touches primarily to point listeners toward existing secret panoramas. Whether it's "The Heathen," "Exodus," or "No Woman No Cry," the electronic tour guides will help you go where no devotee has gone before. If you can imagine buying only one reggae record between now and the dawn of the new year, make it "Dreams Of Freedom."

[Back to Reviews List](#)

Complete access to our archive of Billboard articles and charts dating back to 1946

Industry contact databases

The Airplay Monitors

Over 30,000 artist profiles and discographies

and more - all fully searchable through the World Wide Web.

Check out Billboard Online's special features...

- Tour Search database • Online registration for conferences • This Day in Music database
- Fantasy Billboard Chart Game • Billboard Bulletin • New Release Roundup
- Audio clips from top-charting albums • and more to come!

Tel: 212.536.1402/800.449.1402 • email: info@billboard-online.com

Billboard  
ONLINE

No. 1 IN BILLBOARD		PG. No.
VOLUME 109 • NO. 45		
<b>• THE BILLBOARD 200 •</b>		
★ THE FIRM - THE ALBUM	100	
NAS ESCOBAR, FOXY BROWN, AZ AND NATURE • AFTERMATH		
<b>BLUES</b>		
★ TROUBLE IS ...	40	
KENNY WAYNE SHEPHERD BAND • REVOLUTION		
<b>CONTEMPORARY CHRISTIAN</b>		
★ YOU LIGHT UP MY LIFE - INSPIRATIONAL SONGS	42	
LEANN RIMES • CURB		
<b>COUNTRY</b>		
★ YOU LIGHT UP MY LIFE - INSPIRATIONAL SONGS	37	
LEANN RIMES • CURB		
<b>GOSPEL</b>		
★ GOD'S PROPERTY	41	
GOD'S PROPERTY FROM KIRK FRANKLIN'S NU NATION • B-RITE		
<b>HEATSEEKERS</b>		
★ MY OWN PRISON • CREED • WIND-UP	26	
<b>KID AUDIO</b>		
★ HALLOWEEN SONGS AND SOUNDS	69	
VARIOUS ARTISTS • WALT DISNEY		
<b>THE BILLBOARD LATIN 50</b>		
★ ROMANCES • LUIS MIGUEL • WEA LATINA	39	
<b>POP CATALOG</b>		
★ DARK SIDE OF THE MOON • PINK FLOYD • CAPITOL	70	
<b>R&amp;B</b>		
★ THE FIRM - THE ALBUM	29	
NAS ESCOBAR, FOXY BROWN, AZ AND NATURE • AFTERMATH		
<b>REGGAE</b>		
★ MIDNIGHT LOVER • SHAGGY • VIRGIN	40	
<b>WORLD MUSIC</b>		
★ THE BOOK OF SECRETS	40	
LOREENA MCKENITT • WARNER BROS.		
<b>• THE HOT 100 •</b>		
★ SOMETHING ABOUT THE WAY ... / CANDLE IN THE WIND 1997	98	
ELTON JOHN • ROCKET		
<b>ADULT CONTEMPORARY</b>		
★ HOW DO I LIVE • LEANN RIMES • CURB	86	
<b>ADULT TOP 40</b>		
★ I DON'T WANT TO WAIT • PAULA COLE • IMAGO	86	
<b>COUNTRY</b>		
★ LOVE GETS ME EVERY TIME • SHANIA TWAIN • MERCURY	35	
<b>DANCE / CLUB PLAY</b>		
★ RUN TO YOU • JOI CARDWELL • EIGHTBALL	33	
<b>DANCE / MAXI-SINGLES SALES</b>		
★ YOU MAKE ME WANNA... • USHER • LAFACE	33	
<b>LATIN</b>		
★ SI TU SUPERAS • ALEJANDRO FERNANDEZ • SONY DISCOS	38	
<b>R&amp;B</b>		
★ YOU MAKE ME WANNA... • USHER • LAFACE	31	
<b>RAP</b>		
★ FEEL SO GOOD • MASE • BAD BOY	28	
<b>ROCK / MAINSTREAM ROCK TRACKS</b>		
★ TOUCH, PEEL AND STAND • DAYS OF THE NEW • OUTPOST	87	
<b>ROCK / MODERN ROCK TRACKS</b>		
★ TUBTHUMPING • CHUMBAWAMBA • REPUBLIC	87	
<b>• TOP VIDEO SALES •</b>		
★ LIAR LIAR • UNIVERSAL STUDIOS HOME VIDEO	72	
<b>HEALTH &amp; FITNESS</b>		
★ OPRAH: MAKE THE CONNECTION • BUENA VISTA HOME VIDEO	74	
<b>MUSIC VIDEO SALES</b>		
★ THE DANCE • FLEETWOOD MAC • WARNER REPRISE VIDEO	74	
<b>RECREATIONAL SPORTS</b>		
★ MICHAEL JORDAN: ABOVE & BEYOND • FOXVIDEO	74	
<b>RENTALS</b>		
★ LIAR LIAR • UNIVERSAL STUDIOS HOME VIDEO	73	
<b>No. 1 ON THIS WEEK'S UNPUBLISHED CHARTS</b>		
<b>CLASSICAL</b>		
★ PAUL MCCARTNEY'S STANDING STONE		
LONDON SYMPHONY ORCHESTRA (FOSTER) • EMI CLASSICS		
<b>CLASSICAL CROSSOVER</b>		
★ DIANA PRINCESS OF WALES - BBC RECORDING OF THE FUNERAL		
VARIOUS ARTISTS • LONDON		
<b>JAZZ</b>		
★ LOVE SCENES • DIANA KRALL • IMPULSE!		
<b>JAZZ / CONTEMPORARY</b>		
★ IMAGINARY DAY • PAT METHENY GROUP • WARNER BROS.		
<b>NEW AGE</b>		
★ DEVOTION: THE BEST OF YANNI • YANNI • PRIVATE MUSIC		

# THE SECRET HISTORY OF SIMON'S 'CAPEMAN'

"This show, it's a way of saying, 'This is what it sounded like in my youth'—because it's gone," says Paul Simon, composer and co-lyricist with Nobel Prize-winning poet Derek Walcott of "Songs From The Capeman" (Warner Bros., due Nov. 18), the solo studio record presaging the full-cast album for the Broadway show opening Jan. 8, 1998.

"Doo-wop, that used to be rock'n'roll in the '50s," Simon continues, "but now it's just an asterisk of it, and the Latin music that's also in 'The Capeman' was in vogue back then.

"In the '50s, when Broadway was at its peak, show scores were also popular music, but when rock'n'roll started, Broadway was pushed aside by young kids," Simon muses. "The traditions of Broadway—of operetta, and 19th-century Europe—were carried on afterward without being nourished by the great cultural forces that made rock'n'roll. There are exceptions—[Duke] Ellington wrote something for Broadway ['Beggar's Holiday,' 1946; 'Pousse-Café,' 1966], and Burt Bacharach wrote music for a successful play [Neil Simon's 'Promises, Promises,' 1968]—but that's why some of the music since written for it sounds so strange to us."

Simon explains that the rhythmically aggressive and texturally aggrieved material introduced on "Songs From The Capeman" has two aims: (1) to invoke the tragic, true story of Salvador Agron, a 16-year-old Puerto Rican gang member convicted in the 1950s of slaying two suspected white gang rivals in a misreckoned rumble in Manhattan's Hell's Kitchen neighborhood, and (2) to revisit the doo-wop and Latin pop that were the metropolitan backdrop to Forest Hills High School graduate Simon's coming-of-age experiences in New York in the summer of 1959, back when his studies at Queens College coincided with lurid press coverage of the Vampires gang and Agron, its cape-wearing leader.

There are no easy answers or tidy epiphanies in "The Capeman," an intense and timely examination of America's chronic inability to reconcile its inclusive ambitions with the mutual understanding that genuine social assimilation demands. Arriving at a moment when self-exploiting "gangsta" personas and mercenary record company rationalizations for racial demonization are again at odds with personal accountability, "The Capeman's" songs make a serious effort to probe how the promotion of violence as a path to self-aggrandizement usually ensures an agonizing aftermath, i.e., a repercussive time when still-greater suffering can occur. As Simon sings wistfully—in the words of the mothers of the slain boys—on "Can I Forgive Him": "The city makes a cartoon of crimes/Capes and umbrellas the glorification of slime."

Moreover, the experience of creating "The Capeman" prompted Simon to revisit a hidden professional history that informs both "Songs From The Capeman" and next year's cast album, as well as the "Old Friends" Simon & Garfunkel boxed set (Columbia/Legacy) released Oct. 28—namely the obscure 1958-64 recording and demo work Simon did after his boyhood Tom & Jerry duo with Art Garfunkel clicked with their career-launching 1957 Big Records hit, "Hey, Schoolgirl."

"I basically learned how to be a recording artist those years of making demos," says Simon, talking at the Westbeth rehearsal studios in Greenwich Village during a lunch break in cast run-throughs for the December preview performances of "The Capeman."

"In my neighborhood in Kew Gardens," says Simon, "the biggest thing in doo-wop was the Clefones from nearby Jamaica, Queens, who I admire immensely and who I imitated on 'Bernadette,' which Warner Bros. is putting out as a single for radio. Artie and I, we first sang with a five-person neighborhood group, the Peptones, with Johnny Brennan and two girls, Angel and Ida Pellagrini. We used to send out demo tapes of 'The Girl For Me,' a song I wrote with Artie.

"We were 15-16," Simon recalls, "and we'd do whatever we were told. Once we did 'Hey, Schoolgirl,' then all the other disc jockeys, as a form of payola, had you record their songs. [Tom & Jerry went on to do additional sides for Big/King, Hunt, Ember, and ABC-Paramount.] And then there literally must be hundreds of demos I sang on of other people's songs in the little studios around the Brill Building area at 1619 Broadway, where I now have my offices. I was paid \$25 a tune."

Simon's earliest direct Latin influences arose as a result of father Lou Simon's regular Thursday-afternoon bass-playing stints at the prestigious Roseland Ballroom as a member of the Lee Simms Orchestra. "The alternate band was a Latin band led by [trumpeter] Ramon Argueso," explains Paul, "and when my father's band took a break, I'd hear the Latin band, and it made an impression."

Entering college, Simon issued a half-dozen singles ("Anna Belle," etc.) on the MGM, Warwick, Canadian American, and Amy labels as Jerry Landis and graduated to the higher echelons of the demo business. "I did about 10 demos for Burt Bacharach," Simon recalls. "But the only tune I remember doing a demo for that became a hit was a song called 'Just To Be With You' by the Passions [on Audicon Records in 1959]. I'd met Carole King at Queens College by then—Carole was good at math and doing friendly tutoring but not charging me—because she'd made records when she was a kid, too [like 'Goin' Wild' and 'Baby Sittin'], her 1958 singles for ABC-Paramount]. We made that Passions demo together, decided to modulate the vocals a half-step, and they imitated that on the final record."

Simon also sang the guest lead vocal on the Mystics' "All Through The Night," a modest 1960 chart successor to their 1959 hit "Hushabye." "They asked me did I want a royalty or did I want to be paid 100 bucks," he recalls with a laugh. "I took the hundred dollars, man!"

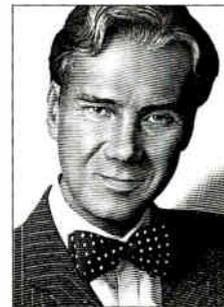
In 1961, Simon and some friends formed an act called Tico & the Triumphs, cutting a "room sound effects" song he wrote called "Motorecycle" for Larry Uttal's Madison Records, which was picked up by Al Massler's Amy Records. "Massler was a guy who had a pressing plant and then went further into the business," says Simon. "I got the Tico name from Tico Records, one of the Latin labels George Goldner owned, and I used Triumphs because I wanted a Triumph cycle."

Simon was in Paris during a 1964 summer vacation spent hitch-hiking and basking through Europe when he read in a newspaper that Andrew Goodman, a student in his Queens College acting class, had been murdered in Mississippi along with two other young civil rights workers. "I was shaken," says Simon, and he wrote the song "He Was My Brother," issuing it on the Tribute label when he returned home.

In 1989, as he was completing "The Rhythm Of The Saints," Simon began to reflect on the Capeman news story and its dramatic musical possibilities. Gravitating to doo-wop shows in Newark, N.J., in search of inspiration and talent, Simon met teenage singer Frankie Negrón, eventually using him for the original demos of "Quality," "Adios Hermanos," and "Satin Summer Nights." Negrón just enjoyed a hit on the Hot Latin Tracks chart with "Hoy Me He Vuelto A Enamorar" (WEA Caribe/WEA Latina) and is now a falsetto guest soloist on "Songs From The Capeman."

"So that's the whole historical and personal process," concludes Simon with a grin. "I don't think this musical can be authentic unless you sort of quote from the original period but then keep it alive by still pouring ourselves into it. One of the hardest things about writing the play for me and Derek Walcott was trying to tell the truth from everyone's point of view. It will be interesting to see to what degree things evolve from here."

## MUSIC TO MY EARS



by Timothy White

# U.K.'s Gramophone Awards Debuts On TV

BY DOMINIC PRIDE

LONDON—A new era for classical music was ushered in Oct. 28 when Gramophone magazine's prestigious awards moved from being a cozy industry event to a national TV spectacle.

Organizers are hailing the move to television—in the show's 20th year—as a success, after research from British Audience Research Bureau put the overnight viewing figures at 2.4 million, or close to one in every 25 of the population.

The ceremony, held Oct. 27 at London's Alexandra Palace, boasted a full firmament of classical stars, including Luciano Pavarotti, Mstislav Rostropovich, husband and wife duo Roberto Alagna and Angela Gheorghiu, as well as (classical) newcomer, Sir Paul McCartney.

Gramophone's editorial director, Chris Pollard, says the move to a TV event was resisted by some "die-hards" in the industry. "But what's the point in having a back-scratching event for the industry? The classical business can't afford that these days," he says.

The TV event was aimed beyond the classical audience, says Pollard. "We can give the best of this music to people who have not the time or inclination but who like some of what we have to offer." Pollard says the show, produced and broadcast to the ITV network by London's Carlton TV, could have an international market, and discussions are already taking place to have the show syndicated.

Alagna and Gheorghiu won three awards: record of the year and best opera for their EMI recording of Puccini's "La Rondine," as well as the Classic FM People's Choice Award for their crossover compilation, "Duets And Arias."

Cellist and conductor Rostropovich professed himself "too overcome" to speak after receiving his lifetime achievement award.

McCartney helped draw in a new audience as presenter of the award for young artist of the year to Isabelle Faust, for her recording of Bartók's Violin Sonatas on Harmonia Mundi. McCartney, whose symphonic poem "Standing Stone" is No. 1 on the Top Classi-

cal Albums chart this issue, told Billboard, "I've always said there are no barriers between the pop and classical worlds. I hope I'm helping to show that."

Faust confessed that the Beatles were "the only music besides classical music I ever listened to."

Pavarotti was at the awards to pick up his lifetime achievement award for his work in raising more than 3.5 million pounds (\$5.6 million) for the U.K. charity War Child, which has provided front-line humanitarian relief in Bosnia and funded a music center in Mostar. He said that the nomination was "something very special—for my voice and nothing else."

The Gramophone Awards are chosen by an editorial panel of the magazine's writers, with the exception of the People's Choice, chosen by listeners of national radio station Classic FM, and best-selling record, decided by data from chart supplier Chart Information Network, and the Britannia Music Members' award, chosen by the 150,000 members of the mail-order club that sponsored the awards.

Editor in Chief: **TIMOTHY WHITE**

**EDITORIAL**

**Managing Editor:** SUSAN NUNZIATA  
**Deputy Editor:** Irv Lichtman  
**News Editor:** Marilyn A. Gillen  
**Director of Special Issues:** Gene Sculatti; Dalet Brady, Associate Director; Porter Hall, Special Issues Coordinator  
**Bureau Chiefs:** Craig Rosen (L.A.), Chet Flippo (Nashville), Bill Holland (Washington), John Lannert (Caribbean and Latin America)  
**Art Director:** Jeff Nisbet; Assistant: Raymond Carlson  
**Copy Chief:** Bruce Janicke  
**Copy Editors:** Tammy La Gorce, Elizabeth Renaud, Carl Rosen  
**Senior Editors:** Melinda Newman, Talent (N.Y.), Ed Christman, Retail (N.Y.)  
**Senior Writers:** Chris Morris (L.A.), Bradley Bamberger (N.Y.)  
**Country Music/Nashville:** Deborah Evans Price, Associate Editor  
**Dance Music:** Larry Flick, Editor (N.Y.)  
**Pro Audio/Technology:** Paul Verna, Editor (N.Y.)  
**Merchants & Marketing:** Don Jeffrey, Editor (N.Y.)  
**Home Video:** Seth Goldstein, Editor (N.Y.), Eileen Fitzpatrick, Associate Ed. (L.A.)  
**Radio:** Chuck Taylor, Editor (N.Y.)  
**Heatseekers Features Editor:** Doug Reece (L.A.)  
**Staff Reporter:** Shawnee Smith (N.Y.)  
**Editorial Assistant:** Carrie Bell (L.A.)  
**Administrative/Research Assistant:** Dylan Siegler (N.Y.)  
**Special Correspondent:** Jim Bessman  
**Contributors:** Catherine Applefeld Olson, Fred Bronson, Kevin Carter, Lisa Collins, Larry LeBlanc, Jim Macnie, Moira McCormick, David Nathan, Havelock Nelson, Phyllis Stark, Steve Traiman, Heidi Wateson

**INTERNATIONAL DEPUTY IN CHIEF: ADAM WHITE**

**International Deputy Editor:** Thom Duffy  
**International Music Editor:** Dominic Pride  
**International News Editor:** Jeff Clark-Meads  
**German Bureau Chief:** Wolfgang Spahr  
**Japan Bureau Chief:** Steve McClure  
**Far East Bureau Chief:** Geoff Burpee  
**Contributing Editor:** Paul Sexton

**BILLBOARD BULLETIN:**

**Managing Editor:** Michael Amicone Associate Editor: Carolyn Horwitz  
**International Editor:** Mark Solomons

**CHARTS & RESEARCH**

**Director of Charts:** GEOFF MAYFIELD  
**Chart Managers:** Anthony Colombo (Mainstream Rock/New Age), Ricardo Companioni (Dance), Datu Faison (Hot R&B Singles/Top R&B Albums/Rap/Gospel/Reggae), Steven Graybow (Adult Contemporary/Adult Top 40/Jazz/Blues/Studio Action), Wade Jessen (Country/Contemporary Christian), John Lannert (Latin), Mark Marone (Modern Rock), Geoff Mayfield (Billboard 200/Heatseekers/Catalog), Jan Marie Perry (World Music), Theda Sandiford-Waller (Hot 100 Singles), Marc Zubatkin (Video/Classical/Kid Audio)  
**Chart Production Manager:** Michael Cusson  
**Assistant Chart Production Manager:** Alex Vitoulis  
**Archive Research Supervisor:** Silvio Pietrolungo  
**Administrative Assistants:** Joe Berrinato (N.Y.), Mary DeCroce (Nashville)

**SALES**

**Associate Publisher/U.S.:** JIM BELOFF  
**Advertising Directors:** Pat Jennings (East); Lezle Stein (West)  
**National Advertising Manager (Video/New Media):** Judy Yzquierdo  
**New York:** Kara DioGuardi, Arlam Waldman  
**Nashville:** Lee Ann Photoglo  
**L.A.:** Jill Carrigan, Dan Dodd  
**Advertising Coordinators:** Evelyn Aszodi, Erica Bengtson  
**Advertising Assistants:** Hollie Adams, Todd Maycher  
**Classified (N.Y.):** Jeff Serrette

**Associate Publisher/Intl.:** GENE SMITH

**Europe:** Christine Chimenti, Ian Remmer 44-171-323-6686  
**Asia-Pacific:** Publicitas, 65-338-2774 (Singapore); Alex Ho, 852-2527-3525 (Hong Kong)  
**Australia:** Amanda Guest, 613-9824-8260  
**Japan:** Aki Kaneko, 213-650-3171  
**Milan:** Lidia Bonguardo, 39-(0)362+54.44.24  
**Paris:** Francois Millet, 33-1-4549-2933  
**Latin America/Miami:** Angela Rodriguez, 305-441-7976  
**Mexico/West Coast Latin:** Daisy Ducret 213-782-6250  
**Jamaica:** Marcia Frith-Kohler 876-974-1245

**MARKETING**

**Director of Marketing:** ELISSA TOMASETTI  
**Promotion Art Director:** Peggy Altenpohl  
**Marketing Manager:** Gayle Lashin  
**Promotion Coordinator:** Phyllis Demo  
**Senior Designer:** Melissa Subatch  
**Special Events Director:** Maureen Ryan  
**Publicist/Special Events:** Michele Jacangelo Quigley  
**Circulation Director:** Jeanne Jamin  
**European Circulation Manager:** Sue Dowman (London)  
**Group Sales Manager:** Jennifer Schulties  
**Circulation Promotion Account Manager:** Trish Daly Louw  
**Circulation Sales Manager:** Michael Sisto  
**Circulation Assistant:** Andrea Irish

**PRODUCTION**

**Director:** MARIE R. GOMBERT  
**Advertising Production Manager:** John Wallace  
**Associate Advertising Production Manager:** Lydia Mikulko  
**Advertising Production Coordinator:** Cindee Weiss  
**Editorial Production Manager:** Terrence C. Sanders  
**Associate Editorial Production Manager:** Drew Wheeler  
**Specials Production Editor:** Marcia Repinski  
**Assistant Specials Production Editor:** Marc Giacinto  
**Systems/Technology Supervisor:** Barry Bishin  
**Composition Technicians:** Susan Chicola, Maria Manlicic, Anthony T. Stallings  
**Directories Production Manager:** Len Durham  
**Classified Production Assistant:** Gene Williams

**ADMINISTRATION**

**Distribution Director:** Edward Skiba **Web Site Designer:** David Wertheimer  
**Online Sales Manager:** Sam D. Bell **Billing:** Debbie Liptzer  
**Assistant to the Publisher:** Susan Mazo

**PRESIDENT & PUBLISHER: HOWARD LANDER**

**BILLBOARD OFFICES:**

<b>New York</b> 1515 Broadway N.Y., NY 10036 212-764-7300 edit fax 212-536-5358 sales fax 212-536-5055	<b>Washington, D.C.</b> 733 15th St. N.W. Wash., D.C. 20005 202-783-3282 fax 202-737-3833	<b>Nashville</b> 49 Music Square W. Nashville, TN 37203 615-321-4290 fax 615-320-0454
<b>Los Angeles</b> 5055 Wilshire Blvd. Los Angeles, CA 90036 213-525-2300 fax 213-525-2394/2395	<b>London</b> 3rd Floor 23 Ridgmount St. London WC1E 7AH 44-171-323-6686 fax: 44-171-323-2314/2316	<b>Tokyo</b> 10th Floor No. 103 Sogo-Hirakawacho Bldg., 4-12 Hirakawacho 1-chome, Chiyoda-ku, Tokyo 102, Japan 3-3262-7246 fax 3-3262-7247

**BILLBOARD ONLINE:** <http://www.billboard.com>  
212-536-1402, sbell@billboard.com



**PRESIDENT: HOWARD LANDER**  
**Senior VP/General Counsel:** Georgina Challis  
**Vice Presidents:** Karen Oertley, Adam White  
**Director of Strategic Development:** Ken Schlager  
**Business Manager:** Joellen Sommer

**TOP OF THE NEWS**

**12** Camelot Music to buy the Wall chain from W H Smith.

**ARTISTS & MUSIC**

**16 Executive Turntable:** Harry Anger upped at N2K Encoded Music in New York.

**19** Harry Connick Jr. goes back to ballads on his new Columbia release, "To See You."

**19 The Beat:** Geffen Records makes a foray into pure pop.

**20 Boxscore:** Rolling Stones tour grosses more than \$20 million.

**22 The Reel Thing:** Electronica and thrillers linked on "The Jackal" soundtrack.

**26 Popular Uprisings:** The Cootees release "Let's Play House!," their first full-length.



**WILL SMITH: P. 27**

**27 R&B:** Will Smith releases debut solo set, "Big Willie Style."

**28 Rhythm Section:** The Firm and Mase gain strong chart positions due to street-date violations.

**32 Dance Trax:** Mono's "Life In Mono" is successful fusion of pop and electronic music.

**34 Country:** More artists build



**BJORK: P. 75**

careers without depending on radio play.

**38 Latin Notas:** Mexican rock act Maná tops Billboard Latin 50.

**41 Higher Ground:** Sandi Patty releases "Artist Of My Soul."

**41 In The Spirit:** A song on Angie and Debbie Winans' new album spurs controversy.

**42 Classical/Keeping Score:** New recording of Gian Carlo Menotti's opera "The Medium."

**42 Jazz/Blue Notes:** Trumpeter Darren Barrett is tops at Thelonious Monk Competition.

**43 Songwriters & Publishers:** EMI Music Publishing moves into A&R and record production.

**45 Studio Action:** Plant Recording Studios celebrates 25 year of record making.

**INTERNATIONAL**

**58** EU culture ministers to discuss music's eligibility for a reduced value-added tax.

**60 Hits Of The World:** Elton John holds tight at top of most international charts.

**61 Global Music Pulse:** New release from Africa's "princess of pop," Yvonne Chaka Chaka.

**62 Canada:** Pianist Marilyn Lerner releases Cuban-recorded

jazz album "Birds Are Returning."

**62 Home & Abroad:** First album-signing session in 35 years for Paul McCartney.

**MERCHANTS & MARKETING**

**63** Sony Music Distribution hopes to get back to basics.

**66 Retail Track:** Wherehouse Entertainment's Tu Musica caters to Latino community.

**67 Declarations Of Independents:** Releases by impressive jazz names on AUM Fidelity.

**69 Child's Play:** Craig Taubman's "One World" gets AC radio play.

**71 Home Video:** Suppliers cut prices on old movies and special-interest titles.

**72 Shelf Talk:** Southern California is the worst video street-date violator.

**REVIEWS & PREVIEWS**

**75** Spotlight reviews of Bjork's "Homogenic" and the London Philharmonic's take on Led Zepelin.

**PROGRAMMING**

**81** How to avoid real-life radio station dramas.

**84 AirWaves:** David Pack of '70s/'80s pop outfit Ambrosia is enduring musical presence.

**87 The Modern Age:** Marcy Playground offers a love song that's "Sex And Candy."

**90 Music Video:** A look at

MTV's new live performance series, "Live At The 10 Spot."

**FEATURES**

**80 Update/Lifelines:** Celebs raise money for Boy Scouts.

**96 Hot 100 Singles Spotlight:** Heavy-hitting singles still drive album sales.

**102 Between The Bullets:** "The



**HARRY CONNICK JR.: P. 19**

Firm's No. 1 debut confirms continued viability of rap.

**78 Classified**

**80 Real Estate**

**104 Charbeat:** Spice Girls' fourth '97 single debuts relatively low.

**104 Market Watch**

**104 Homefront:** David Spade to host Billboard Music Awards.

**Elton John SPECIAL ISSUE**  
*Billboard's* October 4, 1997, commemorative special Elton John — 30 Years of Music With Bernie Taupin is now available through our back issues department. Call 212-536-5223 to reserve your copy for \$8 while supplies last.

**COMMENTARY**

## Parallel Imports Will Damage Aussie Retail Base

**BY ROBERT WALKER**

Australia's music retailers have been quick to express their dismay at a government they claim has turned its back on small businesses, and joined the local industry's outcry against the federal government's decision to amend copyright law to allow parallel imports into the Australian market (Billboard, Oct. 25, Nov. 1).

Through their organization, the Australian Music Retailers Assn. (AMRA), retailers have played a significant role in challenging two governments on this issue. AMRA chairman Barry Bull over the last six months has visited three senior government ministers and numerous other officials and legislators. Amazingly, all reasoned arguments on behalf of music retail have been ignored. No politician has been able to tell AMRA how this move will benefit inde-

pendent retailers.

AMRA's campaign has centered around the disastrous effect the introduction of the parallel-import rights will have, particularly on independent music retailers. Independents will not be able to compete with

**"This is a sales-tax issue, and it always has been. If the sales tax were dropped, it would immediately take \$4 from the price of CDs"**

*Robert Walker is executive officer of the Australian Music Retailers Assn. (AMRA).*

the larger chains, which have well-established international distribution and credit facilities. Those with buying power will be able to exploit a situation where open

imports are permitted. One would have to pose the question—is small and family business something whose time has come? Is it something we need to see disappear from our society? The government is forcing small business to bypass local distributors and seek out international one-stops in the hope that prices will come down. This won't be easy for independent retailers, which will need to create credit facilities and administer a business that is forced to buy offshore and deal with customs, freight companies, exchange rates, and so on.

Of great concern to all retailers, though, is the proliferation of pirate and counterfeit product into this country. The government has even proposed a "reverse onus" of proof on music retailers, whereby a music merchant will be deemed to be carrying pirate stock unless it can prove otherwise.

*(Continued on page 44)*

Commentaries 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. Commentaries should be submitted to Commentary Editor Marilyn A. Gillen, Billboard, 1515 Broadway, New York, N.Y. 10036.

He sang "Highway To Hell." Then he rode it into rock & roll legend.

# AC/DC

B O N F I R E

## Five-CD AC/DC Box Set tribute to vocalist Bon Scott

### Includes:

- ⚡ Over three hours of rare and previously unreleased live and studio AC/DC material compiled by the band, featuring the voice of Bon Scott
- ⚡ The complete album *Back In Black*, the Bon-inspired classic that was Brian Johnson's vocal debut with the band, with collectors' reproduction of the full original artwork
- ⚡ Deluxe color book featuring many rare and never-before-seen photos
- ⚡ A bunch of other goodies Bon would've wanted you to have -- two-sided 15" x 30" poster, sticker, temporary tattoo, keychain/bottle-opener and guitar pick

Produced by Vanda/Young; Robert John "Mutt" Lange  
Extra Production by George Young  
Management: Alvin Handwerker/Prager & Feston

In stores November 18



On EastWest Records America contact Jason KETLER at (800) 850-8500  
www.ACDC.com © 1997 BMG Inc. All rights reserved. Photo: © Michael Ochs Camera Services Inc. & Bob Schmitt Camera

# Brazilian Concert Promoters Link To Improve Biz Climate

■ BY ENOR PAIANO

SÃO PAULO, Brazil—Faced with high taxes, confusing regulations, and tax-authority investigations, Brazilian concert companies are attempting to regroup.

In July, concert firms doing business in Brazil formed a Rio de Janeiro-based trade association called Associação Das Empresas Promotoras E Produtoras De Eventos.

Dodi Cirena, managing director of prominent promotion company DC-7, says the trade outfit was founded to help the concert industry establish communication links with Brazil's government officials.

"The government has good intentions [with its regulation]," says Cirena, "but we don't have a contact with them to hear our ideas, and that is why we created the association." Cirena has promoted shows in Brazil for Michael

Jackson and, most recently, David Copperfield.

Felipe Rodríguez, president of Miami promotion company Water Brother—a longtime promoter of international shows in Brazil—says the association also was formed as a result of a newspaper report alleging that concert companies were under-declaring artists' fees.

"We have had to organize, so we can file our legitimate grievances with the proper authorities," says Rodríguez.

"Unfortunately, the laws in Brazil are not structured for the [concert] business, and since we never had a voice to represent our legitimate concerns, we've really been [taken advantage of]."

Cirena points out that promoters are being overwhelmed by a stratified tax scale that is crippling their ability to

(Continued on page 94)

# Camelot, In Ch. 11, Aims To Buy The Wall Deal Comes On The Heels Of Trans World Bid For Camelot

■ BY ED CHRISTMAN

NEW YORK—In a surprise turn of events for a chain operating under Chapter 11 protection, Camelot Music has signed a letter of intent to buy the 153-unit The Wall chain for \$47 million from W H Smith, sources say.

What makes it even more surprising is that the deal comes about a week after Albany, N.Y.-based Trans World Entertainment Corp. made yet another bid, submitted to the Camelot creditors' committee, to buy the North Canton, Ohio-based chain. According to sources, Trans World upped its previous bid of about \$175 million to \$250 million, which was a combination of cash, stock, and notes. Trans World executives decline to comment on what they term market rumors.

Camelot officials confirmed the Wall deal but declined to comment further. W H Smith executives were unavail-

able for comment.

Camelot filed for Chapter 11 protection Aug. 9, 1996, and its creditors followed a two-track plan of shopping the chain while allowing Camelot to work on its own reorganization plan. Only two companies, Trans World and Warehouse Entertainment, put in bids on Camelot, but both were considered to be sub-par, so the creditors chose to back a Camelot stand-alone reorganization plan.

That plan, however, was supposed to include the Wall, through a merger agreement whereby W H Smith would get about 27% equity in the new, combined Camelot.

However, that deal fell through as W H Smith, a U.K.-based company, found itself a takeover target when a minority shareholder in the company, Tim Waterstone, put in a bid to buy the company (Billboard Bulletin, Oct. 2); the recent decision by Smith to sell its music chains (which also include Virgin Our Price) is seen as an alternative means to deliver value to its shareholders as a way of staving off that bid.

Similarly, some see the Camelot bid to buy the Wall as a "poison pill," designed to make the cost of buying the company prohibitive for Trans World.

If the Wall deal closes, it will give Camelot Music 461 outlets and annual revenues of about \$550 million, Billboard estimates. Currently, the Wall has revenues of about \$160 million, according to a press statement.

Should Camelot be successful in its bid, it likely will shut down the Wall's distribution facility in Philadelphia.

Sources say Camelot will finance the Wall acquisition with funds supplied by its current debt holders.

On Oct. 30, an amended Camelot reorganization plan, which included the proposed Wall acquisition, was filed with the bankruptcy court and accepted by the judge, sources say. The plan will now be distributed to creditors, who will vote on it, with the results due in time for a confirmation hearing scheduled for Dec. 12.

The Wall entered the U.S. in 1989, when it bought the 19-unit Wee Three chain. It subsequently grew mainly through acquisitions, buying 49 stores from the now-defunct Wall-To-Wall Music chain; six Olyseey outlets; eight Mother's Records & Tape stores; 59 Record World stores; and 20 National Record Mart Stores. Billboard estimates that W H Smith spent \$97 million for its acquisitions.

# Mauldin Steps Up As Columbia's Black Music Prez

LOS ANGELES—Michael Mauldin's promotion to the newly created position of president of Columbia Records' black music division comes during a period of executive upheaval and change in other sectors of the black music industry.

While companies like Island and MCA continue to consolidate power under respective black music division presidents Hiram Hicks and Ken Wilson, Motown will no doubt undergo more staff changes as a new president is installed (see story, this page), and Epic has recently undergone some restructuring of its black music staff.

For his part, Mauldin is supremely confident in both the genre and his own label's strong role in it.

"Black music is stronger and more viable than ever before, and it's making the majors recognize even more the

(Continued on page 24)

# Swedish Retail May Downplay Spice Girls Set

■ BY KAI ROGER OTTESEN

STOCKHOLM—The launch of Spice Girls' second album, "Spiceworld," is likely to be muted in Sweden, after dealers have threatened a lack of cooperation with the act's label, Virgin.

The Swedish music retailers' association, Grammofonforhandlar-foreningen, has recommended that its members be "restrictive" when ordering all of Virgin Records Sweden's products, with the specific intent of limiting sales of "Spiceworld," due for international release Monday (3).

The Virgin U.K. group's debut album, "Spice," has sold more than 18 million copies worldwide, according to

(Continued on page 102)

# George Jackson Named Motown President/CEO

■ BY SHAWNEE SMITH

NEW YORK—Following months of speculation about a new head for Motown Records, Mercury Records Group has hired George Jackson as president/CEO of the label, effective immediately (Billboard Bulletin, Oct. 22).

Officially slated to take office in Motown's New York headquarters Nov. 10, Jackson will report directly to Mercury Records Group chairman Danny Goldberg. He replaces Andre Harrell, who left Motown Aug. 11. Clarence Avant continues in his role as chairman of Motown.



JACKSON

A producer of African-American-oriented TV programs and movies, Jackson is best known for his work with Jackson-McHenry Entertainment, which produced "Krush Groove," one of the first rap-oriented movies; the controversial "New Jack City"; parts two and three of the "House Party" movie series; "Jason's Lyric"; "A Thin Line Between Love And Hate"; and their respective soundtracks.

Each movie afforded him the opportunity to work with musical acts like Run-D.M.C., LL Cool J ("Krush Groove"), Raphael Saadiq ("House Party II"), Keith Sweat, Color Me Badd, Levert, Teddy Riley ("New Jack City"), and Bobby Brown ("A Thin Line"), who were stars in the films or featured soundtrack artists.

(Continued on page 99)

# Interscope Backs Off Shakur?

Jive Cuts Cryptic Deal For The Rapper's Output

■ BY CHRIS MORRIS

LOS ANGELES—Interscope Records appears to be attempting to distance itself from a troublesome association with one hardcore gangsta artist. In a highly unusual and somewhat cryptic deal, both a new album of unreleased material from the late rapper Tupac Shakur and a number of catalog titles from the artist will be handled instead by Jive Records.

The shift of the Shakur catalog from Interscope comes at a time when the label's release of gangsta rap has been the subject of negative scrutiny. Edgar Bronfman, president/CEO of Seagram Co., the Canadian distillery that owns Universal Music Group, has reportedly been pressuring Interscope to end its distribution relationship with Death Row.

Though the new album, "R U Still Down? (Remember Me)," due Nov. 25, will also bear an Interscope logo along with that of Amaru Records, a new imprint headed by the mother of Tupac Shakur, it will be distributed by Jive

through BMG. Interscope's releases are usually distributed by Universal Music and Video Distribution.

When Universal Music Group purchased 50% of Interscope in early 1996, the announcement of the deal noted

(Continued on page 102)

# Musicians, Anti-Drug Group Team To Deglamorize Usage Via PSAs

■ BY CRAIG ROSEN

LOS ANGELES—In an effort to break the connection between drugs and rock'n'roll, the Musicians' Assistance Program (M.A.P.) has teamed with Partnership For A Drug-Free America (P.F.D.A.) to produce a series of anti-drug TV public-service announcements featuring popular musicians.

The six public-service announcements (PSAs), which have been serviced to networks, local TV stations,

"In the fourth quarter, we had the management changes and did another downsizing in staff," he says. He adds that in addition to anticipating improved results for the first quarter, he expects the company to show improvements for the balance of the fiscal year.

During the quarter, company chairman Barry Gibbons left the company, as did senior VP Jeff Fletcher.

Also, the company let go 20 employees.

During the year, same-store sales

and cable channels, feature rapper Chuck D., modern rock act Everclear, Fugees singer Lauryn Hill, Kiss, Scatman John, and Troy Nowell, the widow of Sublime singer Brad Nowell.

The spots were produced and will air on a pro bono basis, with all the musicians, directors, and outlets that will run the PSAs donating their time.

M.A.P. and P.F.D.A. were scheduled to announce the campaign at an Oct. 31 press conference at the Hard Rock Cafe in Los Angeles, which was to fea-

(Continued on page 94)

# Spec's Reports Loss Of \$9.1 Million In Fiscal Yr.

NEW YORK—Spec's Music completed the toughest year in its history since going public in 1986 by posting a loss of \$9.1 million, or \$1.12 per share, on sales of \$68.5 million for the year ending July 31.

Sales were down 11% from the \$76 million the company generated in fiscal 1996, when its losses were \$4.5 million, or 86 cents a share.

CFO Don Molta says that while Miami-based Spec's has turned in a weak performance for the year, the company expects to show improvements in its fiscal first quarter, which ends Oct. 31.

"In the fourth quarter, we had the management changes and did another downsizing in staff," he says. He adds that in addition to anticipating improved results for the first quarter, he expects the company to show improvements for the balance of the fiscal year.

During the quarter, company chairman Barry Gibbons left the company, as did senior VP Jeff Fletcher.

Also, the company let go 20 employees.

During the year, same-store sales

were flat, according to the company.

Spec's also reports an operating loss of \$8.4 million. The company, which runs 45 outlets, turned in a gross profit margin of about 33%, while its selling, general, and administrative expenses were 41.5% of sales.

Contributing to the operating loss, the company spent \$2.6 million to close seven outlets.

For the fourth quarter, Spec's posted a loss of \$5.9 million on sales of \$14.8 million. In the same period last year, the chain lost \$3.1 million on sales of \$16.6 million.

ED CHRISTMAN

# Blackwell Airs Island Concerns

A resolution to the tension between Chris Blackwell, Island Records' founder and current Island Group chairman, and Alain Levy, president/CEO of parent company PolyGram, is expected during the first week of November, a source tells Billboard.

The tension between the two executives reached a head when Blackwell told The Los Angeles Times that he is unhappy with his working relationship with Levy and that he may not be able to accomplish what he wants to working within PolyGram's structure.

"Alain Levy and PolyGram have always supported creative talent and executives and the artistic process," a PolyGram spokeswoman told Billboard.

The L.A. Times article follows up on an incorrect report in the newspaper the week of Oct. 20 that had Blackwell resigning from the PolyGram board of directors (Billboard Bulletin, Oct. 27); he has offered his resignation, but it had not been accepted at press time. The source declined to elaborate on what form the expected resolution between the executives might take.

**THIS COULD BE YOU \***

# The Beach Boys The Pet Sounds Sessions

**Produced By Brian Wilson**



**Stop wishing you could've been a fly on the wall during the making of Pet Sounds.**

The long-awaited chronicle of the album cited by everyone from Elton John to Don Was to Matthew Sweet to Philip Glass to *Rolling Stone* as a ground-breaking influence, and the recording Paul McCartney called his "inspiration for writing Sgt. Pepper" — is finally yours to hear.

Featuring more than a dozen alternate versions of tracks from the Pet Sounds sessions plus "Good Vibrations," all of the instrumental "pocket symphony" backing tracks without vocals, all the choral-like vocals without backing tracks, and the LP's original mono mix, it's the closest you will ever get to being in the studio with Brian Wilson. And with four CD's, a 128-page book of perspectives and interviews, a 38-page full-color booklet of rare photos and song-by-song notes, and the first-ever true stereo mix of the album, you'll swear you are there.



**In Stores November 4, 1997**



# LED ZEPPELIN



## BBC SESSIONS

Nearly 30 years ago, the group that continues to be the world's biggest rock band gave four special concerts for a select group of lucky fans.

**Some of these performances were broadcast by the BBC . . . .  
Some of them were never heard again outside the concert hall . . . .  
Two songs were never recorded on any of their studio albums.**

It's all available now. . . . And it's been worth the wait.

Over 2½ hours of live classics  
Compiled and mastered by Jimmy Page

**IN STORES NOVEMBER 18**



[www.atlantic-records.com](http://www.atlantic-records.com)

THE ATLANTIC GROUP ©1997 Atlantic Recording Corp. A Time Warner Company.

# Artists & Music

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

## Israeli Group's Aim Is Fair Play For Mizrahi Music

■ BY BARRY CHAMISH

JERUSALEM—An Israeli label is hoping to draw attention to the country's *Mizrahi* music, now growing in popularity despite a lack of attention from the country's established media.

Mizrahi, or "Eastern" music, was developed in the early '50s when new immigrants to Israel from the Middle East combined Arabic sounds with Hebrew lyrics.

The music, popular among Sephardic Jews from the Middle East, is being denied air time by official channels controlled by the mainly Ashkenazim, or European-origin, media elite, says Meir Reuveni, president of Reuveni Brothers Produc-

tions of Tel Aviv, Israel, who founded the Azit Foundation in September to promote the genre.



YITZHAK

At the moment, Reuveni Brothers, which owns the Oriental and Acum labels, is the only member, but Reuveni hopes to attract more interest and support for the music's cause. He

says, "There has been a longtime, deliberate policy to create a stigma against the style by the Israeli media, and it has to end for just one reason:

(Continued on page 94)

## EastWest Set Unites 3 R&B Powerhouses

Friends Team For 'Levert.Sweat.Gill,' Draw Hot Cameos

■ BY JANINE COVENEY

LOS ANGELES—Coordinating the schedules—and the egos—of three established R&B male soloists to complete the forthcoming "Levert.Sweat.Gill" album, on EastWest Records, was no easy task, say the three principals of LSG, Gerald Levert, Keith Sweat, and Johnny Gill. Still friends, the three are proud of the project, due Nov. 11, the first to combine three such hot male artists since, well, the 3 Tenors.

"Most people have gotten together to do one song, but nobody has gotten together as a unit to do a whole album," says Sweat, who masterminded the project after selling 4 million copies of his "Keith Sweat" album on Elektra. "I thought the people would like it, I



LSG

thought it would just be something real different and unique."

The LSG album also features cameos by Faith Evans, LL Cool J, Busta Rhymes, Coko of SWV, the Lox, Jermaine Dupri, Missy "Misdemeanor" Elliott, and Lil' Kim. In addition to producers Levert and Sweat, producers Dupri, Rashad Smith, and Sean "Puffy" Combs also contributed tracks. "My Body," a ballad, was serviced to R&B and top 40/rhythm-crossover radio outlets the week of Sept. 16.

"It's doing well for us," says Sharon Flounoy, PD of KDKS Shreveport, La., where "My Body" is in medium rotation. "For all three artists to be on that song is special; those are three brothers with good voices... Right now it's in medium rotation, but I notice it's making breaker marks, so I'm going to move it up. I think it's going to be a good song for the ladies in the holiday season."

Levert says that he and Sweat had guested on each other's albums and walked onto each other's shows over the years, so the idea of working together was a natural. In looking to see what other R&B firepower could be added to the equation, Gill's name popped up.

"Gerald had called me, and we talked about this a long time ago," says Gill, who had finished his last solo album for Motown and was on the road for the New Edition Reunion tour. "He called

while I was on the road and said, 'We want to get it going.' I said, 'I'm down, let's go.' From that point on, we just went in and started recording, even before we had a recording contract."

Though contract negotiations could have been sticky, the elements fell into place. Levert is signed as a solo artist to EastWest; the trio he began his career with, Levert, was signed to Atlantic and delivered an album, "The Whole Scenario," earlier this year. But Levert says that he did not feel the group got the support it needed from Atlantic, and the act is now off the label, though a third single, "Like Water," is being worked. In addition, Levert is the founder of Global Soul Records, distributed through Volcano; the new label is home to his father's group, the O'Jays, which is faring well with the single "What's Stopping You."

Sweat is signed to Elektra, EastWest's sister label; he is also the head of his own Keia Records, with Kut Kloose signed through Elektra and newcomers Ol' Skool signed through Universal. Gill was signed to Motown as a solo artist, but his third album, "Let's Get The Mood Right," failed to find its audience. Gill is now free from his Motown contract.

The idea may have been Sweat's, but Levert says it fell to him to coordinate. Since starting recording in June, he frequently had to either fly the tracks to the other two or schedule flights to get them into the studio with him. "It's hard to believe that we could put it together, but I was like the glue of everything, because Johnny was out with [New Edition], Keith was out doing his tour thing, and I was the one coordinating, me and Brooke Payne [the manager]," he says. "It was hard, but then it was not hard at all. I already know what the ups and downs of being in a group is. You've got three egos, and everybody's got their own success, they got their own money, they can leave when they wanna leave. But it

(Continued on page 24)

## Days Of The New Reach Days Of Success

Outpost/Geffen Teen Rockers Make Waves With 1st Single, Set

■ BY DOUG REECE

LOS ANGELES—Outpost/Geffen rock outfit Days Of The New, which was discovered by its management team after only three shows, is continuing to find success at an accelerated rate, as its debut self-titled album speeds up The Billboard 200.

The band became a Heatseeker Impact act when "Days Of The New" jumped from No. 108 to No. 92 on The Billboard 200 in the Oct. 25 issue.

This issue, the album, which was released June 3, maintains its upward momentum, moving from No. 72 to No. 65.

For an act whose members are still in their teens, it would seem a dizzying journey. Still, the band has labored to achieve its musical ambitions for several years.

Before adding guitarist Todd Whitener, the band's other members performed together in Dead Reckon-



DAYS OF THE NEW

ing, which Days Of The New singer/songwriter Travis Meeks describes as "kind of like [Metallica's]... And Justice For All"—an aggressive feel but not that hardcore or nasty."

Taking a significant step toward its current, more toned-down style, members turned to the use of acoustic guitars. Still, Meeks' songs, all published by Scrogrow Music Ltd./BMI, retain a heavy, thematic gloom both lyrically and musically.

"There are different vibes that I get into with my guitar tunings and past experiences that I don't write down but that I keep in my head," Meeks says. "I kind of separate my lyrics from the things that I do every day and just try to write about the truth."

Meeks' reflective songwriting coupled with accomplished musicianship have helped the band members transcend any stigma that could have been attached to their youth, says Outpost (U.S.) partner Andy Gershon.

"From the press side, all the attention [about acts made up of young members] was on bands like Radish or Hanson, while we were kind of lurking in the background," he says. "For as young as they are, they are really

(Continued on page 102)



## THE BEST SELLING HOLIDAY SERIES IS NOW LIVE ON TOUR!!

Featuring

TUCK & PATTI • LIZ STORY  
DAVID ARKENSTONE • LISA LYNNE

11/28 Atlanta, GA	12/12 Columbus, OH
11/29 Louisville, KY	12/13 Asheville, NC
12/02 Omaha, NE	12/15 Buffalo, NY
12/05 St. Louis, MO	12/17 New York, NY
12/06 Detroit, MI	12/18 Orono, ME
12/07 Cincinnati, OH	12/19 Philadelphia, PA
12/08 Cleveland, OH	12/20 Boston, MA
12/10 Nashville, TN	12/21 Baltimore, MD
12/11 Memphis, TN	

THE MARKETING WRAP-UP:

• TV SPOTS ON



• LOCAL PRINT ADS IN DAILIES & WEEKLIES

• EXTENSIVE WINDHAM HILL CONSUMER MAILING



A WINTER'S SOLSTICE VI  
THE NEW ALBUM. IN STORES EVERYWHERE!  
BRAND NEW!!



© 1997 Windham Hill Records

## Homespun Turns 30 With CD Instructional, Vid Lines

■ BY JIM BESSMAN

NEW YORK—Happy and Jane Traum's Homespun Tapes music instruction product is celebrating its 30th anniversary with a heightened fourth-quarter release schedule and a pair of new product lines.

The Woodstock, N.Y.-based supplier, which folk guitar great Happy Traum and his wife have expanded from his instructional guitar books and audiotapes, has started a "Listen & Learn" series featuring a book of sheet music/notation packaged with a CD of corresponding music and spoken lessons. Current entries in this group offer instruction by guitarists Richard Thompson and Rory Block and harmonic aces John Sebastian and the late Paul Butterfield; forthcoming is a three-volume piano set from Dr. John.

Also new is an "In Concert" series



TRAUM

of performance videos starring such notables as guitarists Preston Reed and Laurence Juber, to accompany other performance/documentary videos like "Talking Drummers—A Journey Of Music, Friendship And Spirit," a new title documenting an album recording session with Jack



DeJohette and Don Alias.

Meanwhile, Homespun continues to churn out regular instructional offerings by master musicians in all genres, to the tune of more than 500 titles, including 160 videos.

"We're continuing to put out between 20 and 30 new instructional video titles a year," says Happy Traum, singling out recent or upcoming guitar titles by Jorma Kaukonen, Chris Smither, Patty Larkin, Ray Benson, and Eliot Fisk. The Fisk program extends Homespun into classical music; Traum notes other new

(Continued on page 23)

## Quaye's Musical Amalgam Draws True Believers 'New Roots' Sound Marks U.K. Artist's 550 Music Set

■ BY ELENA OUMANO

NEW YORK—Relaxed yet clearly in charge, 23-year-old Finley Quaye is padding about New York's Alien Flyers recording studio in his stocking feet, darting between the voicing booth and the engineer's board and beaming an utterly content grin. It's the singer/songwriter/musician's first studio retreat in months, a welcome break from a relentless U.K. and coast-to-coast U.S. promotional schedule for "Maverick A Strike," Quaye's debut album, which 550 Music/Sony will release stateside Tuesday (4).

"Maverick A Strike" bowed Sept. 22 in the U.K., Quaye's home territory, on Epic U.K., to which he is signed, and the album had a simultaneous release across Europe. The third single from the set, "It's Great When We're Together," will launch in November in the British market, where the album has so far sold 120,000 units, surpassing gold status (100,000 units).

In a few days, when Quaye heads home for a two-month European concert tour, he'll be trailing an impressive trans-Atlantic wake of true believers. Legions of radio jocks, music journalists, and fans are hailing the half-Scot-

tish, half-Ghanaian sonic-fuser as *their* artist.

"New roots" is how some describe the ineffable yet accessible Quaye experience—a jazz-informed amalgam of foundation reggae, R&B, rock, punk, trip-hop, and other forms and tradi-



QUAYE

tions that flash together somewhere inside this commanding musical intelligence, then re-express with such infectious freshness and soul that one can't help yearning for a world that always sounds and feels like Quaye's.

"Music is music," he says, "endless, infinite."

"Maverick" hasn't even dropped yet in the States, but Quaye is already squeezing studio time for his next album into his last few days here. Right now, he's focused on a guitar solo from "Morning Passage," a tune the nine-member, mostly dreadlocked Finley Quaye band's been playing live for nearly a year as an opening soundcheck device for quick gigs.

"I get to enjoy the studio a lot more

because you work, chill out, eat, and do what you want," Quaye says after a few run-throughs of the track and his wizardly manipulations on the soundboard. "When it's live, it's a lot more rushed, and [there is] a lot less time to appreciate things. Today's been a good day here."

The next night is even better. The band plays a tastemaker Groove Academy party downtown, at S.O.B.'s, and the crowd is delirious. Even without the studio's F/X magic, nothing's missing. The sound is dense, seamless, full of locomotion. Holding the mike close, Quaye squeezes his eyes shut and croons "Even After All," his love song to women—life's soldiers—and a righteous confoundment of spiritual and romantic sentiment. His voice is gritty, urgent, and sweet.

Over the band's polyglot funk in "Ride On And Turn The People On," Quaye as "your sonic satellite" delivers a laid-back rap that evokes the drawled cadences of oldtime Jamaican toasters. But Quaye's "satta [peaceful] vibration" also accommodates his generation's avid thirst for the "ultra stimulation" of modern sound-processing techniques and jumbled up ethnic/cultural/national identities. Check opening track "Ultra Stimulation's" cutting-edge sense of space and timing, for instance, and the hip-swiveling musical amplitude of "Supreme I Preme."

"We've got more than one version of different tracks as well, so we can do different versions for different people," Quaye says. "Even After All—we have four different ways of playing that, two for 'Love Gets Sweeter,' and two ways of doing 'It's Great When We're Together.' Plus we have a variety of sounds anyway within the set. But we kick 'Sunday Shining' same way."

In some place better than this one, Bob Marley has to be smiling at Quaye's high dive off Marley's "Sun Is Shining." Plunging to the heart of Marley's heroic optimism amid "Sunday's" reconstructed bass-drum skips, six-string bravura, and rocking Stax-Volt horns, Quaye sings, "War's explosive/ (Continued on page 95)

## All-Star Lineup Is Set For Princess Diana Tribute Album

■ BY PAUL VERNA

NEW YORK—As the music industry continues to mourn the death of Diana, Princess of Wales, the trust established in the princess's memory has solidified plans for an all-star charity album that it hopes will raise millions of dollars for the charities she supported.

Scheduled for release Dec. 1 in the U.K. through 3MV/Pinnacle and Dec. 2 in the rest of the world by Columbia Records, "Diana, Princess Of Wales: Tribute" will feature exclusive tracks by such stars as Annie Lennox, Sinéad O'Connor, Peter Gabriel, Aretha Franklin, Mariah Carey, and the Red Hot R&B All Stars—a group that fea-

tures R. Kelly, Lauryn Hill of the Fugees, Mary J. Blige, Curtis Mayfield, and other R&B hitmakers.

In addition, the album, which was assembled in the U.K. by V2 Records head of international Steven Abbot, will include previously released tracks by the likes of Paul McCartney, U2 with Luciano Pavarotti, R.E.M., Bruce Springsteen, Barbra Streisand, Celine Dion, Michael Jackson, and Puff Daddy (Billboard Bulletin, Oct. 29).

"The tracks represent the personal sentiments of each artist," says Kate Knightley Day, spokeswoman for the Diana, Princess of Wales Memorial Fund. "Quite a lot of the artists had met the princess and knew her, and it's

from the heart. That's why there are artists on this collection who are not known to have donated tracks to compilations before."

Paul Burger, chairman/CEO of Sony Music Entertainment U.K., says, "When you look at the artists and track listing, it is mind-boggling to see the impact

Diana has had not only on so many common people's lives but within the artistic community."

Burger adds that Sony has mobilized its entire worldwide organization on

behalf of the "Diana" project. "Just under two weeks ago, we were asked by the trust if we would handle the project for the world excluding the U.K.," he says. "We were nowhere in terms of artwork, image, booklet, organizing, manufacturing, credits, etc.—everything that's involved in making a record. So we've spent the past two weeks trying to put together a complete campaign with the trust. It's been quite an emotional project."

Although no commercial single will be issued, the Red Hot R&B All Stars' Kelly-penned and -produced track, "Every Nation," will serve as a focal track, according to Columbia (U.S.) (Continued on page 96)

### EXECUTIVE TURNTABLE

**RECORD COMPANIES.** Harry Anger is appointed executive VP/GM at N2K Encoded Music in New York. He was chairman and president/CEO at AVI Entertainment Group.

Lisa Velasquez is promoted to senior VP of pop/crossover promotion at Atlantic Records in New York. She was VP of crossover/pop promotion.

Universal Records in New York names Valerie DeLong VP. She was senior VP of promotion at the Enclave.

Peter Napoliello is named senior VP of promotion at A&M Records in Hollywood, Calif. He was senior VP of promotion at EMI.

Arista Records in New York appoints Howard Smiley VP of special markets. He was VP of special markets at PolyGram.

Capitol Records names Kate Miller VP of video production in Hollywood. She was VP of film and



ANGER



VELASQUEZ



DeLONG



NAPOLIELLO



SMILEY



MILLER



HIRSCHMAN



RIKER

video at American Recordings.

Celia Hirschman is appointed VP of marketing and sales at Guardian Records in New York. She was head of marketing and artist development at Mercury Records.

Van Riker is named GM/head of sales at 1500 Records in Los Angeles. He was sales and marketing director at Eye Q Music.

Gary Kahn is promoted to VP of finance and administration at Sony Wonder/Sony Music Video. He was senior director of finance and administration.

Mercury Records in New York promotes Brian Courville to national manager of college promotion and Vivek Tiwary to manager of alternative marketing and video promotion. They were, respectively, West Coast promotion assistant and assistant to the VP of alternative marketing and video promotion.

Revolution Records in Beverly Hills, Calif., names Sean Renet head of alternative promotion and promotes David Jafri to head of artist development and tour marketing and Buddy Deal to South-

western promotion rep. They were, respectively, national director of alternative radio promotion at Nation Music Marketing, sales rep, and head of artist development and tour marketing.

Daniel Glogower is named VP of A&R at Pride Music in Kenilworth, N.J. He was VP of product development at Turn Up the Music.

**PUBLISHING.** Nestor Casonu is appointed regional managing director, Latin America, at EMI Music Publishing in Buenos Aires. He will

continue his responsibilities as managing director of EMI Music Publishing Argentina.

Zomba Music Publishing promotes Paula Krause to associate director. She was business affairs manager.

EMI/Jobete Music Publishing in New York names Audra Washington director of creative services and Evamarie Reid assistant of creative services. They were, respectively, East Coast director of writer relations at ASCAP and A&R coordinator at GRP Recording Co.

it's only frock 'n' roll,  
but we like it.

thanks

the rolling stones  
fiona apple  
en vogue  
jamiroquai  
zz top  
kevin bacon  
bono  
mariah carey  
jim carrey  
claire danes  
kim delaney  
andy dick  
tom ford  
donna karan  
norm macdonald  
isaac mizrahi  
demi moore  
sarah jessica parker  
rupaul  
claudia schiffer  
stephanie seymour  
jimmy smits  
charlize theron  
mark wahlberg  
hosts:  
harry connick jr.  
& ashley judd



97fashionawards™

# Billboard

**Worldwide Specials  
and DIRECTORIES**

**1997**



## TONY BENNETT TRIBUTE

**Issue Date: December 20 Ad Close: November 24**

**CONTACT:** Pat Rod Jennings - 212-536-5136



## SWEDEN

**Issue Date: December 13 Ad Close: November 18**

**CONTACT:** Ian Remmer - 44-171-323-6686



## INDEPENDENT MUSIC PUBLISHING-20TH ANNIVERSARY OF AIMP

**Issue Date: December 13 Ad Close: November 18**

**CONTACT:** Jim Beloff - 213-525-2311



## ENTERTAINMENT '98

**Issue Date: December 6 Ad Close: November 11**

**CONTACT:** Judy Yzquierdo - 213-525-2304



## GERMANY, SWITZERLAND, AUSTRIA

**Issue Date: December 6 Ad Close: November 11**

**CONTACT:** Christine Chinetti- 44-171-323-6686



## SOUND OF THE CITIES: LONDON

**Issue Date: November 29 Ad Close: November 4**

**CONTACT:** Ian Remmer- 44-171-323-6686



## LATIN MUSIC QUARTERLY IV

**Issue Date: November 29 Ad Close: November 4**

**CONTACT:** Daisy Ducret - 213-782-6250  
Angela Rodriguez - 305-441-7976

**Place your  
ad today!**

### EAST/CANADA

212-536-5004 - PH  
212-536-5055 - FAX  
PAT ROD JENNINGS  
KARA DIOGUARDI  
ADAM WALDMAN

### WEST/MIDWEST

213-525-2307 - PH  
213-525-2394/5 - FAX  
LEZLE STEIN  
JILL CARRIGAN  
JUDY YZQUIERDO

### SOUTHEAST

615-321-4294 - PH  
615-320-0454 - FAX  
LEE ANN PHOTOGLO

### FLORIDA/LATIN AMERICA

305-441-7976 - PH  
305-441-7689 - FAX  
ANGELA RODRIGUEZ

### UK/EUROPE

44-171-323-6686 - PH  
44-171-631-0428 - FAX  
CHRISTINE CHINETTI  
IAN REMMER

### ASIA PACIFIC

Hong Kong: 852-2527-3525  
ALEX HO  
Singapore: 65-338-2774  
LYN LEONG

### AUSTRALIA

613-9824-8260 - PH  
613-9824-8263 - FAX  
AMANDA GUEST

### FRANCE

331-4549-2933 - PH  
331-4222-0366 - FAX  
FRANCOIS MILLET

### WEST COAST LATIN/ TEXAS-MEXICO

213-782-6250  
DAISY DUCRET

### ITALY

39+(0)362+54.44.24 - PH  
39+(0)362+54.44.35 - FAX  
LIDIA BONGUARDO

### JAPAN

213-650-3171 - PH  
213-650-3172 - FAX  
AKI KANEKO

# Connick Back On Ballad Ground

## Quartet Sound Dominates Columbia Set

■ BY CHRIS MORRIS

LOS ANGELES—Pianist/vocalist Harry Connick Jr., who took a detour into funk with his last two albums, returns to more familiar turf on his new Columbia release, "To See You," a collection of grandly orchestrated romantic ballads that should strike a chord with fans of his best-selling "When Harry Met Sally" soundtrack.

"It's a re-connection," says Columbia senior VP of marketing (U.S.) Tom Corson. "It's like, 'Let us introduce you to the Harry Connick you already know.' He's retained a large part of his [ballad-oriented] audience through the funk era. I think people are ready for Harry—'Let's have the new classics again.'"

Connick—whose last two albums, "Star Turtle" (1996) and "She" (1994), plumbed his New Orleans funk roots—says the idea for "To See You" was sparked by an airline flight attendant who sought a personal album recommendation from him.

"She said, 'I want to get one for romantic purposes'—that was the phrase she used," he says. "I started thinking. Everybody always talks about 'When Harry Met Sally,' but if you really listen to that record, there's some tunes that aren't romantic at all. When you start thinking about [Frank Sinatra's] 'Only The Lonely' or [Miles Davis'] 'Kind Of Blue,' at least conceptually speakin', these are albums you can put on and sort of forget about and have a romantic evening with... I started thinking, 'You know, I don't have any records like that.'"



CONNICK

Connick saw an album of romantic ballads as an opportunity to get back to the jazz-based style of his earlier recordings.

"I wanted to do a quartet record, because I needed to play," he says. "So what I did was, I wrote these

numbers, and I arranged them around the quartet setting. I got my quartet together, and the whole session was done live except for the vocals."

The core band for the sessions consisted of Connick on piano; tenorist Charles Goold, who had played in Connick's big band; bassist Reginald Veal, a boyhood friend of Connick's who was previously in Wynton Marsalis' combo; and drummer Arthur "Bam Bam" Latin, a 23-year-old phenom who was discovered at a jam session in (Continued on next page)



House Of Music. Triloka recording artist Jai Uttal celebrated the release of "Shiva Station" with a recent performance at the House of Blues in Los Angeles. Accompanied by the Pagan Love Orchestra, Uttal performed tracks from the album. Pictured backstage are Uttal, left, and actress Goldie Hawn.

# Universal Finds 'Growing' Ingénue In Billie Myers

■ BY DOUG REECE

Universal Records singer/songwriter Billie Myers would not have used either of those terms to describe herself a mere 3½ years ago.

In fact, the artist, who gained entree into the world of music after being spotted on a dancefloor by record producer Pete Q. Harris, would have been more apt to use words like "insurance salesperson" or "ex-nurse."

"I came into music completely inadvertently," admits the 27-year-old English singer. "I've been singing now for a little over three years. It's all a bit of a fairy tale."

Still, during the production of Myers' appropriately titled debut album, "Growing Pains," due Nov. 18, the artist quickly matured into a competent songwriter.

Myers, who landed a publishing deal with EMI Blackwood Music/BMI before being discovered by Universal, ended up co-writing all the songs on her album.

Her first effort, "The Shark And The Mermaid," ended up as the B-side to her debut single, "Kiss The Rain."

"I was always dropping down bits in a book," says Myers. "It's not so much that I considered myself a poet, but I just always had a pen in my hand."

In order to help her flesh out her ideas, Myers collaborated with a host of songwriters. "Kiss The Rain," for example, also credits Eric Bazilian and Desmond Child. Child also produced "Growing Pains."

According to Broadcast Data Systems, the song has been played at 17 top 40 stations. Outlets such as



BILLIE MYERS

KALC Denver have been particularly supportive.

Says KALC PD Gregg Cassidy, "We've been getting a lot of calls, and it's really reacting. We love it."

Playing on Myers' songwriting abilities, Universal serviced retail and radio with advance copies of the album in a faux poetry book with the lyrics prominently featured.

"The first taste of Billie for people should be these words," says Universal senior director of marketing Tom Derr. "We wanted the album's lyrical content to come across strongly, and the advance package allowed us to showcase this poetry and let programmers and retail buyers experience what she is all about."

The songs on "Growing Pains" range from somber to jubilant shades of pop, though many touch on the age-old themes of love and heartache. However, Myers says she worked hard to find new ways of expressing those universal feelings.

"People say 'I love you' in so many different ways," says Myers.

(Continued on page 25)

# Top 40 Acts Pop Up At Geffen; Reznor Has Bowie Vid Viewers 'Afraid Of Americans'

IT'S A POP WORLD: Long a bastion of rock and alternative music, Geffen Records is making a serious foray into the world of pure pop. Although such pop artists as Kylie Minogue, Cher, George Michael, and Donna Summer have all had stints at the label, this marks the first time Geffen has a mandate to sign and break top 40 acts. Of course, one only has to look at the Hot 100 and see names like Hanson, Allure, Backstreet Boys, and Spice Girls to understand why.

Geffen president Bill Bennett "has made a concerted effort to diversify the music on the label," says director of top 40 promotion Craig Coburn, who is spearheading much of the label's pop efforts. "We'll still always have great rock and alternative records like Beck, Counting Crows, and Hole, but it's a smart business move to be proficient in various genres of music, [so] we're making concerted efforts to really get into the pop market as well."

Coburn has signed two pop acts to the label: she moves and Pure Sugar. She moves, a trio of female singers/dancers who perform at New York Knicks games and who have appeared in a number of music videos, is already making strides with "Breaking All The Rules," a lightweight slice of ear candy. The tune recently moved to No. 36 on Billboard sister publication Top 40 Airplay Monitor's Mainstream Airplay chart. The single and album (which is coming Nov. 18) were produced by the Berman Brothers (Real McCoy, Amber).

The label debut from Pure Sugar, a coed dance/pop act, will come out next year.

"People are looking for uplifting, happy music that they can sing to," says Coburn. "She moves is music that kids get into and adults get into, particularly upper-demo females."

While promotion execs signing acts is generally seen as taboo at labels, Coburn says Geffen's "progressive environment" has allowed him the leeway to do both. But he admits that double duty "is tough. As things start getting busy, I might have to make a decision at some point. But I feel like being in top 40 promotion is really helpful to me. It gives me insight as to what is working and what isn't."

BE VERY AFRAID: The thought of Nine Inch Nails' Trent Reznor as a menacing taxi driver would be enough to strike terror in the hearts of the calmest of men. All the more reason he's the absolutely perfect villain for David Bowie's new video, "I'm Afraid Of Americans," which premiered at 1 a.m. Oct. 28 on MTV's "120 Minutes" and went into heavy rotation on the channel that day.

"Trent is the personification of the foreigners' idea of paranoia in America," says Bowie, with a charming

laugh. "The cipher is the [Robert] De Niro character in 'Taxi Driver.' Trent offered to do it; he got quite off on the idea." The video was directed by the hot British team of Dom&Nick. Bowie played the paranoid foreigner in the clip, which features a few nice inside jokes for those familiar with the music video community and New York taxis.

Virgin has also released a 40-minute CD that includes six remixes of "I'm Afraid Of Americans," which originally appeared on Bowie's current album, "Earthling." Five of the remixes are by Reznor and Nine Inch Nails. A sixth remix is by Phobek. Ice Cube also makes a vocal appearance on one of the mixes.

Despite his obvious fondness for Reznor now, Bowie says he wasn't instantly smitten when he first heard Reznor on Nine Inch Nails' 1990 album, "Pretty Hate Machine." "I thought 'Pretty Hate Machine' was interesting [but] fairly one-dimensional," says Bowie. "Then when I heard [1994's] 'The Downward Spiral,' I thought this was a really gifted

musician." The two finally met during rehearsals for a 1995 tour in which Nine Inch Nails opened for Bowie.

Bowie and Reznor next intend to collaborate on Bowie's new album, which, in addition to Reznor, will include production work by Tricky and by Bowie and guitarist Reeves Gabrels. Bowie and Gabrels are also planning an acoustic album of all-new material. "We played a lot of acoustic songs while promoting 'Earthling' on radio shows, and we got excited about writing just for acoustic guitars," says Bowie.

But first, there's what Bowie delightfully dubs "my second 50th-birthday celebration." As you may recall, in January, Bowie hosted his 50th-birthday party at New York's Madison Square Garden. The concert, which benefited Save the Children, featured Bowie and a number of guests, including the Foo Fighters and the Cure's Robert Smith, performing Bowie material. The event was so well received that Bowie would like to make it an annual event. The location for the 1998 celebration has yet to be determined.

As if that weren't enough, Bowie is planning an art show in March/April 1998 in Milan. Small wonder that following Bowie's South American tour, which ends Nov. 10, the artist says not to expect to see him on the road for some time. "I'll probably not be working on the road for a couple of years because I have so many things I want to do."

THIS AND THAT: Juliana Hatfield's new six-song EP, "Please Do Not Disturb," will be released Nov. 25 by Bar/None Records. Hatfield, formerly on Atlantic, continues to look for a new major-label deal... Janet Jackson has returned to Roger Davies for management after a stint with South Paw Management.



by Melinda Newman

Just 2 1/2 years after getting into  
the [music](#) biz, we hit #1.

Hell, even the [Beatles](#) took longer than that.

Welcome to music's latest overnight success: CDnow, the on-line music store.

When we started out, we were just twins in a basement who loved music and computers. Today, we sell more music on-line than anyone. And we have an enormous selection of every kind of music—over 200,000 titles in stock. Plus, we'll deliver your order straight to your door. You can even get it overnight. What could be easier?

So why not log on at [cdnow.com](http://cdnow.com) and check out CDnow. It's the next big thing. And it's already here.



[cdnow.com](http://cdnow.com)

The World's Largest  
[Music](#) Store.

## Artists & Music

# THE REEL THING

SOUNDTRACK & FILM SCORE NEWS

EDITED BY CATHERINE APPLEFELD OLSON

**E**LECTRONIC POWER: Electronic music and Euro-centric high-tech thrillers are becoming as complementary as bread and chocolate. MCA Records' soundtrack to "The Jackal," a remake of the 1973 film "The Day of The Jackal," pulsates to the beats of Massive Attack, Goldie, Primal Scream, Prodigy, and breaking acts Fatboy Slim, Agent Provocateur, and Lunatic Calm, plus techno-heavy remixes of Ani DiFranco's "Joyful Girl," the Charlatans UK's "Toothache," and Bush's "Swallowed." The album was released Oct. 28; the film opens Nov. 14.

"The Jackal" is one of the first big soundtrack projects to come out of MCA since the label named Michael Solomon to the new post of soundtrack marketing director this past spring. MCA now plans to release between seven and 10 soundtracks per year, according to Solomon, depending on the number of artist releases on the roster. Next up in early '98 will be the soundtrack to the Universal film "Half Baked," on Danny DeVito's Jersey Records.

The seeds of the "Jackal" soundtrack were planted when director Michael Caton-Jones, a longtime techno fan, commissioned Massive Attack and Goldie to write new pieces for the film. "He was so passionate about the music, he wanted to put some other bands in the movie," Solomon says. "And the further into it he got, Universal realized that it justified having a soundtrack and got in touch with us.

"This project is a combination of a film soundtrack and an amazing compilation of a genre of music that is exploding right now," Solomon adds. With the music speaking loudly in its own right, MCA intends to slowly build a following for the album. "We are not coming with a conventional single. We want to raise awareness and have credibility at the club level. We are being careful not to hammer people over the head with it."

To that end, the label is launching an extensive print advertising campaign Monday (3) in such consumer publications as *Urb* as well as in a smattering of electronica newsletters and tipsheets published in various local markets. To help amass broader awareness, MCA has also created a "Jackal" TV spot that just began airing on MTV, Comedy Central, and several other cable outlets.

Although there is no lead single, Solomon says, MCA is "orienting people" toward the Lunatic Calm track "Leave You Far Behind." The label is shipping a 12-inch single of the song that includes the album version and a remix to college radio stations and in November will begin hosting club promotions featuring the band in the top 50 markets to coincide with the film's release. MCA also pressed a double 12-inch with eight tracks from the album that is being commercially released in limited quantity.

As for the recent swell in electronic music soundtracks from the likes of "The Saint," on Virgin Records, and "Playing God," on Milan Records, Solomon says the music is a natural fit for movies. "In terms of its relationship to film, it is very beat-oriented as opposed to lyric-oriented, and it works with a club audience and a film audience as both dance music and score," he says.

**T**UBE TALK: "Living Single" and "Chicago Hope" join the ranks of small-screen icons that record labels have deemed worthy of a full serenade. Warner Bros. Records is releasing an album of music from and inspired by the Queen Latifah-starring sitcom. The album contains tracks by Sandra St. Victor, Bo-Shed, Shola Ama, Eric Benét, Nadanuf, and, of course, the Queen. Independent Sonic Image Records has scored the rights to the soundtrack to the critically acclaimed hospital drama. "Chicago Hope," which will be in stores Tuesday (4), features the dramatic main theme composed by Mark Isham and original scoring by Jeff Rona. To help build awareness of the soundtrack, Sonic Image is taking orders for the album off its World Wide Web site (<http://www.sonicimages.com/soundtracks/chicagohope>). Additionally, early TV soundtrack proponent MCA Records will release a complement to "New York Under Cover" early next year.

**S**ONIC BOOM: Film and TV score work is on the horizon for producer John Bashew's new Bash Boom Bang music and sound design company. The Pacific Palisades, Calif.-based company is fueled by the creative energy of composers Alan Pasqua, Chris Desmond, and Bashew's brother Roger Bashew. While it is beginning life with a focus on TV commercials for the likes of Intel Corp., Kmart, and Acura, John Bashew says the company is aiming to segue into the film world within the next nine to 12 months.

"Individually we've all got a strong foothold in the commercial broadcast market, and collectively under our banner the plan is to solidify that even more," Bashew says. "But everybody involved has had some experience with TV and film in some capacity as a composer, and the plan is to diversify into other areas. Television and film will be at the top of that list."



**HOMESPUN**

(Continued from page 16)

music areas include gospel, klezmer, and Gypsy guitar. "So our thrust is a huge range of styles from jazz to rock to various world musics."

Now represented by a 72-page "Holiday 1997" catalog, Homespun has come a long way since Traum's well-received '60s guitar instruction books. "In those days, there weren't [instructional] cassettes or CDs or videos," he says. "So we started packaging audio material with the books, for those who weren't able to get to a teacher. The first titles were so successful that we started getting our friends [involved], like Doc Watson, Bill Monroe, and Pete Seeger, and everyone from rockers like Donald Fagen to Steve Allen, who did an instructional on jazz piano."

These artists are all represented by video programs, notes Traum. Homespun started issuing video product in 1983, "before most homes had VCRs," he says. "We feel that by documenting people like Bill Monroe—who is no longer with us—we not only teach people how to play but preserve a kind of music that is very important as well. Now a lot of hip younger bands are discovering jazz and folk and bluegrass and other music, so we feel that we're helping out a bit."

Traum estimates annual video sales at more than 60,000 units, with total units sold of both audio and video product at more than 1 million since Homespun began. Product is sold worldwide via direct mail and distributed to music stores and other outlets in North America by Hal Leonard Corp.

"We've carried Homespun just over two years, and it's filled a very nice niche for us," says Doug Lady, sales manager of key accounts at the huge Milwaukee-based print music and related music-product supplier, which sells to more than 2,500 instrument stores as well as to music chains like Tower and Musicland. "It's quite a unique line, covering a lot of artists and types of music which we haven't handled before and getting us into different shops and markets, like acoustic instrument and vintage guitar-type stores and trade associations. They're great people to work with, too, and the hardest-working people in video: They're always creating new product."

The new "Listen & Learn" audio/book series is actually a Hal Leonard exclusive line, according to Lady. Some of the titles are condensed and remastered versions of longer cassette programs and are noted as such—alongside Homespun's 800 direct-order number for anyone interested in obtaining the complete version.

"It's been a fabulous 30 years of growth—a real adventure in following the road wherever it takes us," says Jane Traum. "We feel like we're now starting down new roads, taking what we've done and continuing to explore and expand and delve into new kinds of music which we want to find out about. And we've been very successful just doing what we want to do: documenting styles of the great masters as well as looking for newer cutting-edge people. That keeps us alive and excited about Homespun into the next period of growth and development."

Blue Dolphin presents



**Legends**

a rare collection of vintage  
**Tupac & Dr. Dre**

1st Single  
**"Static"**  
on Radio Now!!

RRI-8802

Both Albums  
In Stores  
November 18th

**Force One Network**

Debut Album  
**Soul Program II**

Includes **one** song featuring  
**Tupac Shakur**

1st Single w/Video  
**IT'S ALL GOOD**  
AIRPLAY ON 40+ STATIONS...  
KMJJ-WJFX-KOEO-WJLD-WJJN  
VIDEO AT ALL MAJOR OUTLETS



RRI-8801

"HERB'N HIPPIE SOUL FOR THE NEW MILLENIUM"

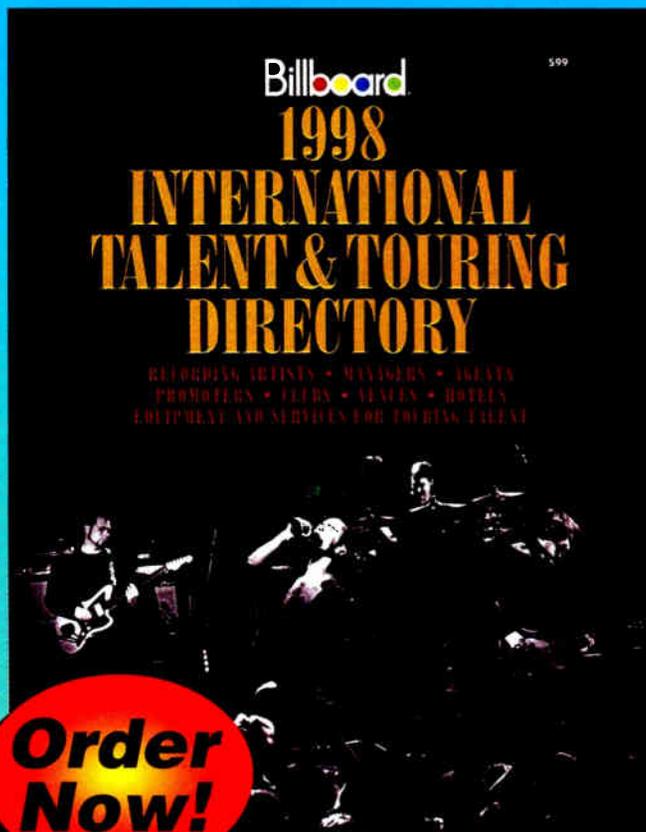
National Distribution by: ROWDY RECORDS/K-Tel Distribution 212.475.8200

**ROWDY RECORDS, INC.**



When the show hits the road,  
the music industry turns to  
the premier reference guide.

## THE INTERNATIONAL TALENT & TOURING DIRECTORY



From the newest acts to the hottest venues, promoters, suppliers and equipment manufacturers, Billboard's 1998 **International Talent & Touring Directory** is the only worldwide directory to the entertainment industry. Finally, everything you need to book talent, promote tours, and take care of business is in one single, easy-to-use reference source!

Get over 17,000 listings in the U.S. and 22 countries worldwide!

- ✓Agents & Managers ✓Sound & Lighting Services
- ✓Venues ✓Clubs ✓Hotels ✓Instrument Rentals
- ✓Staging & Special Effects ✓Security Services
- ✓Charter Transportation ✓Merchandisers

**Save time, save worry and make money —  
order the 1998 International Talent & Touring  
Directory today!**

**Order multiple copies for your entire staff!**

**YES!** Please send me Billboard's 1998 *International Talent & Touring Directory*.  
I am enclosing \$99 per copy plus \$6 shipping and handling (\$13 for international  
orders) NY, NJ, CA, TN, MA, IL, PA & DC please add applicable sales tax.

# of copies \_\_\_\_\_ Check enclosed for \$ \_\_\_\_\_

Charge \$ \_\_\_\_\_ to my:  American Express  MasterCard  Visa

Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature (required) \_\_\_\_\_

Cardholder (please print) \_\_\_\_\_

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Please note: Orders are payable in U.S. funds drawn on a U.S. bank only. All sales are final.

Mail coupon to: Billboard Directories, P.O. Box 2016, Lakewood, NJ 08701.

**For fastest service call 1-800-344-7119. Outside the U.S. call  
(908) 363-4156. Or fax your order to 908-363-0338**

BDDT3168

# Artists & Music

## EASTWEST SET UNITES 3 R&B POWERHOUSES

(Continued from page 15)

worked out."

Their individual success is notable. Levert has sold a combined 6 million plus albums with the group Levert and on his own in the U.S.; he's also written 14 No. 1 R&B hits for himself and others. Gill, through solo projects and with New Edition, has sold a combined 8 million U.S. albums. And Sweat, as a soloist and as producer of Sylk and Kut Klose, has sold a whopping 12 million units stateside and logged five No. 1 R&B solo albums.

The record company is "going all out" to create consumer and retail awareness, says Michele Murray, director of marketing (U.S.) for the Elektra Entertainment Group (EEG). "We want to reinforce the great musical résumés of the guys and build the album to be the musical event of '97-98," she says.

Trade ads and postcards to radio, retail, and tastemakers featured the trio silhouetted against a bright backdrop with the logo LSG. Snipes and light boxes will go up in the top black markets. Radio was also served when Richard Nash, senior VP of urban music (U.S.) at EEG, sent out 3-by-3-foot ice sculptures of the logo contain-

ing a jewel box with the artwork to key stations the week of Sept. 16. "We got a few water [damage] bills when it melted, but most people loved it," says Murray, adding that the symbolism of ice melting in the heat is related to the imagery in the video for "My Body," directed by Francis Lawrence.

The clip has been added to MTV and is awaiting rotation; it premiered Oct. 6 on BET's "Hit List," a special show that will also feature clips from the careers of the three principals. The label is locking down television appearances on late-night and morning shows; a tour is being planned for early 1998.

WEA Distribution's field-marketing and artist-development reps are spreading the word throughout their regions, with special streamers, bin cards, and other point-of-purchase materials at retail. In addition, Levert, Sweat, and Gill put together a videotaped presentation for the independent retail associations to introduce them to LSG and thank them for their support on their individual projects in the past.

With "My Body" just beginning to impact at radio, retailers say they haven't yet felt a buzz but have high

expectations. Violet Brown, R&B buyer for the Warehouse chain, says she hasn't heard the LSG album as yet but at press time expected solicitation from the label shortly. "Looking at the artists that are involved in the project, it looks like it's going to be strong," she says.

Adds Lorraine Murphy, owner of independent store LBM Records in the Bronx, N.Y., "I believe it's going to go well. I heard it at one of the conventions, and it's a good project."

"The album really sets a precedent," concludes Gill, who says he's not in a rush to sign with another label and is in the initial stages of launching his own company. "We have to learn how to work together and understand that there's room for everybody at the top. It allows the up-and-coming entertainers to understand and know it's fine to work together, and it's fine to be in competition, but friendly competition.

"We're not talking about taking each other's head off, killing, and taking another life because you want the recognition and you want to be 'the man.' I think, in one sense, we're setting a great example for the young artists behind us."

## MAULDIN STEPS UP AS COLUMBIA'S BLACK MUSIC PREZ

(Continued from page 12)

role that black music plays in the entire scheme of things," he says. "I think there are definitely still opportunities in black music divisions, but we have to recognize that the music and the artists are bigger than the division... You've got to recognize the need to develop those artists on an international, worldwide basis. And if you can do that on a long-term basis, then there's a lot of longevity."

The optimism is shared by Don Jenner, president of Columbia Records, who announced Mauldin's new post (Billboard Bulletin, Oct. 28).

Jenner notes that the appointment is in recognition of Mauldin's contributions to Columbia's bottom line. "Mike and I have been friends for many years, ever since I came to Columbia in 1989," says Jenner. "Mike was managing Kris Kross at the beginning of my stay here. I always found him to be different; he took a longer view of artist development than most managers of R&B acts. Mike has a touring background, and he impressed me because his bands were always touring, building fan bases, and not just making hit records."

Jenner says that the success of both Kris Kross on the Ruffhouse label as well as on So So Def, a label headed by Mauldin's son, producer Jermaine Dupri, led him to ask Mauldin to take an in-house post at Columbia. "Obviously since then, we've been doing really well and have broken a lot of artists and broken a lot of different artists, like Maxwell and even the Fugees. Mike played a significant role in the success of those artists."

Mauldin, who is based in New York, will provide leadership and creative direction for artist development, promotion, and marketing within the Columbia black music division. He continues in his role as senior VP of the Columbia Records Group, working with Ruffhouse Records, So So Def Recordings, and Track Masters Entertainment, where he is actively involved

in all A&R-related activities, including the signing and development of artists.

Mauldin joined Columbia in 1995 after a successful track record managing such top acts as Kris Kross, Xscape, Da Brat, Dupri, Caron Wheeler, and Arrested Development. He is credited with bringing Dupri and his So So Def label, where Mauldin concurrently has been COO since 1992, to Columbia.

For Mauldin, the appointment comes as validation of his work with the company. "I recognized when I first

came in that there was conversation about how I would come in [to the company]," says Mauldin. "I knew Don and [Sony Music Entertainment president/COO] Tommy [Mottola] wanted Columbia to be known as a black music company. At the same time, there was a point in space where I knew I had to prove myself... They offered me the role of senior VP of the record group, and to make it more distinctive within the black division, I got the dual role of executive VP. In my mind, I felt if we

(Continued on page 99)

## Logo Tattoos!!

1000 Temporary Tattoos  
with your Logo,  
Just \$189.00 !!!

or

2000 Tattoos. Just \$299.00!!

(CA add 7.25% sales tax)

plus \$10.00 USA Shipping

\$25.00 International Shipping

Customized!

Full Color! 2" X 2"!

Looks Real • Easy on, Easy off

Completely Safe

Send your sized, color logo,

TM, artwork, etc.

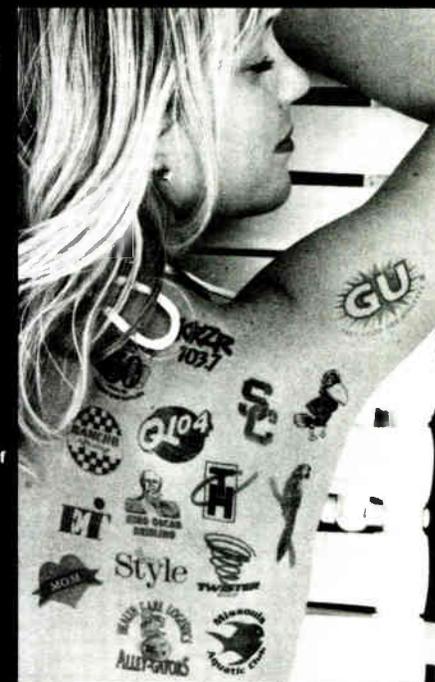
along with a company

P.O., Amex, Visa / MC #,

money order or check

(payable in US dollars,

drawn on a US bank) to:



Calico: 3000 Alamo Dr., #201 Vacaville, CA 95687 USA

Tel: 707/448-7072 • Fax: 707/446-8273

Allow 4-6 weeks for delivery. Rush Available

**BILLIE MYERS**

(Continued from page 19)

"It could be the flowers you may or may not buy, or the silence of a room, but it's still the same thing. You have to take the love song and make it something individual.

"In [album cut] 'You Send Me Flying,' I'm saying I want to die in my lover's arms, which is the ultimate way of saying how much you care for the person, but if you look at it, it's not in a straightforward way. And I'm not trying to be clever just for the sake of being clever."

Universal's plan to seed the marketplace and raise awareness for the artist includes countertop singles displays for a discounted 85-cent "Kiss The Rain" single and other in-store tools. Lifestyle accounts have also been serviced.

"We want to keep her name out there and get that second, third impression," says Derr. "We're going to hit people in a variety of ways. It's very basic visibility stuff."

Universal has already scored a major new-artist coup by landing a clip for the single on VH1 and MTV.

In a more personalized vehicle for exposure, Myers, who is managed by Diggit! Entertainment in New York but does not yet have a booking agent, will begin an acoustic tour in December that will carry over into 1998 before she breaks for European dates.

The label is also tentatively planning on showcasing Myers in Canada in November.

"This is truly a work in progress, but the reaction so far on the radio side has been great," says Derr. "It's shaping up, and it feels good. Our trump card is going to be getting people out to see her play."

Meanwhile, Myers, who has been rehearsing in Miami for her tour, is still reeling from the sudden changes in her life.

"My friend went out and bought the single, and there my name was on the receipt," she says. "It really is strange, almost like someone said, 'Here's a blank check, go and have yourself a dream.'"

**Billboard/Phonolog**

Music Reference Library on CD-ROM

The industry's most comprehensive music reference tool on CD-ROM.

Full details on over 1 million song titles and

90,000 albums ALL FULLY SEARCHABLE!

for complete details, call 1.888.900.3782 or 1.212.536.5246 e-mail: info@billboard-online.com

# "THIS IS THE ONE YOU HAVE BEEN WAITING FOR!"

Joel Siegel, GOOD MORNING AMERICA

Street Date: 2/10/98

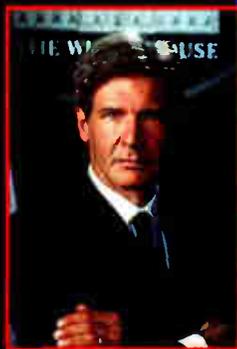
**\$175 MILLION BOX OFFICE GROSS!**

A sky borne action-thriller about a president who vows not to negotiate with terrorists - then finds his family held hostage at thirty-thousand feet.

We've put together a First Class Media Campaign that will generate **900+ Million** in consumer Impressions, reaching a staggering **96% of all households 9 times!**



**60 Day PPV**



**P.O.P.I**

Eye-catching floor and counter displays available to guarantee a safe and profitable flight. Ask your distributor for details.



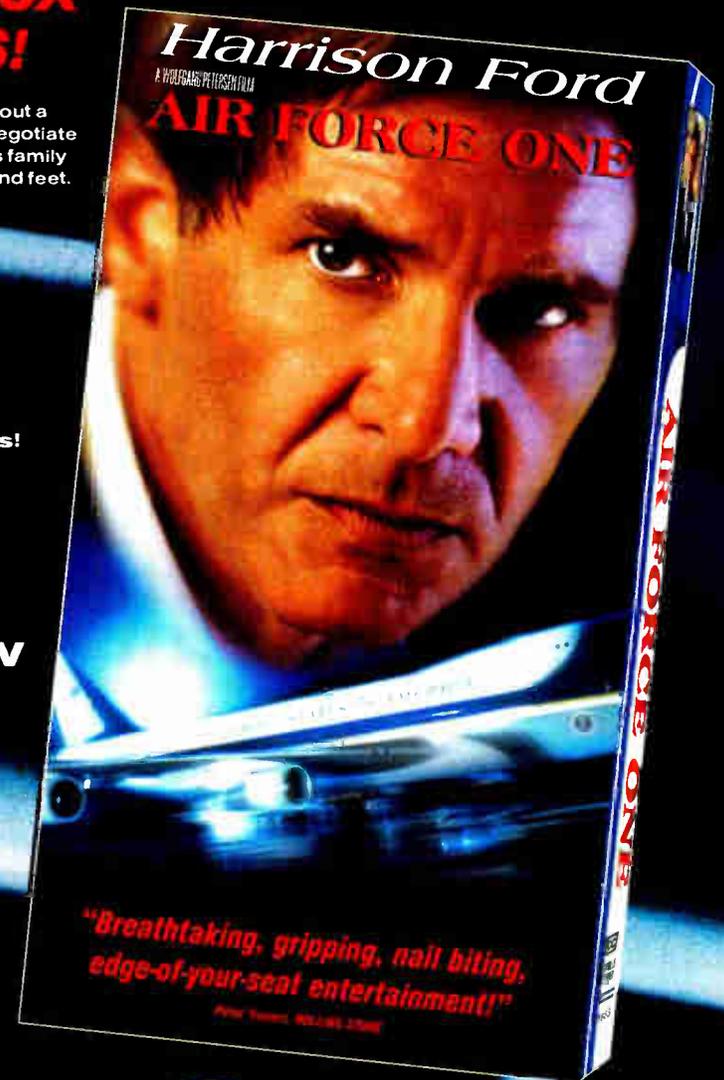
Starring:

**HARRISON FORD**  
(The Devil's Own, The Fugitive, Patriot Games)

**GLENN CLOSE**  
(101 Dalmatians, Mars Attacks!, Fatal Attraction)

**GARY OLDMAN**  
(The Fifth Element, The Professional, JFK)

A promotional trailer of **AIR FORCE ONE** will be sneaked on copies of **THE MIRROR HAS TWO FACES**, **THE PEOPLE VS. LARRY FLYNT, DAS BOOT: THE DIRECTOR'S CUT**, **FOOLS RUSH IN**, **BOOTY CALL**, **DONNIE BRASCO**, **DOUBLE TEAM** and **MY BEST FRIEND'S WEDDING**.



"Breathtaking, gripping, nail biting, edge-of-your-seat entertainment!"

**PRICED TO SELL!**  
M.A.P.  
**\$14.95**

VHS #71883  
Spanish Subtitled VHS #71887  
VHS Widescreen #31773  
Laserdisc #71886  
DVD Keepcase #71889  
DVD Jewelcase #71885

COLUMBIA PICTURES PRESENTS A BEACON PICTURES PRODUCTION  
WOLFGANG PETERSEN'S "AIR FORCE ONE" STARRING HARRISON FORD, GARY OLDMAN, GLENN CLOSE, WENDY CREWSON, PAUL GUILFOYLE, WILLIAM H. MAGEY, LUCAS MATTHEWS, DEAN STOCKWELL, JERRY HOLDSWORTH, THOMAS A. BRUSS, MARC ABRAHAM, DAVID LESTER, ANDREW W. MARLOWE, ARMYAN BERNSTEIN, WOLFGANG PETERSEN, PAUL KATZ, JON SHESTACK, WOLFGANG PETERSEN  
© 1997 Beacon Communications Corp. All Rights Reserved  
Motion Picture Artwork and Photography © 1997 Columbia Pictures Industries, Inc. All Rights Reserved  
Layout and Design © 1997 Columbia TriStar Home Video. All Rights Reserved

# 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
1	2	9	<b>CREED</b> WIND-UP 13049 (10.98/15.98)	<b>MY OWN PRISON</b>
2	<b>NEW</b>		<b>BIG BUB</b> KEDAR 53074*/UNIVERSAL (10.98/16.98)	TIMELESS
3	1	18	<b>ROBYN</b> RCA 67477 (10.98/16.98)	ROBYN IS HERE
4	3	15	<b>MICHAEL PETERSON</b> REPRISE 46618/WARNER BROS. (10.98/16.98)	MICHAEL PETERSON
5	4	5	<b>ALEJANDRO FERNANDEZ</b> SONY LATIN 82446/SONY (9.98 EQ/14.98)	ME ESTOY ENAMORANDO
6	5	22	<b>OUR LADY PEACE</b> COLUMBIA 67940 (10.98 EQ/16.98)	CLUMSY
7	6	24	<b>LEE ANN WOMACK</b> DECCA 11585/MCA NASHVILLE (10.98/15.98)	LEE ANN WOMACK
8	9	5	<b>THE KINLEYS</b> EPIC 67965 (10.98 EQ/16.98)	JUST BETWEEN YOU AND ME
9	7	5	<b>SOMETHIN' FOR THE PEOPLE</b> WARNER BROS. 46753 (9.98/15.98)	THIS TIME IT'S PERSONAL
10	8	19	<b>BLINK 182</b> CARGO 11624*/MCA (8.98/12.98)	DUDE RANCH
11	13	25	<b>ALLURE</b> TRACK MASTERS/CRAVE 67848*/EPIC (10.98 EQ/16.98)	ALLURE
12	11	7	<b>CHELY WRIGHT</b> MCA NASHVILLE 70003 (10.98/16.98)	LET ME IN
13	10	4	<b>NEXT</b> ARISTA 18973 (10.98/15.98)	RATED NEXT
14	<b>NEW</b>		<b>KEALI'I REICHEL</b> PUNAHOLE 005 (10.98/15.98)	E O MAI
15	12	35	<b>SNEAKER PIMPS</b> CLEAN UP 42587/VIRGIN (10.98/15.98)	BECOMING X
16	25	3	<b>ANDREA BOCELLI</b> PHILIPS 539207 (10.98/16.98)	ROMANZA
17	<b>NEW</b>		<b>DEICIDE</b> ROADRUNNER 8811 (10.98/15.98)	SERPENTS OF THE LIGHT
18	17	13	<b>98 DEGREES</b> MOTOWN 530796* (6.98/10.98)	98 DEGREES
19	14	43	<b>BARENAKED LADIES</b> REPRISE 46393/WARNER BROS. (10.98/16.98)	ROCK SPECTACLE
20	18	15	<b>TRIO</b> CHRONICLES 536205/MERCURY (10.98 EQ/16.98)	DA DA DA
21	16	3	<b>MARCO ANTONIO SOLIS</b> FONOVISA 514 (10.98/16.98)	MARCO
22	<b>NEW</b>		<b>MOBY</b> ELEKTRA 62094/EEG (10.98/16.98)	I LIKE TO SCORE
23	23	10	<b>JIMMIE'S CHICKEN SHACK</b> ROCKET 540724/A&M (8.98/10.98)	...PUSHING THE SALMANILLA ENVELOPE
24	24	9	<b>DIANA KRALL</b> IMPULSE! 233/GRP (16.98 CD)	LOVE SCENES
25	<b>NEW</b>		<b>SANDI PATTY</b> WORD 68583/EPIC (10.98 EQ/16.98)	ARTIST OF MY SOUL

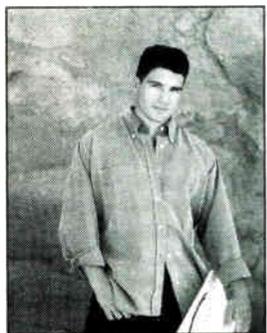
The Heatseekers chart lists the best-selling titles by new and developing artists, defined as those who have never appeared in the top 100 of The Billboard 200 chart. When an album reaches this level, the album and the artist's subsequent albums are immediately ineligible to appear on the Heatseekers chart. All albums are available on cassette and CD. \*Asterisk indicates vinyl LP is available. ○ Albums with the greatest sales gains. © 1997, Billboard/BPI Communications.

26	19	64	<b>JACI VELASQUEZ</b> MYRRH/WORD 67823/EPIC (10.98 EQ/15.98)	HEAVENLY PLACE
27	15	4	<b>SAM SALTER</b> LAFACE 26040/ARISTA (10.98/15.98)	IT'S ON TONIGHT
28	21	29	<b>DAFT PUNK</b> SOMA 42609*/VIRGIN (10.98/16.98)	HOMEWORK
29	22	4	<b>CRISTIAN</b> ARIOLA 52205/BMG (9.98/15.98)	LO MEJOR DE MI
30	35	17	<b>LIMP BIZKIT</b> FLIP 90124/INTERSCOPE (8.98/12.98)	THREE DOLLAR BILL, Y'ALL
31	26	7	<b>FOREST FOR THE TREES</b> DREAMWORKS 50002/GEFFEN (10.98/16.98)	FOREST FOR THE TREES
32	34	5	<b>OLIVE</b> RCA 67507 (10.98/16.98)	EXTRA VIRGIN
33	30	22	<b>BONEY JAMES</b> WARNER BROS. 46548 (10.98/16.98)	SWEET THING
34	44	7	<b>THE GAITHER VOCAL BAND</b> SPRING HILL 25407 (10.98/15.98)	LOVIN' GOD & LOVIN' EACH OTHER
35	27	37	<b>LESS THAN JAKE</b> CAPITOL 37235 (6.98/9.98)	LOSING STREAK
36	37	12	<b>RICH MULLINS</b> REUNION 16205/ARISTA (9.98/15.98)	SONGS
37	<b>NEW</b>		<b>APHEX TWIN</b> WARP/SIRE 31001/WARNER BROS. (10.98 CD)	COME TO DADDY
38	41	5	<b>CORNERSHOP</b> LUAKA BOP 46576/WARNER BROS. (15.98 CD)	WHEN I WAS BORN FOR THE 7 TH TIME
39	38	7	<b>INDIA</b> RMM 82157 (9.98/14.98)	SOBRE EL FUEGO
40	29	15	<b>CHARLIE ZAA</b> SONOLUX 82136/SONY DISCOS (8.98 EQ/14.98)	SENTIMIENTOS
41	32	21	<b>THE SUPERTONES</b> BEC 17401 (10.98/15.98)	SUPERTONES STRIKE BACK
42	36	21	<b>BUCK-O-NINE</b> TVT 5760* (10.98/16.98)	TWENTY-EIGHT TEETH
43	28	5	<b>STEREOLAB</b> ELEKTRA 62065/EEG (10.98/16.98)	DOTS AND LOOPS
44	43	17	<b>CLAY CROSSE</b> REUNION 10005/JIVE (10.98/15.98)	STAINED GLASS
45	<b>NEW</b>		<b>ROY D. MERCER</b> CAPITOL NASHVILLE 21144 (7.98/12.98)	HOW BIG'A BOY ARE YA? VOLUME 3
46	45	5	<b>SOUTHERN CULTURE ON THE SKIDS</b> DGC 25154/GEFFEN (10.98/16.98)	PLASTIC SEAT SWEAT
47	<b>NEW</b>		<b>GRUPO LIMITE</b> POLYGRAM LATINO 539331 (8.98/14.98)	SENTIMIENTO
48	20	2	<b>YVETTE MICHELE</b> LOUD 67487*/RCA (10.98/16.98)	MY DREAM
49	<b>NEW</b>		<b>SARAH BRIGHTMAN</b> ANGEL 56511 (16.98 CD)	TIME TO SAY GOODBYE
50	31	8	<b>TALK SHOW</b> ATLANTIC 83040/AG (10.98/16.98)	TALK SHOW

## POPULAR UPRISINGS

BILLBOARD'S WEEKLY COVERAGE OF HOT PROSPECTS FOR THE HEATSEEKERS CHART • BY DOUG REECE

**KISS-OFF:** "Let's Play House!," the first full-length from the Cootees—a side project made up of Mike Herrera and Thomas Wisniewski from MxPx and former 90lb Wuss members Dale Yob and Jiles O'Neal—was



**Home Rule.** Texan Bobby Pulido continues to flex his muscle in his home region, landing at No. 13 this issue on the South Central Regional Roundup with his third album, "Llegasta A Mi Vida." The latest from the EMI Latin artist is also his first production credit and the first time he has recorded solely in Spanish. Pulido performs Nov. 29 at the George Brown convention center in Houston.

released Oct. 21 by Seattle-based indie Tooth & Nail.

Though Cootees members have been collaborating since 1994 and opened the MxPx/

90lb Wuss tour in 1995, they were hard pressed to find time outside of their primary gigs to record an album.

Getting together last year with producer Steve Kravac, the act finally recorded its songs, a collection of light-hearted punk tunes dealing with such weighty topics as a bad day at the beach.

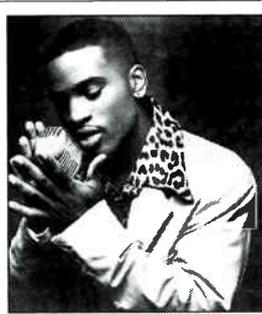
MxPx fans will take note that Herrera and Wisniewski trade in bass and guitar for guitar and drum duties, respectively.

While band members' surnames are jokingly listed in the "Let's Play House!" liner notes as "Cootee," representatives from Tooth & Nail promise that the band's MxPx connection will be taken advantage of through album stickers and point-of-purchase material.

Distributor Caroline has shipped more than 20,000 units of the album.

**REPRAZENTIN':** Members of Roni Size & Reprazent, the drum'n'bass phenomenon whose album, "New Forms," landed the act the Mercury Music Prize in its home country of England (Billboard, Oct. 4), are tied to several high-profile projects coming out in future months.

Size has remixed U2's next



**His Story.** "So Fly," the second single from Island Black Music artist Myron's 1998 debut album, "Story Of A Man," ships to radio stations Nov. 18. Meanwhile, an accompanying clip directed by Judi Astorio recently finished shooting. Myron produced and wrote several tracks on the album, in addition to playing piano, drums, and bass.

single "Mofo," which will be released in the U.K. in December and bow here early next year.

Joined by Reprazent DJ's Die and Krust, Size also worked on "I Got A Secret," an album cut from Def Jam artist Redman's much-anticipated forthcoming album.

Meanwhile, Size, Krust, Reprazent's MC Dynamite, and label cohorts Bryan Gee and Jumping Jack Frost will appear Nov. 13 in New York at the release party for "V Classic," a Konkrete Jungle/Ultra compilation.

"New Forms" was released here Oct. 28 by Talkin Loud/Mercury.

**ROADWORK:** Juno Reactor, touring in support of its Wax Trax!/TVT album, "Bible Of Dreams," begins opening dates for Moby Nov. 15 in Seattle. The act, which will be featured on the "Mortal Kombat: Total Annihilation" soundtrack, plans on performing with members of the South African tribal drumming group Amampondo.

Tar Hut Records country group the Ex-Husbands play Nov. 10 at the Sutler in Nashville, followed by shows Nov. 14 and 15 in North Carolina.

Astralwerks act Bentley

**Rhythm Ace**, whose self-titled album bowed Oct. 7, kicks off its tour Nov. 14 at Frequency in Los Angeles. The band also visits Seattle, San Francisco, Chicago, New York, and Boston.

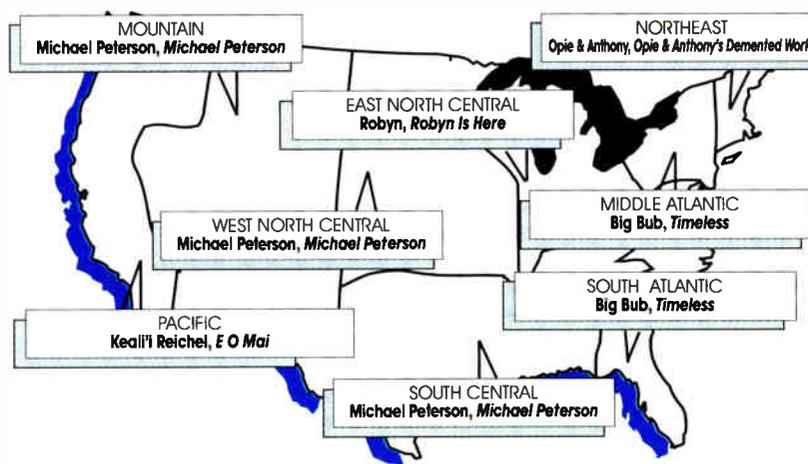
**CORRECTION:** The Mighty Blue Kings album, "Caught



**Film Crew.** Director/guerrilla filmmaker Robert Rodriguez featured Tito & Tarantula in his "Desperado" and "From Dusk Till Dawn" movies and soundtracks. Now the group is stepping off the big screen with its Cockroach Records album, "Tarantism," released Oct. 28, which Rodriguez co-produced with the act's leader and former Cruzados/Plugz member Tito Larriva. The director will also lens a video for the first single, "After Dark."

In The Act," was released by Surfdog Records. The Derek Trucks Band began opening dates for the Gregg Allman Band in September.

### REGIONAL HEATSEEKERS NO. 1s



### THE REGIONAL ROUNDUP

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

PACIFIC	SOUTH CENTRAL
1. Keali'i Reichel E O Mai	1. Michael Peterson Michael Peterson
2. Alejandro Fernandez Me Estoy Enamorando	2. Creed My Own Prison
3. Blink 182 Dude Ranch	3. Robyn Robyn Is Here
4. Marco Antonio Solis Marco	4. Roy D. Mercer How Big'A Boy Are Ya? Volume 3
5. Sneaker Pimps Becoming X	5. Hot Boys Get It How U Live!!
6. Olive Extra Virgin	6. Alejandro Fernandez Me Estoy Enamorando
7. Robyn Robyn Is Here	7. Lee Ann Womack Lee Ann Womack
8. Daft Punk Homework	8. The Kinleys Just Between You And Me
9. Allure Allure	9. Roy D. Mercer How Big'A Boy Are Ya? Volume 1
10. Andrea Bocelli Romanza	10. Somethin' For The People This Time It's Personal



**Make A Wish.** Qwest Records artist Tevin Campbell took time in August to meet with dedicated fan Anthony Williams at Planet Hollywood in Beverly Hills, Calif. Williams, a 16-year-old who suffers from a heart condition, was granted his wish to hang out with the singer by the Make-A-Wish Foundation. Shown, from left, are Matt Kunitz, a Make-A-Wish volunteer; Calvin Lee, Williams' brother; Williams; Campbell; Maeola Lee, Williams' mother; and Alonna Prevost, manager of artist relations at Qwest.

## Columbia Thinks 'Big' For Smith Label Uses 'Men In Black' S'track/Vid As Lead-In

BY SHAWNEE SMITH

NEW YORK—Columbia Records is giving former "Fresh Prince" Will Smith the royal promotional treatment to support his debut solo set, "Big Willie Style," which is being released internationally Nov. 25.

"Will Smith is a worldwide superstar with a proven [recording] track record, and we are planning to come out of the box aggressively," says Demmette Guidry, VP of marketing for Columbia Records Group.

In addition to the usual marketing

strategies—snippet tapes (mixed by DJ Clue) distributed via street teams and polybagged with magazines; contests with radio, video, and retail; retail clerk laminates; point-of-purchase positioning; postcards; mini-billboards; and subway posters—Columbia is airing ads on broadcast and cable TV.

Teasers will run on ESPN during college football games and on major stations during prime-time shows like "Beverly Hills, 90210," "Family Matters," "Party Of Five," "Moesha," "The Wayans Bros.," and "Sister, Sister." Three 10-second ads with snippets of tracks off "Big Willie Style" will air on BET. Ads are also slated to run during trailers at Sony Theaters nationwide two weeks prior to release date.

"We are hitting his different [audience] segments where they live," says Guidry.

The album is also expected to benefit from sales of the "Men In Black" home video, which shares its Nov. 25 release date. The film's soundtrack has sold 1.8 million copies, according to SoundScan.

Columbia Pictures is servicing retail with 23,000 Tommy Lee Jones and Smith stand-ups that will carry copies of the soundtrack and, Guidry hopes, "Big Willie Style."

The Washington, D.C., movie set for Smith's upcoming project, Touchstone Pictures' "Enemy Of The State," is also being utilized by the label for "Big Willie Style" press interviews and contest prizes at radio, retail, and in conjunction with the Box video outlet.

The international division of Columbia is relying on the success of the "Men In Black" soundtrack to set up Smith's solo album. According to Julie Borchard, VP of international at Columbia Records Group, the "Men In

Black" soundtrack has sold 1.3 million copies outside the U.S. without the Columbia Pictures movie to accompany it. The film has a staggered international release date.

"We are looking for [Smith's] 'Just Cruisin'" [the current single off the soundtrack] to segue into 'Gettin' Jiggy Wit It' [the first single from 'Big Willie Style']," says Borchard. "We are in a favorable position to drop a full Will Smith album for the rest of the world because... demand is now at an all-time high."

Since Smith will be on the set of "Enemy" for the next few months, Borchard is not expecting to do any international press dates or in-person promotions until mid-1998.

While many radio stations recently received "Just Cruisin'," the song does not appear on "Big Willie Style."

"Gettin' Jiggy Wit It" was serviced to radio Oct. 29 and will hit video outlets in mid-November. Produced by the set's primary producers, Tone and Poke of the Trackmasters, "Gettin' Jiggy Wit It" is a party-themed track that samples Sister Sledge's "He's The Greatest Dancer."

Dubbed a hip-hop album by Guidry, as opposed to the "novelty rap" Smith recorded as half of the duo DJ Jazzy Jeff & the Fresh Prince, "Big Willie Style" is seen by Columbia as able to invigorate the hip-hop audience's interest in Smith. The label believes that Fresh Prince fans, white males aged 18-34 and movie-going audiences aged 8-80, will automatically gravitate to any Smith project.

"That's why we did the DJ Clue [mix/snippet] tape," says Guidry. "We want to get the word out that this is a hip-hop record, and we think that when people hear the music they will automatically know. The music speaks for itself."

Regardless of Columbia's marketing emphasis, Jerry Adams, senior VP, product manager/music, at Handleman Co. in Troy, Mich., expects "Big  
(Continued on next page)



SMITH

## Somethin' For The People Reaps Rewards At Radio; Puffy Pumps Out New Police Remix

This week's column was written by Janine Coveney, managing editor of R&B Airplay Monitor.

**SOMETHING FOR SOMETHING:** Turning up the heat at radio and retail is Warner Bros. act **Somethin' For The People**, whose current single, "My Love Is The Shhh!," has attained the No. 1 position on Billboard sister publication R&B Airplay Monitor's R&B Mainstream Airplay chart; the track knocked out eight-week champion "You Make Me Wanna..." by Usher and continues at No. 2 on Billboard's Hot R&B Singles chart this issue. Earning a hit single has been a long haul for the three-member group; it's the act's first from its second Warner album, "This Time It's Personal," which takes a comical cue from "The Godfather" films.

The three members of the group—**Cat Daddy, Sauce,** and **Fuzzy**—have been working together for more than seven years. While Fuzzy was learning his musical chops in his father's church in Oakland, Calif., his pal Sauce was studying trumpet and sax and earning a rep as a local DJ. The two met L.A. native **Cat Daddy**, a drummer and sax player, who put aside a sports career to continue with his music. **Somethin' For The People** got its break when Oakland producers **Denzil Foster** and **Thomas McElroy** tapped it to work with **Samuelle**; the group has also worked with **Brandy, En Vogue, Terry Ellis, Adina Howard,** and **UNV.** The work has paid off; the album "This Time It's Personal" shows off **Somethin' For The People's** uncanny ability to strike many musical moods with unflinching accuracy, from hip-hop-infused jams to sizzling ballads to jazzy set pieces. "My Love Is The Shhh!" features siblings **Trina & Tamara**, sisters of MCA soloist **Jesse Powell**, adding to the broad-based appeal of the record. Additional remixes, one casting the tune in a popular bass music style, have also elevated the track.

**ROAST & REVELRY:** Chicago-based programming consultant **Tony Gray** was roasted by friends and associates over a verbal open flame during a festive evening Oct. 23 at the annual Salute to Excellence dinner, held at the Sheraton New York Hotel. After a performance by Island Black Music signee **Ali** with a live band, a video presentation rolled with tributes, jokes, and snide comments from a number of Gray colleagues, including **WWRL New York's Bob Slade, WRKS New York's Jeff Fox** and **Isaac Hayes, WGCI's Maxx Myrick,** and others, interwoven around an interview segment with Gray himself.

The highlights of this segment were photos of Gray as

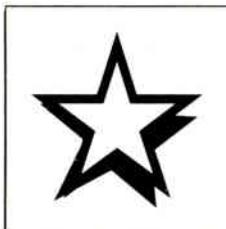
a child, including the classic '70s-seary high school prom photo! Afterward, a number of attendees made live presentations, roasting the honoree by imitating his on-the-job style and mannerisms, including American Urban Radio Network's **Jerry Boulding**, consultant **Vinnie Brown**, syndicator **Ken Webb**, and **WRKS** morning talent **Ann Tripp.** It was lighthearted, the Thanksgiving-style meal was excellent, a portion of ticket sales were donated to the United Negro College Fund, and what emerged was a portrait of an extraordinary individual who lives and breathes radio programming. After the dinner, Gray was further feted in an upstairs suite sponsored by **Def Jam/Mercury.** All in all, a well-executed evening.

**BEATS & PIECES:** Sean "Puffy" Combs continues to expand his pop horizons with his remix take on the Police's classic tune "Roxanne," featuring **Pras of the Fugees.** The track combines samples from **UTFO's** 1985 hip-hop anthem "Roxanne Roxanne" with the original and will be worked as a single to R&B radio outlets beginning Nov. 19 and avail-

able at retail Dec. 9.

The track and its original version are part of the forthcoming A&M album "The Very Best Of Sting And The Police," featuring 14 tracks by the trio of **Andy Summers, Stewart Copeland,** and the former **Gordon Sumner.** The album hits stores Nov. 25.

As you will recall, **Sting** and **Puffy** formed something of a bond when the hip-hop producer appropriated "Every Breath You Take" for "I'll Be Missing You," his tribute to the slain **Notorious B.I.G.** **Puffy's** is the only remix to be included in this best-of package... Halloween doings in New York mean the annual Halloween Parade up Sixth Avenue. This year, **Free World Entertainment**, the new endeavor helmed by producer **Dallas Austin**, sponsored the only float to feature live music: **Free World** artist **Joi** performed songs from her second album, "Amoeba Cleansing Syndrome," backed by a live band, also featuring **Austin.** Let's hope folks weren't frightened by the alterna-soul grooves... Speaking of holidays, next up is Thanksgiving, and then the quick slide to Christmas, and thus the time for seasonal musical offerings. **SWV (Sistas With Voices)** just completed a brand-new set of Christmas standards, recorded live with a full band. With a warm, earthy, even jazzy feel, "SWV: A Special Christmas" (RCA) shows more of the vocal range of the act and positions its members to be embraced as not only hip-hop soul divas but adult chanteuses as well. The album hits stores Nov. 18.



**Southern Exposure.** TV sitcom star **Steve Harvey** released his first comedy album, "Somewhere Down South," on **Island Black Music** Sept. 23. Celebrating the release at New York's **Soul Cafe**, from left, are **Steve Harvey** and a friend; **Rafael Saadiq** of **Tony Toni Toné**; **Ed Lover**, **Hot 97** DJ and co-host of the "Vibe" TV show; **Hiriam Hicks**, president of **Island Black Music**; and **Larry Johnson**, father of **Dru Hill** bandmember **Jazz.**



**DATU FAISON'S RHYTHM SECTION**

**MEAN STREETS:** In the last several months, Top R&B Albums has seen numerous street-date violations, mostly from highly anticipated rap releases. That streak continues this issue, as Mase's "Harlem World" (Bad Boy/Arista) earns a No. 62 bow on the R&B list.

At the same time, the rapper's "Feel So Good" jumps 13-5 on Hot R&B Singles in his second week on that chart. Sales for the song grew by more than 116% at core stores after a pricing campaign at independent stores. The title benefits with a 13-4 rise on Hot R&B Singles Sales, while holding down a second week atop Hot Rap Singles. Mase is sure to capture top billing next issue on Top R&B Albums, and probably The Billboard 200, after a full week's sales are tabulated.

Albums that debut early from street-date transgressions almost always win the Greatest Gainer award, since they would automatically register the largest chart increases in the subsequent week, so Mase should have that distinction on the R&B list, too.

Last issue two albums hit early: Rick James' "Urban Rapsody" (Higher Source/Private I/Mercury), which posts a modest 2% gain, moving 31-32 on Top R&B Albums, and NAS Escobar, Foxy Brown, AZ & Nature's "The Firm" (Aftermath/Interscope), which nabs Greatest Gainer this issue, vaulting 61-1. "The Firm" also wins Hot Shot Debut on The Billboard 200 for 147,000 units scanned in its first full week.

Other recent violations include the "Gang Related" soundtrack (Death Row/Priority) and Busta Rhymes' "When Disaster Strikes" (Elektra/EEG). "Gang Related" bowed in the Oct. 18 issue with sales of some 2,000 at the core R&B store panel. The next week, that set went to No. 1 with 50,000 units at R&B core stores and 200,500 units at the overall panel.

After weeks of heavy airplay on its first track, "Put Your Hands Where My Eyes Could See," the new Rhymes full-length made its entry in the Sept. 27 issue at No. 68 with 850 units. That album rose to No. 1 on the following issue's Top R&B Albums and had a No. 3 entry on the big chart. In its first full week, "When Disaster Strikes" scanned 165,000 units at the overall panel and 52,500 at core stores.

Underground kingpin Master P's "Ghetto D" (No Limit/Priority) made premature entries on Top R&B Albums and The Billboard 200, at Nos. 16 and 137, respectively, in the Sept. 13 issue. In its debut week, the album posted sales of 5,000 units among core stores and 8,000 units at the full panel. "Ghetto D" topped both lists the next issue with 259,500 units at the full panel and 68,000 units at the core.

**TOSSUP:** Within the next two weeks, things are really going to heat up on Hot R&B Singles. LSG's "My Body" (EastWest/EEG) jumps 5-3 on that chart after picking up four new stations; 92 outlets in all are supporting. Sales for the tune picked up 5% at core stores. Following close behind, the aforementioned "Feel So Good" by Mase could also be a contender, as the song jumps eight positions this issue. Lastly, "Sock It 2 Me" by Missy "Misdemeanor" Elliott (Elektra/EEG) climbs 9-7, mainly due to a 24% increase at retail. That boost shoots the song 11-6 on Hot R&B Singles Sales.

**R&B**

**WILL SMITH**

(Continued from preceding page)

Willie Style" to sell across the board.

"He is probably the hottest thing in the movies for sure," says Adams, who expects the set to be one of the biggest sellers of the season. "The [Men In Black] soundtrack was No. 1 in our stores for weeks. Plus, I remember, we sold a ton of Fresh Prince stuff when he was with BMG. I'm just sorry it's not coming out sooner."

For the most part, "Big Willie Style" shows a marked growth from Smith's Fresh Prince days, with most tracks flowing more in the vein of 1991's smoothed-out "Summertime" than 1988's campy "Parents Just Don't Understand." Tracks like "Y'all Know," "Candy," which features Larry Blackmon & Cameo, and "Yes, Yes Y'all" featuring Camp Lo, are the start of a new era in Smith's recordings.

"Creatively this album is more of what I think, what I feel," says Smith, who included a track titled "Just The Two Of Us" as a dedication to his 4-year-old son and a celebration of fatherhood. "I think past albums were a snapshot of [me] and [DJ Jazzy] Jeff's collaboration. I'm in a different place in my life right now. I've had different life experiences, and I have a whole new outlook on life. I'm rapping off a different POV"

Lee Michaels, PD at WBLS New York, also sees Smith's growth. "I'm very excited for his future because this is like a second time around for him. I think he's matured and taken his craft and the industry to another level, and the hip-hop scene has to continue to grow. I think he's one of the few universal hip-hop artists out there."

Smith, now 29, had recorded for Jive Records since he was 16 as a member of DJ Jazzy Jeff & the Fresh Prince. The pair recorded five albums on the label, including 1987's "Rock The House" and 1988's "He's The D.J., I'm The Rapper." The latter spawned the hits "Parents Just Don't Understand," which peaked at No. 12 on Billboard's Hot 100 Singles chart in 1988, "Girls Ain't Nothing But Trouble," and "A Nightmare On My Street."

"And In This Corner" was released in 1989. The pair's 1991 release, "Homebase," featured "Ring My Bell" and "Summertime." The latter single sold 1.1 million units, according to SoundScan, and peaked at No. 4 on the Hot 100. 1993's "Code Red" sold 312,000 units, according to SoundScan.

Due to a legal agreement, however, Smith declines to discuss the reasons why he and DJ Jazzy Jeff (Jeff Townes) left the label, whether their contract was terminated or bought out, or when it ended. He signed to Columbia in May (Billboard Bulletin, May 9).

While Smith is now a solo artist, he says he and Townes didn't break up. Townes worked with him throughout the recording process of "Big Willie Style," producing three tracks.

Smith also maintains that he didn't drop the name Fresh Prince due to any legalities with his prior label.

"I've been referred to as Fresh Prince for 11 years now," Smith says. "It's not that I wanted to change it. I've just always said to people that I'm not a rapper, I'm an entertainer, and Will Smith started to be the way I was more commonly known [in movies]. I didn't say Fresh Prince is the guy that raps, Will Smith is on TV. [The name change] just kind of happened."

**Hot Rap Singles™**

THIS WEEK	LAST WEEK	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	1	2	FEEL SO GOOD (FROM "MONEY TALKS") (C) (D) BAD BOY 79122/ARISTA	MASE 2 weeks at No. 1
2	3	2	I MISS MY HOMIES (C) (D) NO LIMIT 53290/PRIORITY	MASTER P FEAT. PIMP C AND THE SHOCKER
3	2	1	UP JUMPS DA BOOGIE (C) (D) BLACKGROUND/ATLANTIC 98018/AG	MAGOO AND TIMBALAND
4	4	6	IF I COULD TEACH THE WORLD (C) (D) RUTHLESS 6344/RELATIVITY	BONE THUGS-N-HARMONY
5	7	5	BACKYARD BOOGIE (C) (D) PRIORITY 53282	MACK 10
6	5	4	AVENUES (FROM "MONEY TALKS") (C) (D) (T) (X) ARISTA 13411	REFUGEE CAMP ALL STARS FEAT. PRAS (WITH KY-MAN)
7	6	3	NOT TONIGHT (FROM "NOTHING TO LOSE") (C) (D) (M) (T) (X) UNDEAS/TOMMY BOY 98019/AG	LIL' KIM FEAT. DA BRAT, LEFT EYE, MISSY ELLIOTT & ANGIE MARTINEZ
8	8	8	NO MONEY NO PROBLEMS (C) (D) (T) (X) BAD BOY 79100/ARISTA	THE NOTORIOUS B.I.G. (FEAT. PUFF DADDY & MASE)
9	12	2	CLOSER (C) (D) (T) PENALTY 7214/TOMMY BOY	CAPONE -N- NOREAGA
10	13	16	MAN BEHIND THE MUSIC (C) (D) (T) LIL' MAN 97020/INTERSCOPE	QUEEN PEN FEAT. TEDDY RILEY
11	10	2	I'M NOT A PLAYER (C) (D) (T) LOUD 64910/RCA	BIG PUNISHER
12	11	9	I'LL BE MISSING YOU (M) (T) (X) BAD BOY 79097/ARISTA	PUFF DADDY & FAITH EVANS (FEAT. 112)
13	9	7	ME AND MY CRAZY WORLD (C) (D) (T) UNIVERSAL 56131	LOST BOYZ
14	18	23	THE BREAKS (C) (D) (T) REPRISE 17310/WARNER BROS.	NADANUF FEATURING KURTIS BLOW
15	15	12	GET IT WET (C) (D) (T) CREATOR'S WAY/BIG BEAT 98001/ATLANTIC	TWISTA
16	22	13	REMINING ME (OF SEF) (C) (D) (T) RELATIVITY 1627	COMMON FEAT. CHANTAY SAVAGE
17	17	10	IMMA ROLLA (C) (T) (X) LOC-N-UP 70310	MR. MONEY LOC
18	NEW	1	WHAT I NEED (C) (D) (T) STREET LIFE 78149/ALL AMERICAN	CRAIG MACK
19	NEW	1	MOURN YOU TIL I JOIN YOU (C) (D) (T) TOMMY BOY 7427	NAUGHTY BY NATURE
20	16	17	OFF THE BOOKS (C) (T) (X) RELATIVITY 1646	THE BEATNUTS
21	21	18	TAKE IT TO THE STREETS (C) (D) (M) (T) (X) VIOLATOR/ELEKTRA 64171/EEG	RAMPAGE FEAT. BILLY LAWRENCE
22	19	11	CROOKED GREEN PAPERS (C) (D) (T) BEFORE DAWN 109/TOUCHWOOD	KINFUSION
23	14	2	PHENOMENON (T) DEF JAM 568081/MERCURY	LL COOL J
24	NEW	1	WHAT U GOTTA SAY (C) (D) (T) NEW QUEST1/DPH 54224/LIGHTYEAR	RODNEY O
25	RE-ENTRY	2	COAST TO COAST (C) (T) (X) ALL NET 2286	D'MEKA
26	29	22	BUMP'N IN YOUR TRUNK (C) (D) (T) CROSSTOWN 1021	MAD DOG CLIQUE
27	27	20	GET UP (C) (D) (T) RUTHLESS 78707/EPIC	NX
28	40	24	ICED DOWN MEDALLIONS (C) (D) (T) BLUNT 6614/TVT	ROYAL FLUSH
29	20	14	MEN OF STEEL (FROM "STEEL") (C) (D) (T) T.W.I.S.M./QWEST 17305/WARNER BROS.	SHAQUILLE O'NEAL, ICE CUBE, B REAL, PETER GUNZ & KRS-ONE
30	31	15	SOMEBODY ELSE (C) (D) (T) H.O.L.A. 341026/ISLAND	HURRICANE G
31	35	46	BLAZING HOT (C) (D) (T) STREET LIFE/DIVINE 78143/ALL AMERICAN	NICE & SMOOTH
32	23	19	DOWN FOR YOURS (C) (D) (T) NASTYBOY/GLASSNOTE 574748/MERCURY	NASTYBOY KLICK FEAT. ROGER TROUTMAN
33	37	3	IT'S ABOUT TIME (C) MENES 9601	L.A. NASH FEATURING JEW'ELL
34	28	27	IT'S YOURZ (T) LOUD 64957/RCA	WU-TANG CLAN
35	RE-ENTRY	57	HOW DO U WANT IT/CALIFORNIA LOVE (C) (D) (M) (T) (X) DEATH ROW/INTERSCOPE 854652/ISLAND	2PAC (FEAT. KC AND JOJO)
36	39	31	HOW WE COMIN' (C) (D) (T) BIG BEAT/ATLANTIC 98017/AG	RBL POSSE
37	25	29	C U WHEN U GET THERE (FROM "NOTHING TO LOSE") (C) (D) (T) (X) TOMMY BOY 7785	COOLIO FEAT. 40 THEVZ
38	46	44	BE MY PRIVATE DANCER (C) (D) (T) LIL' JOE 895	THE 2 LIVE CREW
39	36	38	SUNSHINE (T) ROC-A-FELLA/DEF JAM 574923/MERCURY	JAY-Z FEAT. BABYFACE AND FOXY BROWN
40	38	33	SMILE (C) (D) RAP-A-LOT/NOO TRYBE 38581/VIRGIN	SCARFACE FEATURING 2PAC & JOHNNY P
41	26	30	LOOK INTO MY EYES (FROM "BATMAN & ROBIN") (C) (D) (T) RUTHLESS 6343/RELATIVITY	BONE THUGS-N-HARMONY
42	44	43	PARTY PEOPLE (M) (T) (X) MCA 55304*	GP WU
43	42	21	BE THE REALIST (C) DEFF TRAPP 9283/INTERSOUND	TRAPP, TUPAC & NOTORIOUS B.I.G.
44	24	5	THE JOINT (T) DEF JAM 571679/MERCURY	EPMD
45	33	34	I GOT DAT FEELIN' (C) (D) (M) (T) CLR/AMERICAN 17329/WARNER BROS.	DJ KOOL
46	45	25	CAN'T STOP (C) (D) (T) MCA 55356	LIL'O
47	41	32	LET ME HOLLA AT CHA (C) (X) LIVE SHOT 7001	BLAC HAZE
48	47	48	DA' DIP (C) (T) (X) HARD HOOD/POWER 0112/TRIAD	FREAKNASTY
49	RE-ENTRY	20	SMOKIN' ME OUT (C) (D) (T) G-FUNK/DEF JAM 571024/MERCURY	WARREN G FEAT. RONALD ISLEY
50	34	45	WHO U WIT (C) (T) (X) MIRROR IMAGE 410/ICHI BAN	LIL JON AND THE EAST SIDE BOYZ

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. © 1997, Billboard/BPI Communications, and SoundScan, Inc.

**BUBBLING UNDER HOT R&B SINGLES**

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE ARTIST (LABEL/PROMOTION LABEL)	THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE ARTIST (LABEL/PROMOTION LABEL)
1	3	3	YOU AIN'T HEARD NOTHIN' YET BENITO (MARTIN/FULLY LOADED)	14	13	5	A SMILE LIKE YOURS NATALIE COLE (ELEKTRA/EEG)
2	—	1	TENDERNESS COLOUR CLUB (JVC)	15	12	5	CAN'T STOP LIL'O (MCA)
3	—	1	WHAT U GOTTA SAY RODNEY O (NEW QUEST1/DPH/LIGHTYEAR)	16	8	11	LET ME HOLLA AT CHA BLAC HAZE (LIVE SHOT)
4	17	3	COAST TO COAST D'MEKA (ALL NET)	17	—	1	WHO'S GONNA DRY MY TEARS ESTEVAN (NEXT PLATEAU)
5	7	5	BE MY PRIVATE DANCER THE 2 LIVE CREW (LIL' JOE)	18	10	4	JUNGLE BROTHERS JUNGLE BROTHERS (GEE STREET/V2)
6	—	1	DO IT ON THE UPSIDE K-BALL (WARNER BROS.)	19	—	1	CHOW DOWN WAISTLINE CONNECTION (PMP/LOUO)
7	—	6	WAIT A WHILE ERICKA YANCEY (RCA)	20	15	3	NO BANG NO MORE RARE ESSENCE FEAT. NONCHALANT (RARE ESSENCE)
8	5	4	HOLIDAY WITCHDOCTOR (ORGANIZED NOIZE/INTERSCOPE)	21	—	1	HANDLE YOUR BIZNESS BABYGIRL (1080/HMC)
9	20	4	SO AMAZING TOTAL COMMITMENT (550 MUSIC/EPIC)	22	14	9	PUT THE MONKEY IN IT DAZ AND SOOPAFLY (TOMMY BOY)
10	6	9	IT'S ABOUT TIME L.A. NASH FEATURING JEW'ELL (MENES)	23	22	12	SUPERNATURAL WILD ORCHID (RCA)
11	—	23	TEAR DA CLUB UP THREE 6 MAFIA (BRUTAL/PRIORITY)	24	—	3	IT'S LIKE THAT RUN-D.M.C. VS. JASON NEVINS (SM:) E/PROFILED
12	24	3	UM BAH AREAL (THATZ ENTERTAINMENT/COPPER SUN)	25	—	2	MONKEY POP (RAISE THE ROOF) DJ SPANIX (BABYLON)
13	11	5	PARTY PEOPLE GP WU (MCA)				

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

# Billboard TOP R&B ALBUMS

NOVEMBER 8, 1997

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/Greatest Gainer ***</b>						
1	61	—	2	<b>NAS ESCOBAR, FOXY BROWN, AZ AND NATURE</b>	THE FIRM — THE ALBUM	1
2	2	3	6	<b>SOUNDTRACK</b> ▲ LAFACE 26041/ARISTA (10.98/16.98)	SOUL FOOD	1
3	1	1	4	<b>SOUNDTRACK</b> DEATH ROW 53509*/PRIORITY (12.98/19.98)	GANG RELATED — THE SOUNDTRACK	1
4	5	4	9	<b>MASTER P</b> ▲ NO LIMIT 50559*/PRIORITY (10.98/16.98)	GHETTO D	1
5	3	2	3	<b>JANET</b> VIRGIN 44762 (11.98/17.98)	THE VELVET ROPE	2
6	6	5	7	<b>BUSTA RHYMES</b> ▲ ELEKTRA 62064*/EEG (10.98/16.98)	WHEN DISASTER STRIKES...	1
7	4	—	2	<b>LL COOL J</b> DEF JAM 539184*/MERCURY (11.98 EQ/17.98)	PHENOMENON	4
8	8	6	5	<b>BOYZ II MEN</b> ▲ MOTOWN 530819* (11.98/17.98)	EVOLUTION	1
9	9	7	6	<b>USHER</b> ▲ LAFACE 26043/ARISTA (10.98/16.98)	MY WAY	4
10	10	9	15	<b>PUFF DADDY &amp; THE FAMILY</b> ▲ <sup>3</sup> BAD BOY 73012*/ARISTA (10.98/17.98)	NO WAY OUT	1
11	12	10	6	<b>MARIAH CAREY</b> ▲ <sup>2</sup> COLUMBIA 67835 (10.98 EQ/17.98)	BUTTERFLY	3
12	7	—	2	<b>GRAVEDIGGAZ</b> GEE STREET 32501*/V2 (10.98/16.98)	THE PICK, THE SICKLE AND THE SHOVEL	7
13	11	8	6	<b>EPMD</b> DEF JAM 536389*/MERCURY (10.98 EQ/16.98)	BACK IN BUSINESS	4
14	13	11	28	<b>MARY J. BLIGE</b> ▲ MCA 11606* (10.98/16.98)	SHARE MY WORLD	1
<b>*** Hot Shot Debut ***</b>						
15	<b>NEW</b>	—	1	<b>BIG BUB</b> KEDAR 53074*/UNIVERSAL (10.98/16.98) <b>HS</b>	TIMELESS	15
16	<b>NEW</b>	—	1	<b>SALT-N-PEPA</b> RED ANT/LONDON 828959*/ISLAND (10.97/17.98)	BRAND NEW	16
17	15	12	6	<b>MACK 10</b> ● PRIORITY 50675* (10.98/16.98)	BASED ON A TRUE STORY	5
18	14	15	13	<b>JOE</b> ● JIVE 41603* (11.98/16.98)	ALL THAT I AM	4
19	21	19	37	<b>ERYKAH BADU</b> ▲ <sup>2</sup> KEDAR 53027*/UNIVERSAL (10.98/15.98)	BADUIZM	1
20	16	14	23	<b>GOD'S PROPERTY FROM KIRK FRANKLIN'S NU NATION</b> ▲ B-RITE 90093*/INTERSCOPE (10.98/16.98)	GOD'S PROPERTY	1
21	<b>NEW</b>	—	1	<b>TOP AUTHORITY</b> TOP FLIGHT/WRAP 8160/CHIBAN (11.98/16.98)	TOP AUTHORITY UNCLUT — THE NEW YEA	21
22	20	25	10	<b>SOUNDTRACK</b> ARISTA 18975 (10.98/16.98)	MONEY TALKS — THE ALBUM	6
23	18	24	16	<b>MISSY "MISDEMEANOR" ELLIOTT</b> ▲ EASTWEST 62062*/EEG (10.98/16.98)	SUPA DUPA FLY	1
24	22	18	4	<b>LUTHER VANDROSS</b> LV 68220/EPIC (10.98 EQ/17.98)	ONE NIGHT WITH YOU — THE BEST OF LOVE VOLUME 2	17
25	19	22	18	<b>WYCLEF JEAN FEAT. REFUGEE ALLSTARS</b> ● RUFFHOUSE 67974*/COLUMBIA (10.98 EQ/16.98)	WYCLEF JEAN PRESENTS THE CARNIVAL FEAT. REFUGEE ALLSTARS	4
26	17	17	5	<b>BRIAN MCKNIGHT</b> MERCURY 536215 (10.98 EQ/16.98)	ANYTIME	10
<b>*** Pacesetter ***</b>						
27	32	43	6	<b>JON B. YAB YUM</b> 550 MUSIC 67805/EPIC (10.98 EQ/16.98)	COOL RELAX	27
28	25	21	13	<b>BONE THUGS-N-HARMONY</b> RUTHLESS 6340*/RELATIVITY (19.98/23.98)	THE ART OF WAR	1
29	23	20	23	<b>SOUNDTRACK</b> NO LIMIT 50643*/PRIORITY (10.98/16.98)*	I'M BOUT IT	1
30	27	27	19	<b>K-CI &amp; JOJO</b> MCA 11613* (10.98/16.98)	LOVE ALWAYS	9
31	28	28	49	<b>DRU HILL</b> ▲ ISLAND 524306 (10.98/16.98) <b>HS</b>	DRU HILL	5
32	31	—	2	<b>RICK JAMES</b> HIGHER SOURCE/PRIVATE I 417070/MERCURY (10.98 EQ/16.98)	URBAN RAPSONY	31
33	24	16	4	<b>COMMON</b> RELATIVITY 1535* (10.98/15.98)	ONE DAY IT'LL ALL MAKE SENSE	12
34	29	31	18	<b>PATTI LABELLE</b> MCA 11642 (10.98/16.98)	FLAME	10
35	35	37	74	<b>MASTER P</b> ● NO LIMIT 53978*/PRIORITY (10.98/16.98)	ICE CREAM MAN	3
36	30	30	32	<b>THE NOTORIOUS B.I.G.</b> ▲ <sup>6</sup> BAD BOY 73011*/ARISTA (19.98/24.98)	LIFE AFTER DEATH	1
37	43	36	36	<b>TRU</b> ▲ <sup>2</sup> NO LIMIT 50660*/PRIORITY (12.98/18.98)	TRU 2 DA GAME	2
38	34	26	11	<b>SWV</b> RCA 67525* (10.98/16.98)	RELEASE SOME TENSION	5
39	45	32	19	<b>MIA X</b> ● NO LIMIT 50705*/PRIORITY (10.98/16.98)	UNLADY LIKE	2
40	33	29	4	<b>NEXT</b> ARISTA 18973 (10.98/15.98) <b>HS</b>	RATED NEXT	29
41	38	33	5	<b>SOMETHIN' FOR THE PEOPLE</b> WARNER BROS. 46753 (9.98/15.98) <b>HS</b>	THIS TIME IT'S PERSONAL	33
42	26	13	4	<b>BROTHA LYNCH HUNG</b> BLACK MARKET 50648/PRIORITY (10.98/16.98)	LOADED	9
43	39	38	13	<b>MR. SERV-ON</b> NO LIMIT 50717*/PRIORITY (10.98/16.98) <b>HS</b>	LIFE INSURANCE	5
44	50	51	82	<b>MAXWELL</b> ▲ COLUMBIA 66434* (10.98 EQ/16.98) <b>HS</b>	MAXWELL'S URBAN HANG SUITE	8
45	37	45	5	<b>HOT BOYS</b> CASH MONEY 9614 (10.98/17.98) <b>HS</b>	GET IT HOW U LIVE!!	37
46	<b>NEW</b>	—	1	<b>RAPPIN' 4-TAY</b> VIRGIN 57117 (10.98/16.98)	4 THA HARD WAY	46

47	41	39	21	<b>WU-TANG CLAN</b> ▲ <sup>4</sup> LOUD 66905*/RCA (19.98/24.98)	WU-TANG FOREVER	1
48	56	59	15	<b>MAXWELL</b> COLUMBIA 68515 (7.98 EQ/13.98)	MTV UNPLUGGED EP	15
49	49	44	18	<b>TWISTA</b> CREATOR'S WAY/ATLANTIC 92757*/AG (10.98/15.98) <b>HS</b>	ADRENALINE RUSH	13
50	36	23	4	<b>RBL POSSE</b> BIG BEAT/ATLANTIC 92771*/AG (10.98/15.98)	AN EYE FOR AN EYE	14
51	42	34	19	<b>LOST BOYZ</b> ● UNIVERSAL 53072* (10.98/16.98)	LOVE, PEACE & NAPPINESS	2
52	44	42	17	<b>SOUNDTRACK</b> ▲ <sup>2</sup> COLUMBIA 68169* (10.98 EQ/17.98)	MEN IN BLACK—THE ALBUM	2
53	47	40	55	<b>GINUWINE</b> ▲ <sup>5</sup> 550 MUSIC 67685/EPIC (10.98 EQ/16.98) <b>HS</b>	GINUWINE... THE BACHELOR	14
54	48	53	18	<b>VARIOUS ARTISTS</b> SO SO DEF 67998*/COLUMBIA (10.98 EQ/16.98)	SO SO DEF BASS ALL-STARS VOL. II	26
55	40	35	28	<b>ROME</b> ● GRAND JURY 67441/RCA (10.98/15.98)	ROME	7
56	58	52	52	<b>MAKAVELI</b> ▲ <sup>3</sup> DEATH ROW 90039*/INTERSCOPE (10.98/16.98)	THE DON KILLUMINATI: THE 7 DAY THEORY	1
57	54	50	33	<b>SOUNDTRACK</b> ● COLUMBIA 67917 (10.98 EQ/16.98)	LOVE JONES: THE MUSIC	3
58	51	41	4	<b>SAM SALTER</b> LAFACE 26040/ARISTA (10.98/15.98) <b>HS</b>	IT'S ON TONIGHT	41
59	63	60	90	<b>2PAC</b> ▲ <sup>2</sup> DEATH ROW/INTERSCOPE 524204*/ISLAND (19.98/24.98)	ALL EYEZ ON ME	1
60	52	46	9	<b>VARIOUS ARTISTS</b> ARISTA 18977 (10.98/16.98)	ULTIMATE HIP HOP PARTY 1998	32
61	55	47	5	<b>IMMATURE</b> MCA 11668 (10.98/16.98)	THE JOURNEY	20
62	<b>NEW</b>	—	1	<b>MASE</b> BAD BOY 73017*/ARISTA (10.98/16.98)	HARLEM WORLD	62
63	57	49	12	<b>SOUNDTRACK</b> ● DEF JAM 537973*/MERCURY (11.98 EQ/17.98)	DEF JAM'S HOW TO BE A PLAYER	2
64	60	58	7	<b>JONATHAN BUTLER</b> N2K ENCODED 10005 (10.98/15.98)	DO YOU LOVE ME?	57
65	62	65	51	<b>LIL' KIM</b> ▲ UNDEAS/ATLANTIC 92733*/AG (10.98/16.98)	HARD CORE	3
66	69	55	9	<b>VANESSA WILLIAMS</b> MERCURY 536060 (10.98 EQ/16.98)	NEXT	28
67	66	66	72	<b>KENNY LATTIMORE</b> ● COLUMBIA 67125 (10.98 EQ/16.98) <b>HS</b>	KENNY LATTIMORE	19
68	65	56	42	<b>PEGGY SCOTT-ADAMS</b> MISS BUTCH 4003/MARDI GRAS (10.98/16.98) <b>HS</b>	HELP YOURSELF	9
69	53	48	6	<b>SOUNDTRACK</b> LOUD 67531*/RCA (10.98/16.98)	SOUL IN THE HOLE	13
70	75	70	27	<b>HEAVY D</b> ● UPTOWN 53033*/UNIVERSAL (10.98/16.98)	WATERBED HEV	3
71	64	63	15	<b>THE O'JAYS</b> GLOBAL SOUL 31149*/FREEWORLD (10.98/15.98)	LOVE YOU TO TEARS	14
72	70	57	9	<b>VARIOUS ARTISTS</b> SICK WID' IT 45009/JIVE (19.98/24.98)	SOUTHWEST RIDERS	2
73	77	76	61	<b>AALIYAH</b> ▲ <sup>2</sup> BLACKGROUND/ATLANTIC 92715/AG (10.98/16.98)	ONE IN A MILLION	2
74	72	67	13	<b>VARIOUS ARTISTS</b> SUAVE HOUSE 1585/RELATIVITY (10.98/15.98)	SUAVE HOUSE	4
75	67	75	34	<b>SCARFACE</b> ▲ RAP-A-LOT/NOO TRYBE 42799*/VIRGIN (10.98/16.98)	THE UNTOUCHABLE	1
76	83	78	14	<b>BONEY JAMES</b> WARNER BROS. 46548 (10.98/16.98) <b>HS</b>	SWEET THING	49
77	74	87	71	<b>TONI BRAXTON</b> ▲ LAFACE 26020/ARISTA (10.98/16.98)	SECRETS	1
78	93	81	25	<b>ALLURE</b> TRACK MASTERS/CRAVE 67848*/EPIC (10.98 EQ/16.98) <b>HS</b>	ALLURE	23
79	59	82	39	<b>RAHSAAN PATTERSON</b> MCA 11559 (9.98/12.98) <b>HS</b>	RAHSAAN PATTERSON	48
80	46	—	2	<b>YVETTE MICHELE</b> LOUD 67487*/RCA (10.98/16.98) <b>HS</b>	MY DREAM	46
81	87	88	17	<b>GHETTO TWIINZ</b> RAP-A-LOT/NOO TRYBE 44438/VIRGIN (10.98/15.98) <b>HS</b>	IN THAT WATER	36
82	73	—	2	<b>AARON NEVILLE</b> A&M 540784 (10.98/16.98)	TO MAKE ME WHO I AM	73
83	<b>RE-ENTRY</b>	—	2	<b>TRICK DADDY DOLLARS</b> SLIP-N-SLIDE 2790/WARLOCK (10.98/15.98)	BASED ON A TRUE STORY	83
84	<b>RE-ENTRY</b>	—	45	<b>SOUNDTRACK</b> ▲ <sup>2</sup> ARISTA 18951 (10.98/16.98)	THE PREACHER'S WIFE	1
85	79	86	60	<b>BLACKSTREET</b> ▲ <sup>3</sup> INTERSCOPE 90071* (10.98/16.98)	ANOTHER LEVEL	1
86	85	80	5	<b>STEVE HARVEY</b> ISLAND 524415 (10.98/16.98)	LIVE...SOMEWHERE DOWN SOUTH	67
87	81	77	13	<b>LISA STANSFIELD</b> ARISTA 18738 (10.98/16.98)	LISA STANSFIELD	30
88	68	61	12	<b>KILLARMY</b> WU-TANG 50633*/PRIORITY (10.98/16.98)	SILENT WEAPONS FOR QUIET WARS	10
89	71	62	4	<b>II TRU</b> MO THUGS 1582/RELATIVITY (10.98/15.98) <b>HS</b>	A NEW BREED OF FEMALE	49
90	99	—	2	<b>WILLIAM BECTON &amp; FRIENDS</b> CGI 161318 (9.98/15.98)	HEART OF A LOVE SONG	90
91	<b>RE-ENTRY</b>	—	13	<b>SOUNDS OF BLACKNESS</b> PERSPECTIVE 549029/A&M (10.98/16.98) <b>HS</b>	TIME FOR HEALING	24
92	90	73	5	<b>ORGANIZED KONFUSION</b> PRIORITY 50560* (10.98/16.98) <b>HS</b>	THE EQUINOX	29
93	92	—	2	<b>UNCLE SAM</b> STONECREEK 67731/EPIC (10.98 EQ/16.98)	UNCLE SAM	92
94	86	94	19	<b>EN VOGUE</b> ▲ EASTWEST 62057/EEG (10.98/16.98)	EV3	8
95	84	69	11	<b>SOUNDTRACK</b> LOUD 90131/INTERSCOPE (10.98/16.98)	HOODLUM	23
96	89	90	50	<b>SOUNDTRACK</b> ▲ <sup>4</sup> WARNER SUNSET/ATLANTIC 82961/AG (11.98/17.98)	SPACE JAM	5
97	91	72	20	<b>CHANGING FACES</b> ● BIG BEAT/ATLANTIC 92720*/AG (10.98/16.98)	ALL DAY, ALL NIGHT	6
98	96	83	18	<b>BROWNSTONE</b> MJJ/WORK 67524/EPIC (10.98 EQ/16.98)	STILL CLIMBING	16
99	80	68	20	<b>CAPONE -N- NOREAGA</b> PENALTY 3041*/TOMMY 80Y (10.98/15.98)	THE WAR REPORT	4
100	95	95	61	<b>112</b> ▲ BAD BOY 73009/ARISTA (10.98/15.98)	112	5

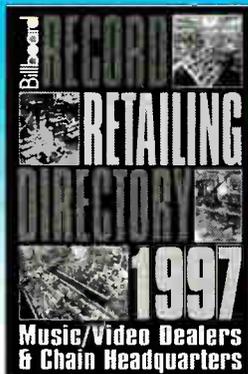
Albms with the greatest sales gains this week. ● Recording Industry Assn. Of America (RIAA) certification for shipment of 500,000 album units. ▲ RIAA certification for shipment of 1 million units, with multiplatinum titles indicated by a numeral following the symbol. For boxed sets, and double albums with a running time that exceeds two hours, the RIAA multiplies shipments by the number of discs and/or tapes. \* Asterisk indicates LP is available. Most tape prices, and CD prices for BMG and WEA 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. © 1997, Billboard/BPI Communications, and SoundScan, Inc.

## The #1 Choice Of The Record and Video Industry

### Billboard's 1997 Record Retailing Directory

Billboard's Record Retailing Directory provides the accurate information you need to reach record retailers and sell them your products and services.

Relied upon by the entire record and video industry, **Billboard's 1997 Record Retailing Directory** contains over 7,000 listings of full-line record stores featuring chain stores, chain headquarters and independents.



### Jam-packed with listings:

■ phone and fax numbers ■ store names and addresses ■ chain store planners and buyers ■ store genre or music specialization ■ audio book retailers nationwide  
**RRD** packs all this essential information into one compact 6 x 9 directory — so it's easy to handle and take on the road.

Industry leaders agree—this source of reliable information is too valuable to be without. To order your copy at \$155 plus \$6 shipping and handling (\$13 for international orders) call (800) 344-7119, in NJ call (908) 363-4156. You can fax your order to (908) 363-0338, or mail this ad with check or money order to: Billboard Directories, Dept. BDRD3037, P.O. Box 2016, Lakewood, NJ 08701.

**Get a jump on your competition! Order bulk copies for your entire sales staff and marketing team — call us today for special rates!**

Please add appropriate sales tax in NY, NJ, PA, CA, TN, MA, IL & DC. Orders payable in U.S. funds only. Please make any necessary name and address corrections above. All sales are final.

BDRD3027

# Hot R&B Airplay

Compiled from a national sample of airplay supplied by Broadcast Data Systems' Radio Track service. 1,05 R&B 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 R&B Singles chart.

THIS WEEK	LAST WEEK	WEEKS ON	TITLE	ARTIST (LABEL/PROMOTION LABEL)
			<b>★ ★ NO. 1 ★ ★</b>	
1	1	17	<b>YOU MAKE ME WANNA...</b>	USHER (LAFACE/ARISTA) 10 wks at No. 1
2	2	13	<b>PUT YOUR HANDS WHERE MY EYES COULD SEE</b>	BUSTA RHYMES (ELEKTRA/VEEG)
3	4	26	<b>EVERYTHING</b>	MARY J. BLIGE (MCA)
4	3	13	<b>MY LOVE IS THE SHHH!</b>	SOMETHIN' FOR THE PEOPLE FEAT. TRINA & TAMARA (WB)
5	5	14	<b>WHAT ABOUT US</b>	TOTAL (LAFACE/ARISTA)
6	6	10	<b>4 SEASONS OF LONELINESS</b>	BOYZ II MEN (MOTOWN)
7	7	9	<b>GOT 'TIL IT'S GONE</b>	JANET (FEAT. G-TIP AND JONI MITCHELL) (VIRGIN)
8	8	23	<b>NEVER MAKE A PROMISE</b>	DRU HILL (ISLAND)
9	12	8	<b>SOCK IT 2 ME</b>	MISSY "MISDEMEANOR" ELLIOTT FEAT. DA BRAT (EASTWEST)
10	14	5	<b>WE'RE NOT MAKING LOVE NO MORE</b>	DRU HILL (LAFACE/ARISTA)
11	9	13	<b>YOU SHOULD BE MINE (DON'T WASTE YOUR TIME)</b>	BRIAN MCKNIGHT FEAT. MASE (MERCURY)
12	13	9	<b>FEEL SO GOOD</b>	MASE (BAD BOY/ARISTA)
13	11	7	<b>PHENOMENON</b>	LL COOL J (DEF JAM/MERCURY)
14	10	11	<b>BUTTA LOVE</b>	NEXT (ARISTA)
15	15	17	<b>THE LOVE SCENE</b>	JOE (JIVE)
16	22	13	<b>I CARE 'BOUT YOU</b>	MILESTONE (LAFACE/ARISTA)
17	18	12	<b>OTHERSIDE OF THE GAME</b>	ERYKAH BADU (KEDAR/UNIVERSAL)
18	19	10	<b>ALL CRIED OUT</b>	ALLURE FEAT. 112 (TRACK MASTERS/CRAVE)
19	24	6	<b>MY BODY</b>	LSG (EASTWEST/EEG)
20	63	2	<b>TYRONE</b>	ERYKAH BADU (KEDAR/UNIVERSAL)
21	23	14	<b>BEEN AROUND THE WORLD</b>	PUFF DADDY & THE FAMILY (BAD BOY/ARISTA)
22	17	25	<b>I CAN LOVE YOU</b>	MARY J. BLIGE (MCA)
23	21	13	<b>HONEY</b>	MARIAH CAREY (COLUMBIA)
24	28	28	<b>STOMP</b>	GOD'S PROPERTY (B-RITE/INTERSCOPE)
25	26	6	<b>THE ONE I GAVE MY HEART TO</b>	AALIYAH (BLACKGROUND/ATLANTIC)
26	30	5	<b>R U READY</b>	SALT-N-PEPA (RED ANT/LONDON/ISLAND)
27	20	27	<b>IT'S ALL ABOUT THE BENJAMINS</b>	PUFF DADDY & THE FAMILY (BAD BOY/ARISTA)
28	16	30	<b>NO MONEY MO PROBLEMS</b>	THE NOTORIOUS B.I.G. (FEAT. PUFF DADDY & MASE) (BAD BOY)
29	29	11	<b>YOU ARE THE ONLY ONE</b>	GOD'S PROPERTY (B-RITE/INTERSCOPE)
30	33	47	<b>IN MY BED</b>	DRU HILL (ISLAND)
31	27	36	<b>FOR YOU</b>	KENNY LATTIMORE (COLUMBIA)
32	36	4	<b>LOSE MY COOL</b>	SWV (FEATURING REDMAN) (RCA)
33	34	10	<b>LAST NIGHT'S LETTER</b>	K-CI & JOJO (MCA)
34	25	21	<b>LOVIN' YOU TONIGHT</b>	THE NOTORIOUS B.I.G. (FEAT. R. KELLY) (BAD BOY)
35	38	6	<b>THEY LIKE IT SLOW</b>	H-TOWN (RELATIVITY)
36	62	2	<b>5 STEPS</b>	DRU HILL (ISLAND)
37	32	12	<b>GUANTANAMERA</b>	WYCLEF JEAN FEAT. REFUGEE ALLSTARS (RUFFHOUSE)

Records with the greatest airplay gains. © 1997 Billboard/BPI Communications.

## HOT R&B RECURRENT AIRPLAY

1	—	1	<b>NEXT LIFETIME</b>	ERYKAH BADU (KEDAR/UNIVERSAL)
2	1	6	<b>HOPLESS</b>	DIORNE FARRIS (COLUMBIA)
3	2	5	<b>DON'T LEAVE ME</b>	BLACKSTREET (INTERSCOPE)
4	—	1	<b>I BELONG TO YOU (EVERY TIME I SEE YOUR FACE)</b>	ROME (GRAND JURY/RCA)
5	5	33	<b>NO DIGGITY</b>	BLACKSTREET (FEAT. DR. DRE) (INTERSCOPE)
6	11	36	<b>ASCENSION (DON'T EVER WONDER)</b>	MAXWELL (COLUMBIA)
7	7	2	<b>RETURN OF THE MACK</b>	MARK MORRISON (ATLANTIC)
8	3	6	<b>CUPID</b>	112 (BAD BOY/ARISTA)
9	4	9	<b>HYPNOTIC</b>	THE NOTORIOUS B.I.G. (BAD BOY/ARISTA)
10	6	21	<b>WHAT KIND OF MAN WOULD I BE</b>	MINT CONDITION (PERSPECTIVE/A&M)
11	13	37	<b>ONLY YOU</b>	112 FEAT. THE NOTORIOUS B.I.G. (BAD BOY/ARISTA)
12	9	9	<b>BIG DADDY</b>	HEAVY D (UPTOWN/UNIVERSAL)
13	12	29	<b>PONY</b>	GINUWINE (550 MUSIC/EPIC)
14	8	11	<b>ON &amp; ON</b>	ERYKAH BADU (KEDAR/UNIVERSAL)
15	14	16	<b>CRUSH ON YOU</b>	LIL' KIM FEAT. LIL' CEASE (UNDEAS/BIG BEAT/ATLANTIC)
16	—	11	<b>CAN'T NOBODY HOLD ME DOWN</b>	PUFF DADDY (FEAT. MASE) (BAD BOY/ARISTA)
17	—	1	<b>WHAT'S STOPPING YOU</b>	THE O'JAYS (GLOBAL SOUL/FREEWORLD)
18	10	7	<b>THINKING OF YOU</b>	TONY TONI TONE (MERCURY)
19	—	16	<b>EVERY TIME I CLOSE MY EYES</b>	BABYFACE (EPIC)
20	17	4	<b>5 MILES TO EMPTY</b>	BROWNSTONE (MJJ/WORK/EPIC)
21	15	33	<b>YOU'RE MAKIN' ME HIGH</b>	TONI BRAXTON (LAFACE/ARISTA)
22	16	7	<b>I LOVE ME SOME HIM</b>	TONI BRAXTON (LAFACE/ARISTA)
23	18	7	<b>DON'T WANNA BE A PLAYER</b>	JOE (JIVE)
24	24	11	<b>FOR YOU I WILL</b>	MONICA (ROWDY/WARNER SUNSET/ATLANTIC)
25	19	26	<b>I CAN MAKE IT BETTER</b>	LUTHER VANDROSS (LV/EPIC)

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

## R&B SINGLES A-Z

4	TITLE (Publisher - Licensing Org.) Sheet Music Dist.	4 SEASONS OF LONELINESS (EMI April, ASCAP/Flyte Tyme, ASCAP) HL
31	AFTER 12, BEFORE 6 (Gimme Some Hot Sauce, ASCAP/Tablous, ASCAP/Hit Co. South, ASCAP/Tickle Box, ASCAP/EZ, ASCAP/A Salt On The Charts, ASCAP/Mo Better Grooves, ASCAP/Famous, ASCAP) HL	AIN'T NUTHIN' BUT A JAM 'YALL (Mac-man, ASCAP/Brownstar, ASCAP/S&S, ASCAP)
13	ALL CRIED OUT (Careers-BMG, BMI/Mokojumbi, BMI/Zomba, BMI) HL/WBM	ALL OF MY DAYS (FROM SPACE JAM) (Zomba, BMIR/Kelly, BMI)
84	ALRIGHT (EMI, BMI/EMI Blackwood, BMI/Seventh House, BMI) HL	AS WE LAY (Saja, BMI/Lastrada, BMI)
69	AVENUES (FROM MONEY TALKS) (Intersong, ASCAP/Warner/Chappell, ASCAP) HL	BABY, BABY (Oik, BMI/Santron, BMI)
77	BABY YOU KNOW (Lil' Mob, BMI/Ramal, BMI/Warner-Tamerlane, BMI/Keith Sweat, ASCAP) WBM	BACKYARD BOOGIE (WB, ASCAP/Real N Ruff, ASCAP) WBM
24	BIG BAD MAMMA (FROM DEF JAM'S HOW TO BE A PLAYER) (Slam U Well, ASCAP/Lil Lu Lu, BMI/Jim Edd, BMI/712 Stone Ave., BMI/EMI Blackwood, BMI/12 & Under, BMI/Jumping Bean LLC, ASCAP/Jelly's Jams L.L.C., ASCAP) HL	BLAZING HOT (Greg Nice, BMI/Smooth Bee, BMI/Kid Capri, ASCAP)
61	THE BREAKS (Neutral Gray, ASCAP/Original J.B., ASCAP/Funk Groove, ASCAP)	BRING BACK YOUR LOVE (Poetry In Motion, BMI)
93	BUTTA LOVE (Honey Jars And Diapers, ASCAP/Uh, Oh, ASCAP/Yah, ASCAP/Do What I Gotta, ASCAP/WB, ASCAP) WBM	CAN'T STOP NO PLAYER (Prophets Of Rage, BMI)
83	CAN WE (FROM BOOTY CALL) (Mass Confusion, ASCAP/Virginia Beach, ASCAP/WB, ASCAP) WBM	CLOSER (Suite 1202, BMI/Jose Luis Gotcha, BMI/Percy Coles, ASCAP) st Golden Fingers, ASCAP/EMI April, ASCAP/House Of Champions, ASCAP)
65	CROOKED GREEN PAPERS (Touchwood, ASCAP/Chrysalis, ASCAP) WBM	DEJA VU (Powder Down, BMI/MCA)
51	DISTANT LOVER (Doozie Time, ASCAP/Keep Me Humble, ASCAP/Smokin' Sounds, ASCAP)	DJ KEEP PLAYIN' (GET YOUR MUSIC ON) (P-Blast, ASCAP/Zomba, ASCAP/MCA) WBM
85	DO ME BABY (EMI Blackwood, BMI/Willsong, BMI)	DON'T SAY (Sony/ATV Songs, BMI/Yab Yum, BMI/Brownstone Sound, BMI/MCA, ASCAP/Universal, ASCAP/Personal 21, ASCAP/Stepping Into The Blue, ASCAP/Warner/Chappell, BMI) HL/WBM
53	DON'T STOP THE MUSIC (Virginia Beach, ASCAP/Brazilicious, ASCAP/Herbilicious, ASCAP/Cavilicious, ASCAP)	DO YOU LIKE THIS (Mike's Rap, BMI)
41	DO YOU LIKE THIS (Mike's Rap, BMI)	EVERYTHING (EMI April, ASCAP/Flyte Tyme, ASCAP/Warner-Tamerlane, BMI/Dynamite, BMI/Beechwood, BMI) HL/WBM
10	FEEL SO GOOD (FROM MONEY TALKS) (Second Decade, BMI/Warner-Tamerlane, BMI/Foreign Imported, BMI) WBM	FIX (Donril, ASCAP/Zomba, ASCAP/Chauncy Black, ASCAP/Smokin' Sound, ASCAP/Wu-Tang, BMI/Bar-Kay, BMI/Warner-Tamerlane, BMI/Sugarhill, BMI) WBM
78	FOR YOU (Colour'd, ASCAP/PSO, ASCAP) WBM	GET IT WET (Stay High, ASCAP/It's All Good!, ASCAP/Creato'r's Way, ASCAP)
26	G.H.E.T.T.O.U.T. (Zomba, BMI/R. Kelly, BMI) WBM	GOTHAM CITY (FROM BATMAN & ROBIN) (Zomba, BMI/R. Kelly, BMI) WBM
54	HAVE A LITTLE MERCY (Flyte Tyme, ASCAP/EMI April, ASCAP) HL	HEAVEN (O.C.D., BMI)
73	HONEY (Sony/ATV Songs, BMI/Rye, BMI/Justin Combs, ASCAP/EMI April, ASCAP/Zomba, ASCAP/Jazz Merchant, ASCAP/Steven A. Jordan, ASCAP/Bobby Robinson, BMI) HL/WBM	HOW YA DO DAT (FROM HOW BOUT IT) (Burrin Ave., ASCAP/B/O itself, ASCAP/Big P, ASCAP/Beats By The Pound, ASCAP/Bomb Shelter, ASCAP)
30	I CAN LOVE YOU/LOVE IS ALL WE NEED (MCA, ASCAP/Mary J. Blige, ASCAP/EMI Blackwood, BMI/Rodney Jerkins, BMI/Undeas, BMI/Warner-Tamerlane, BMI/6 of 7 of July, BMI/NASHMACK, ASCAP) HL/WBM	I CARE 'BOUT YOU (FROM SOUL FOOD) (Sony/ATV Songs, BMI/ECAP, BMI/Fox Film, BMI) WBM
11	I DON'T EVER WANT TO SEE YOU AGAIN (Vanderpool, BMI/Ensign, BMI)	IF I COULD TEACH THE WORLD (Ruthless Attack, ASCAP/Mo Thug, ASCAP/Kenu, BMI)
23	IF I HAD YOU (Sony/ATV Cross Keys, ASCAP/Ninth Street Tunnel, ASCAP/Sony/ATV Songs, BMI/Red Tears, BMI/Colemans-EMI, ASCAP)	IF IT AIN'T LOVE (FROM SPRUNG) (Seven Eighteen, BMI/Ton Wit, BMI)
99	I'M BE MISSING YOU (Magnetic, BMI/Blue Turtle, BMI/Illegal, BMI/September Six, ASCAP/Chyna Baby, BMI/Jance Combs, BMI/EMI Blackwood, BMI) HL	I MISS MY HOMIES (Burrin Avenue, BMI/Big P, BMI)
19	IMMA ROLLA (Kerason, BMI)	I'M NOT A FOOL (Zomba, BMI/Hookman, BMI/Naked Soul, ASCAP/Go Speed Go, BMI) WBM
59	I'M NOT A FOOL (Zomba, BMI/Hookman, BMI/Naked Soul, ASCAP/Go Speed Go, BMI) WBM	I'M NOT A PLAYER (Let Me Show, ASCAP/Joe Cartegena, ASCAP/Jelly Jams, ASCAP/Old Nigga Spirituals, BMI/Warner-Tamerlane, BMI) WBM
35	INFATUATION (Bokie, BMI/Sony/ATV, BMI/Yab Yum, BMI/Brownstone Sound, BMI/Sony/ATV Tunes, ASCAP/Difficollite, ASCAP)	IN HARM'S WAY (EMI Blackwood, BMI/WB, BMI/Rhett Rhyne, ASCAP/Margaret Bell-Byars Designee, BMI/Benny's Music, BMI)
33	IN MY BED (Hitco, BMI/Brown Lace, BMI/Longitude, BMI/Zomba, BMI/Stacego, BMI/Warner-Tamerlane, BMI/Boobie-Loo, BMI) WBM	INVISIBLE MAN (Banana Tunes, BMI/Stephen A. Kipner, ASCAP/Careers-BMG, BMI/Bubalas, SOCAN/On Board, BMI/EMI April, ASCAP) HL
62	I SAY A LITTLE PRAYER (FROM MY BEST FRIEND'S WEDDING) (New Hidden Valley, ASCAP/Casa David, ASCAP) HL/WBM	IT'S ALRIGHT (FROM NOTHING TO LOSE) (Chyna Baby Music, BMI/Jance Combs, BMI/EMI Blackwood, BMI/Baby Big, ASCAP/Buddha Max, ASCAP/Perk's, BMI/MCA, BMI) HL
72	IT'S ALRIGHT (FROM NOTHING TO LOSE) (Chyna Baby Music, BMI/Jance Combs, BMI/EMI Blackwood, BMI/Baby Big, ASCAP/Buddha Max, ASCAP/Perk's, BMI/MCA, BMI) HL	IT'S YOURZ (Wu-Tang, BMI/Careers-BMG, BMI)
92	THE JOINT (Panicken, ASCAP/WB, ASCAP/Fourteenth Hour, ASCAP/Polygram Int'l, ASCAP/Brown Acid, ASCAP/Dust Brothers, ASCAP/Copyright Control/MCA, ASCAP) WBM	KISS AND TELL (The Night Rainbow, ASCAP/Brown Girl, ASCAP/Mike's Rap, BMI/MCA, ASCAP/Dre Baby, ASCAP)
81	LAST NIGHT'S LETTER (EMI April, ASCAP/LBI, ASCAP/Plaything, ASCAP/True, ASCAP/E Two, ASCAP/Cord Kayla, ASCAP) HL	LOVE IS ALL AROUND (Sway Jay, ASCAP)
15	LOVE IS ALL AROUND (Sway Jay, ASCAP)	MAN BEHIND THE MUSIC (Donril, ASCAP/Zomba, ASCAP/Queen Pen, ASCAP/September Six, ASCAP/Peanut Butter, ASCAP/Smokin' Sounds, ASCAP/Dynamite, BMI/Unichappell, BMI) WBM
87	ME AND MY CRAZY WORLD (L.B., ASCAP/EMI April, ASCAP/Ron G, BMI) HL	MEN OF STEEL (FROM STEEL) (Shaquille O'Neal, ASCAP/WB, ASCAP/Slam U Well, ASCAP/Jelly's Jams L.L.C., ASCAP/Twelve And Under, BMI/Jumping Bean LLC, ASCAP/Hits From Da Bong, BMI/BMG, BMI) HL/WBM
43	NO MONEY MO PROBLEMS (Big Poppa, ASCAP/Justin Combs, ASCAP/EMI April, ASCAP/Steven A. Jordan, ASCAP/Bernard's Other, ASCAP/Sony, ASCAP/M. Betha, ASCAP/Tommy Jym, BMI) HL	NO MONEY MO PROBLEMS (Big Poppa, ASCAP/Justin Combs, ASCAP/EMI April, ASCAP/Steven A. Jordan, ASCAP/Bernard's Other, ASCAP/Sony, ASCAP/M. Betha, ASCAP/Tommy Jym, BMI) HL
20	NO MONEY MO PROBLEMS (Big Poppa, ASCAP/Justin Combs, ASCAP/EMI April, ASCAP/Steven A. Jordan, ASCAP/Bernard's Other, ASCAP/Sony, ASCAP/M. Betha, ASCAP/Tommy Jym, BMI) HL	NO MONEY MO PROBLEMS (Big Poppa, ASCAP/Justin Combs, ASCAP/EMI April, ASCAP/Steven A. Jordan, ASCAP/Bernard's Other, ASCAP/Sony, ASCAP/M. Betha, ASCAP/Tommy Jym, BMI) HL
66	NO MONEY MO PROBLEMS (Big Poppa, ASCAP/Justin Combs, ASCAP/EMI April, ASCAP/Steven A. Jordan, ASCAP/Bernard's Other, ASCAP/Sony, ASCAP/M. Betha, ASCAP/Tommy Jym, BMI) HL	NO MONEY MO PROBLEMS (Big Poppa, ASCAP/Justin Combs, ASCAP/EMI April, ASCAP/Steven A. Jordan, ASCAP/Bernard's Other, ASCAP/Sony, ASCAP/M. Betha, ASCAP/Tommy Jym, BMI) HL
3	MY BODY (Toni Robi, ASCAP/2000 Watts, ASCAP)	MY LOVE IS THE SHHH! (Unichappell, BMI/Junkee Funk, BMI/Tam-Cat, BMI)
2	MY LOVE IS THE SHHH! (Unichappell, BMI/Junkee Funk, BMI/Tam-Cat, BMI)	NEED YOUR LOVE (Davone Ravone, BMI/Tom Bomb, BMI/Young Baggah, BMI/Bernard's Other, BMI/Sony/ATV Songs, BMI/Warner-Tamerlane, BMI/Motown, BMI/Songs Of

# 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. This data is used in the Hot R&B Singles chart.



THIS WEEK	LAST WEEK	WEEKS ON	TITLE	ARTIST (LABEL/PROMOTION LABEL)
			<b>★ ★ NO. 1 ★ ★</b>	
1	1	11	<b>MY LOVE IS THE SHHH!</b>	SOMETHIN' FOR THE PEOPLE FEAT. TRINA & TAMARA (WB) 3 weeks at No. 1
2	3	3	<b>MY BODY</b>	LSG (EASTWEST/EEG)
3	2	12	<b>YOU MAKE ME WANNA...</b>	USHER (LAFACE/ARISTA)
4	13	2	<b>FEEL SO GOOD</b>	MASE (BAD BOY/ARISTA)
5	6	10	<b>BUTTA LOVE</b>	NEXT (ARISTA)
6	11	4	<b>SOCK IT 2 ME/THE RAIN (SUPA DUBA FLY)</b>	MISSY "MISDEMEANOR" ELLIOTT FEAT. DA BRAT (EASTWEST)
7	5	10	<b>YOU SHOULD BE MINE (DON'T WASTE YOUR TIME)</b>	BRIAN MCKNIGHT FEAT. MASE (MERCURY)
8	7	6	<b>THE ONE I GAVE MY HEART TO</b>	AALIYAH (BLACKGROUND/ATLANTIC)
9	4	7	<b>4 SEASONS OF LONELINESS</b>	BOYZ II MEN (MOTOWN)
10	12	6	<b>THEY LIKE IT SLOW</b>	H-TOWN (RELATIVITY)
11	9	11	<b>I CARE 'BOUT YOU</b>	MILESTONE (LAFACE/ARISTA)
12	8	11	<b>WHAT ABOUT US</b>	TOTAL (LAFACE/ARISTA)
13	10	11	<b>ALL CRIED OUT</b>	ALLURE FEAT. 112 (TRACK MASTERS/CRAVE)
14	15	6	<b>LAST NIGHT'S LETTER</b>	K-CI & JOJO (MCA)
15	17	10	<b>I MISS MY HOMIES</b>	MASTER P FEAT. PIMP C AND THE SHOCKER (NO LIMIT)
16	18	7	<b>EVERYTHING</b>	MARY J. BLIGE (MCA)
17	16	17	<b>UP JUMPS DA BOOGIE</b>	MAGOO AND TIMBALAND (BLACKGROUND/ATLANTIC)
18	14	9	<b>HONEY</b>	MARIAH CAREY (COLUMBIA)
19	19	2	<b>SO GOOD</b>	DAVINA (LAFACE/ARISTA)
20	20	5	<b>TOO GONE, TOO LONG</b>	EN VOUE (EASTWEST/EEG)
21	21	4	<b>IF I COULD TEACH THE WORLD</b>	BONE THUGS-N-HARMONY (RELATIVITY)
22	25	11	<b>BACKYARD BOOGIE</b>	MACK 10 (PRIORITY)
23	22	8	<b>AVENUES</b>	REFUGEE CAMP ALL STARS FEAT. PRAS (WITH KY-MANN) (ARISTA)
24	24	19	<b>NOT TONIGHT</b>	LIL' KIM (UNDEAS/TOMMY BOY/ATLANTIC)
25	—	1	<b>I DON'T EVER WANT TO SEE YOU AGAIN</b>	UNCLE SAM (STONECREEK/EPIC)
26	27	13	<b>HAVE A LITTLE MERCY</b>	4.0 (SAVVY/PERSPECTIVE/A&M)
27	36	3	<b>DON'T STOP THE MUSIC</b>	PLAYA (DEF JAM/MERCURY)
28	30	12	<b>AFTER 12, BEFORE 6</b>	SAM SALTER (LAFACE/ARISTA)
29	37	3	<b>BABY YOU KNOW</b>	THE O'JAYS (GLOBAL SOUL/FREEWORLD)
30	23	15	<b>NEVER MAKE A PROMISE</b>	DRU HILL (ISLAND)
31	28	17	<b>GOTHAM CITY</b>	R. KELLY (JIVE)
32	26	13	<b>THE WAY THAT YOU TALK</b>	JAGGED EDGE FEAT. DA BRAT & JO JO SO DO DEF/COLUMBIA
33	29	15	<b>NO MONEY MO PROBLEMS</b>	THE NOTORIOUS B.I.G. (FEAT. PUFF DADDY & MASE) (BAD BOY)
34	40	5	<b>NEVER WANNA LET YOU GO</b>	ABSOLUTE (DEF JAM/MERCURY)
35	38	15	<b>INVISIBLE MAN</b>	98 DEGREES (MOTOWN)
36	41	2	<b>IN HARM'S WAY</b>	BEBE WINANS (ATLANTIC)
37	44	2	<b>CLOSER</b>	CAPONE -N- NOREAGA (PENALTY/TOMMY BOY)
			<b>★ ★ NO. 1 ★ ★</b>	
38	46	3	<b>MAN BEHIND THE MUSIC</b>	QUEEN PEN FEAT. TEDDY RILEY (LIL' MAN/WARNER/ARISTA)
39	47	11	<b>DON'T SAY</b>	JOHN B. (YAB YUM/550 MUSIC/EPIC)
40	33	2	<b>I'M NOT A PLAYER</b>	BIG PUNISHER (LOUD)
41	32	15	<b>DO YOU LIKE THIS</b>	ROME (GRAND JURY/RCA)
42	34	22	<b>I'LL BE MISSING YOU</b>	PUFF DADDY & FAITH EVANS (FEAT. 112) (BAD BOY/ARISTA)
43	42	16	<b>SOMEONE</b>	SWV (FEATURING PUFF DADDY) (RCA)
44	45	11	<b>WE CAN GET DOWN</b>	MYRON (ISLAND)
45	39	3	<b>DJ KEEP PLAYIN' (GET YOUR MUSIC ON)</b>	YVETTE MICHELE (LOUD)
46	43	13	<b>HOW YA DO DAT</b>	MASTER P FEAT. YOUNG BLEED AND CLOC (NO LIMIT)
47	50	5	<b>HEAVEN</b>	NU FLAVOR (REPRISE/WARNER BROS.)
48	31	8	<b>ME AND MY CRAZY WORLD</b>	LOST BOYZ (UNIVERSAL)
49	35	9	<b>I'M NOT A FOOL</b>	IMMATURE (MCA)
50	64	4	<b>WORKIN' OUT</b>	WILLIAM BECTON & FRIENDS (CGI)
51	56	2	<b>THE BREAKS</b>	NADANUF FEAT. KURTIS BLOW (REPRISE/WB)
52	49	3	<b>GET IT WET</b>	TWISTA (CREATOR'S WAY/BIG BEAT/ATLANTIC)
53	52	10	<b>NEED YOUR LOVE</b>	BIG BUB FEAT. QUEEN LATIFAH & HEAVY D (KEDAR)
54	55	3	<b>RISE</b>	VERONICA (H.O.L.A./ISLAND)
55	60	2	<b>ALL OF MY DAYS</b>	CHANGING FACES (FEAT. JAY-Z) (BIG BEAT/ATLANTIC)
56	74	10	<b>REMINING ME (OF SEF)</b>	COMMON FEAT. CHANTAY SAV

NOVEMBER 8, 1997

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE	ARTIST	PEAK POSITION
				PRODUCER (SONGWRITER)	LABEL & NUMBER/PROMOTION LABEL	
				<b>*** No. 1 ***</b>		
1	1	1	12	<b>YOU MAKE ME WANNA...▲</b> J. DUPRI (J. DUPRI, M. SEAL, USHER)	◆ USHER (C) (D) (T) (X) LAFACE 24265/ARISTA	1
2	2	2	11	<b>MY LOVE IS THE SHHH!</b> ● ◆ SOMETHIN' FOR THE PEOPLE FEAT. TRINA & TAMARA SOMETHIN' FOR THE PEOPLE (J. BAKER, M.L. WILSON, J. YOUNG, T. POWELL, SAUCE, R. HOLIDAY)	(C) (D) (T) WARNER BROS. 17327	2
3	5	24	3	<b>MY BODY</b> D. ALLAMBY (D. ALLAMBY, L. BROWDER, A. ROBERSON)	(C) (D) EASTWEST 64132/EEG	3
4	3	3	7	<b>4 SEASONS OF LONELINESS▲</b> J. JAM, T. LEWIS (J. HARRIS III, T. LEWIS)	◆ BOYZ II MEN (C) (D) (V) MOTOWN 860684	2
5	13	—	2	<b>FEEL SO GOOD (FROM "MONEY TALKS")</b> D. ANGELETTIE, S. COMBS (R. E. BELL, R. BELL, G. BROWN, R. MCKENS, C. SMITH, D. THOMAS, R. WESTFIELD, L. DERMER)	◆ MASE (C) (D) BAD BOY 79122/ARISTA	5
6	4	5	11	<b>WHAT ABOUT US (FROM "SOUL FOOD")●</b> TIMBALAND, M. ELLIOTT (T. MOSLEY, M. ELLIOTT)	◆ TOTAL (C) (D) LAFACE 24272/ARISTA	4
7	9	16	4	<b>SOCK IT 2 ME/THE RAIN (SUPA DUBA FLY)</b> ◆ MISSY "MISDEMEANOR" ELLIOTT FEAT. DA BRAT TIMBALAND, M. ELLIOTT, T. MOSLEY, W. HART, T. BELL, S. HARRIS, A. PEEBLES, B. MILLER, D. BRYANT	(C) (D) (M) (T) (X) EASTWEST 64144/EEG	7
8	7	6	10	<b>BUTTA LOVE</b> KAY GEE, D. LIGHTY, L. ALEXANDER, PROF. T. (L. ALEXANDER, T. TOLBERT, R. L. HUGGAR, A. CLOWERS, D. LIGHTY)	(C) (D) (T) (X) ARISTA 13407	6
9	6	4	10	<b>YOU SHOULD BE MINE (DON'T WASTE YOUR TIME)</b> ◆ BRIAN MCKNIGHT FEAT. MASE S. COMBS, R. LAWRENCE, STEVIE J., S. COMBS, R. LAWRENCE, M. BETHA, X. PRICE, J. BRDWN, S. JORDAN, B. MCKNIGHT	(C) (D) (T) MERCURY 574760	4
10	8	7	7	<b>EVERYTHING</b> J. JAM, T. LEWIS (J. HARRIS III, T. LEWIS, R. E. H. NAKAMURA, T. BELL, L. CREED, J. BROWN, F. WESLEY)	◆ MARY J. BLIGE (C) (D) (T) (X) MCA 55353	5
11	11	10	11	<b>I CARE 'BOUT YOU (FROM "SOUL FOOD")</b> BABYFACE (BABYFACE)	◆ MILESTONE (C) (D) (T) (X) LAFACE 24264/ARISTA	10
12	10	12	6	<b>THE ONE I GAVE MY HEART TO●</b> G. HOCHE (D. WARREN)	(C) (D) (T) (X) BLACKGROUND 98002/ATLANTIC	10
13	12	9	11	<b>ALL CRIED OUT●</b> M. CAREY, W. AFANASIEFF, M. ROONEY (FULL FORCE)	◆ ALLURE FEATURING 112 (C) (D) (X) TRACK MASTERS 78678/CRRAVE	9
14	17	17	6	<b>THEY LIKE IT SLOW</b> D. CONNER (D. CONNER, S. CONNER, D. JACKSON)	◆ H-TOWN (C) (D) (T) RELATIVITY 1642	14
15	15	6	6	<b>LAST NIGHT'S LETTER</b> L. STEWART (K. HAILEY, G. STEWART, L. STEWART)	◆ K-CI & JOJO (C) (D) (M) (T) (X) MCA 55380	15
16	14	11	15	<b>NEVER MAKE A PROMISE●</b> D. SIMMONS (D. SIMMONS)	◆ DRU HILL (C) (D) (T) ISLAND 572082	1
17	16	8	9	<b>HONEY▲</b> S. COMBS, THE UMMAH, STEVIE J., M. CAREY (M. CAREY, S. COMBS, K. FAREED, S. JORDAN, S. HAGUE, B. ROBINSON, R. LARKINS, L. PRICE)	◆ MARIAH CAREY (C) (D) (T) (X) MCA 55384	2
18	18	—	2	<b>PHENOMENON</b> S. COMBS, R. LAWRENCE (J. T. SMITH, S. COMBS, R. LAWRENCE, S. MCKENNEY, W. WITHERS)	◆ LL COOL J (T) DEF JAM 568081/MERCURY	18
19	24	18	10	<b>I MISS MY HOMIES</b> ◆ MASTER P FEATURING PIMP C AND THE SHOCKER MO B, DICK, KLC, ODELL (MASTER P, PIMP C, THE SHOCKER)	(C) (D) (T) NO LIMIT 53290/PRIORITY	16
20	19	13	15	<b>MO MONEY MO PROBLEMS▲</b> ◆ THE NOTORIOUS B.I.G. (FEAT. PUFF DADDY & MASE) STEVIE J., S. COMBS (C. WALLACE, S. JORDAN, M. BETHA, B. EDWARDS, N. RODGERS)	(C) (D) (T) (X) BAD BOY 79100/ARISTA	2
21	20	14	17	<b>UP JUMPS DA BOOGIE●</b> TIMBALAND (T. MOSLEY, M. BARCLIFF, M. ELLIOTT, R. TEMPERTON)	◆ MAGOO AND TIMBALAND (C) (D) BLACKGROUND 98018/ATLANTIC	4
22	22	19	16	<b>I CAN LOVE YOU/LOVE IS ALL WE NEED</b> R. JERKINS, J. JAM, T. LEWIS (M. J. BLIGE, L. BLIGE, DE COSTA, R. JERKINS, K. JONES, C. BRODY, N. MYRICK, LIL' KIM, J. HARRIS III)	◆ MARY J. BLIGE (C) (D) (T) MCA 55362	2
23	21	21	4	<b>IF I COULD TEACH THE WORLD</b> D. J. U. NEEK (BONE, D. J. U. NEEK)	◆ BONE THUGS-N-HARMONY (C) (D) RUTHLESS 6344/RELATIVITY	21
24	23	23	11	<b>BACKYARD BOOGIE</b> BOBCAT (D. ROLISON)	◆ MACK 10 (C) (D) (T) PRIORITY 53282	23
25	25	27	5	<b>TOO GONE, TOO LONG</b> D. FOSTER (D. WARREN)	◆ EN VOGUE (C) (D) EASTWEST 64150/EEG	25
26	27	31	33	<b>FOR YOU</b> B. J. EASTMOND (K. LERUM)	◆ KENNY LATTIMORE (C) (D) COLUMBIA 78456	6
27	26	20	19	<b>NOT TONIGHT (FROM "NOTHING TO LOSE")▲</b> ◆ LIL' KIM FEAT. DA BRAT, LEFT EYE, MISSY ELLIOTT & ANGIE MARTINEZ R. SMITH, A. COLON, K. JONES, M. ELLIOTT, L. LOPEZ, S. HARRIS, A. MARTINEZ, R. BELL, G. BROWN, M. MUHAMMAD	(C) (D) (M) (T) (X) UNDEASTOWN/BOY 98018/ATLANTIC	3
28	30	—	2	<b>SO GOOD</b> DAVINA (DAVINA, LEWIS)	◆ DAVINA (C) (D) (T) LOUD 65303	28
29	32	28	45	<b>IN MY BED▲</b> D. SIMMONS (R. BROWN, R. B. STACY, D. SIMMONS)	◆ DRU HILL (C) (D) ISLAND 854854	1
30	31	29	13	<b>HOW YA DO DAT (FROM "HOW BOUT IT")</b> ◆ MASTER P FEAT. YOUNG BLEED AND C-LOC HAPPY, KLC, CRAIG B. (MASTER P)	(C) (D) (T) NO LIMIT 53284/PRIORITY	29
31	28	22	12	<b>AFTER 12, BEFORE 6</b> TRICKY, S. HALL (C. A. STEWART, S. K. HALL, TAB, P. L. STEWART, S. SALTER)	◆ SAM SALTER (C) (D) (T) (X) LAFACE 24253/ARISTA	19
				<b>*** Hot Shot Debut ***</b>		
32	NEW▶	1	1	<b>I DON'T EVER WANT TO SEE YOU AGAIN</b> N. MORRIS (N. MORRIS)	◆ UNCLE SAM (C) (D) STONECREEK 78689/EPIC	32
33	39	—	2	<b>IN HARM'S WAY</b> R. LAWRENCE (J. WINANS, R. LAWRENCE, M. BELL-BYARS)	◆ BEBE WINANS (C) (D) ATLANTIC 84035	33
34	29	32	22	<b>I'LL BE MISSING YOU▲</b> ◆ PUFF DADDY & FAITH EVANS (FEATURING 112) S. COMBS, STEVIE J. (STING, T. GAITHER, F. EVANS)	(M) (T) (X) BAD BOY 79097/ARISTA	1
35	35	—	2	<b>I'M NOT A PLAYER</b> MINNESOTA (C. RIOS, M. RICHARDSON, K. GAMBLE, L. HUFF)	◆ BIG PUNISHER (C) (D) (T) LOUD 64910	35
36	36	26	14	<b>BIG BAD MAMMA (FROM "DEF JAM'S HOW TO BE A PLAYER")</b> ◆ FOXY BROWN FEAT. DRU HILL POKE & TONE (S. BARNES, J. C. OLIVIER, S. CARTER, L. HAYWOOD)	(T) VIOLATOR/DEF JAM 571441/MERCURY	10
37	34	33	28	<b>G.H.E.T.T.O.U.T.▲</b> R. KELLY (R. KELLY)	◆ CHANGING FACES (C) (D) (T) BIG BEAT 98026/ATLANTIC	1
38	43	43	6	<b>SUNSHINE</b> ◆ JAY-Z FEATURING BABYFACE AND FOXY BROWN PRESTIGE (S. CARTER, D. VANDERPOOL, D. BARKSDALE, M. ROBINSON, J. HARRIS III, T. LEWIS)	(T) ROC-A-FELLA/DEF JAM 574293/MERCURY	38
39	38	35	13	<b>HAVE A LITTLE MERCY</b> J. JAM, T. LEWIS (J. HARRIS III, T. LEWIS)	◆ 4 O (C) (D) SAVVY/PERSPECTIVE 587580/A&M	28
40	40	38	16	<b>SOMEONE●</b> S. COMBS, J. DUB (S. COMBS, WALKER, GRAHAM, H. PIERRE, PRICE, WALLACE, MARTIN, SHAW)	◆ SWV (FEATURING PUFF DADDY) (C) (D) (T) RCA 64926	5
41	33	25	15	<b>DO YOU LIKE THIS</b> G. BAILLERGEAU, V. MERRITT (J. WOODS, V. MERRITT)	◆ ROME (C) (D) (V) GRAND JURY 64874/RCA	10
				<b>*** Greatest Gainer/Airplay ***</b>		
42	49	45	7	<b>THE JOINT</b> E. SERMON (P. SMITH, E. SERMON, M. DIKE, M. DIAMOND, J. KING, A. YAUCH, M. SIMPSON, A. FRANKLIN)	◆ EPMD (T) DEF JAM 571679/MERCURY	42
43	37	30	8	<b>ME AND MY CRAZY WORLD</b> DJ RON G (T. KELLY, R. BOWSER)	◆ LOST BOYZ (C) (D) (T) UNIVERSAL 56131	23
44	41	34	8	<b>AVENUES (FROM "MONEY TALKS")</b> ◆ REFUGEE CAMP ALL STARS FEAT. PRAS (WITH KY-MANI) PRAKAZREL (E. GRANT)	(C) (D) (T) (X) ARISTA 13411	28
45	47	39	17	<b>WHEN YOU TALK ABOUT LOVE</b> J. JAM, T. LEWIS (J. HARRIS III, T. LEWIS, J. WRIGHT, A. NESBY, A. GREEN, M. HODGES)	◆ PATTI LABELLE (C) (D) MCA 55357	12
46	51	—	2	<b>ALL OF MY DAYS (FROM "SPACE JAM")</b> R. KELLY (R. KELLY)	◆ CHANGING FACES (FEAT. JAY-Z) (C) (D) (T) BIG BEAT 98000/ATLANTIC	46
47	56	56	3	<b>BABY YOU KNOW</b> J. LITTLE III (J. LITTLE III, K. SWEAT, E. NICHOLAS)	◆ THE O'JAYS (C) (D) GLOBAL SOUL 34278/FREEWORLD	47
48	57	59	3	<b>DON'T STOP THE MUSIC</b> TIMBALAND (T. MOSLEY, B. BUSH, S. GARRETT, J. PEACOCK, S. STEWART)	◆ PLAYA (C) (D) (T) DEF JAM 571680/MERCURY	48
49	53	47	15	<b>CAN WE (FROM "BOOTY CALL")</b> TIMBALAND (M. ELLIOTT, T. MOSLEY)	◆ SWV (T) JIVE 42445*	31

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE	ARTIST	PEAK POSITION
				PRODUCER (SONGWRITER)	LABEL & NUMBER/PROMOTION LABEL	
50	52	50	7	<b>TRUE TO MYSELF (FROM "BATMAN &amp; ROBIN")</b> E. BENET, G. NASH, JR., DEMONTE (E. BENET, G. NASH, JR.)	◆ ERIC BENET (C) (D) (T) (V) WARNER BROS. 17328	43
51	59	72	4	<b>DEJA VU</b> DJ KNS (P. PANKEY, S. HAMILTON, D. FAGEN, W. BECKER, K. STREAKS)	LORD TARIQ & PETER GUNZ (T) CODEINE 001*	51
52	54	44	11	<b>WE CAN GET DOWN</b> S. BROWN (M. DAVIS, A. CANTRELL, D. ROPER)	◆ MYRON (C) (D) (T) ISLAND 572064	22
53	50	46	11	<b>DON'T SAY</b> JON-JOHN, M. NELSON (J. ROBINSON, M. NELSON, D. SPENCER)	◆ JON B. (C) (D) (T) (X) YAB YUM/550 MUSIC 78614/EPIC	34
54	45	42	17	<b>GOTHAM CITY (FROM "BATMAN &amp; ROBIN")●</b> R. KELLY (R. KELLY)	◆ R. KELLY (C) (D) (T) (V) (X) JIVE 42473	9
55	44	36	13	<b>THE WAY THAT YOU TALK</b> ◆ JAGGED EDGE FEATURING DA BRAT & JD J. DUPRI (J. DUPRI, B. CASEY, B. CASEY, DA BRAT)	(C) (D) (T) (X) SO SO DEF 78639/COLUMBIA	34
56	61	—	2	<b>INFATUATION</b> J. J. ROBINSON (J. J. ROBINSON)	◆ LAURNEA (C) (D) (X) YAB YUM 78708/EPIC	56
57	55	41	10	<b>YEAH! YEAH! YEAH!</b> R. JERKINS (R. JERKINS)	◆ SIMONE HINES (C) (D) (T) (X) EPIC 78627	38
58	48	60	4	<b>DJ KEEP PLAYIN' (GET YOUR MUSIC ON)</b> FULL FORCE (FULL FORCE, L. GEORGE III)	◆ YVETTE MICHELE (C) (D) (T) LOUD 64985	48
59	46	37	9	<b>I'M NOT A FOOL</b> C. STOKES, B. JAMES, SPEEDY (C. STOKES, B. JAMES, J. L. HARRINGTON)	◆ IMMATURE (C) (D) MCA 55367	19
60	60	67	6	<b>MAN BEHIND THE MUSIC</b> ◆ QUEEN PEN FEATURING TEDDY RILEY T. RILEY (T. RILEY, J. WALTERS, T. GAITHER, M. SMITH, J. BROWN, C. BOBBITT, J. BROWN, B. BIRD)	(C) (D) (T) LIL' MAN 97020/INTERSCOPE	60
61	65	66	3	<b>THE BREAKS</b> BABYFACE (R. FORD, JR., R. SIMMONS, J. B. MOORE, K. WALKER, L. SMITH, R. STERLING, A. GRIFFIN, M. STANDIFER)	◆ NADANUF FEATURING KURTIS BLOW (C) (D) (T) REPRISE 17310/WARNER BROS.	61
62	62	52	15	<b>INVISIBLE MAN●</b> D. DEVILLER, S. HOSEIN (D. DEVILLER, S. HOSEIN, S. KIPNER)	◆ 98 DEGREES (C) (D) (T) (V) MOTOWN 860650	38
63	63	63	4	<b>RISE</b> JELLYBEAN, D. MOET (A. MOODY, JOYA, M. THOMPSON)	◆ VERONICA (C) (D) (T) H.O.L.A. 341031/ISLAND	63
64	64	57	5	<b>NEVER WANNA LET YOU GO (FROM "DEF JAM'S HOW TO BE A PLAYER")</b> J. WALKER (C. GREEN, C. WARD, L. MAXWELL, B. CASEY, J. WALKER)	◆ ABSOLUTE (C) (D) DEF JAM 574925/MERCURY	57
65	70	—	2	<b>CLOSER</b> S. SNEED (V. SANTIAGO, S. ANDERSON, L. VANDROSS, R. WYATT, JR., C. PERRIN)	◆ CAPONE -N- NOREAGA (C) (D) (T) PENALTY 7214/TOMMY BOY	65
66	NEW▶	1	1	<b>MOURN YOU TIL I JOIN YOU</b> NAUGHTY BY NATURE (A. CRISS, K. GIST, V. BROWN)	◆ NAUGHTY BY NATURE (C) (D) (T) TOMMY BOY 7427	66
67	69	73	10	<b>NEED YOUR LOVE</b> ◆ BIG BUB FEATURING QUEEN LATIFAH & HEAVY D T. JEFFERSON, BIG BUB (L. DRAKEFORD, T. JEFFERSON, L. SINGLETARY, B. EDWARDS, N. RODGERS)	(C) (D) (T) KEDAR 56129/UNIVERSAL	26
68	NEW▶	1	1	<b>WHAT I NEED</b> EASY MO BEE (C. MACK)	◆ CRAIG MACK (C) (D) (T) STREET LIFE 78149/ALL AMERICAN	68
69	66	53	11	<b>AS WE LAY</b> L&L SMOOV, B. AGEE (L. TROUTMAN, B. BECK)	◆ DANA (C) (D) TONY PERCEDES/LAFACE 24252/ARISTA	37
70	67	71	7	<b>OFF THE BOOKS</b> ◆ THE BEATNUTS FEATURING BIG PUNISHER & CUBAN LINK THE BEATNUTS (L. FERNANDEZ, J. TINEO, C. RIOS)	(C) (D) (X) VIOLATOR 1646/RELATIVITY	52
71	71	62	3	<b>GET IT WET</b> THE LEGENDARY TRAXSTER (TWISTA, MS. KANE)	◆ TWISTA (C) (D) (T) CREATOR'S WAY/BIG BEAT 98001/ATLANTIC	62
72	68	55	9	<b>IT'S ALRIGHT (FROM "NOTHING TO LOSE")</b> D. MCCLARY, M. ALLEN (F. EVANS, D. MCCLARY, M. ALLEN, K. MCCORD)	◆ QUEEN LATIFAH (C) (D) (T) TOMMY BOY 7402	31
73	75	77	5	<b>HEAVEN</b> G. ST. CLAIR (R. LUNA, F. PANGELINAN, J. CENCEROS)	◆ NU FLAVOR (C) (D) (T) (V) (X) REPRISE 17408/WARNER BROS.	73
				<b>*** Greatest Gainer/Sales ***</b>		
74	91	54	4	<b>WORKIN' OUT</b> W. BECTON (W. BECTON)	◆ WILLIAM BECTON & FRIENDS (C) (D) (T) CGI 163021	54
75	72	64	11	<b>PIECE OF MY HEART</b> R. LIVINGSTON, S. PIZONIA (J. RAGOVY, B. BERNES)	◆ SHAGGY (FEATURING MARSHA) (C) (D) (T) VIRGIN 38601	57
76	80	78	17	<b>TAKE IT TO THE STREETS</b> ◆ RAMPAGE FEATURING BILLY LAWRENCE R. SMITH (R. MCNAIR, B. LAWRENCE, R. SMITH, A. COLON, G. UNDERWOOD, B. REED)	(C) (D) (M) (T) (X) VIOLATOR/ELEKTRA 64171/EEG	11
77	83	88	4	<b>BABY, BABY</b> DJ TAZ (A. ROGERS, T. MCINTOSH)	◆ KILO ALI (T) ORGANIZED NOIZE 95010/INTERSCOPE	77
78	78	74	15	<b>FIX</b> ◆ BLACKSTREET WITH SPECIAL GUESTS OL' DIRTY BASTARD & SLASH T. RILEY, D. ADAMS (T. RILEY, C. HANNIBAL, M. RILEY, S. HUDSON, R. JONES, J. ALEXANDER, L. DOGSON, A. JONES)	(T) (X) INTERSCOPE 95012*	17
79	95	79	10	<b>REMINING ME (OF SEF)</b> YNOT (L. LYNN, A. CRAIG, G. REDMOND, L. BROWN, F. SMITH, J. SIMON)	◆ COMMON FEATURING CHANTAY SAVAGE (C) (D) (T) RELATIVITY 1627	57
80	79	61	5	<b>IMMA ROLLA</b> E. COSTON, M. CITY (MR. MONEY LOC, E. COSTON, M. CITY)	◆ MR. MONEY LOC (C) (D) (X) LOC-N-UP 70310	61
81	77	51	9	<b>KISS AND TELL</b> BIG YAM, V. MERRITT (N. GILBERT, BIG YAM, V. MERRITT, E. YANCEY)	◆ BROWNSTONE (C) (D) (V) (X) MJJ/WORK 78413/EPIC	41
82	82	70	17	<b>WHATEVER●</b> BABYFACE (BABYFACE, G. FRANCO, K. ANDES)	◆ EN VOGUE (C) (D) (T) (X) EASTWEST 64174/EEG	8
83	NEW▶	1	1	<b>CAN'T STOP NO PLAYER</b> C. DORSEY (C. LASTER, J. DORSEY, T. PETTIGREW, D. WILLIAMS, C. DORSEY, J. SEALS, D. CROFT)	◆ DA ORGANIZATION (C) (X) POCKETS OF RAGE/WRAP 97452/CHIBAN	83
84	84	—	2	<b>ALRIGHT</b> J. KAY, A. STONE (E. HARRIS, J. KAY, C. SMITH)	◆ JAMIROQUAI (C) (D) (T) WORK 78703/EPIC	84
85	94	92	4	<b>DO ME BABY</b> G. WILLIS (G. WILLIS)	◆ WILLIS (C) (D) (T) WIKING 2900	76
86	76	81	12	<b>DISTANT LOVER</b> S. WILLIAMS (S. WILLIAMS, S. BLAIR)	◆ TARAL (C) (D) (T) (X) MOTOWN 860652	60
87	92	93	13	<b>LOVE IS ALL AROUND</b> DRED SCOTT (A. EVANS, DRED SCOTT)	◆ ADRIANA EVANS (C) (D) (T) PMP 64887/LOUD	65
88	81	68	12	<b>CROOKED GREEN PAPERS</b> A. FOREST (H. AYERS, L. BATES, J. GRIFFIN, A. FOREST)	◆ KINFUSION (C) (D) (T) BEFORE DAWN 1097/TOUCHWOOD	68
89	88	76	6	<b>AIN'T NUTHIN' BUT A JAM Y'ALL</b> ◆ GEORGE CLINTON WITH THE DAZZ BAND B. HARRIS (B. HARRIS, M. MCCLAIN, N. PHILLIPS, S. MARTIN, G. CLINTON, JR.)	(C) INTERSOUND 9286	58
90	NEW▶	1	1	<b>SO IN LOVE</b> A. ROLLINS (A. ROLLINS, D. WILLIAMS)	◆ SAISON (C) (D) KAT'S EYE 17758/ULG	90
91	NEW▶	1	1	<b>BLAZING HOT</b> KID CAPRI (G. MAYS, D. BARNES)	◆ NICE & SMOOTH (C) (	

## Dance Music Moves Forward With 'Life In Mono'

**GROOVIN' IN MONO:** Wanna be whisked away on a journey that transcends tedious trends and transports you into a realm where rhythmic body nourishment does not equal neglecting the mind? Well, join us for a foray into "Life In Mono" by U.K. troupe **Mono**.

More than any other current single aiming to merge electronica with pop music, this cut forges a synergistic sound that is truly ripe for mainstream picking—while tending to the needs of underground snobs. Produced by **Martin Virgo**, the percussion rattles with slicing breakbeat precision, while a taut melody is fleshed out to infectious effect with cushiony synths, languid guitar riffs, and harpsichord accents. It's an intoxicating blend that is enhanced by **Propellerheads** and **Bushmaster**, whose respective funk-rooted remixes are not merely time-sensitive beat fests; they're richly constructed new arrangements that illuminate different aspects of the song.

The true joy of "Life In Mono" is front woman **Siobahn de Mare**, who comes on like an **Edith Piaf**-esque chanteuse with lip-licking street attitude. Have a peek at the appropriately moody and atmospheric videoclip supporting the song, and you'll discover a sophisticated beauty with all the markings of a future star. She is the ultimate draw of a refreshing young act, whose forthcoming Mercury full-length debut, "Formica Blues," promises to be nothing short of a revelation.

**KILLING THE GOLDEN GOOSE:** Has anyone else had their fill of the endless flow of "mega-massive-super-duper" dance-party compilations saturating the street? Talk about stretching a good idea too far. In the last three weeks, we've seen no less than a dozen



**Clowning With Daddy.** Richard James, the mastermind behind leading electronic entity Aphex Twin, is keeping his legion of loyalists happy with the release of the Warp/Sire EP "Come To Daddy." The set shows James combining the groove-laden ambient sound of past recordings with a mild orchestral sound. James is already in the studio laying down tracks for his next project, which he hints could be a collection of piano-driven pop tunes.



by Larry Flick

of 'em. And, here's the kicker... most of them have roughly three to six songs in common.

Initially, it was a great idea. Marketing pop-driven multi-act collections to mall youth and beer-guzzling adults was an excellent way of further proving the commercial viability of the dance genre to close-minded major labels. The first few albums were actually quite good, most notably Arista's "Ultimate Dance Party 1997" and Mercury's "Pure Dance '98." Sales were also mighty impressive—thus, the current assault of coin-starved wannabes.

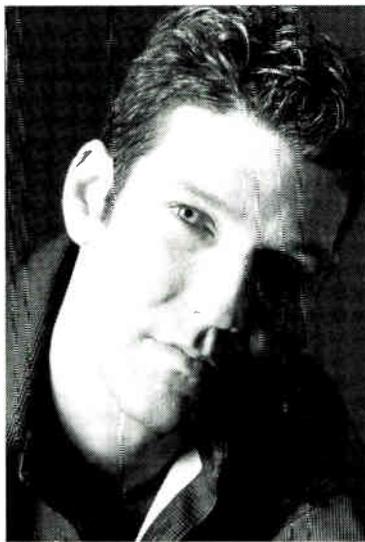
But with the glut has come a severe decrease in musical quality and marketing creativity. In the end, that could do irreparable harm to a community that is already seen as frivolous and temporary by much of the industry at large. Sadly, there's probably nothing anyone can do to prevent the imminent crash—except pray that it comes sooner than later.

At the moment, only Robbins Entertainment's juicy "Dance Party (Like It's 1998)," Arista's festive new "Ultimate Dance Party 1998," and Epic's superstar-driven "Greatest Dance Album In The World" are worth plunking down hard-earned cash for. Beyond those, tread carefully.

Meanwhile, there has rarely been a better period in the underground compilation field. Ministry of Sound U.K. gives disciples of **Sasha** and **John Digweed** a reason to smile with "Northern Exposure," a double-disc compilation that showcases their deft turntable styles—as well as cutting-edge fare like "Symphony" by **Hybrid**, "Superstring" by **Cygnus X**, "Dammerung" by **Frontside**, and "Armin" by **Blue Fear**. The lads are spending a lot of time spinning in the States. Do not miss your chance to witness some of the best mixing you're likely to hear anywhere.

The MCA soundtrack to "The Jackal" is a feast for folks who like hanging to the left (see the Reel Thing, page 22). Get this lineup: **Massive Attack**, **Goldie**, **L.T.J. Bukem**, and **Fatboy Slim** are among the set's contributors. We're most stuck on **Brian "B.T." Transeau's** ballsy collaboration with former **Psychedelic Furs** singer **Richard Butler**, "Shineaway," while **Ani DiFranco's** "Joyful Girl" is a hypnotic folk-funk concoction that is likely to inspire blissful cooing whilst swaying to the beat.

When hankering for a flash of deep-house drama, **Twisted America** should always be high on your list of labels to investigate. "Twisted Secrets 2" collects rare and out-of-print underground jams from labels all over the world and slaps 'em on CD for the first time. You need to own this disc—if only to have a copy of "N.Y. Style" by **Mateo & Matos**, an intense spine-crawler first heard on Spiritual Life Records



**Pinewood Grooves.** Chicago's club scene has gotten more plush with the rise of producer/DJ **Brian Tucker**, who has been gamering underground props over the past year for a string of EPs issued under the name **B.T. Express**. He is also strengthening his reputation as a remixer, with releases that include "Remember Me" by **Blueboy**, "Super Sexy Swingin' Sounds" by **White Zombie**, and "Do You Want My Love" by **Daryl Pandy**. Tucker's partner is **WBMM Chicago** air personality **Brian Middleton**, with whom he presides over **Pinewood Entertainment**, a multifaceted entity comprising a production company, **MadHouse Records**, and the **Hitmix** remix service. The two have also collaborated on several productions and are planning to issue a new EP before the end of 1997.

earlier this year.

On the trance/techno tip, **Blue Room Released** continues to be a tastemaking entity with "Signs Of Life," which tickles the brain with a spree of jittery beats and cinematic synths that sound directly inspired by **Pink Floyd's** "Dark Side Of The Moon." Swim in the dreamy oblivion of cuts like the sprawling "Five Million Years Before They Knew" by **Turban Bloc**.

**COSMIC DISCO:** If you were among the folks who thought "Stomp" by **God's Property From Kirk Franklin's Nu Nation** desperately needed a house remix, you'd better make a mad dash for the nearest import shop. Universal U.K. has enlisted **Booker T.** to tweak the cut for European release, and the results are glorious. Remember **Frank Knuckles'** classic version of "The Pressure" by **Sounds Of Blackness?** The tone here is similarly rousing. Perhaps someone at the act's U.S. label will consider making this remix available—perhaps on the flip side to a future single. Just a thought.

**Johnny Vicious** has been working his butt off lately. In addition to several fine cuts for Atlantic (**Dance Trax**, **Billboard**, Nov. 1), he's brought his insanely catchy tribal perspective to "Kiss You All Over" by **No Mercy**, as well as "Hit-n-Run" by **Loleatta Holloway**. The former Arista single is giving the pop trio a credible club profile, while the latter track on his own **Vicious Muzik** label continues a long-

time love affair with **Holloway's** timeless voice. He never seems happier than when he's wrapping his basslines around her vamps. "Hit-n-Run" also features a sturdy, more mainstream-friendly remix by **Junior Vasquez**.

Another veteran making some fine new music is **Angel Moraes**, who is joined by singer **Brenda Rosado** on the Hot'n'Spy Records 12-incher "Hairy And Big." There are no musical surprises here, which is just fine. Moraes cooks up one of his patented, wriggling grooves, topping it off with a plethora of buzzing keyboards. You can use your imagination as to what a song like "Hairy And Big" might be about. But unlike other double-entendre ditties, this one is totally tongue-in-cheek. In fact, Rosado sounds like she's about to burst into uncontrollable laughter at any given moment. Look for this one to "grow" into quite the autumn smash.

**Transglobal Underground** is apparently out to claim a slice of the electronica pie with "Eyeway Souljah," a typically earthy effort from the act's current "Psychic Karaoke" album on MCA. This cut benefits from an ample injection of reggae spice and a heaping dose of hip-hop aggression. Househeads will more likely be drawn to the **Hani** remix that leans heavily on ambient sound effects and a firm tribal house beat. Meanwhile, **Hardnox's** version hangs on a more ominous techno tip, and **Caleb** gives the track a tripped-out jazz feel during his interpretation.

**LINE 'EM UP:** For more than a year, music-savvy New Yorkers have kept abreast of the ever-evolving worldwide drum'n'bass scene via the weekly **Konkrete Jungle** parties. After gaining such influence in the field, the next logical progression is a spinoff label. The newly minted **Konkrete Jungle Records** will be launched in late November with "V Classic, Volume One," with new cuts by **Roni Size**, **DJ Krust**, and **Dillinjah**, among others.

Planet E Communications pays trib-



**Movin' On Up.** Randy Sills, right, has joined Jeff Haddad as a partner in the up-and-coming 4-Play Records. The Los Angeles-rooted label recently topped **Billboard's** Hot Dance Music/Club Play chart with "So In Love With You" by **Duke**. The single has just been picked up by **Universal Records**, which will go for airplay at top 40 radio shortly. Sills and Haddad will also preside over **V8 Management**. They are currently in negotiation with several high-profile club acts for management and label representation.

ute to the venerable producer/artist **Kevin Saunderson** later this month with the career retrospective "Faces & Phases." The two-record set documents the Detroit native's 10-year progression from such solo anthems as "Triangle Of Love" to his work as half of the pioneering acid-house duo **Inner City**. We've been having an especially fine time twirling away to "Rock To The Beat," a jam that has spawned a sea of cypocet records. But, of course, there ain't nothing like the real thing. Take a moment and show a little respect to a man who has been a mentoring figure to countless young groovemeisters.

If you're a fan of **Abba** tribute band **Abbadabra** (and we know there are a lot of you out there), you'll be pleased to know that **Ariola Records** has signed the U.K. outfit for the States. The album "Flight One" features club-fashioned versions of favorites like "SOS," "Voulez-Vous," and "Fernando." "Dancing Queen" is the project's first single, and it's been remixed to the hilt by **Love To Infinity**, the **Almighty Associates**, and the team of **Eddie Baez & Marvin Howell**. These versions are all cute, but we think the choice of song is a tad too obvious. We might have opted for "Mamma Mia" or "The Name Of The Game" as a singles selection.

**Ariola** is keeping tight with old-school dance music by offering "Disco Kicks" by enduring disco/NRG act **Boystown Gang**. **Bill Motley's** original production is fun, fun, fun—but **Ralphie Rosario** and **Abel Aguilera's** remixes are even better. They enhance the bright and sunny sound of the track by adding a splash of Latin percussion. More straightforward and fluffy are post-productions by **Mark Moore** and **Ian B.**, who tweak the song's chantable hook and fatten it with extra layers of synths and percussion. Do we dare hope that **Ariola** has committed to issuing a full-length album by **Boystown Gang**? And while we have the label on our mind, what's become of **Hannah Jones'** much-anticipated collection?

### Billboard. Dance HOT Breakouts

NOVEMBER 8, 1997

#### CLUB PLAY

1. ONE GOOD REASON SOULSHOCK MAXI
2. NEVER GONNA FALL LISA STANSFIELD ARISTA
3. RISE VERONICA H.O.L.A.
4. LAND OF ECSTASY PILGRIMAGE SQUEAKY CLEAN
5. FEELS SO GOOD ZERO VU FEAT. LORNA B AVEZ IMPORT

#### MAXI-SINGLES SALES

1. MOURN YOU TIL I JOIN YOU NAUGHTY BY NATURE TOMMY BOY
2. NUMBER ONE ALEXIA POPULAR
3. MIGHTY HIGH GLORIA GAYNOR FEAT. EARL YOUNG & THE TRAMPS POPULAR
4. ONE GOOD REASON SOULSHOCK MAXI
5. RUN'S HOUSE VICIOUS, KRIBBLE & RAZOR SM:JE

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/PROMOTION LABEL	ARTIST
<b>CLUB PLAY</b> COMPILED FROM A NATIONAL SAMPLE OF DANCE CLUB PLAYLISTS.					
<b>★★★ No. 1 ★★★</b>					
1	2	6	10	RUN TO YOU EIGHTBALL 45217/LIGHTYEAR 1 week at No. 1	JOI CARDWELL
2	7	13	4	AIN'T NO NEED TO HIDE CHAMPION 331	SANDY B
3	5	8	7	JAMES BOND THEME ELEKTRA 63904/EEG	◆ MOBY
4	4	7	9	WHY DON'T YOU DANCE WITH ME ULTRA 004/MOTOR	◆ FUTURE BREEZE
5	3	5	8	BUENOS AIRES WARNER BROS. PROMO	MADONNA
6	8	9	8	LEARN 2 LUV NERVOUS 20248	◆ KIM ENGLISH
7	11	22	4	TURN ME OUT (TURN TO SUGAR) STRICTLY RHYTHM 12521	PRAXIS FEATURING KATHY BROWN
8	6	3	7	HONEY COLUMBIA 78665	◆ MARIAH CAREY
9	12	18	5	DEEP DAY MAXI 2061	KATRINA VAUGHN
10	1	2	11	SO IN LOVE WITH YOU 4 PLAY 1008	DUKE
11	14	20	5	ECUADOR ULTRA/FFRR 006/ISLAND	◆ SASH!
12	9	1	10	NEVER, NEVER GONNA GIVE YOU UP ARISTA PROMO	◆ LISA STANSFIELD
13	17	27	5	CLOSER THAN CLOSE BIGBANG IMPORT	ROSIE GAINES
14	19	24	5	RIPGROOVE LOGIC 51764	◆ DOUBLE 99
15	10	4	12	REMEMBER ME OM 005/CARPORT	◆ BLUE BOY
16	23	28	6	BE MY BABY INTERHIT 54012/PRIORITY	◆ CAPPELLA
17	35	—	2	DRAMA TWISTED 55403/MCA CLUB 69 FEATURING KIM COOPER	
18	15	15	9	AIN'T TALKIN' 'BOUT DUB 550 MUSIC 78643/EPIC	◆ APOLLO FOUR FORTY
19	21	25	6	LOVE IS ALIVE DV8 582349/A&M	◆ 3RD PARTY
20	27	36	3	TO BE IN LOVE MAW 019/STRICTLY RHYTHM	MAW
21	18	11	11	ALRIGHT WORK 78659	◆ JAMIROQUAI
22	30	37	4	WORDS THAT YOU SAY STRICTLY RHYTHM 12517 WHITEBIRD FEATURING VERONICA BROWN	
23	26	34	4	DON'T GO LOGIC 64974/RCA LE CLICK FEATURING KAYO	
24	28	33	4	AMI WA WA (SOLO POR TI) NONESUCH 79480/ATLANTIC	GIPSY KINGS
25	16	12	11	TOP OF THE WORLD MCA 55384	DUDEARELLA
26	34	44	3	BEAT ME HARDER EMPIRE STATE/EIGHTBALL 54216/LIGHTYEAR	VICTOR CALDERONE
27	13	10	14	GET UP, STAND UP GROOVILICIOUS 34/STRICTLY RHYTHM	PHUNKY PHANTOM
28	33	38	3	THEME FROM THE VALLEY OF THE DOLLS WARNER BROS. 43952	K. D. LANG
29	22	21	7	BARBIE GIRL MCA 55393	◆ AQUA
<b>★★★ Power Pick ★★★</b>					
30	42	—	2	CHELSEA PRESS 2 JELLYBEAN 2529	DAT OVEN
31	32	32	5	LIKE A STAR TIMBER! 738/TOMMY BOY	CYNTHIA
32	20	19	8	SOMEWHERE ATLANTIC 84033	PET SHOP BOYS
33	38	40	3	SAMBA DE JANEIRO TOMMY BOY 417	FELIZIA
34	48	—	2	CLAP YOUR HANDS FFRR/LONDON 570037/ISLAND	LIL LOUIS
35	47	—	2	SUNSTROKE EDEL AMERICA 9139	◆ CHICANE
36	46	—	2	YOU CAN DO IT DELICIOUS VINYL PROMO/RED ANT THE BRAND NEW HEAVIES	
37	45	—	2	I BELIEVE VELOCITY 61007 PRO TOOLZ FEATURING ALTHEA MCQUEEN	
38	41	43	3	GET UP! GO INSANE! GRANDSLAM 006/STRICTLY RHYTHM	◆ STRETCH AND VERN PRESENT MADDOG
39	49	—	2	GET READY TO BOUNCE EDEL AMERICA 3722	◆ BROOKLYN BOUNCE
<b>★★★ Hot Shot Debut ★★★</b>					
40	NEW ▶	1		MUCH BETTER TWISTED 55333/MCA CLUB 69 FEATURING SUZANNE PALMER	
41	39	45	3	THE LOVE SCENE JIVE PROMO	◆ JOE
42	25	16	12	I SAY A LITTLE PRAYER WORK 78597	◆ DIANA KING
43	24	17	15	SHADOWS OF THE PAST JELLYBEAN 2525	PULSE FEAT. ANTOINETTE ROBERSON
44	37	31	8	WHEN THE FUNK HITS THE FAN OVUM/RUFFHOUSE 78611/COLUMBIA	KING BRITT PRESENTS SYLK 130
45	NEW ▶	1		LOVE, PEACE AND GREASE PERFECTO/KINETIC PROMO/REPRISE	BT
46	NEW ▶	1		CATCH PULSE-8 PROMO/POPULAR	SUNSCREAM
47	31	23	14	HOLD YOUR HEAD UP HIGH REAL TIME 204/STRICTLY RHYTHM	BORIS DLUGOSCH PRESENTS BOOM!
48	40	30	12	IT'S LIKE THAT SM:JE 9069/PROFILE	RUN-D.M.C. VS. JASON NEVINS
49	29	29	12	WHATEVER EASTWEST 63921/EEG	◆ EN VOGUE
50	36	14	12	SALVA MEA ARISTA 13397	◆ FAITHLESS

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. SoundScan®					
<b>★★★ No. 1 ★★★</b>					
1	1	1	6	YOU MAKE ME WANNA... (T) (X) LAFACE 24269/ARISTA 5 weeks at No. 1	◆ USHER
<b>★★★ Hot Shot Debut ★★★</b>					
2	NEW ▶	1		EVERYTHING (T) (X) MCA 55354	◆ MARY J. BLIGE
<b>★★★ Greatest Gainer ★★★</b>					
3	5	8	4	SOCK IT 2 ME/THE RAIN (SUPA DUBA FLY) (M) (T) EASTWEST 63911/EEG	◆ MISSY "MISDEMEANOR" ELLIOTT FEAT. DA BRAT
4	6	4	22	FREE (T) (X) STRICTLY RHYTHM 12528	◆ ULTRA NATE
5	3	3	9	HONEY (M) (T) (X) COLUMBIA 78665	◆ MARIAH CAREY
6	2	2	7	I WANT LOVE (M) (T) (X) MODERN VOICES 002	◆ TONY MASCOLO
7	8	—	2	PHENOMENON (T) DEF JAM 568081/MERCURY	◆ LL COOL J
8	7	5	7	LOVE IS ALIVE (T) (X) DV8 582349/A&M	◆ 3RD PARTY
9	16	11	15	YOU'RE NOT ALONE (T) (X) RCA 64904	◆ OLIVE
10	NEW ▶	1		WHAT I NEED (T) STREET LIFE 78150/ALL AMERICAN	◆ CRAIG MACK
11	9	17	10	YOU SHOULD BE MINE (DON'T WASTE YOUR TIME) (T) MERCURY 574761	◆ BRIAN MCKNIGHT FEAT. MASE
12	12	10	20	SPIN SPIN SUGAR (T) (X) CLEAN UP/VIRGIN UNDERGROUND 38590/VIRGIN	◆ SNEAKER PIMPS
13	4	—	2	THEME FROM THE VALLEY OF THE DOLLS (T) (X) WARNER BROS. 43952	K. D. LANG
14	17	18	19	THINGS JUST AIN'T THE SAME (T) (X) ARISTA 13381	◆ DEBORAH COX
15	11	6	5	ONE MORE NIGHT (T) (X) TOMMY BOY 786	AMBER
16	10	16	7	OFF THE BOOKS (T) (X) VIOLATOR 1646/RELATIVITY THE BEATNUTS FEAT. BIG PUNISHER & CUBAN LINK	
17	14	7	6	THE ONE I GAVE MY HEART TO (T) (X) BLACKGROUND/ATLANTIC 95567/AG	◆ AALIYAH
18	24	20	19	NOT TONIGHT/CRUSH ON YOU (M) (T) (X) UNDEASTOMMY BOY 95574 AG	◆ LIL' KIM FEAT. DA BRAT, LEFT EYE, MISSY ELLIOTT & ANGIE MARTINEZ
19	13	—	2	I'M NOT A PLAYER (T) LOUD 64909/RCA	◆ BIG PUNISHER
20	38	13	7	DON'T GO (T) (X) LOGIC 64974/RCA LE CLICK FEATURING KAYO	
21	18	14	5	IT'S YOURZ (T) LOUD 64957/RCA	◆ WU-TANG CLAN
22	28	42	5	MY LOVE IS THE SHHH! (T) WARNER BROS. 43919	◆ SOMETHIN' FOR THE PEOPLE FEAT. TRINA & TAMARA
23	33	26	11	AROUND THE WORLD (T) SOMA 38608/VIRGIN	◆ DAFT PUNK
24	21	30	7	THE JOINT (T) DEF JAM 571679/MERCURY	◆ EPMD
25	30	—	2	I CARE 'BOUT YOU (T) (X) LAFACE 24274/ARISTA	◆ MILESTONE
26	32	27	6	SUNSHINE (T) ROC-A-FELLA/DEF JAM 574923/MERCURY	◆ JAY-Z FEAT. BABYFACE AND FOXY BROWN
27	27	15	15	MO MONEY MO PROBLEMS (T) (X) BAD BOY 79109/ARISTA	◆ THE NOTORIOUS B.I.G. (FEAT. PUFF DADDY & MASE)
28	15	—	2	MUCH BETTER (T) (X) TWISTED 55333/MCA CLUB 69 FEATURING SUZANNE PALMER	
29	40	19	17	I SAY A LITTLE PRAYER (T) (X) WORK 78597/EPIC	◆ DIANA KING
30	31	23	7	LIKE A STAR (T) (X) TIMBER! 738/TOMMY BOY	CYNTHIA
31	NEW ▶	1		SING A SONG (T) (X) NERVOUS 20283	◆ BYRON STINGILY
32	25	9	22	I'LL BE MISSING YOU (M) (T) (X) BAD BOY 79097/ARISTA	◆ PUFF DADDY & FAITH EVANS (FEAT. 112)
33	23	—	2	SO GOOD (T) LOUD 65302/RCA	◆ DAVINA
34	44	—	13	BIG BAD MAMMA (T) VIOLATOR/DEF JAM 571441/MERCURY	◆ FOXY BROWN FEATURING DRU HILL
35	RE-ENTRY	6		BACKYARD BOOGIE (T) PRIORITY 53282	◆ MACK 10
36	NEW ▶	1		SOLID GROUND (T) BASEMENT BOYS 15	DJ SPEN PRESENTS JASPER STREET COMPANY
37	36	—	5	CHOOZE ONE (T) AV8 30	CROOKLYN CLAN
38	20	—	2	I'M AFRAID OF AMERICANS (X) VIRGIN 38618	◆ DAVID BOWIE
39	37	28	12	GOTHAM CITY (T) (X) JIVE 42484	◆ R. KELLY
40	29	12	3	DRAMA (T) TWISTED 55403/MCA CLUB 69 FEATURING KIM COOPER	
41	RE-ENTRY	13		TAKE IT TO THE STREETS (M) (T) (X) VIOLATOR/ELEKTRA 63941/EEG	◆ RAMPAGE FEAT. BILLY LAWRENCE
42	43	34	15	NEVER MAKE A PROMISE (T) ISLAND 572083	◆ DRU HILL
43	47	29	7	REMEMBER ME (T) (X) OM 005/CARPORT	◆ BLUE BOY
44	34	32	3	LAST NIGHT'S LETTER (M) (T) (X) MCA 55391	◆ K-CI & JOJO
45	RE-ENTRY	11		NIGHTMARE (T) (X) GROOVILICIOUS 027/STRICTLY RHYTHM	◆ BRAINBUG
46	42	25	3	TURN ME OUT (TURN TO SUGAR) (T) (X) STRICTLY RHYTHM 12521	PRAXIS FEAT. KATHY BROWN
47	RE-ENTRY	7		ME AND MY CRAZY WORLD (T) UNIVERSAL 56131	◆ LOST BOYZ
48	NEW ▶	1		AIN'T NO NEED TO HIDE (T) (X) CHAMPION 331	SANDY B
49	26	36	6	BUTTA LOVE (T) (X) ARISTA 13413	◆ NEXT
50	NEW ▶	1		CLOSER (T) PENALTY 0214/TOMMY BOY	CAPONE -N- NOREAGA

○ Titles with the greatest sales or club play increases this week. Power Pick on Club Play is awarded for the largest point increase among singles below the top 20. Greatest Gainer on Maxi-Singles Sales is awarded for the largest sales increase among singles anywhere in the top 50. ◆ Videoclip availability. Catalog number is for vinyl maxi-single, or CD maxi-single if vinyl is unavailable. On Sales chart: (M) Cassette maxi-single availability. (T) Vinyl maxi-single availability. (X) CD maxi-single availability. © 1997, Billboard/BPI Communications.



# Dance Charts

## Are Available For The First Time in 3 New Chart Packages!

### 1

Number 1 Series 1976-1996: Chronological listings of every song that reached the top position on the Club Play and Sales charts. Lists Billboard issue date, title, artist, and label. - \$50.00

### 2

Top Ten Series 1976-1996: Annual listings of every song that reached number 10 or higher on the Club Play and Sales charts. Lists title, artist, and label. Titles are listed alphabetically within each year. Number 1 records are indicated. - \$50.00

### 3

Top Songs of the Year Series 1976-1996: The annual charts of the top songs of the year in rank order as published in Billboard's Year End Special Issues. Lists title, artist, and label. - \$50.00

Send your check or money order to: Billboard Research, 1515 Broadway, NY, NY 10036-8986 Attn: Silvio Pietrolungo or call for credit card order: (212) 536-5054

## Artists, Labels Forge Tour-Based Marketing Strategies

BY DEBORAH EVANS PRICE

NASHVILLE—Breaking new artists has become increasingly difficult over the past few years, as record labels try to fit a surplus of artists into shrinking radio playlists. During the Country Music Assn.'s (CMA) recent SRO conference, one oft-repeated comment was that in order to break new acts and grow the marketplace, labels and man-



BR5-49

agers need to look for ways to sell "out of the box."

There are several acts for whom the term has become more than a catch phrase: It's a viable reality. Among those finding it possible to build careers without being totally dependent on radio are BR5-49, the Delevantes, the Ranch, and Junior Brown. It's not that these acts don't actively seek airplay; the Ranch, in fact, looks to be doing quite well with its debut single, "Walkin' The Country." However, as evidenced by the popularity of BR5-49—which, according to SoundScan, has sold 161,000 albums—without a hit single, and the Mavericks, who have twice been named CMA group of the year despite inconsistent radio success, it is possible to have a healthy career without major radio support.

"My feeling is that there should be other avenues besides country radio that managers and record companies can pursue to expose artists to the public and make the public aware of their artists' music," says FCC Management's Frank Callari, whose clients include the Mavericks and Brown.

Though radio is acknowledged as the prime vehicle for exposing music, it's by no means the only option. Two other avenues for breaking new artists are touring and media. "With both Junior and the Mavericks, the live factor is so important," says Callari. "It's almost like show and tell. You're spreading the word. People are seeing something, get-

ting excited about it, and then talking about it to the people they're with and to the people that didn't come to the show the day after at the water cooler."

Creating this awareness, Callari acknowledges, is neither easy nor quick. "It's a slow build," he notes, "because you do it town by town and show by show. As a manager or an artist, you're going to spend all this time working anyway, so why not maintain a slow build with a fan base that you can then utilize [to] spread the word? I always try to work with artists who can deliver live. If you have a strong live performance, you have so much in your favor."

Live performance has been key in the careers of Brown, the Mavericks, the Ranch, and BR5-49. "We knew this was a touring band right out of the box," Arista/Nashville VP of artist development Fletcher Foster says of BR5-49. "We knew we had to get people out to see them, and [that once they did] they would be believers."

BR5-49 had established a huge and faithful following in Nashville that prompted Arista to make its first set a live EP, "Live From Robert's," released April 30, 1996. The band took the product on the road to sell at its gigs and whet consumer appetite for its self-titled debut, released a few months later.

"When we got our record deal, we were still playing four nights a week at Robert's," says BR5-49 bassist Jay McDowell. "We wanted something to represent us as a live band."

McDowell says once the group hit the road it opened for a variety of acts, including Vince Gill, John Fogerty, Tim McGraw, Bob Dylan, and the Black Crowes.

"Arista was not afraid to expose us to those audiences," McDowell says of the band's dates with acts outside the country genre. He remembers being nervous the first time he and his bandmates walked onstage to open for the Black Crowes in Long Beach, Calif., with their string ties and stand-up bass. "Then I realized we weren't that different from the Black Crowes," he says. "We're all guys who care a lot about our music."

Foster says the label wasn't worried about BR5-49 opening for rock acts. "No matter what the venue, they represent country music," he says. Another integral part of the band's campaign was an 800 number fans could call to get information. "We updated it every day," says Foster, "and it

helped us build a very strong grassroots fan base." (The 800 number has now been replaced by a 900 number.)

BR5-49 also toured abroad extensively. "They've been overseas six times in the the past year," Foster says.



RANCH

"They went into 13 countries over the course of six visits . . . and appeared on shows like 'Pat Kenny Live' in Ireland

and 'Later With Jools Holland' [in the U.K.]. The band is nominated for two British Country Music Assn. Awards. The show takes place Nov. 16."

Mark Brown, VP of A&R at Capitol Nashville, says the label also has been taking different marketing routes with the Delevantes and the Ranch. "It was our intention when we signed these acts," he says, "[that] we were going to break these acts through press and live touring. If we got radio's support, that would come later. We look at both of these as long-term developing projects."

Like BR5-49, the Delevantes have toured in Europe. At press time, they were spending three weeks opening for Emmylou Harris as well as doing dates on their own. "We feel that Europe for this particular project is a viable mar-

ket," Brown says. "These guys had a No. 1 video on CMT in Europe last year. They were also CMT Europe's



DELEVANTES

Rising Star of the Year: They've been to Europe twice before, and we'll probably go back in the spring."

The Ranch has been hitting the road hard in the U.S. since the April release of (Continued on page 36)

## Denver's 'Celebration Of Life' Due; Garth, EMI In Talks About 'Sevens' Set

**RECORD ROUNDUP:** River North/Nashville Records will release the late John Denver's "A Celebration Of Life" Nov. 18. The album, a remake of Denver hits, was cut here in September 1996. Besides such classics as "Rocky Mountain High" and "Sunshine On My Shoulders," the album includes a solo acoustic version of "Perhaps Love." "Christmas For Cowboys" from the album will be released as a single Nov. 18.

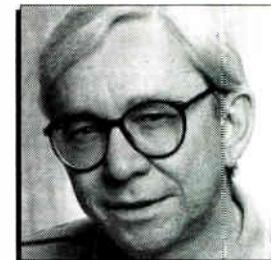
"This was John's last recording here," River North/Nashville VP/GM Eddie Mascolo tells Nashville Scene. "We were on the verge of signing him to an artist contract when he died. We were just a little late" . . . Garth Brooks has reopened negotiations with EMI about scheduling a release date for his delayed album "Sevens." In informal remarks before a concert in Chicago, Brooks remained enigmatic about a release date. He also said that this year's CMA Awards show was his favorite "because I wasn't there."

Mindy McCready's new BNA album, "If I Don't Stay The Night," is an enhanced CD. It includes a multimedia McCready presentation and 50 free hours on America Online . . . RCA's new soundtrack for the movie "Switch-Back" includes performances by Martina McBride, Keith Gattis, Keith Whitley, Radney Foster, Alison Krauss & Union Station, Mindy McCready, Steve Earle, Waylon

Jennings and Willie Nelson, and Vince Gill. First single is Gattis' "Titanic."

**ON THE ROW:** Nashville's Orbison Records has a Nov. 11 release date for "Celtic Passion: The Songs Of Roy Orbison." The set of 14 Celtic instrumentals of Roy Orbison classics was produced by Orbison's widow Barbara and Bobby Blazier. Besides retail release, the album will be direct-marketed on TV with the album "Celtic Christmas,"

also on the Orbison label . . . Representing Nashville at the Sunday (2)-Nov. 9 "Celtic Harmony" songwriting convention in Dublin will be Delbert McClinton, Rodney Crowell, Gary Nicholson, Kieran Kane, Pam Rose, and Karen Taylor-Goode. The event is conducted by the Music Bridge and the Irish Musical Rights Organization . . . "Legends Of Country Music: The Best Of Austin City Limits" on Columbia Legacy includes a number of great live appearances by such artists as Bob Wills, Chet Atkins, Loretta Lynn, Marty Robbins, Glen Campbell, Roger Miller, Merle Travis, Faron Young, and Roy Orbison. And, for some reason, Fats Domino . . . LeAnn Rimes' album "Blue" is named jukebox country CD of the year by the Amusement & Music Operators Assn. The (Continued on page 42)



by Chet Flippo



### COVER-TO-COVER COUNTRY

#### JOEL WHITBURN'S TOP COUNTRY SINGLES 1944 - 1993

Completely Updated!

The Complete Chart History of America's Hottest Music Format . . . A Mammoth, Artist-By-Artist Listing of Every Record to Appear on Billboard's Country Singles Charts from January, 1944 through November, 1993!

With:

- **BILLBOARD CHART DATA**  
The Only Book That Includes Each Record's:  
• Peak Chart Position • Total Weeks Charted  
• Chart Debut Date & Much More!
- **CLOSE-UP PHOTOS OF THE TOP 100 ARTISTS**  
Right With Their Chart Discographies
- **DETAILED BIOGRAPHIES**  
On Nearly Every Country Artist
- **INFORMATIVE TITLE TRIVIA NOTES**  
For 1,000s of Titles
- **ALL-TIME TOP 400 ARTISTS RANKINGS**
- **COMPLETE ALPHABETICAL SONG TITLE SECTION**
- **THE RECORD-HOLDERS SECTION**  
Artists & Records That Achieved the Greatest All-Time Success!
- **CHRONOLOGICAL LISTING OF ALL #1 HITS**  
Size: 7" x 9 1/4". Hardcover only. Over 575 pages.

OVER 2,100 ARTISTS & NEARLY 16,000 TITLES!

#### ORDER TODAY

Joel Whitburn's  
**TOP COUNTRY SINGLES**  
1944-1993 . . . . . \$ 60.00

Shipping & Handling . . . . . \$  
U.S. - \$5 per book  
Foreign - \$7 per book (U.S. dollars only)

**Total Payment \$** \_\_\_\_\_

VISA/MasterCard accepted.  
(Include number/expiration date/signature)

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State/Prov. \_\_\_\_\_  
Zip/Postal Code \_\_\_\_\_ Country \_\_\_\_\_



Record Research Inc.  
Attn: Dept. CW1, P.O. Box 200  
Menomonee Falls, WI 53052-0200  
Phone 414-251-5408  
Fax 414-251-9452

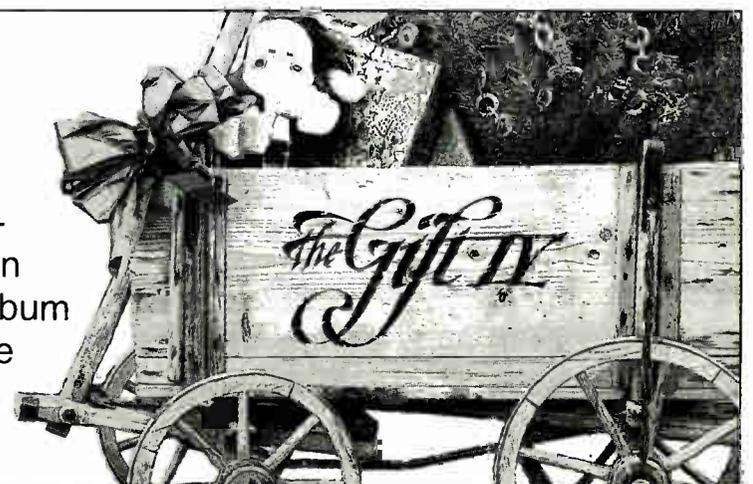
THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/PROMOTION LABEL	PEAK POSITION
				<b>*** No. 1 ***</b>		
1	3	7	6	<b>LOVE GETS ME EVERY TIME</b> R.J.LANGE (S.TWAIN,R.J.LANGE)	◆ SHANIA TWAIN (C) (D) (V) MERCURY 568062	1
2	2	3	12	<b>IN ANOTHER'S EYES</b> A.REYNOLDS (B.WOOD,J.PEPARD,G.BROOKS)	◆ TRISHA YEARWOOD AND GARTH BROOKS (V) MCA NASHVILLE 72021	2
3	4	8	11	<b>HONKY TONK TRUTH</b> D.COOK,K.BROOKS,R.DUNN (R.DUNN,K.WILLIAMS,L.WILSON)	◆ BROOKS & DUNN (V) ARISTA NASHVILLE 13101	3
4	1	1	19	<b>EVERYWHERE</b> B.GALLIMORE,J.STROUD,T.MCGRAW (C.WISEMAN,M.REID)	◆ TIM MCGRAW CURB ALBUM CUT	1
5	9	11	15	<b>THANK GOD FOR BELIEVERS</b> M.WRIGHT (R.SPRINGER,M.A.SPRINGER,T.JOHNSON)	◆ MARK CHESNUTT (C) (D) (V) DECCA 72014	5
6	8	10	15	<b>LOVE IS THE RIGHT PLACE</b> B.J.WALKER,JR.,K.LEHNING (M.HUMMON,T.SIMS)	◆ BRYAN WHITE (C) (D) (V) ARISTA NASHVILLE 13107	6
7	5	4	16	<b>IF YOU LOVE SOMEBODY</b> C.FARREN (C.FARREN,J.STEELE)	◆ KEVIN SHARP 143 ALBUM CUT/ASYLUM	4
8	10	13	11	<b>SOMETHING THAT WE DO</b> C.BLACK,J.STROUD (C.BLACK,S.EWING)	◆ CLINT BLACK (V) RCA 64961	8
9	6	2	15	<b>HOW DO I GET THERE</b> C.FARREN (D.CARTER,C.FARREN)	◆ DEANA CARTER (V) CAPITOL NASHVILLE 19646	1
10	12	15	10	<b>TODAY MY WORLD SLIPPED AWAY</b> T.BROWN,G.STRAIT (M.WRIGHT,V.GOSDIN)	◆ GEORGE STRAIT (V) MCA NASHVILLE 72019	10
11	13	16	14	<b>WATCH THIS</b> J.STROUD,C.WALKER (A.SMITH,A.BARKER,R.HARBIN)	◆ CLAY WALKER GIANT ALBUM CUT/REPRISE	11
12	16	23	9	<b>FROM HERE TO ETERNITY</b> R.E.ORRALL,J.LEO (M.PETERSON,R.E.ORRALL)	◆ MICHAEL PETERSON REPRISE ALBUM CUT	12
13	7	6	20	<b>THIS NIGHT WON'T LAST FOREVER</b> M.MILLER,M.MCANALLY (B.LABOUNTY,R.FREELAND)	◆ SAWYER BROWN (C) (D) (V) CURB 73016	6
14	14	17	17	<b>SHUT UP AND DRIVE</b> T.BROWN (S.TATE,A.TATE,R.RUTHERFORD)	◆ CHELY WRIGHT (C) (D) (V) MCA NASHVILLE 72012	14
15	15	18	10	<b>WHAT IF IT'S YOU</b> R.MCENTIRE,J.GUESS (C.MAJESKI,R.E.ORRALL)	◆ REBA MCENTIRE (V) MCA NASHVILLE 72001	15
16	17	20	10	<b>LAND OF THE LIVING</b> B.J.WALKER,JR.,P.TILLIS (W.PATTON,T.SILLERS)	◆ PAM TILLIS (V) ARISTA NASHVILLE 13096	16
17	18	19	15	<b>PLEASE</b> R.ZAVITSON,T.HASELDEN,P.GREENE (T.HASELDEN)	◆ THE KINLEYS (C) (D) EPIC 78656	17
				<b>*** AIRPOWER ***</b>		
18	22	24	6	<b>WHEN LOVE STARTS TALKIN'</b> B.MAHER (J.O'HARA,B.MAHER,G.NICHOLSON)	◆ WYONNNA (C) (D) (V) CURB 56095/UNIVERSAL	18
19	19	22	10	<b>THE REST OF MINE</b> S.HENDRICKS (T.ADKINS,K.BEARD)	◆ TRACE ADKINS (C) (D) (V) CAPITOL NASHVILLE 58680	19
				<b>*** AIRPOWER ***</b>		
20	24	25	9	<b>A BROKEN WING</b> M.MCBRIDE,P.WORLEY (J.HOUSE,S.HOGIN,P.BARNHART)	◆ MARTINA MCBRIDE (C) (D) (V) RCA 64963	20
21	25	30	5	<b>BETWEEN THE DEVIL AND ME</b> K.STEGALL (H.ALLEN,C.CHAMBERLAIN)	◆ ALAN JACKSON (V) ARISTA NASHVILLE 13067	21
22	26	31	8	<b>YOU DON'T SEEM TO MISS ME</b> E.GORDY,JR. (J.LAUDERDALE)	◆ PATTY LOVELESS (C) (D) EPIC 78704	22
23	30	37	5	<b>I'M SO HAPPY I CAN'T STOP CRYING</b> J.STROUD,T.KEITH (STING)	◆ TOBY KEITH WITH STING (C) (D) (V) MERCURY 568114	23
24	11	5	19	<b>GO AWAY</b> J.STROUD,L.MORGAN (S.SMITH,C.MAJESKI,S.RUSS)	◆ LORRIE MORGAN (C) (D) (V) BNA 64914	3
25	27	27	11	<b>YOU WALKED IN</b> D.COOK,W.WILSON (R.J.LANGE,B.ADAMS)	◆ LONESTAR (C) (D) (V) BNA 64942	25
26	28	29	8	<b>THE COAST IS CLEAR</b> F.ANDERSON,T.LAWRENCE (J.BROWN,B.JONES)	◆ TRACY LAWRENCE ATLANTIC ALBUM CUT	26
27	33	38	6	<b>ANGEL IN MY EYES</b> C.PETOCZ (B.DALY,T.MULLINS)	◆ JOHN MICHAEL MONTGOMERY ATLANTIC ALBUM CUT	27
28	31	34	8	<b>I HAVE TO SURRENDER</b> D.JOHNSON (P.BUNCH,D.JOHNSON)	◆ TY HERNDON EPIC ALBUM CUT	28
29	29	26	18	<b>THERE GOES</b> K.STEGALL (A.JACKSON)	◆ ALAN JACKSON (V) ARISTA NASHVILLE 13070	1
30	34	35	8	<b>WHAT IF I DO</b> D.MALLOY (M.D.SANDERS,E.HILL,D.MALLOY)	◆ MINDY MCCREADY (C) (D) (V) BNA 64990	30
31	37	43	5	<b>ON THE SIDE OF ANGELS</b> W.C.RIMES (G.BURR,G.HOUSE)	◆ LEANN RIMES CURB ALBUM CUT	31
32	21	9	17	<b>YOU AND YOU ALONE</b> T.BROWN (V.GILL)	◆ VINCE GILL (V) MCA NASHVILLE 72010	8
33	36	42	5	<b>OF COURSE I'M ALRIGHT</b> D.COOK,ALABAMA (B.KIRSCH)	◆ ALABAMA (V) RCA 64965	33
34	35	33	20	<b>DANCIN', SHAGGIN' ON THE BOULEVARD</b> D.COOK,ALABAMA (R.OWEN,T.GENTRY,G.FOWLER)	◆ ALABAMA (V) RCA 64849	3
35	40	46	7	<b>I WANNA FALL IN LOVE</b> M.SPIRO (M.SPIRO,B.BROCK)	◆ LILA MCCANN ASYLUM ALBUM CUT	35
36	39	41	11	<b>HAND OF FATE</b> J.SLATE,D.JOHNSON (M.LUNN,M.NOBLE)	◆ SONS OF THE DESERT (C) (D) (V) EPIC 78663	36
37	38	39	12	<b>NICKAJACK</b> S.BOGARD,S.CURNUTTE,M.MAHER (S.HENDRICKS,G.NICHOLSON)	◆ RIVER ROAD (C) (D) (V) CAPITOL NASHVILLE 58666	37
38	32	21	16	<b>HELPING ME GET OVER YOU</b> D.WAS,T.TRITT (T.TRITT,L.WHITE)	◆ TRAVIS TRITT FEATURING LARI WHITE WARNER BROS. ALBUM CUT	18

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/PROMOTION LABEL	PEAK POSITION
39	41	44	9	<b>BLINK OF AN EYE</b> R.CHANCEY,E.SEAY (J.LEO,R.BOWLES)	◆ RICOCHET (C) (D) COLUMBIA 7868B	39
40	45	51	5	<b>A CHANCE</b> B.CANNON,N.WILSON (D.DILLON,R.PORTER)	◆ KENNY CHESNEY (V) BNA 64987	40
41	48	59	4	<b>IF YOU CAN'T BE GOOD (BE GOOD AT IT)</b> K.LEHNING (T.SEALS,B.MILLER)	◆ NEAL MCCOY ATLANTIC ALBUM CUT	41
42	46	48	9	<b>ONE SOLITARY TEAR</b> E.SEAY,W.RAMBEAUX (S.AUSTIN,S.MANDILE)	◆ SHERRIE AUSTIN (C) (D) (V) ARISTA NASHVILLE 13099	42
43	65	—	2	<b>IMAGINE THAT</b> M.D.CLUTE,DIAMOND RIO (D.GEORGE,J.TIRRO,B.WHITE)	◆ DIAMOND RIO ARISTA NASHVILLE ALBUM CUT	43
44	51	57	4	<b>POSTMARKED BIRMINGHAM</b> M.BRIGHT (P.VASSAR,D.SAMPSON)	◆ BLACKHAWK (V) ARISTA NASHVILLE 13107	44
45	52	—	2	<b>YOU'VE GOT TO TALK TO ME</b> M.WRIGHT (J.O'HARA)	◆ LEE ANN WOMACK (V) DECCA 72023	45
46	49	49	7	<b>SMALL TOWN</b> K.STEGALL (J.ANDERSON,G.SCRUGGS)	◆ JOHN ANDERSON (V) MERCURY 57494B	46
47	47	50	7	<b>GOOD OL' FASHIONED LOVE</b> T.BROWN (M.NESLER,T.MARTIN)	◆ TRACY BYRD (V) MCA NASHVILLE 72011	47
48	42	36	19	<b>ALL LIT UP IN LOVE</b> T.BROWN (D.L.MURPHY)	◆ DAVID LEE MURPHY (C) (D) (V) MCA NASHVILLE 7200B	25
49	56	63	3	<b>LOVE OF MY LIFE</b> K.STEGALL (K.STEGALL,D.HILL)	◆ SAMMY KERSHAW MERCURY ALBUM CUT	49
50	50	52	7	<b>WALKIN' THE COUNTRY</b> M.COPELAND,K.URBAN (K.URBAN,V.RUST)	◆ THE RANCH (V) CAPITOL NASHVILLE 19699	50
51	54	61	4	<b>A LITTLE IN LOVE</b> J.LEO (J.LEO,R.BOWLES)	◆ PAUL BRANDT REPRISE ALBUM CUT	51
52	59	—	2	<b>DID I SHAVE MY LEGS FOR THIS?</b> C.FARREN (D.CARTER,R.HART)	◆ DEANA CARTER (C) (D) (V) CAPITOL NASHVILLE 58672	52
53	44	45	7	<b>SEE ROCK CITY</b> S.BUCKINGHAM,D.JOHNSON (M.D.SANDERS,B.DIPIERO,J.JARRAD)	◆ RICK TREVINO COLUMBIA ALBUM CUT	44
54	55	60	6	<b>MORE THAN EVERYTHING</b> J.STROUD (M.GREEN,A.MAYO)	◆ RHETT AKINS (C) (D) (V) DECCA 72022	54
55	53	53	5	<b>HEART HOLD ON</b> B.BECKETT (H.PAUL,V.MCGEHE,M.LAWLER)	◆ THE BUFFALO CLUB (V) RISING TIDE 56053	53
56	43	40	13	<b>LOVE TRAVELS</b> B.WISCH,K.MATTEA (B.HALLIGAN,JR.,L.HALLIGAN)	◆ KATHY MATTEA (V) MERCURY 578550	39
57	60	70	4	<b>HE'S GOT YOU</b> D.COOK,K.BROOKS,R.DUNN (R.DUNN,T.MCBRIDE)	◆ BROOKS & DUNN (V) ARISTA NASHVILLE 13101	57
				<b>*** HOT SHOT DEBUT ***</b>		
58	<b>NEW</b>		1	<b>ONE OF THOSE NIGHTS TONIGHT</b> J.STROUD,L.MORGAN (S.LONGACRE,R.GILES)	◆ LORRIE MORGAN BNA ALBUM CUT	58
59	64	65	3	<b>THE GIFT</b> C.RAYE,D.SHEA,B.J.WALKER,JR.,P.WORLEY (T.DOUGLAS,J.BRICKMAN)	◆ COLLIN RAYE FEATURING JIM BRICKMAN EPIC ALBUM CUT	59
60	66	72	3	<b>NIGHTS LIKE THESE</b> D.COOK (P.LYNN,P.LYNN)	◆ THE LYNN'S (C) (D) (V) REPRISE 17276	60
61	61	68	3	<b>THE PROMISED LAND</b> J.SLATE,J.DIFFIE (A.SPOONER,F.LEHNER)	◆ JOE DIFFIE EPIC ALBUM CUT	61
62	58	56	20	<b>HOLE IN MY HEART</b> M.BRIGHT (D.CHILD,D.ROBBINS,V.STEPHENSON)	◆ BLACKHAWK (C) (D) (V) ARISTA NASHVILLE 13092	31
63	68	69	14	<b>JUST TO SEE YOU SMILE</b> B.GALLIMORE,T.MCGRAW (M.NESLER,T.MARTIN)	◆ TIM MCGRAW CURB ALBUM CUT	63
64	67	67	19	<b>SOMEBODY SLAP ME</b> K.STEGALL (B.MCDILL,R.MURRAH)	◆ JOHN ANDERSON (C) (V) MERCURY 574640	22
65	<b>NEW</b>		1	<b>WHAT IF I SAID</b> JIM ED NORMAN,A.COCHRAN (A.COCHRAN)	◆ ANITA COCHRAN WITH STEVE WARINER WARNER BROS. ALBUM CUT	65
66	62	—	2	<b>THE DAY THAT SHE LEFT TULSA (IN A CHEVY)</b> D.COOK (M.D.SANDERS,S.DIAMOND)	◆ WADE HAYES COLUMBIA ALBUM CUT	62
67	<b>NEW</b>		1	<b>MY HEART'S BROKE DOWN (BUT MY MIND'S MADE UP)</b> G.BROWN (D.MILLER,S.MAJORS)	◆ DEAN MILLER (C) (D) CAPITOL NASHVILLE 58682	67
68	74	71	3	<b>I CAN LOVE YOU BETTER</b> P.WORLEY,B.CHANCEY (KOSTAS,P.B.HAYES)	◆ DIXIE CHICKS MONUMENT ALBUM CUT	68
69	<b>NEW</b>		1	<b>WHAT A WOMAN KNOWS</b> T.BROWN,E.GORDY,JR. (K.TYLER,D.CHILD,G.BURR)	◆ KRIS TYLER (C) (D) (V) RISING TIDE 56051	69
70	<b>NEW</b>		1	<b>THE NOTE</b> D.JOHNSON,J.HOBBS (B.MOORE,M.RAY)	◆ DARYLE SINGLETARY GIANT ALBUM CUT/REPRISE	70
71	73	66	13	<b>YOU CAN'T GET THERE FROM HERE</b> L.PARNELL (THE HOT LINKS (T.ARATA)	◆ LEE ROY PARNELL (C) (V) CAREER 13079	39
72	<b>NEW</b>		1	<b>TEXAS DIARY</b> S.KELLER,W.JACKSON (G.HOUSE,B.DIPIERO)	◆ JAMES T. HORN (C) (D) (V) CURB 56096/UNIVERSAL	72
73	57	47	12	<b>LIVING IN A HOUSE FULL OF LOVE</b> M.WRIGHT,B.HILL (G.SUTTON,B.SHERILL)	◆ GARY ALLAN (V) DECCA 72018	43
74	<b>NEW</b>		1	<b>I WROTE THE BOOK</b> G.MORRIS (M.KING,N.MCELROY)	◆ MATT KING ATLANTIC ALBUM CUT	74
75	75	75	4	<b>NOTHIN' BUT THE TAILLIGHTS</b> J.STROUD,C.BLACK (C.BLACK,S.WARINER)	◆ CLINT BLACK RCA ALBUM CUT	75

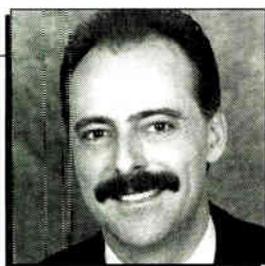
Records showing an increase in detections over the previous week, regardless of chart movement. Airpower awarded to those records which attain 3200 detections for the first time. Videoclip availability. Catalog number is for cassette single, or vinyl if cassette is unavailable. (C) Cassette single availability. (D) CD single availability. (M) Cassette maxi-single availability. (T) Vinyl maxi-single availability. (V) Vinyl single availability. (X) CD maxi-single availability. © 1997, Billboard/BPI Communications.

## The Gift IV

During this season of sharing and joy, the Air Force and Clint Black have a special gift for you and your listeners. It's a free hour-long program featuring Clint singing songs of the season from his album *Looking for Christmas* and selections from his new album *Nothin' But the Taillights*. Licensed country music stations will receive this holiday program on CD by the first week of December. You can receive The Gift IV by calling 210-652-3937.



### COUNTRY CORNER



by Wade Jessen

**OTHER SIDE OF APPALACHIA:** Bowing with Hot Shot Debut honors on Top Country Albums, "The Other Side," Wynonna's first studio album in 18 months, pops on at No. 6 with 26,000 units and enters The Billboard 200 at No. 38. "I've never been happier with anything in my life," says Curb/Universal promotion VP **Gerrie McDowell**, who also shares artist development duties at the label with Northeast/Midwest promotion manager **George Briner**. "I've never been involved with anything so positive, which has made us want even more for the success of this project, and we ain't done yet."

Briner coordinated an Oct. 20 syndicated album premiere with SJS Entertainment that aired on 180 stations nationwide. "As far as penetration is concerned, we cleared all but six of the top 50 markets with this show, and a one-hour prepackaged version has been mailed to more than 3,000 country stations. It's the biggest thing SJS has ever done with respect to audience figures, and there's so much television between now and year's end, we can't lose." Following the syndicated premiere, Wynonna performed four songs in front of Nashville's Hard Rock Cafe, which attracted more than 3,000 Music City enthusiasts and caused officials to close the tourist-heavy lower Broadway district downtown.

**SPEAKING OF TELEVISION:** Wynonna performed "When Love Starts Talkin'" on the Sept. 24 Country Music Assn. Awards show, followed by an appearance later that week on "The Tonight Show With Jay Leno." More recent stops include an Oct. 22 shot on TNN's "Prime Time Country," in which Wynonna was the only featured guest; "The Rosie O'Donnell Show" Oct. 24; and "Politically Incorrect" Oct. 30. **George Briner** says Wy's November and December TV schedule will take her to "Good Morning America," an ABC interview with **Barbara Walters**, "Fox After Breakfast," and an "Intimate Portrait" segment on Lifetime. Also, **Natalie Cole** is slated to duet with Wynonna during a holiday special from the White House.

Meanwhile, "When Love Starts Talkin'" rises 22-18 to earn Airpower status on Hot Country Singles & Tracks with airplay at 160 monitored stations.

**LAUGHTER AND LOVE SONGS:** On Top Country Albums, Capitol Nashville boasts a pair of debut titles. With 19,000 scans, **Trace Adkins** enters at No. 9 with "Big Time," his sophomore set. Adkins' debut package, "Dreamin' Out Loud," opened at No. 60 with 3,000 units in the July 13, 1996, Billboard, eventually peaking at No. 6. At its peak, that set moved more than 22,000 units during Christmas week last year. "The Rest Of Mine," the steel-drenched lead single, bullets at No. 19 on our airplay chart.

A third volume of **Roy D. Mercer's** "How Big 'A Boy Are Ya?" enters Top Country Albums at No. 49, and **Bill Kennedy**, senior director of national sales at the label, says that although Mercer is a mythical figure, he's gaining ground. "This thing happened because a couple of guys in Tulsa, Okla., got creative, and it caught the attention of [label president] **Scott Hendricks**." Kennedy cites overnight radio time buys and a sampler that was handed out at this year's Fan Fair as factors in Mercer's redneck phone-harassment bits.

**SHOOT FOR THE MOON:** **Shania Twain's** "Love Gets Me Every Time" (Mercury) reaches No. 1 on Hot Country Singles & Tracks in just six weeks. Twain's four prior No. 1 titles took an average of 11 weeks to hit the top. Her new "Come On Over" set hits stores Tuesday (4).

## LABELS FORGE MARKETING STRATEGIES NOT BASED ON RADIO

(Continued from page 34)

its self-titled debut. "Our whole feeling with the Ranch is that seeing this band is very important," says Capitol senior VP of national promotion **Bill Catino**. "We knew we just had to get them out in front of people... But we brought them to radio in a casual way and just said, 'This is an act coming in '98.' A morning guy in Cleveland saw them and talked his PD into playing them. I had several guys jump on board about three months ago, and one of the biggest consultants [in country radio] called to say that we had the sleeper of the year."

The game plan was to release the album, get the group in front of as many people as possible, and create demand for a single. It worked. Capitol hadn't planned on releasing a single until after the first of the year, but the band began generating so much interest, Capitol moved up the release date. The single is No. 50 this issue on Billboard's Hot Country Singles & Tracks. The band recently played at the Coun-

try Radio Seminar-West in Sacramento to a standing ovation.

The Ranch's **Keith Urban** says that new artists who hit the road should be mindful of keeping the process affordable. The Ranch tours in a van with just the three group members and a sound man. Urban says when a new act goes out in a big bus on its first record, the overhead puts pressure on the artist. Then the music suffers because people start looking for hit records instead of great songs.

"We certainly don't want people to think we enjoy touring the way we are at the moment," he says. "I would love nothing more than to have a bus and truck, but you have to be realistic about the climate."

With **Junior Brown**, **BR5-49**, the **Del-evantes**, and the **Ranch**, the media has also been a key tool, with tour press and TV exposure having been crucial. The Internet is also a viable tool, but video exposure seems to still be one of the best

avenues. **Brown** won the CMA Awards' video accolade last year, and **Callari** says CMT has been a strong supporter of **Brown's** career. **Callari** adds that **Brown's** Gap ad was also good exposure.

**BR5-49** has received play on MTV's "Oddsville" show as well as netting plum appearances on "Late Show With **David Letterman**," "Good Morning America," "Late Night With **Conan O'Brien**," and other key shows.

"We're getting a lot stronger in other areas," admits **Catino** regarding country music's reach into other outlets, "but radio still represents 85% of the way to reach our audience."

Obviously with all these artists, labels and managers welcome and still actively seek country radio support. So the goal in employing these "out of the box" marketing strategies is not to go around radio, but to supplement whatever airplay they can get.

"If we get radio, it will really be the (Continued on page 44)

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

TITLE (Publisher - Licensing Org.) Sheet Music Dist.	48	27	21	39	20	40	26	34	66	52	4	12	59	24	47	36	55	38	57	62	3	9	68	41	7	28	43	23	2	35	74	63	16	51	73	1	6	49	56	54	67	37	60	70	75	33	24	25																										
ALL LIT UP IN LOVE (Old Desperados, ASCAP/N2 D, ASCAP)	ANGEL IN MY EYES (Reynsong, BMI/Knob Twister, ASCAP)	BETWEEN THE DEVIL AND ME (Coburn, BMI/Ten Ten, BMI/Songs Of PolyGram Int'l, BMI/Colt-N-Twins, BMI) HL/WBM	BLINK OF AN EYE (Warner-Tamerlane, BMI/Hellmayner, BMI/Starstruck Angel, BMI/Dead Solid Perfect, BMI) HL/WBM	A BROKEN WING (Sony/ATV Tree, BMI/Sam's Jammin', BMI/Suffer In Silence, BMI) HL	A CHANCE (Acuff-Rose, ASCAP/Sony/ATV Cross Keys, ASCAP) HL/WBM	THE COAST IS CLEAR (Almo, ASCAP/Barnatuck, ASCAP/Inving, BMI/Ybama, BMI) WBM	DANCIN', SHAGGIN' ON THE BOULEVARD (Maypop, BMI) WBM	THE DAY THAT SHE LEFT TULSA (IN A CHEVY) (Starstruck Writers Group, ASCAP/Mark D., ASCAP/Diamond Three, BMI/Seven Summits, BMI)	DID I SHAVE MY LEGS FOR THIS? (Polygram Int'l, ASCAP/Door Number Two, ASCAP/Millermoo, BMI)	EVERYWHERE (Almo, ASCAP/Daddy Rabbit, ASCAP/Brio Blues, ASCAP) WBM	FROM HERE TO ETERNITY (Warner-Tamerlane, BMI/EMI April, ASCAP/Kids, ASCAP) HL/WBM	THE GIFT (Sony/ATV Tree, BMI/Multisongs, SESAC/Careers-BMG, SESAC/Brickman Arrangement, SESAC) HL/WBM	GO AWAY (EMI Blackwood, BMI/Starstruck Angel, BMI/Sony/ATV Cross Keys, ASCAP/All Around Town, ASCAP) HL/WBM	GOOD OL' FASHIONED LOVE (Music Corp. Of America, BMI/Glitterfish, BMI/Hamstein Cumberland, BMI/Baby Mae, BMI) HL/WBM	HANO OF FATE (WB, ASCAP/Lunn, ASCAP/Warner-Tamerlane, BMI/Under The Bridge, BMI) WBM	HEART HOLD ON (EMI Blackwood, BMI/Killen, BMI/Cooltermo, ASCAP) HL	HELPING ME GET OVER YOU (Post Oak, BMI/LaSongs, ASCAP/Almo, ASCAP) HL/WBM	HE'S GOT YOU (Sony/ATV Tree, BMI/Showbilly, BMI/Warner-Tamerlane, BMI/Constant Pressure, BMI) HL/WBM	HOLE IN MY HEART (EMI April, ASCAP/Desmobile, ASCAP/Joe David, ASCAP/EMI Blackwood, BMI/Vee One, BMI) HL	HONKY TONK TRUTH (Sony/ATV Tree, BMI/Showbilly, BMI/Sony/ATV Cross Keys, ASCAP/Kim Williams, ASCAP/Zomba, ASCAP) HL/WBM	HOW DO I GET THERE (EMI Princeton Street, ASCAP/Full Keel, ASCAP/Farrenuff, ASCAP) HL/WBM	I CAN LOVE YOU BETTER (Songs Of PolyGram Int'l, BMI/Polygram Int'l, ASCAP) HL	IF YOU CAN'T BE GOOD (BE GOOD AT IT) (Irving, BMI/Baby Dumplin', BMI/Warner-Tamerlane, BMI/Songs Sung Blue, BMI) WBM	IF YOU LOVE SOMEBODY (Farrenuff, ASCAP/Full Keel, ASCAP/Longitude, BMI/Blue Desert, BMI) WBM	I HAVE TO SURRENDER (Pat Price, BMI/Sydney Erin, BMI)	IMAGINE THAT (Seventh Son, ASCAP/New Hayes, ASCAP) WBM	I'M SO HAPPY I CAN'T STOP CRYING (Magnetic, BMI/Raggatta, BMI/Illegal, BMI) HL	IN ANOTHER'S EYES (Major Bob, ASCAP/No Fences, ASCAP/Rio Bravo, BMI/Cat's Eye, BMI) WBM	I WANNA FALL IN LOVE (M. Spiro, BMI/Hidden Words, BMI/Acuff-Rose, BMI) WBM	I WROTE THE BOOK (Rocking K, ASCAP/Warner Chappell, ASCAP/Log Rhythm, BMI)	JUST TO SEE YOU SMILE (Music Corp. Of America, BMI/Glitterfish, BMI/Hamstein Cumberland, BMI/Baby Mae, BMI) HL/WBM	LAND OF THE LIVING (MCA, ASCAP/Delta Kappa Iwag, ASCAP/Tom Collins, BMI) HL/WBM	A LITTLE IN LOVE (Warner-Tamerlane, BMI/Hellmayner, BMI/Starstruck Angel, BMI/Dead Solid Perfect, BMI) HL/WBM	LIVING IN A HOUSE FULL OF LOVE (EMI, BMI/AI Gallico, BMI) WBM	LOVE GETS ME EVERY TIME (Songs Of PolyGram Int'l, BMI/Loon Echo, BMI/Zomba, ASCAP) HL/WBM	LOVE IS THE RIGHT PLACE (Careers-BMG, BMI/Floyd's Dream, BMI/MCA, ASCAP/Bases Loaded, ASCAP/EMI Christian, ASCAP) HL	LOVE OF MY LIFE (EMI Tower Street, BMI/Little Cayman, BMI/EMI Blackwood, BMI/It Dreams Had Wings, ASCAP) HL	LOVE TRAVELS (BGM, ASCAP/Wood Monkey, ASCAP/Careers-BMG, BMI/Elymax, BMI) HL	MORE THAN EVERYTHING (Warner-Tamerlane, BMI/Golden Wheat, BMI/New Haven, BMI) HL/WBM	MY HEART'S BROKE DOWN (BUT MY MIND'S MADE UP) (Mighty Nice, BMI/Prince Of The Road, BMI/Blue Water, BMI/Acuff-Rose, BMI)	NICKAJACK (Warner-Tamerlane, BMI/Rancho Belita, BMI/Yalata, BMI) WBM	NIGHTS LIKE THESE (Sony/ATV Cross Keys, ASCAP/King Coal, ASCAP/Our Songsmith, ASCAP) HL	THE NOTE (Sixteen Stars, BMI/Walter Haynes, BMI/CMI, BMI)	NOTHING BUT THE TAILLIGHTS (Blackened, BMI/Steve Warner, BMI) WBM	OF COURSE I'M ALRIGHT (Sony/ATV Tree, BMI/Salzillo, BMI/Gdbilly, BMI) HL	ONE OF THOSE NIGHTS TONIGHT (Sea Acie, ASCAP/Famous, ASCAP/Careers-BMG, BMI/Hamstein Cumberland, BMI/Mike Curb, BMI/Diamond Struck, BMI)	ONE SOLITARY TEAR (Reynsong, BMI/Magnatune, SESAC)	ON THE SIDE OF ANGELS (Red Brazos, BMI/Housenotes, BMI/Gary Burr, ASCAP/MCA, ASCAP) WBM	PLEASE (We've Got The Music, BMI/Ashwords, BMI/Songs Of PolyGram Int'l, BMI) HL	POSTMARKED BIRMINGHAM (EMI April, ASCAP/Phil Vassar, ASCAP/Milene, ASCAP/EMI Blackwood, BMI/Phil This, BMI) HL/WBM	THE PROMISED LAND (Emdar, ASCAP/Texas Wedge, ASCAP/Full Keel, ASCAP/Dixie Stars, ASCAP) HL/WBM	THE REST OF MINE (WB, ASCAP/Sawing Cumpry, ASCAP/Milene, ASCAP/Loggy Bayou, ASCAP) WBM	SEE ROCK CITY (Little Big Town, BMI/American Made, BMI/Alabama Band, ASCAP/Wildcountry, ASCAP/Miss Blyss, ASCAP/Starstruck Writers Group, ASCAP/Mark D., ASCAP) HL/WBM	SHUT UP AND DRIVE (Blue Water, BMI/Music Corp. Of America, BMI) HL	SMALL TOWN (Almo, ASCAP/Holmes Creek, ASCAP/Inving, BMI/Gary Scruggs, BMI/Almo Inving, BMI) WBM	SOMEBODY SLAP ME (Songs Of PolyGram Int'l, BMI/Ranger Bob, ASCAP/Murrah, BMI) HL/WBM	SOMETHING THAT WE DO (Blackened, BMI/Acuff-Rose, BMI) WBM	TEXAS OIARY (Red Brazos, BMI/Housenotes, BMI/Little Big Town, BMI/American Made, BMI)	THANK GOD FOR BELIEVERS (EMI Blackwood, BMI/Mark Alan Springer, BMI/Big Giant, BMI) HL	THERE GOES (WB, ASCAP/Yee Haw, ASCAP) WBM	THIS NIGHT WON'T LAST FOREVER (Careers-BMG, BMI) HL	TOO MY WORLD SLIPPED AWAY (Songs Of PolyGram Int'l, BMI/Hookem, BMI/Polygram Int'l, ASCAP) HL	WALKIN' THE COUNTRY (Coburn, BMI/R.S., BMI/Bugle, ASCAP)	WATCH THIS (Notewrite, BMI/Words To Music, BMI/D-Tex, BMI/Blind Sparrow, BMI/Sony/ATV Cross Keys, ASCAP/Kim Williams, ASCAP) HL	WHAT A WOMAN KNOWS (Atlantic, BMI/Paint & Primer, BMI/EMI April, ASCAP/Desmobile, ASCAP/Gary Burr, ASCAP/MCA, ASCAP)	WHAT IF I DO (Starstruck Angel, BMI/Malloy's Toys, BMI/New Haven, BMI/Starstruck Writers Group, ASCAP/Mark D., ASCAP) HL/WBM	WHAT IF I SAID (Warner-Tamerlane, BMI/Chenowee, BMI)	WHAT IF IT'S YOU (Sony/ATV Cross Keys, ASCAP/All Around Town, ASCAP/EMI April, ASCAP/Kids, ASCAP) HL/WBM	WHEN LOVE STARTS TALKIN' (Sony/ATV Songs, BMI/Sony/ATV Tree, BMI/Magic Knee, BMI/Sony/ATV Tunes, ASCAP/EMI April, ASCAP/Gary Nicholson, ASCAP) HL	YOU AND YOU ALONE (Benefit, BMI) WBM	YOU CAN'T GET THERE FROM HERE (Little Tybee, ASCAP/Forenrunner, ASCAP)	YOU DON'T SEEM TO MISS ME (Mighty Nice, BMI/Lauderson, BMI/Blue Water, BMI) HL	YOU'VE GOT TO TALK TO ME (Sony/ATV Tree, BMI/Magic Knee, BMI)	YOU WALKED IN (Zomba, ASCAP/Badams, ASCAP/Sony/ATV Tunes, ASCAP) HL/WBM

# Billboard Top Country Singles Sales

NOVEMBER 8, 1997  
 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	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	1	1	21	HOW DO I LIVE ▲ CURB 73022 ★ ★ ★ No. 1 ★ ★ ★ 14 weeks at No. 1	LEANN RIMES
2	2	2	5	LOVE GETS ME EVERY TIME ● MERCURY 568062	SHANIA TWAIN
3	3	3	9	YOU LIGHT UP MY LIFE ● CUBB 73027	LEANN RIMES
4	4	5	7	A BROKEN WING/VALENTINE RCA 64963	MARTINA MCBRIDE
5	5	4	26	IT'S YOUR LOVE ▲ CURB 73019	TIM MCGRAW (WITH FAITH HILL)
6	7	6	11	PLEASE EPIC 78656/SONY	THE KINLEYS
7	6	7	5	THE REST OF MINE CAPITOL NAS-VILLE 58680	TRACE ADKINS
8	8	8	14	GO AWAY BNA 64914/RCA	LORRIE MORGAN
9	12	16	3	WHAT IF I DO BNA 64990/RCA	MINDY MCCREADY
10	10	10	11	LOVE IS THE RIGHT PLACE ASYLUM 64152/EEG	BRYAN WHITE
11	9	12	4	YOU DON'T SEEM TO MISS ME EPIC 78704/SONY	PATTY LOVELESS
12	11	11	8	YOU WALKED IN BNA 64342/RCA	LONESTAR
13	16	—	2	DID I SHAVE MY LEGS FOR THIS? CAPITOL NASHVILLE 58672	DEANA CARTER

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
14	13	13	13	SHUT UP AND DRIVE MCA NASHVILLE 72012	CHELY WRIGHT
15	14	9	5	WHEN LOVE STARTS TALKIN' CURB 56095/UNIVERSAL	WYONNONA
16	17	17	4	MORE THAN EVERYTHING DECCA 72022/MCA NASHVILLE	RHETT AKINS
17	15	15	73	THE LIGHT IN YOUR EYES/BLUE CURB 76959	LEANN RIMES
18	19	20	12	THANK GOD FOR BELIEVERS DECCA 72014/MCA NASHVILLE	MARK CHESNUTT
19	18	14	23	BUTTERFLY KISSES ● MCA NASHVILLE 72016	RAYBON BROS.
20	20	19	41	HERE'S YOUR SIGN (GET THE PICTURE) ● WARNER BROS. 17491	BILL ENGVALL WITH SPECIAL GUEST TRAVIS TRITT
21	22	23	3	ONE SOLITARY TEAR ARISTA NASHVILLE 13099	SHERRIE AUSTIN
22	21	18	23	DRINK, SWEAR, STEAL & LIE REPRISE 17379/WARNER BROS.	MICHAEL PETERSON
23	NEW ▶	1	1	NICKAJACK CAPITOL NASHVILLE 58666	RIVER ROAD
24	23	22	9	WICHITA LINEMAN COLUMBIA 78653/SONY	WADE HAYES
25	24	21	13	WE WERE IN LOVE MERCURY 574636	TOBY KEITH

○ 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. © 1997, Billboard/BPI Communications and SoundScan, Inc.

# Billboard TOP COUNTRY ALBUMS

NOVEMBER 8, 1997

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 ***</b>			
1	1	1	7	<b>LEANN RIMES</b> ▲ CURB 77885 (10.98/16.98) 7 weeks at No. 1	YOU LIGHT UP MY LIFE — INSPIRATIONAL SONGS	1	
2	2	2	9	<b>TRISHA YEARWOOD</b> ▲ MCA NASHVILLE 70011 (10.98/16.98)	(SONGBOOK) A COLLECTION OF HITS	1	
3	3	3	6	<b>BROOKS &amp; DUNN</b> ▲ ARISTA NASHVILLE 18852 (10.98/16.98)	THE GREATEST HITS COLLECTION	2	
4	4	4	21	<b>TIM MCGRAW</b> ▲ CURB 77886 (10.98/16.98)	EVERYWHERE	1	
				<b>*** GREATEST GAINER ***</b>			
5	6	—	2	<b>JOHN MICHAEL MONTGOMERY</b> ATLANTIC 83060/AG (10.98/16.98)	GREATEST HITS	5	
				<b>*** HOT SHOT DEBUT ***</b>			
6	<b>NEW</b> ▶	—	1	<b>WYONNNA</b> CURB 53061/UNIVERSAL (10.98/16.98)	THE OTHER SIDE	6	
7	5	5	27	<b>GEORGE STRAIT</b> ▲ MCA NASHVILLE 11584 (10.98/16.98)	CARRYING YOUR LOVE WITH ME	1	
8	7	6	68	<b>LEANN RIMES</b> ▲ CURB 77821 (10.98/15.98)	BLUE	1	
9	<b>NEW</b> ▶	—	1	<b>TRACE ADKINS</b> CAPITOL NASHVILLE 55856 (10.98/16.98)	BIG TIME	9	
10	9	7	60	<b>DEANA CARTER</b> ▲ CAPITOL NASHVILLE 37514 (10.98/15.98) HS	DID I SHAVE MY LEGS FOR THIS?	2	
11	10	8	20	<b>NEAL MCCOY</b> ● ATLANTIC 83011/AG (10.98/16.98)	GREATEST HITS	5	
12	13	13	9	<b>MARTINA MCBRIDE</b> RCA (10.98/16.98)	EVOLUTION	9	
13	11	9	4	<b>PATTY LOVELESS</b> EPIC 67997/SONY (10.98 EQ/16.98)	LONG STRETCH OF LONESOME	9	
14	12	10	5	<b>BRYAN WHITE</b> ● ASYLUM 62047/EEG (10.98/16.98)	THE RIGHT PLACE	7	
15	14	11	9	<b>COLLIN RAYE</b> ● EPIC 67893/SONY (10.98 EQ/16.98)	THE BEST OF COLLIN RAYE — DIRECT HITS	4	
16	15	12	13	<b>CLINT BLACK</b> ● RCA 67515 (10.98/16.98)	NOTHIN' BUT THE TAILLIGHTS	4	
17	18	16	52	<b>ALAN JACKSON</b> ▲ ARISTA NASHVILLE 18813 (10.98/16.98)	EVERYTHING I LOVE	1	
18	17	18	15	<b>MICHAEL PETERSON</b> REPRISE 46618/WARNER BROS. (10.98/16.98) HS	MICHAEL PETERSON	17	
19	16	14	37	<b>LEANN RIMES</b> CURB 77856 (10.98/15.98)	UNCHAINED MELODY/THE EARLY YEARS	1	
20	8	73	12	<b>JOHN DENVER</b> LEGACY 65183/SONY (9.98 EQ/13.98)	THE BEST OF JOHN DENVER LIVE	8	
21	19	15	3	<b>DELBERT MCCLINTON</b> CURB 53042/RISING TIDE (10.98/16.98)	ONE OF THE FORTUNATE FEW	15	
22	24	28	4	<b>VARIOUS ARTISTS</b> BEYOND MUSIC 3055/TOMMY BOY (11.98/16.98)	STONE COUNTRY: COUNTRY ARTISTS PERFORM THE SONGS OF THE ROLLING STONES	22	
23	22	19	19	<b>LILA MCCANN</b> ASYLUM 62042/EEG HS	LILA	8	
24	21	17	24	<b>LEE ANN WOMACK</b> DECCA 11585/MCA NASHVILLE (10.98/15.98) HS	LEE ANN WOMACK	9	
25	28	27	5	<b>THE KINLEYS</b> EPIC 67965/SONY (10.98 EQ/16.98) HS	JUST BETWEEN YOU AND ME	25	
26	25	21	70	<b>TRACE ADKINS</b> ▲ CAPITOL NASHVILLE 37222 (10.98/15.98) HS	DREAMIN' OUT LOUD	6	
27	27	24	21	<b>PAM TILLIS</b> ARISTA NASHVILLE 18836 (10.98/16.98)	GREATEST HITS	6	
28	20	20	15	<b>DIAMOND RIO</b> ARISTA NASHVILLE 18844 (10.98/16.98)	GREATEST HITS	8	
29	26	23	28	<b>SAWYER BROWN</b> CURB 77883 (10.98/16.98)	SIX DAYS ON THE ROAD	8	
30	29	30	7	<b>CHELY WRIGHT</b> MCA NASHVILLE 70003 (10.98/16.98) HS	LET ME IN	26	
31	30	26	29	<b>CLAY WALKER</b> ● GIANT 24674/WARNER BROS. (10.98/16.98)	RUMOR HAS IT	4	
32	31	29	11	<b>LORRIE MORGAN</b> BNA 67499/RCA (10.98/16.98)	SHAKIN' THINGS UP	9	
33	32	25	5	<b>MARK CHESNUTT</b> DECCA 70006/MCA NASHVILLE (10.98/16.98)	THANK GOD FOR BELIEVERS	25	
34	37	35	18	<b>TOBY KEITH</b> MERCURY 534836 (10.98 EQ/16.98)	DREAM WALKIN'	8	
35	35	32	51	<b>REBA MCENTIRE</b> ▲ MCA NASHVILLE 11500 (10.98/16.98)	WHAT IF IT'S YOU	1	
36	39	34	13	<b>BLACKHAWK</b> ARISTA NASHVILLE 18837 (10.98/16.98)	LOVE & GRAVITY	8	

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUGGESTED LIST PRICE OR EQUIVALENT)	TITLE	PEAK POSITION	
37	34	31	74	<b>VINCE GILL</b> ▲ MCA NASHVILLE 11422 (10.98/16.98)	HIGH LONESOME SOUND	3	
38	40	36	15	<b>KENNY CHESNEY</b> BNA 67498/RCA (10.98/16.98)	I WILL STAND	10	
39	38	33	29	<b>ALABAMA</b> RCA 67426 (10.98/16.98)	DANCIN' ON THE BOULEVARD	5	
40	42	37	57	<b>CLINT BLACK</b> ▲ RCA 66671 (10.98/16.98)	THE GREATEST HITS	2	
41	43	41	101	<b>GARTH BROOKS</b> ▲ CAPITOL NASHVILLE 32080 (10.98/15.98)	FRESH HORSES	1	
42	45	43	19	<b>LONESTAR</b> BNA 67422/RCA (10.98/16.98)	CRAZY NIGHTS	16	
43	41	38	61	<b>TRAVIS TRITT</b> ● WARNER BROS. 46304 (10.98/16.98)	THE RESTLESS KIND	7	
44	47	54	3	<b>VARIOUS ARTISTS</b> SPARROW 51583 (10.98/15.98)	AMAZING GRACE 2 — A COUNTRY SALUTE TO GOSPEL	44	
45	44	39	41	<b>BILL ENGVALL</b> ● WARNER BROS. 46263 (10.98/16.98) HS	HERE'S YOUR SIGN	5	
46	46	42	32	<b>TRACY LAWRENCE</b> ● ATLANTIC 82985/AG (10.98/16.98)	THE COAST IS CLEAR	4	
				<b>*** PACESETTER ***</b>			
47	53	49	29	<b>WYONNNA</b> CURB 11583/MCA NASHVILLE (10.98/16.98)	COLLECTION	9	
48	48	44	31	<b>ALISON KRAUSS &amp; UNION STATION</b> ROUNDER 0365 (9.98/15.98)	SO LONG SO WRONG	4	
49	<b>NEW</b> ▶	—	1	<b>ROY D. MERCER</b> CAPITOL NASHVILLE 21144 (7.98/12.98) HS	HOW BIG'A BOY ARE YA? VOLUME 3	49	
50	51	46	54	<b>KEVIN SHARP</b> ● 143/ASYLUM 61930/EEG (10.98/15.98) HS	MEASURE OF A MAN	4	
51	50	50	101	<b>VINCE GILL</b> ▲ MCA NASHVILLE 11394 (10.98/16.98)	SOUVENIRS	3	
52	52	45	78	<b>MINDY MCCREADY</b> ▲ BNA 66806/RCA (9.98/15.98) HS	TEN THOUSAND ANGELS	5	
53	54	58	25	<b>ROY D. MERCER</b> CAPITOL NASHVILLE 54781 (9.98/15.98)	HOW BIG'A BOY ARE YA? VOLUME 1	53	
54	58	48	13	<b>JOHN ANDERSON</b> MERCURY 536004 (10.98 EQ/16.98)	TAKIN' THE COUNTRY BACK	19	
55	36	—	2	<b>JOHN DENVER</b> RCA 66987 (10.98/15.98)	REFLECTIONS: SONGS OF LOVE AND LIFE	36	
56	59	57	14	<b>SHERRIE AUSTIN</b> ARISTA NASHVILLE 18843 (10.98/16.98) HS	WORDS	41	
57	55	51	19	<b>CHRIS LEDOUX</b> CAPITOL NASHVILLE 52775 (10.98/16.98)	LIVE	26	
58	56	47	79	<b>GEORGE STRAIT</b> ▲ MCA NASHVILLE 11428 (10.98/16.98)	BLUE CLEAR SKY	1	
59	61	60	21	<b>ROY D. MERCER</b> CAPITOL NASHVILLE 54782 (9.98/15.98)	HOW BIG'A BOY ARE YA? VOLUME 2	58	
60	49	40	57	<b>JOHN MICHAEL MONTGOMERY</b> ● ATLANTIC 82947/AG (10.98/16.98)	WHAT I DO THE BEST	5	
61	33	—	2	<b>JOHN DENVER</b> RCA 67437 (59.98/69.98)	THE COUNTRY ROADS COLLECTION	33	
62	57	53	83	<b>BRYAN WHITE</b> ▲ ASYLUM 61880/EEG (10.98/15.98)	BETWEEN NOW AND FOREVER	7	
63	62	61	15	<b>DWIGHT YOAKAM</b> REPRISE 46690/WARNER BROS. (10.98/16.98)	UNDER THE COVERS	8	
64	60	55	80	<b>BROOKS &amp; DUNN</b> ▲ ARISTA NASHVILLE 18810 (10.98/15.98)	BORDERLINE	1	
65	63	68	63	<b>TY HERNDON</b> ● EPIC 67564/SONY (10.98 EQ/15.98)	LIVING IN A MOMENT	6	
66	67	63	49	<b>MARK CHESNUTT</b> ● DECCA 11529/MCA NASHVILLE (10.98/16.98)	GREATEST HITS	18	
67	69	67	68	<b>ALABAMA</b> RCA 66848 (4.98/9.98)	SUPER HITS	47	
68	71	65	70	<b>KENNY CHESNEY</b> ● BNA 66908/RCA (10.98/15.98) HS	ME AND YOU	9	
69	72	69	58	<b>VARIOUS ARTISTS</b> WALT DISNEY 60902 (10.98/16.98)	THE BEST OF COUNTRY SING THE BEST OF DISNEY	17	
70	68	62	13	<b>VARIOUS ARTISTS</b> EDEL AMERICA 3699 (10.98/16.98)	COWBOY UP — THE OFFICIAL PRCA RODEO ALBUM	44	
71	73	71	28	<b>AARON TIPPIN</b> RCA 67427 (10.98/16.98)	GREATEST HITS...AND THEN SOME	17	
72	66	59	18	<b>BILLY RAY CYRUS</b> MERCURY 534837 (10.98 EQ/16.98)	THE BEST OF BILLY RAY CYRUS COVER TO COVER	23	
73	70	64	4	<b>MATRACA BERG</b> RISING TIDE 53047 (10.98/16.98)	SUNDAY MORNING TO SATURDAY NIGHT	64	
74	<b>RE-ENTRY</b>	—	67	<b>CLEDUS "T." JUDD</b> RAZOR & TIE 2825 (10.98/16.98) HS	I STOLED THIS RECORD	23	
75	64	56	4	<b>SARA EVANS</b> RCA 66995 (8.98/15.98)	THREE CHORDS AND THE TRUTH	56	

○ 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. For boxed sets, and double albums with a running time that exceeds two hours, the RIAA multiplies shipments by the number of discs and/or tapes. \*Asterisk indicates LP is available. Most tape prices, and CD prices for BMG and WEA 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. © 1997, 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**  
NOVEMBER 8, 1997

THIS WEEK	LAST WEEK	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUGGESTED LIST PRICE OR EQUIVALENT FOR CASSETTE/CD)	TITLE	TOTAL CHART WEEKS
1	—	<b>ALAN JACKSON</b> ▲ ARISTA NASHVILLE 18801 (10.98/16.98) 1 week at No. 1	THE GREATEST HITS COLLECTION	105
2	3	<b>SHANIA TWAIN</b> ▲ MERCURY 522886 (10.98 EQ/16.98) HS	THE WOMAN IN ME	142
3	1	<b>JOHN DENVER</b> ● RCA 10374 (10.98/16.98)	JOHN DENVER'S GREATEST HITS	2
4	5	<b>GARTH BROOKS</b> ▲ CAPITOL NASHVILLE 93866 (9.98/13.98)	NO FENCES	343
5	6	<b>GARTH BROOKS</b> ▲ CAPITOL NASHVILLE 29689 (10.98/15.98)	THE HITS	150
6	13	<b>HANK WILLIAMS, JR.</b> ▲ CURB 77638 (6.98/9.98)	GREATEST HITS, VOL. 1	181
7	11	<b>TIM MCGRAW</b> ▲ CURB 77659 (9.98/15.98)	NOT A MOMENT TOO SOON	188
8	2	<b>JOHN DENVER</b> ▲ RCA 12195 (10.98/16.98)	JOHN DENVER'S GREATEST HITS, VOLUME 2	19
9	10	<b>PATSY CLINE</b> ▲ MCA NASHVILLE 12* (7.98/12.98)	12 GREATEST HITS	553
10	15	<b>GEORGE STRAIT</b> ▲ MCA NASHVILLE 10651 (10.98/15.98)	PURE COUNTRY (SOUNDTRACK)	267
11	12	<b>CHARLIE DANIELS</b> ● EPIC 64182/SONY (5.98 EQ/9.98)	SUPER HITS	154
12	14	<b>WILLIE NELSON</b> ● COLUMBIA 64184/SONY (5.98 EQ/9.98)	SUPER HITS	171
13	16	<b>GARTH BROOKS</b> ▲ CAPITOL NASHVILLE 90897 (9.98/13.98)	GARTH BROOKS	343

THIS WEEK	LAST WEEK	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUGGESTED LIST PRICE OR EQUIVALENT FOR CASSETTE/CD)	TITLE	TOTAL CHART WEEKS
14	19	<b>VINCE GILL</b> ▲ MCA NASHVILLE 11047 (10.98/15.98)	WHEN LOVE FINDS YOU	177
15	18	<b>JOHN DENVER &amp; THE MUPPETS</b> ▲ LASERLIGHT 12761 (6.98 CD)	A CHRISTMAS TOGETHER	9
16	17	<b>TRAVIS TRITT</b> ▲ WARNER BROS. 46001 (10.98/16.98)	GREATEST HITS — FROM THE BEGINNING	111
17	20	<b>GARTH BROOKS</b> ▲ CAPITOL NASHVILLE 96330 (10.98/15.98)	ROPIN' THE WIND	196
18	24	<b>THE CHARLIE DANIELS BAND</b> ▲ EPIC 38795/SONY (7.98 EQ/11.98)	A DECADE OF HITS	418
19	—	<b>REBA MCENTIRE</b> ▲ MCA NASHVILLE 10906 (10.98/15.98)	GREATEST HITS VOLUME TWO	212
20	21	<b>JOHNNY CASH</b> COLUMBIA 66773/SONY (5.98 EQ/9.98)	SUPER HITS	47
21	22	<b>GEORGE JONES</b> ▲ EPIC 40776/SONY (5.98 EQ/9.98)	SUPER HITS	344
22	—	<b>GARTH BROOKS</b> ▲ CAPITOL NASHVILLE 80857 (10.98/16.98)	IN PIECES	137
23	—	<b>TIM MCGRAW</b> ▲ CURB 77800 (10.98/16.98)	ALL I WANT	109
24	—	<b>GEORGE STRAIT</b> ▲ MCA NASHVILLE 11263 (39.98/49.98)	STRAIT OUT OF THE BOX	107
25	—	<b>ANNE MURRAY</b> SBK 31158/EMI (10.98/16.98)	THE BEST...SO FAR	1

Catalog albums are 2-year-old titles that have fallen below No. 100 on The Billboard 200 or reissues of older albums. Total Chart Weeks column reflects combined weeks title has appeared on Top Country Albums and Top Country Catalog. ● 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 vinyl LP is available. Most tape prices, and CD prices for BMG and WEA labels are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. HS indicates past Heatseeker title. © 1997, Billboard/BPI Communications and SoundScan, Inc.

# Hot Latin Tracks



THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL/PROMOTION LABEL	TITLE PRODUCER (SONGWRITER)
				<b>*** No. 1 ***</b>	
1	1	1	8	<b>ALEJANDRO FERNANDEZ</b> SONY LATIN/SONY	<b>SI TU SUPIERAS</b> E. ESTEFAN JR., K. SANTANDER (K. SANTANDER)
2	3	3	6	<b>LUIS MIGUEL</b> WEA LATINA	<b>EL RELOJ</b> L. MIGUEL (R. CANTORAL)
3	2	2	9	<b>CRISTIAN</b> ARIOLA/BMG	<b>LO MEJOR DE MI</b> R. PEREZ (R. PEREZ)
4	5	4	23	<b>JUAN GABRIEL</b> ARIOLA/BMG	<b>TE SIGO AMANDO</b> J. GABRIEL (J. GABRIEL)
5	4	7	5	<b>VICENTE FERNANDEZ</b> SONY DISCOS/SONY	<b>NOS ESTORBO LA ROPA</b> PRAMIREZ (T. BELLO)
6	6	6	5	<b>ENRIQUE IGLESIAS</b> FONOVISA	<b>REVOLUCION</b> R. PEREZ-BOTIJA (C. GARCIA ALONSO)
				<b>*** GREATEST GAINER ***</b>	
7	12	23	4	<b>MARC ANTHONY</b> RMM	<b>Y HUBO ALGUIEN</b> A. PENNA, M. ANTHONY (O. ALFANNO)
8	7	5	5	<b>MARCO ANTONIO SOLIS</b> FONOVISA	<b>LA VENIA BENDITA</b> M.A. SOLIS (M.A. SOLIS)
9	8	11	10	<b>DLG</b> SONY TROPICAL/SONY	<b>LA QUIERO A MORIR</b> S. GEORGE (G. GABRIEL)
10	10	12	6	<b>INDIA</b> RMM	<b>ME CANSE DE SER LA OTRA</b> I. INFANTE (D. DANIEL)
11	9	8	10	<b>LOS TUCANES DE TIJUANA</b> EMI LATIN	<b>ES VERDAD</b> G. FELIX (M. QUINTERO LARA)
12	18	18	6	<b>MANA</b> WEA LATINA	<b>CLAVADO EN UN BAR</b> FHER & ALEX (F. OLVERA)
13	13	14	15	<b>LUIS MIGUEL</b> WEA LATINA	<b>POR DEBAJO DE LA MESA</b> L. MIGUEL (A. MANZANERO)
14	14	10	8	<b>VICTOR MANUELLE</b> SONY TROPICAL/SONY	<b>HE TRATADO</b> S. GEORGE (V. MANUELLE)
15	11	17	4	<b>DOMINGO QUINONES</b> RMM	<b>NO VOY A DEJARTE IR</b> C. SOTO, D. QUINONES (R. VASQUEZ)
16	16	13	28	<b>JUAN GABRIEL/ROCIO DURCAL</b> ARIOLA/BMG	<b>EL DESTINO</b> J. GABRIEL, E. OKAMURA (J. GABRIEL)
17	19	28	3	<b>KARIS</b> EMD	<b>MANECUMBE</b> R. CORA (J. CASTRO)
18	17	15	16	<b>BANDA EL LIMON</b> FONOVISA	<b>QUE SE TE OLVIDO</b> M. CONTRERAS (P. GARZA)
19	23	30	3	<b>GRUPO LIMITE</b> POLYGRAM LATINO	<b>HASTA MANANA</b> J. CARILLO (F. RIVA, K. CAMPOS)
20	15	9	19	<b>JORDI</b> FONOVISA	<b>DESESPERADAMENTE ENAMORADO</b> DYANGO (P. MARTINEZ)
21	<b>NEW</b>	1		<b>ANA GABRIEL</b> SONY DISCOS/SONY	<b>A PESAR DE TODOS</b> A. GABRIEL (A. GABRIEL)
22	22	27	5	<b>ANA TORROJA</b> ARIOLA/BMG	<b>A CONTRATIEMPO</b> T. MANSFIELD (B. HAYES)
23	24	20	18	<b>LOS TEMERARIOS</b> FONOVISA	<b>ACEPTA MI ERROR</b> A. ANGEL ALBA (G.A. ALVA)
24	28	—	2	<b>LOS MISMOS</b> EMI LATIN	<b>TE LLEVAS MI VIDA</b> LOS MISMOS (R. GONZALEZ MORA)
25	20	25	5	<b>JERRY RIVERA</b> SONY TROPICAL/SONY	<b>YA NO SOY EL NINO AQUEL</b> A. PENNA (A. PENNA)
26	<b>RE-ENTRY</b>	3		<b>OLGA TANON</b> WEA LATINA	<b>LLEGO EL AMOR</b> O. TANON (A. ENAMORADO)
27	31	—	2	<b>BOYZ II MEN</b> MOTOWN/POLYGRAM LATINO	<b>4 ESTACIONES DE SOLEDAD</b> K.C. PORTER, J.J. JAM, T. LEWIS (J. JAM, T. LEWIS)
28	38	—	2	<b>INTOCABLE</b> EMI LATIN	<b>DONDE ESTAS?</b> J. L. AYALA (E. ALANIS)
29	29	34	7	<b>PRISCILA Y SUS BALAS DE PLATA</b> FONOVISA	<b>NO SE SI ES AMOR</b> T. PAIZ (P. GESSIE)
30	21	22	7	<b>LOS TIGRES DEL NORTE</b> FONOVISA	<b>MIS DOS PATRIAS</b> TN INC. (E. VALENCIA)
31	<b>NEW</b>	1		<b>GISSELLE</b> RCA/BMG	<b>QUIERO ESTAR CONTIGO</b> B. CEPEDA (J. NUNEZ)
32	<b>RE-ENTRY</b>	9		<b>BACKSTREET BOYS</b> JIVE	<b>QUIT PLAYING GAMES (WITH MY HEART)</b> M. MARTIN, K. LUNDIN (M. MARTIN, H. CRICHLAW)
33	<b>NEW</b>	1		<b>REY RUIZ</b> SONY TROPICAL/SONY	<b>TU NO SABES</b> R. RUIZ (R. QUIJANO)
34	<b>NEW</b>	1		<b>MDO</b> SONY LATIN/SONY	<b>AY AMOR</b> NOT LISTED (F. OSORIO)
35	<b>NEW</b>	1		<b>MOJADO</b> FONOVISA	<b>LLORAR QUEDITO</b> L. LOZANO (F. BARRIENTOS, L. LOZANO)
36	<b>NEW</b>	1		<b>LAURA FLORES</b> UNIVERSAL	<b>EL ALMA NO TIENE COLOR</b> M.A. SOLIS (M.A. SOLIS)
37	33	—	20	<b>MARCO ANTONIO SOLIS</b> FONOVISA	<b>O SOY O FUI</b> M.A. SOLIS (M.A. SOLIS)
38	25	19	18	<b>BANDA EL RECODO</b> FONOVISA	<b>QUE SOLO ESTOY SIN TI</b> G. LIZARRAGA (M.A. SOLIS)
39	30	39	3	<b>SIN FRONTERAS</b> WEACARIBE/WEA LATINA	<b>TANTO AMOR</b> J. HIDALGO (J. NUNEZ)
40	35	—	2	<b>ALEJANDRO SANZ</b> WEA LATINA	<b>Y SI FUERA ELLA?</b> E. AUFFINENGO, M.A. ARENAS (A. SANZ)

POP	TROPICAL/SALSA	REGIONAL MEXICAN
26 STATIONS	23 STATIONS	69 STATIONS
1 LUIS MIGUEL WEA LATINA EL RELOJ	1 MARC ANTHONY RMM Y HUBO ALGUIEN	1 MARCO ANTONIO SOLIS FONOVISA LA VENIA BENDITA
2 CRISTIAN ARIOLA/BMG LO MEJOR DE MI	2 DLG SONY TROPICAL/SONY LA QUIERO A MORIR	2 VICENTE FERNANDEZ SONY DISCOS/SONY NOS ESTORBO...
3 ALEJANDRO FERNANDEZ SONY LATIN/SONY SI TU SUPIERAS	3 INDIA RMM ME CANSE DE SER LA OTRA	3 LOS TUCANES DE TIJUANA EMI LATIN ES VERDAD
4 LUIS MIGUEL WEA LATINA POR DEBAJO DE LA MESA	4 VICTOR MANUELLE SONY TROPICAL/SONY HE TRATADO	4 ALEJANDRO FERNANDEZ SONY LATIN/SONY SI TU...
5 MANA WEA LATINA CLAVADO EN UN BAR	5 MANA WEA LATINA CLAVADO EN UN BAR	5 JUAN GABRIEL ARIOLA/BMG TE SIGO AMANDO
6 ENRIQUE IGLESIAS FONOVISA REVOLUCION	6 DOMINGO QUINONES RMM NO VOY A DEJARTE IR	6 MANA EL LIMON FONOVISA QUE SE TE OLVIDO
7 JUAN GABRIEL/ROCIO DURCAL ARIOLA/BMG EL DESTINO	7 KARIS EMD MANECUMBE	7 GRUPO LIMITE POLYGRAM LATINO HASTA MANANA
8 JUAN GABRIEL ARIOLA/BMG TE SIGO AMANDO	8 CRISTIAN ARIOLA/BMG LO MEJOR DE MI	8 LOS TEMERARIOS FONOVISA YA ME VOY PARA SIEMPRE
9 ANA TORROJA ARIOLA/BMG A CONTRATIEMPO	9 LUIS MIGUEL WEA LATINA EL RELOJ	9 ENRIQUE IGLESIAS FONOVISA REVOLUCION
10 MARC ANTHONY RMM Y HUBO ALGUIEN	10 JERRY RIVERA SONY TROPICAL/SONY YO NO SOY EL...	10 LOS TEMERARIOS FONOVISA ACEPTA MI ERROR
11 BOYZ II MEN MOTOWN/POLYGRAM LATINO 4 ESTACIONES...	11 OLGA TANON WEA LATINA LLEGO EL AMOR	11 LOS MISMOS EMI LATIN TE LLEVAS MI VIDA
12 DLG SONY TROPICAL/SONY LA QUIERO A MORIR	12 GISSELLE RCA/BMG QUIERO ESTAR CONTIGO	12 INTOCABLE EMI LATIN DONDE ESTAS?
13 JORDI FONOVISA DESESPERADAMENTE ENAMORADO	13 BOYZ II MEN MOTOWN/POLYGRAM LATINO 4 ESTACIONES...	13 PRISCILA Y SUS BALAS DE PLATA FONOVISA NO SE SI...
14 KARIS EMD MANECUMBE	14 REY RUIZ SONY TROPICAL/SONY TU NO SABES	14 LOS TIGRES DEL NORTE FONOVISA MIS DOS PATRIAS
15 BACKSTREET BOYS JIVE QUIT PLAYING GAMES	15 ALEJANDRO FERNANDEZ SONY LATIN/SONY SI TU...	15 MOJADO FONOVISA LLORAR QUEDITO

Records showing an increase in audience 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. Greatest Gainer indicates song with largest audience growth. If two records are tied in audience size, the record being played on more stations is placed first. Records below the top 20 are removed from the chart after 26 weeks. © 1997 Billboard/BPI Communications, Inc.

## Artists & Music

# It's Time Maná Got Some Respect

**SPANISH ROCK'S MANNA:** Though Maná is routinely dissed by many hardcore rock en español fans and seldom rates a mention by stateside Anglo rock critics authoring poorly informed pieces on the genre, the Mexican superstar quartet made history in late October, when its superb WEA Latina release "Sueños Líquidos" topped The Billboard Latin 50.

Maná's ascent to No. 1 marked the first time a rock en español act had crested Billboard's retail chart, which was not published in the Nov. 1 issue. Moreover, the 17,500 units sold by "Sueños Líquidos" last week helped the album make a splashy debut at No. 67 on The Billboard 200.

What's more, "Clavado En Un Bar," the leadoff single of "Sueños Líquidos," became the highest-charting Spanish rock track this issue, when the reggae-spiced rock thumper moved 18-12 on Hot Latin Tracks.

Why has Maná gone to chart heights that its more critically celebrated brethren could only dream of? Simple. The band's driving creative force of lead singer Fher and drummer Alex González craft melodic, hook-laden rock parables that its massive fan base throughout Latin America can instantly hum to and identify with.



by John Lannert

Is Maná breaking new musical ground? For the most part, no. But neither did Styx, REO Speedwagon, or Journey. Yet these three classic rock acts, whose music is not so far afield from Maná's more exotic pop/rock blend, were considered successful rock bands of their era. Why is Maná not considered a rock en español outfit now? Why does the consumer press continue to ignore this group as it churns out myriad articles on rock en español?—the purported "next big thing" for bored Anglo music scribes.

What are the defining characteristics of rock en español for many of its Latin American admirers with whom I have

talked? Energy and edge, they often reply. Translation: a high decibel level with wheezing guitar solos and a histrionic singer screeching cryptic verse about societal ills. And, *por favor*, no melodic lines, they insist, for it would make the music sound too cheesy and— heaven forbid—too pop.

*Comprendes Méndez?* Clearly, Maná's mainstream sound and commercial achievements run counter to the underground sentiments of Spanish rock's faithful. Plainly put, it just is not hip to like Maná.

Yet it is Maná's very commercial success that can help grow the still-budding rock en español movement. Rock artists, such as Maná's labelmate Café Tacuba, garner all the deserved critical laurels, but it has sold only a fraction of the several million units moved by Maná. Rock-directed acts such as Maná are the artists who can drive the Spanish rock train because its universal, middle-ground appeal, which transcends local rock tastes, is what will

(Continued on page 40)

### LATIN TRACKS A-Z

- TITLE (Publisher - Licensing Drg.) Sheet Music Dist.
- 27 4 ESTACIONES DE SOLEDAD (4 SEASONS OF LONELINESS) (EMI April, ASCAP/Flyte Tyme, ASCAP)
- 22 A CONTRATIEMPO (Sony/ATV Tunes, ASCAP/Monster, ASCAP)
- 21 A PESAR DE TODOS (Sony Discos, ASCAP)
- 23 ACEPTA MI ERROR (Edimonsa, ASCAP)
- 34 AY AMOR (Warner/Chappell, ASCAP)
- 12 CLAVADO EN UN BAR (Yelapa Songs, ASCAP/EMI April, ASCAP)
- 20 DESESPERADAMENTE ENAMORADO (Latin Teddy Songs, SESAC)
- 28 DONDE ESTAS? (Ser-Ca, BMI)
- 36 EL ALMA NO TIENE COLOR (Crisma, SESAC)
- 16 EL DESTINO (BMG Songs, ASCAP)
- 2 EL RELOJ (Peer International, BMI)
- 11 ES VERDAD (Flamingo)
- 19 HASTA MANANA (Warner/Chappell)
- 14 HE TRATADO (PMC, ASCAP)
- 9 LA QUIERO A MORIR (Karen, ASCAP)
- 8 LA VENIA BENDITA (Crisma, SESAC)
- 26 LLEGO EL AMOR (We Are Musica, BMI)
- 35 LLORAR QUEDITO (Fonometric, SESAC)
- 3 LO MEJOR DE MI (UKMC)
- 17 MANECUMBE (EMD, ASCAP)
- 10 ME CANSE DE SER LA OTRA (Musivida, ASCAP/Caribbean Waves, ASCAP)
- 30 MIS DOS PATRIAS (TN Ediciones, BMI)
- 29 NO SE SI ES AMOR (Copyright Control)
- 15 NO VOY A DEJARTE IR (Viorli, ASCAP)
- 5 NOS ESTORBO LA ROPA (TN Ediciones, BMI/M.A.M.P., BMI)
- 37 O SOY O FUI (Marsosa, SESAC)
- 13 POR DEBAJO DE LA MESA (Tillandsia, ASCAP)
- 18 QUE SE TE OLVIDO (Unimusic, ASCAP)
- 38 QUE SOLO ESTOY SIN TI (Mas Latin, SESAC)
- 31 QUIERO ESTAR CONTIGO (Unimusic, ASCAP)
- 32 QUIT PLAYING GAMES (WITH MY HEART) (Zomba, ASCAP/Creative, ASCAP/Megasongs, ASCAP)
- 6 REVOLUCION (Unimusic, ASCAP/Hey Chubby, ASCAP)
- 1 SI TU SUPIERAS (FIPP, BMI)
- 29 TANTO AMOR (Unimusic, ASCAP)
- 24 TE LLEVAS MI VIDA (Copyright Control)
- 4 TE SIGO AMANDO (BMG Songs, ASCAP)
- 33 TU NO SABES (Lanfranco, ASCAP)
- 7 Y HUBO ALGUIEN (New Emoa, SESAC)
- 40 Y, SI FUERA ELLA? (Copyright Control)
- 25 YA NO SOY EL NINO AQUEL (Altamar, ASCAP)



**Universal's Miami Beach Premiere.** The Universal Music Group recently celebrated the opening of its Latin division headquarters, Universal Music Latin America. The new offices in Miami Beach house Universal Music Latin America, Universal Music Latino, MCA Publishing Latin America, and the Miami branch of RMM Records, a U.S. imprint distributed by Universal Music and Video Distribution. Shown, from left, are Mel Lewinter, vice chairman/COO of Universal Music Group; Doug Morris, chairman/CEO of Universal Music Group; Jesús López, senior VP of Universal Music Latin America; Jorgen Larsen, president of Universal Music International; and Zach Horowitz, president of Universal Music Group.

**H.L. DISTRIBUTORS, INC.**

LA DISTRIBUIDORA MAS GRANDE Y MAS COMPLETA EN MUSICA LATINA EN EL MUNDO SIN DUDA, SIMPLEMENTE LA MEJOR!

Discos Compactos • Videolaser • Cassettes • Accesorios Y MUCHO MAS!

**LLAMENOS HOY!**

**1-800-780-7712**

6940 S.W. 12 Street Miami, FL 33144 • Local: (305) 262-7711 • Fax: (305) 261-6143

# THE Billboard Latin 50™

Compiled from a national sample of retail store and rack sales reports collected, compiled, and provided by SoundScan®

THIS WEEK	LAST WEEK	WKS ON	ARTIST	LABEL & NUMBER/DISTRIBUTING LABEL	TITLE
★★★★ No. 1 ★★★★★					
1	2	12	LUIS MIGUEL ●	WEA LATINA 19798 10 weeks at No. 1	ROMANCES
2	1	3	MANA	WEA LATINA 20430	SUENOS LIQUIDOS
3	3	5	ALEJANDRO FERNANDEZ	SONY LATIN 82446/SONY HS	ME ESTOY ENAMORANDO
4	4	3	MARCO ANTONIO SOLIS	FONOVISA 0514	MARCO
5	5	11	GIPSY KINGS	NONESUCH/ATLANTIC 79466/AG	COMPAS
6	6	4	CRISTIAN	ARIOLA 52205/BMG	LO MEJOR DE MI
7	8	7	INDIA RMM	82157 HS	SOBRE EL FUEGO
8	7	19	CHARLIE ZAA	SONOLUX 82136/SONY HS	SENTIMIENTOS
★★★★ HOT SHOT DEBUT ★★★★★					
9	NEW ▶		GRUPO LIMITE	POLYGRAM LATINO 539331 HS	SENTIMIENTO
10	10	5	BUENA VISTA SOCIAL CLUB	WORLD CIRCUIT/NONESUCH 79478/AG HS	BUENA VISTA SOCIAL CLUB
11	9	20	LOS TIGRES DEL NORTE ●	FONOVISA 80711 HS	JEFE DE JEFES
12	11	39	ENRIQUE IGLESIAS ▲	FONOVISA 0001	VIVIR
13	12	5	BOBBY PULIDO	EMI LATIN 57522	LLEGASTE A MI VIDA
14	14	54	GRUPO LIMITE	POLYGRAM LATINO 533302 HS	PARTIENDOME EL ALMA
15	15	27	LOS TUCANES DE TIJUANA	EMI LATIN 56921 HS	TUCANES DE ORO
★★★★ GREATEST GAINER ★★★★★					
16	18	17	THALIA	EMI LATIN 57977	AMOR A LA MEXICANA
17	13	5	LOS MISMOS	EMI LATIN 33230	GRACIAS POR TODO
18	16	7	GRUPO EXTERMINADOR	FONOVISA 9590	NARCO CORRIDOS 2
19	17	49	JULIO IGLESIAS ●	COLUMBIA 67899/SONY	TANGO
20	25	19	INTOCABLE	EMI LATIN 56694 HS	IV
21	22	16	VICENTE FERNANDEZ	SONY DISCOS 82356/SONY	ESTATUA DE MARFIL
22	19	5	BOYZ II MEN	MOTOWN 530823/POLYGRAM LATINO	EVOLUCION
23	23	11	DLG	SONY TROPICAL 82340/SONY	SWING ON
24	20	21	VICTOR MANUELLE	SONY TROPICAL 82334/SONY	A PESAR DE TODO
25	30	5	JERRY RIVERA	SONY TROPICAL 82435/SONY	YA NO SOY EL NINO AQUEL
26	31	26	OLGA TANON	WEA LATINA 18733 HS	LLEVAME CONTIGO
27	24	10	LAURA FLORES	UNIVERSAL 40004	ME QUEDE VACIA
28	27	26	JUAN GABRIEL/ROCIO DURCAL	ARIOLA 47805/BMG HS	JUNTOS OTRA VEZ
29	26	39	FEY	SONY LATIN 82059/SONY	TIERNA LA NOCHE
30	21	86	SHAKIRA ●	SONY LATIN 81795/SONY HS	PIES DESCALZOS
31	29	7	CARLOS VIVES	EMI LATIN 59452	TENGO FE
32	33	27	LOS TUCANES DE TIJUANA	EMI LATIN 56922 HS	TUCANES DE PLATA
33	39	35	SELENA	EMI LATIN 19207	EXITOS Y RECUERDOS
34	36	44	ALEJANDRO FERNANDEZ	SONY DISCOS 82080/SONY	MUY DENTRO DE MI CORAZON
35	NEW ▶		BANDA EL LIMON	FONOVISA 4016	ME CAISTE DEL CIELO
36	42	3	VARIOUS ARTISTS	PRIORITY 51006	ULTRA MIX-BEST OF LATIN HOUSE
37	32	19	GRUPO BRYNDIS	DISA 57594/EMI LATIN	ASI ES EL AMOR
38	40	35	LOS ANGELES AZULES	DISA 53791/EMI LATIN	INOLVIDABLES
39	RE-ENTRY		JOSE JOSE	RCA 49443/BMG	SERIE PLATINO VOL. 2
40	44	3	ALBITA	CRESCENT MOON/EPIC 68804/SONY	UNA MUJER COMO YO
41	43	11	JENNIFER Y LOS JETZ	EMI LATIN 59367	JENNIFER
42	34	23	ILEGALES	ARIOLA 47761/BMG	REBOTANDO
43	35	25	VARIOUS ARTISTS	ARIOLA 46527/BMG	TE SIGO AMANDO
44	37	9	MAZZ	EMI LATIN 28804	AL FRENTE DE TODOS
45	47	13	BANDA EL RECODO	FONOVISA 9580	DE PARRANDA CON LA BANDA
46	41	3	INTOCABLE	EMI LATIN 21436	12 SUPER EXITOS
47	38	4	DOMINGO QUINONES	RMM 82219	SE NECESITA UN MILAGRO
48	RE-ENTRY		AFRO-CUBAN ALL STARS	WORLD CIRCUIT/NONESUCH 79476/AG	A TODA CUBA LE GUSTA
49	45	10	TONO ROSARIO	WEA LATINA 19530	SEGUIRE
50	NEW ▶		LA MAKINA J&N	82492/SONY	LOS REYES DEL RITMO

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. For boxed sets, and double albums with a running time that exceeds two hours, the RIAA multiplies shipments by the number of discs and/or tapes. Greatest Gainer shows chart's largest unit increase. HS indicates past and present Heatseeker titles. © 1997, Billboard/BPI Communications and SoundScan, Inc.

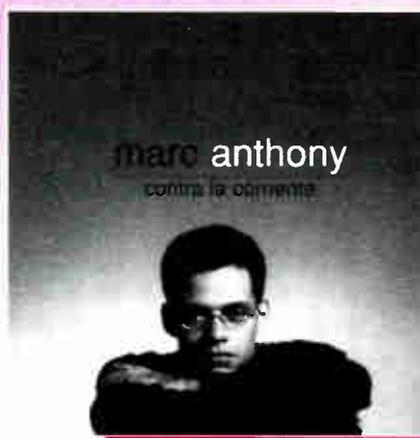
RMM presents  
the #1 selling tropical/salsa artist in the world!  
brings his incomparable sound to the new release...

# marc anthony

"contra la corriente"  
(against the current)

street date  
**NOV. 4th 1997**

shipping 350,000 units  
United States and Puerto Rico.

includes the smash hit single...  
**"y hubo alguien"**

after two incredible albums, marc anthony returns with the most anticipated latin album for 1997 that includes (6) tropical/salsa songs, a ballad and a pop/bachata.

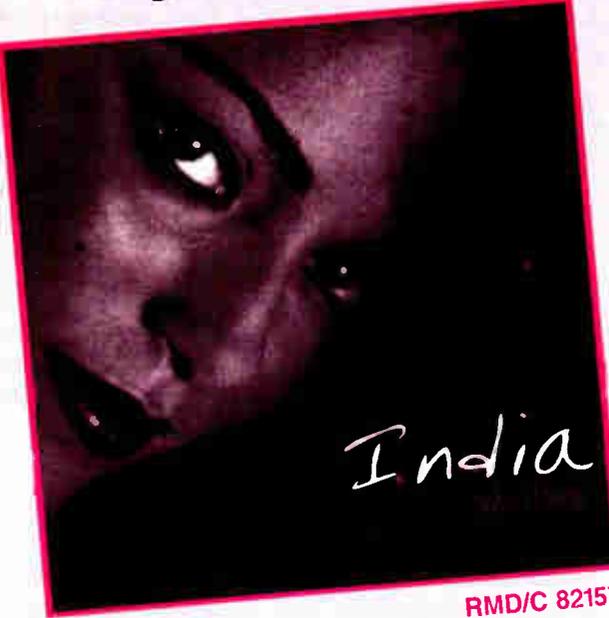
RMD/C 82156

The #1 Selling Tropical Female In The World!...

# india

"Sobre el fuego"  
("Through the Fire")

- #2 TOP LATIN / TROPICAL SALSA ALBUM
- BILLBOARD #2 LATIN/TROPICAL SALSA TRACKS
- #8 TOP 50 CURRENT LATIN ALBUMS
- BILLBOARD #10 HOT LATIN TRACK



RMD/C 82157

Her new release "Sobre el Fuego" contains 10 hot Salsa tracks possessing India's charismatic vocal stylings and lyrical appeal.





"Charlie Musselwhite plays some of the most compelling blues on the planet, and his 17th feature album is a gem. His stellar harmonica playing encompasses all emotions."

Downbeat

"Musselwhite's charmingly laconic vocals and frequently astonishing harp work sparkle on an uncommonly diverse set. ★★"

Chicago Tribune

## CHARLIE MUSSELWHITE ROUGH NEWS

The new album available at your local record store or to order by phone call 1-800-745-4477.

On tour with Keb' Mo and Dr. John:

- November
- West Point NY
  - Washington DC
  - Baltimore MD
  - Jacksonville FL
  - Fort Lauderdale FL
  - Ft Myers FL
  - St Petersburg FL
  - Fort Lauderdale FL
  - Sarasota FL
  - Melbourne FL
  - Gainesville FL
  - Atlanta GA
  - Knoxville TN
  - Bloomington IN
  - Danville KY
  - Henderson KY
  - E. Lansing MI
  - Columbus OH
  - Richmond IN
  - Kalamazoo MI
  - Kitchner CAN
  - Toronto CAN
  - Akron OH
  - Mount Clemens MI
- December
- Chicago IL
  - Wausau WI
  - Green Bay WI
  - Detroit MI
  - Cincinnati OH
  - Santa Rosa CA

http://www.virginrecords.com  
AOL Keyword: Virgin Records

printblank Roots. Blues. Soul.

©1997 Virgin Records America, Inc.

## TOP BLUES ALBUMS™

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®	
			TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
			★★ NO. 1 ★★	
1	1	3	<b>TROUBLE IS...</b> REVOLUTION 24689/WARNER BROS.	KENNY WAYNE SHEPHERD BAND 3 weeks at No. 1
2	3	39	<b>LIE TO ME</b> ● A&M 540640 [BS]	JONNY LANG
3	2	3	<b>ONE OF THE FORTUNATE FEW</b> CURB 53042/RISING TIDE	DELBERT MCCLINTON
4	4	13	<b>LIVE AT CARNEGIE HALL</b> EPIC 68163	STEVIE RAY VAUGHAN AND DOUBLE TROUBLE
5	5	104	<b>GREATEST HITS</b> ▲ EPIC 66217*	STEVIE RAY VAUGHAN AND DOUBLE TROUBLE
6	6	2	<b>PAINT IT, BLUE - SONGS OF THE ROLLING STONES</b> HOUSE OF BLUES 13152	VARIOUS ARTISTS
7	13	71	<b>JUST LIKE YOU</b> OKEH 67316/EPIC [BS]	KEB' MO'
8	8	6	<b>TAILSPIN HEADWACK</b> SILVERTONE 4161 1/JIVE	CHRIS DUARTE GROUP
9	12	25	<b>ROAD TO ZEN</b> EUREKA 77061/DISCOVERY [BS]	COREY STEVENS
10	9	19	<b>SEÑOR BLUES</b> PRIVATE MUSIC 82151	TAJ MAHAL
11	7	50	<b>HELP YOURSELF</b> MISS BUTCH 4003/MARDI GRAS [BS]	PEGGY SCOTT-ADAMS
12	10	29	<b>COME ON HOME</b> VIRGIN 42984	BOZ SCAGGS
13	14	25	<b>SWEET POTATO PIE</b> MERCURY 534483	THE ROBERT CRAY BAND
14	15	6	<b>HER BEST</b> CHESS 9367/MCA	ETTA JAMES
15	RE-ENTRY		<b>LIVE FROM CHICAGO'S HOUSE OF BLUES</b> HOUSE OF BLUES 161273	BLUES BROTHERS AND FRIENDS

## TOP REGGAE ALBUMS™

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®	
			TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
			★★ NO. 1 ★★	
1	1	9	<b>MIDNIGHT LOVER</b> VIRGIN 44487*	SHAGGY 6 weeks at No. 1
2	2	5	<b>DREAMS OF FREEDOM — AMBIENT TRANSLATIONS OF BOB MARLEY IN DUB</b> AXIOM 5244 19*/ISLAND	BOB MARLEY
3	3	3	<b>THINK LIKE A GIRL</b> WORK 67959/EPIC [BS]	DIANA KING
4	4	23	<b>REGGAE GOLD 1997</b> VP 1509*	VARIOUS ARTISTS
5	7	102	<b>THE BEST OF VOLUME ONE</b> VIRGIN 41009	UB40
6	5	15	<b>FALLEN IS BABYLON</b> ELEKTRA 62032/EEG	ZIGGY MARLEY & THE MELODY MAKERS
7	10	103	<b>THE BEST OF VOLUME TWO</b> VIRGIN 41010	UB40
8	6	10	<b>RAGE, AND FUR'Y</b> BLUEMOON/ATLANTIC 92767/AG	STEEL PULSE
9	9	5	<b>HONORARY CITIZEN</b> LEGACY 65064/COLUMBIA	PETER TOSH
10	11	17	<b>GUNS IN THE GHETTO</b> VIRGIN 44402	UB40
11	8	20	<b>YARDCORE</b> DELICIOUS VINYL 5018*/RED ANT [BS]	BORN JAMERICANS
12	12	13	<b>REGGATA MONDATT</b> ARK 21 61868	VARIOUS ARTISTS
13	14	27	<b>THE BEST OF ZIGGY MARLEY... (1988-1993)</b> VIRGIN 44098	ZIGGY MARLEY & THE MELODY MAKERS
14	13	19	<b>PASSION</b> VP 1493*	LADY SAW
15	RE-ENTRY		<b>MR. MARLEY</b> TUFF GONG 541 77/LIGHTYEAR	DAMIAN JR. GONG MARLEY

## TOP WORLD MUSIC ALBUMS™

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®	
			TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
			★★ NO. 1 ★★	
1	1	4	<b>THE BOOK OF SECRETS</b> WARNER BROS. 46719 [BS]	LOREENA MCKENNITT 4 weeks at No. 1
2	NEW		<b>E O MAI</b> PUNAHLE 005 [BS]	KEALI' REICHEL
3	3	5	<b>ROMANZA</b> PHILIPS 539207/POLYGRAM [BS]	ANDREA BOCELLI
4	2	10	<b>COMPAS</b> NONESUCH/ATLANTIC 79466/AG	GIPSY KINGS
5	5	6	<b>BUENA VISTA SOCIAL CLUB</b> WORLD CIRCUIT/NONESUCH 79478/AG [BS]	BUENA VISTA SOCIAL CLUB
6	6	19	<b>RIVERDANCE</b> CELTIC HEARTBEAT 53076/UNIVERSAL	BILL WHELAN
7	4	34	<b>MICHAEL FLATLEY'S LORD OF THE DANCE</b> PHILIPS 533757 [BS]	RONAN HARDIMAN
8	9	2	<b>CELTIC CHRISTMAS III</b> WINDHAM HILL 11233	VARIOUS ARTISTS
9	7	20	<b>CELTIC PRIDE</b> RETRO 0090 [BS]	COLUMN MACOIREACHTAIGH & THE IRISH CEILI BAND
10	10	72	<b>RIVERDANCE</b> ● CELTIC HEARTBEAT 82816/AG [BS]	BILL WHELAN
11	11	6	<b>THE MAGIC OF IRELAND FEAT. LORD OF THE DANCE</b> MADACY 8078	IRISH CEILI BAND & SINGERS
12	12	36	<b>N DIS LIFE</b> BIG BOY 5903	ISRAEL KAMAKAWIWO'OLE
13	8	6	<b>WOMEN OF THE WORLD CELTIC II</b> PUTUMAYO 134	VARIOUS ARTISTS
14	NEW		<b>RUNAWAY SUNDAY</b> VIRGIN 44559 [BS]	ALTAN
15	NEW		<b>MUSIC FROM THE COFFEE LANDS</b> PUTUMAYO 135	VARIOUS ARTISTS

● 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. For boxed sets, and double albums with a running time that exceeds two hours, the RIAA multiplies shipments by the number of discs and/or tapes. All albums available on cassette and CD. \*Asienik indicates vinyl available. [BS] indicates past and present Heatseekers titles. © 1997, Billboard/BPI Communications and SoundScan, Inc.

# Artists & Music

## NOTAS

(Continued from page 38)

entire record labels to sign and develop like-minded artists.

Apart from Maná, Sony Latin/Sony's **Ricardo Arjona** is the only other rock-leaning artist to make consistent chart noise at radio and retail in the U.S. Latino market. He is also one of the few rock acts besides Maná to realize prosperity throughout Latin America.

Arjona's success is hardly a coincidence. Like Maná, the Guatemalan acoustic rocker pens memorable, often topical, narratives that are as tuneful as they are pithy. The next Spanish rock act looking to break big would do well to follow suit.

**LATINO ROUNDUP:** Néstor Casonu has been named regional managing director; Latin America, of EMI Music Publishing. He will continue as managing director of EMI Music Publishing Argentina, a position he has held since 1992.

After a two-year absence, Montreal promotion company Antara Productions is slated to restart its monthly tropical fiestas called ¡Oyé! Overlooked merengue act **Papo Ross & Orquesta Pambiche** headline the kickoff event Friday (7) at Montreal nightclub Metropolis.

The fourth annual Tejano Music & Media Conference is slated to take place Nov. 11-12 at the Radisson Market Square Hotel in San Antonio, Texas. Call 210-222-8862 for more information.

**CHART NOTES, RETAIL:** One week after reaching the top rung of The Billboard Latin 50, Maná's hit WEA Latina disc "Sueños Líquidos" slips to No. 2. And as often happens with a title that blasts to No. 1, sales tanked 44% to 10,000 units. The steep sales decrease caused "Sueños Líquidos" to plummet 67-118 on The Billboard 200.

Conversely, Maná's labelmate Luis Miguel moved back to No. 1 on The Billboard Latin 50 with his blockbuster "Romances." The album held its slot at No. 98 on The Billboard 200 for the second straight week. The 11,500 units sold of "Romances" were off nearly 10% from the previous week.

Similarly, sales of titles appearing on The Billboard Latin 50 were down nearly 14% to 91,500 pieces. Still, the two-week sales average in November of 99,000 units is decisively higher than the weekly sales averages in October

(87,500), September (92,500), August (77,000), and July (71,500). Contributing mightily to the healthy upward sales bias since August are "Romances," "Sueños Líquidos," the **Gipsy Kings'** "Compas," and **Alejandro Fernández's** "Me Estoy Enamorando."

Also helping to fatten sales on this issue's retail chart is **Grupo Límite's** "Sentimiento," which comes in at No. 9 with 2,500 units. Cuban roots music is well represented at No. 10 with the self-titled disc by **Buena Vista Social Club**, an assemblage of top Cuban players whose fine recording was produced by **Ry Cooder**. Cooder performs on the album, too.

On the retail genre charts, "Romances" returns to No. 1 on the pop chart after a one-week respite. Topping the tropical/salsa chart is "Sobre El Fuego" by RMM salsa diva **India**. Her smash disc ends the 15-week run at the top by **Charlie Zaa's** "Sentimientos" (Sonolux/Sony). Also ending a long stay at No. 1 (18 weeks) are **Los Tigres Del Norte's** "Jefe De Jefes" (Fonovisa), which is relegated to the second slot on the regional Mexican chart by Grupo Límite's aforementioned "Sentimiento."

**CHART NOTES, RADIO:** While **Alejandro Fernández's** smash ballad "Si Tú Supieras" (Sony Latin/Sony) rules Hot Latin Tracks for the fourth successive week, **Luis Miguel's** "El Reloj" (WEA Latina) is only 15,000 audience impressions behind "Si Tú Supieras." "El Reloj" tops the pop genre chart this issue for the first time.

"El Destino" by BMG idols **Juan Gabriel** and **Rocío Dúrcal** became the longest-running title on Hot Latin Tracks last issue when it notched its 27th week on the chart. The song holds at No. 16 this issue.

Salsa superstar **Marc Anthony** moves 4-1 on the tropical/salsa chart with "Y Hubo Alguien," which also rises 12-7 with a bullet on Hot Latin Tracks. His latest RMM disc, "Contra La Corriente," is due on Tuesday (4).

And for the fourth consecutive week, Fonovisa's famed **Marco Antonio Solís** tops the regional Mexican genre chart with "La Venia Bendita," a former chart-topper on Hot Latin Tracks.

Assistance in preparing this column was provided by Enor Paímo in São Paulo, Brazil.

## REGGAE MUSIC

Free Catalog, Same Day Mail, Best Price  
Call Toll Free To Place Orders

# 1-800-441-4041

Fax: 718-658-3573

**VP RECORDS**

Import & Export

**MASTERPIECE**  
Freddie McGregor  
LP, CD, & CASS  
VP 1502-2

**MAIN BRANCH: 89-05 138th Street, Jamaica, NY 11435 Tel: 718-291-7058**  
IN FLORIDA: 5893 S.W. 21st St., W. Hollywood, Florida 33023 Tel: 305-966-4744 Fax: 305-966-8766

## LARGEST DISTRIBUTOR



by Lisa Collins

**AGAINST THE FLOW:** When, in early January, Angie and Debbie Winans started work on their sophomore release, their intention was to offset what they characterized as demoralizing messages being sent by today's media. And while they titled the album "Bold," they had no idea of the controversy that would stem from a cut titled "Not Natural," which supports an anti-gay stance in response to the hoopla surrounding the coming-out episode of Ellen DeGeneres' ABC-TV sitcom, "Ellen." The reaction has ranged from death threats to the kind of media attention that can sometimes drive sales.

"I'm glad for the controversy because it makes people listen to the words," says Debbie. "I didn't expect that it would be this big this soon, but people often need to be stirred up to live right. It's not that me and Angie are saying things that no one has ever heard. We just weren't afraid to say them."

Liz Tracey, associate communications director for the New York chapter of the Gay and Lesbian Alliance Against Defamation, says the organization is not calling for a boycott of the album. "We would just like people to contact the Winans, their representatives, and retailers and let them know what they think of their song," she says. "We're not saying that they shouldn't

protest, but we find that people don't want to be told what to buy."

The project, distributed through Diamonte Music Group, was released on the Winans' own Nashville-based label, Against the Flow, and was produced by Angie's husband, Cedric Caldwell, and his brother Victor, also co-owners of the label, which has a roster of three.

"When we started to do the album, we realized that it was bold and that maybe a label wouldn't want to back it," Debbie explains. "We didn't want anybody to tamper with the music, so by the time we finished, we said, 'Let's just do it ourselves.'"

They named the label Against the Flow because, according to Debbie, that's the direction in which they are headed. "We want to go against the flow in every aspect of the business. But," she adds of the project, "it's not all controversial... It's good music, and because we own the label, we were more in control musically."

**CONCERT OF A LIFETIME:** Walter Hawkins & the Love Center Choir's 25th Annual Reunion Live was billed the concert of a lifetime, and joining in the celebration were Tramaine Hawkins, Lynette Hawkins-Stephens, Edwin Hawkins, Yvette Flunder, and Shirley Miller. The concert, which ran Oct. 24-25, was held at Oakland, Calif.'s Paramount Theater; and during the celebration, Hawkins' debut project on the Gospo Centric label was announced. The evening's high point was a finale featuring Richard Smallwood, Kurt Carr, Bobby Jones, Donnie McClurkin, Donald Lawrence, Lawrence Matthews, and the Rev. Jesse Jackson, all of whom were special invited guests. The album is being slated for release in the second quarter of 1998, along with a live concert video.



by Deborah Evans Price

**A WELCOME RETURN:** Listening to Sandi Patty's new Word Records album, "Artist Of My Soul," feels like the welcome return of an old friend with whom you haven't spent time for a while who has grown wiser, and even more special, in the time you've been apart. On her new album, Patty breathes life into an outstanding collection of songs with the voice that made her a household name, not just among Christian music fans but among music lovers everywhere.

Patty has an impressive five Grammy Awards and 35 Dove Awards to her credit, not to mention three platinum and five gold albums. Though longtime fans will immediately love those trademark vocals, Patty is in a different place these days personally and artistically. She's expanded her fan base by performing concerts with symphony orchestras across the country. She recorded an album of classic pop tunes to sell at her shows, and she's working on an upcoming Spanish-language album for release on Word.

"Mostly I've been home and loving that," she says of the home she shares with her second husband, Don Pelsis. Between them, the couple has eight children. "It's been nice to take off and spend time with the family."

Not that Patty has had much downtime. In addition to her symphony dates, she's performed on the My Utmost for His Highest and Emmanuel tours, and this winter she will be busy with a Christmas tour featuring music from her 1996 Christmas album, "Oh Holy Night."

As many in the industry remember, that album was originally slated for release in 1995 but was pushed back when it was disclosed that she and Pelsis were involved prior to her divorce from manager/husband John Helvering. Patty found herself in the middle of a difficult situation. Though such news wouldn't be of concern to anyone in another genre, it presents problems for a Christian music artist. Patty took time away from her career to resolve her personal issues with counseling from her pastor. She weathered the storm and has come out stronger. "There's some-

thing very humiliating, but very freeing, about people knowing everything."

I admire the way Patty and the staff at Word have handled an awkward situation. Both have continued to do what they do best: Patty has continued to serve the Lord with that wondrous voice, and Word has stood by an artist it believes in. The result is a great new record. "I want my albums to be a reflection of where I'm at in my own life. On this record, I'm definitely celebrating grace and forgiveness. I'm grateful for a second chance at life and love."

Produced by Robbie Buchanan, the album is filled with some of the best songs she has recorded in years. "I was really pleased with how it turned out," she says. "I'm really so appreciative to the writers who wrote the songs on this project."

Retailers are happy to have Patty back on their shelves with a new release. "Her Christmas release from last year was one of our best sellers last Christmas, and we anticipate that sales from that album along with 'Artist Of My Soul' are going to be very high," says Kevin Miles, senior buyer for the 195-store Family Christian chain, which is featuring Patty as its artist of the month in November. "Consumers are going to fall in love with Sandi Patty all over again. Sandi means a lot to our company. We have high hopes for this record. I believe anybody that loves Christian music will love 'Artist Of My Soul.' Musically and lyrically, this is a beautiful album."

"She performed in August at our managers' conference and really provided our managers with a glimpse of the Sandi Patty we all know and love. She really ministered to us. I believe that really helped solidify any misunderstandings that may have been out there in the past... This album is just full of grace and peace and just the joy in celebrating God's truth."

Word GM/VP Elisa Elder says the label is pleased with the support it is getting from retail. "These songs are her witness. This album is full of wonderful, worshipful songs from our industry's greatest artist."

"She has a core audience that's really hungry for this new record," says Word VP of marketing Linda Klosterman. "I think most people agree her vocals have never sounded better."

In addition to a push at Christian retail, Elder says the label is exploring other marketing avenues. It is securing mailing lists from the symphonies Patty has performed with and is doing a mailing, as well as placing ads in symphony programs to promote the set.

(Continued on page 44)

# Top Gospel Albums

THIS WEEK	LAST WEEK	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL	TITLE
			Compiled from a national sample of retail store and rack sales reports collected, compiled, and provided by SoundScan®	
			★★ No. 1 ★★	
1	1	23	GOD'S PROPERTY FROM KIRK FRANKLIN'S NU NATION ▲ B-RITE 90D93/INTERSCOPE	GOD'S PROPERTY
2	2	48	SOUNDTRACK ▲ <sup>2</sup> ARISTA 18951	THE PREACHER'S WIFE
3	38	3	THE MOTOR CITY MASS CHOIR INTEGRITY/WORD 68144/EPIC	SHOUT IN THE HOUSE WITH THE MOTOR CITY MASS CHOIR
4	3	79	KIRK FRANKLIN AND THE FAMILY ▲ GOSPO CENTRIC 72127	WHATCHA LOOKIN' 4
5	4	4	ANGIE AND DEBBIE ATF 9760/DIAMANTE	BOLD
6	5	2	WILLIAM BECTON & FRIENDS CGI 161318	HEART OF A LOVE SONG
7	8	15	THE CANTON SPIRITUALS VERITY 43021 [HS]	LIVING THE DREAM: LIVE IN WASHINGTON D.C.
8	6	24	HEZEKIAH WALKER & THE LOVE FELLOWSHIP CRUSADE CHOIR VERITY 43023 [HS]	LIVE IN LONDON AT WEMBLEY
9	9	74	FRED HAMMOND & RADICAL FOR CHRIST VERITY 43046 [HS]	THE SPIRIT OF DAVID
10	10	34	VARIOUS ARTISTS CGI 165252	TODAY'S GOSPEL MUSIC COLLECTION
11	7	19	OLETA ADAMS HARMONY 1601	COME WALK WITH ME
12	15	37	T.D. JAKES INTEGRITY/WORD 67931/EPIC	T.D. JAKES PRESENTS MUSIC FROM WOMAN, THOU ART LOOSED!
13	11	18	VICKIE WINANS CGI 161279	LIVE IN DETROIT
14	12	52	DONNIE MCCLURKIN WARNER ALLIANCE 46297	DONNIE MCCLURKIN
15	13	24	VIRTUE VERITY 43020	VIRTUE
16	14	26	SHIRLEY CAESAR WORD 68003/EPIC [HS]	A MIRACLE IN HARLEM
17	26	23	THE WILLIAMS BROTHERS BLACKBERRY 1618/MALACO	STILL STANDING
18	16	78	RICHARD SMALLWOOD WITH VISION VERITY 43015	ADORATION: LIVE IN ATLANTA
19	19	52	BEBE & CECE WINANS SPARROW 37048/EMI	GREATEST HITS
20	18	52	ANOINTED WORD 67804/EPIC [HS]	UNDER THE INFLUENCE
21	25	42	WANDA NERO BUTLER SOUND OF GOSPEL 223	ALL TO THE GLORY OF GOD
22	17	32	KURT CARR SINGERS GOSPO CENTRIC 72138	NO ONE ELSE
23	22	68	YOLANDA ADAMS VERITY 43027	YOLANDA LIVE IN WASHINGTON
24	21	37	CARLTON PEARSON WARNER ALLIANCE 46354 [HS]	LIVE AT AZUSA 2 PRECIOUS MEMORIES
25	27	22	ANDRAE CROUCH QWEST 45924/WARNER BROS.	PRAY
26	20	11	BEN TANKARD & TRIBE OF BENJAMIN VERITY 43095	GIT YO PRAYZE ON
27	23	16	DOTTIE PEOPLES ATLANTA INT'L 10233	TESTIFY
28	RE-ENTRY		FLEXX BORN AGAIN 1015/PANDISC	SO REAL
29	28	9	VARIOUS ARTISTS PLATINUM/LIGHT 161304/CGI	GOSPEL'S GREATEST HITS VOLUME III
30	31	9	REV. JAMES MOORE MALACO 6026	IT AIN'T OVER (TILL GOD SAYS IT'S OVER) — LIVE IN PITTSBURGH
31	24	24	MARVIN SAPP WORD 68039/EPIC	GRACE AND MERCY
32	29	15	JAMES HALL & WORSHIP AND PRAISE CGI 161278	...ACCORDING TO JAMES HALL — CHAPT. III
33	32	15	CHRISTOPHER BRINSON MALACO 4487	WHAT IF GOD IS UNHAPPY?
34	NEW		THE NEW LIFE COMMUNITY CHOIR FEATURING JOHN P. KEE NEW LIFE 43108/VERITY	STRENGTH
35	36	4	BRODERICK E. RICE BORN AGAIN 1017/PANDISC	THE PREACHER'S SON
36	39	46	THE GEORGIA MASS CHOIR SAVOY 7123	GREATEST HITS
37	34	23	CANDI STATON CGI 161276	COVER ME
38	RE-ENTRY		COLORADO MASS CHOIR VERITY 43056	WATCH GOD MOVE
39	RE-ENTRY		DOROTHY NORWOOD MALACO 6024	HATTIE B'S DAUGHTER
40	30	56	THE WILLIAMS SISTERS FIRST LITE 4003	LIVE ON THE EAST COAST—LET EVERY EAR HEAR

Records 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. For boxed sets, and double albums with a running time that exceeds two hours, the RIAA multiplies shipments by the number of discs and/or tapes. All albums available on cassette and CD. \*Asterisk indicates vinyl available. [HS] indicates past or present Heatseeker titles. © 1997, Billboard/BPI Communications.

"We Will Give You Praise"  
The new release from Rev. Bruce Parham on the Savoy label, is drawing praise from the entire gospel spectrum. Don't miss this one, and get in the Praise!!

Along with the Las Vegas Family Mass Choir

SAVOY RECORDS INC.

# Top Contemporary Christian

THIS WEEK	LAST WEEK	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL	TITLE
			Compiled from a national sample of retail store and rack sales reports collected, compiled, and provided by <b>SoundScan®</b>	
				★★ NO. 1 ★★
1	1	7	<b>LEANN RIMES</b> ▲ CURB 77885/WCD 7 weeks at No. 1	YOU LIGHT UP MY LIFE — INSPIRATIONAL SONGS
2	3	7	<b>AMY GRANT</b> MYRRH 7008/WORD	BEHIND THE EYES
3	2	6	<b>JARS OF CLAY</b> ● ESSENTIAL 70017/PROVIDENT	MUCH AFRAID
4	NEW		<b>STEVEN CURTIS CHAPMAN</b> SPARROW 1630/CHORDANT	GREATEST HITS
5	4	70	<b>BOB CARLISLE</b> ▲ <sup>2</sup> DIADEM 1139/PROVIDENT <b>HS</b>	SHADES OF GRACE
6	5	9	<b>DC TALK</b> FOREFRONT 5184/CHORDANT	LIVE IN CONCERT — WELCOME TO THE FREAK SHOW
7	6	9	<b>THIRD DAY</b> REUNION 10006/PROVIDENT	CONSPIRACY NO. 5
8	NEW		<b>SANDI PATTY</b> WORD 9911 <b>HS</b>	ARTIST OF MY SOUL
9	7	75	<b>JACI VELASQUEZ</b> MYRRH 6995/WORD <b>HS</b>	HEAVENLY PLACE
10	10	3	<b>VARIOUS ARTISTS</b> SPARROW 1583/CHORDANT	AMAZING GRACE 2 — A COUNTRY SALUTE TO GOSPEL
11	8	59	<b>POINT OF GRACE</b> ● WORD 9694	LIFE LOVE & OTHER MYSTERIES
12	17	7	<b>THE GAITHER VOCAL BAND</b> SPRING HILL 5407/CHORDANT	LOVIN' GOD & LOVIN' EACH OTHER
13	11	37	<b>RICH MULLINS</b> REUNION 0116/PROVIDENT <b>HS</b>	SONGS
14	9	21	<b>THE SUPERTONES</b> BEC 7401/CHORDANT <b>HS</b>	SUPERTONES STRIKE BACK
15	15	101	<b>DC TALK</b> ▲ FOREFRONT 5140/CHORDANT	JESUS FREAK
16	14	52	<b>VARIOUS ARTISTS</b> ▲ SPARROW 1562/CHORDANT	WOW-1997: THE YEAR'S 30 TOP CHRISTIAN ARTISTS AND SONGS
17	16	17	<b>CLAY CROSSE</b> REUNION 10005/PROVIDENT <b>HS</b>	STAINED GLASS
18	13	5	<b>GEOFF MOORE &amp; THE DISTANCE</b> FOREFRONT 5175/CHORDANT <b>HS</b>	THREADS
19	12	19	<b>CHRIS RICE</b> ROCKETOWN 1528/WORD <b>HS</b>	DEEP ENOUGH TO DREAM
20	18	26	<b>KATHY TROCCOLI</b> REUNION 10003/PROVIDENT <b>HS</b>	LOVE AND MERCY
21	20	45	<b>VARIOUS ARTISTS</b> HOSANNA/INTEGRITY 8952/WORD	SHOUT TO THE LORD
22	NEW		<b>RON KENOLY</b> HOSANNA/INTEGRITY 12032/WORD	HIGH PLACES: THE BEST OF RON KENOLY
23	19	3	<b>PFR</b> SPARROW 1631/CHORDANT <b>HS</b>	THE LATE GREAT PFR
24	22	30	<b>CARMAN</b> SPARROW 1565/CHORDANT	I SURRENDER ALL—30 CLASSIC HYMNS
25	21	4	<b>VARIOUS ARTISTS</b> HOSANNA/INTEGRITY 11412/WORD	SHOUT IN THE HOUSE WITH THE MOTOR CITY MASS CHOIR
26	24	78	<b>KIRK FRANKLIN AND THE FAMILY</b> ▲ GOSPO CENTRIC 2127/CHORDANT	WHATCHA LOOKIN' 4
27	29	45	<b>MXPX</b> TOOTH & NAIL 1060/DIAMANTE <b>HS</b>	LIFE IN GENERAL
28	25	5	<b>ANGIE &amp; DEBBIE WINANS</b> ATF 9760/DIAMANTE	BOLD
29	23	60	<b>STEVEN CURTIS CHAPMAN</b> ● SPARROW 1554/CHORDANT	SIGNS OF LIFE
30	37	56	<b>CRYSTAL LEWIS</b> MYRRH 5039/WORD <b>HS</b>	BEAUTY FOR ASHES
31	26	35	<b>PETRA</b> WORD 9929	PETRA PRAISE 2 WE NEED JESUS
32	NEW		<b>RAY BOLTZ</b> WORD 9957	A CHRISTMAS ALBUM
33	27	3	<b>PHIL KEAGGY, WES KING, SCOTT DENTE</b> SPARROW 1663/CHORDANT	INVENTION
34	32	31	<b>CAEDMON'S CALL</b> WARNER ALLIANCE 46463/WCO <b>HS</b>	CAEDMON'S CALL
35	30	48	<b>VARIOUS ARTISTS</b> HOSANNA/INTEGRITY 10492/WORD	REVIVAL AT BROWNSVILLE
36	28	3	<b>CHERI KEAGGY</b> SPARROW 1636/CHORDANT	WHAT MATTERS MOST
37	36	13	<b>PHILLIPS, CRAIG AND DEAN</b> STAR SONGS/SPARROW 0156/CHORDANT <b>HS</b>	WHERE STRENGTH BEGINS
38	35	70	<b>REBECCA ST. JAMES</b> FOREFRONT 5141/CHORDANT <b>HS</b>	GOD
39	31	50	<b>RAY BOLTZ</b> WORD 9937 <b>HS</b>	NO GREATER SACRIFICE
40	34	6	<b>VARIOUS ARTISTS</b> INTEGRITY 1218/WORD	HILLSONGS: ALL THINGS ARE POSSIBLE

Records 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. For boxed sets, and double albums with a running time that exceeds two hours, the RIAA multiplies shipments by the number of discs and/or tapes. All albums available on cassette and CD. \*Asterisk indicates vinyl available. **HS** indicates past or present Heatseeker title. © 1997, Billboard/BPI Communications.

## NASHVILLE SCENE

(Continued from page 34)

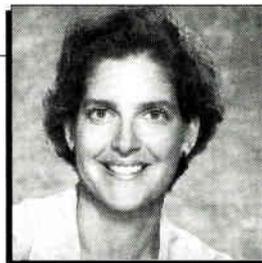
album's title track was cited as country single of the year, and Rimes received the Rising Star Award in the female category. Trace Adkins took the Rising Star Award in the male category.

**PEOPLE:** Marilyn Arthur exits as VP of media relations and artist development at the RCA Label Group... Tim Murphy is out as VP of promotion at Rising Tide Records... Former River North/Nashville promotion VP Kevin Herring moves to Lyric

Street Records as director of national promotion... Denny Mosesman is now head of promotion at Giant Records... Johnny Paycheck officially becomes the 72nd member of the Grand Ole Opry when he's inducted Saturday (8). Opry chief Bob Whitaker will be joined by Paycheck friends Porter Wagoner, Johnny Russell, and Little Jimmy Dickens at the ceremony... Johnny Cash, announcing that he has Parkinson's disease, has canceled his current book tour as well as upcoming concerts.

# Artists & Music

## Classical KEEPING SCORE



by Heidi Waleson

**THINGS THAT GO BUMP IN THE NIGHT:** Cedille, the Chicago-based label, has filled a significant catalog gap with its new recording of Gian Carlo Menotti's opera "The Medium." This tale of a fake psychic who suddenly encounters the ghost world she has been blithely fabricating for her clients, with tragic results, ran for 211 performances on Broadway in 1947 and has been an opera house and conservatory repertory staple ever since. However, neither of the two previous recordings of the work has been released on CD.

Cedille's recording was inspired by a 1992 Chicago Opera Theater production of "The Medium." In the title role, mezzo Joyce Castle gives a bravura performance of a hard woman driven around the bend by forces she can no longer control. Patrice Michaels Bedi, a Cedille regular, lends her silvery soprano to the role of Monica, the medium's sweet daughter and confederate; she is particularly touching in her star turn, "Monica's Waltz." Diane Ragains, Peter Van De Graaff, and Barbara Landis are the fine supporting players as the medium's clients, who long to hear the voices of their dead children. James Ginsburg, Cedille's founder and producer, also incorporates sound effects, such as gunshots and the cracking of a whip, to conjure up the effect of radio drama. Lawrence Rapchak, conducting the Ensemble Of Chicago Opera Theater, leads a dramatic, well-paced performance.

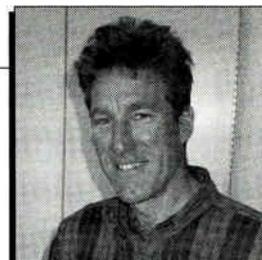
Ginsburg launched Cedille, which showcases Chicago-area artists, in 1989, planning to focus on keyboard music. The label has since expanded its outlook to include chamber, vocal, and symphonic music. The Chicago Classical Recording Foundation, created in 1993, supports the label's operations. Cedille is distributed by Qualiton Imports. Its next release, "Violin Concertos By Black Composers Of The 18th And 19th Centuries" (due in November), features violinist Rachel Barton.

**NEWS:** The world premiere of "The Art Of Conducting—Legendary Conductors Of A Golden Era" (Teldec), the sequel to the much-praised 1994 video "The Art Of Conducting," will be held at 2 p.m. Saturday (1) at the American Film Institute at the Kennedy Center for the Performing Arts in Washington, D.C. Leonard Slatkin will host. The video includes clips of Charles Munch, Willem Mengelberg, Erich Kleiber, Sergiu Celibidache, Evgeny Mravinsky, and Wilhelm Furtwängler with commentary from people who knew them. Teldec will release the video Nov. 25.

Film composer James Horner has signed an exclusive contract to record for Sony Classical. The first release in the deal is the composer's soundtrack for "Titanic," which will be issued Nov. 18, one month before the movie. Also as part of the deal, Horner will compose music not specifically intended for films, and the label plans to record a ballet score by Horner. The composer will also create and record a symphonic work for orchestra and chorus, built on themes from "Titanic." Sony has embarked on a similar movie/concert venture with John Corigliano, whose concerto "The Red Violin" will be premiered in November in San Francisco by violinist Joshua Bell and is related to a Corigliano soundtrack for an upcoming film of the same name.

(Continued on page 103)

## Jazz BLUE NOTES



by Jim Macnie

**CHOPS, HEART, AND A MUTE:** That's the combination that helped 30-year-old Darren Barrett walk away with top honors at the 11th Thelonious Monk Competition. The well-regarded annual contest, held Oct. 23-24 in our nation's capital, tested the skills of trumpeters this time around.

Barrett, born in Britain and now gigging in Boston, made a mark in both categories when he put an effective spin on "Saint James Infirmary" during the semifinals—the fact that he was smitten with the brains and bravura of Louis Armstrong was obvious from the first note. Along with four other brass players (from an initial field of 15 semifinalists), Barrett went to the finals bout, held Oct. 24 in the Smithsonian Institution's Baird Hall. There, playing with the fierce backing trio of pianist Eric Reed, bassist Rodney Whitaker, and drummer Brian Blade, the young trumpeter again walked in Pops' shadow, interpreting "Sweet Lorraine" with sassy New Orleans phrasing. It earned him a \$20,000 prize. Second-place winner Diego Urcola (a native of Argentina) picked up \$10,000. Avishai Cohen (born in Israel) accepted the third-place spot. The judges included Clark Terry, Art Farmer, Arturo Sandoval, Wallace Roney, Randy Brecker, and Jon Faddis.

Though the list of previous winners includes Jacky Terrasson, Joshua Redman, and Marcus Roberts, an instant trip to the limelight isn't guaranteed for the top dog. Typical hallmarks of success—record contracts, top-dollar gigs, and instrument endorsements—still elude some of the competition's champs. The impressive saxophonist Jon Gordon went back to the sideman ranks in New York after his triumph last year. Indeed, during the trumpet semifinals, it was hard to envision any of the contestants instantly making a big mark on the national scene. Sour notes and awkward

phrases were a part of almost every improviser's presentation. Perhaps you can chalk it up to jitters; some deemed it a result of being on the bandstand with such an overwhelmingly vibrant rhythm section. But, in general, it seemed an unusually green group. Thankfully, the music played at the finals was much more up to par—not only snappy and assured, but at points thoroughly inventive.

Barrett was awarded his prize Oct. 26 in front of a full house at the Kennedy Center, during the taping of "Nissan Presents A Celebration of America's Music." The jazz-based TV special, sponsored by the automobile manufacturer (as is the competition itself), debuted in prime time on ABC last December. The network will once again broadcast the show during peak evening hours; this year's air date is Dec. 27. George Benson, Al Jarreau, Herbie Hancock, David Sanborn, and Aretha Franklin are among the guests. Bill Cosby hosts once again.

This year's winner of the BMI International Jazz Composers Competition, which is held simultaneously with the Monk Competition, was San Francisco-based pianist Jack Perla. His piece "Roman Candles" was performed at the finals by trumpeter Scott Wendholt, saxophonist Seamus Blake, bassist Derek Johnson, and drummer Blade.

**A LITTLE TV VISIBILITY** never hurt any product, and Harry Connick Jr.'s recent appearance as co-host of VH1's Fashion Awards (which aired Oct. 24 and is scheduling to dot the cable channel's schedule for a few weeks following) should help bolster sales for the vocalist/pianist's forthcoming Columbia disc, "To See You" (see story, page 19). Not that Connick has a lagging public persona these days. His film work in "Copycat," "Independence Day," and "Excess Baggage" has forwarded his image. But do all Connick's film fans know the range of his music? Maybe not.

"To See You," which streets Nov. 11, is geared to amend that. The record is the work of an overachiever: Connick wrote and arranged the 75-minute suite to entwine the sounds of a jazz quartet and a symphony orchestra—two realms in which he's had previous experience. The songs are linked in a suite-like style that follows the dynamic shifts a romantic relationship endures, so it's unsurprising that "To See You" is being deemed Connick's "love album."

# Songwriters & Publishers

ARTISTS & MUSIC

## EMI Publishing Moving Into A&R Co. Expands Role To Include Record Production

BY JIM BESSMAN

NEW YORK—With six current hit acts heavily marketed and promoted, EMI Music Publishing has played a key role in changing the nature of the traditional music publisher/songwriter relationship. But EMI has been involv-



LAMBERG

ing itself more and more in the A&R aspect as well, to the point where Evan Lamberg, senior VP, creative, East Coast, calls it "almost a mini-label situation" where EMI is now charged

with acting as a full-fledged production company.

"We now have the funds to make records and shop masters," says Lamberg, who notes that EMI has already produced tracks by Los Angeles rock band Go—two of which are now out on the influential Aware Records' fifth compilation of unsigned acts. "So we're going to the next level in developing EMI Productions as a full-blown production company out of our New York office, because majors are picking up inexpensive masters from bands and releasing them."

Album production does seem a logical step for EMI, not only because of its promotion and marketing success with its big six clients—matchbox 20, Meredith Brooks, Tonic, the Mighty Mighty Bosstones, the Verve Pipe, and Third Eye Blind—but because of its A&R instincts, most notably with BeBe Winans and Samantha Cole.

"When BeBe and CeCe lost their A&R person at Capitol, they called on us," says Lamberg, recalling his input on the brother-sister duo's 1994 "Relationships" album. "I found myself basically A&R-ing the album and signing off on the recording budget, though I was working for the sister publishing company.

"From there, we brought the Carole King 'Tapestry' tribute album concept

to Atlantic, where Jason Flom [president of Atlantic imprint Lava Records] brought me in to A&R it—and I dealt with the label's legal, administration, and financial people. It got to the point where people at Atlantic and Capitol were actually looking for my name on their phone directories, because they saw my name so much on the paperwork and thought I was an employee of the company."

The "Tapestry" project led to Lamberg's work on Samantha Cole's newly released, self-titled debut album on Universal. Universal Music Group chairman Doug Morris, having worked with Lamberg on "Tapestry" as former head of Atlantic, enlisted Lam-



KRIM

berg—who had discovered Cole three years earlier. Lamberg, Cole, and Jocelyn Cooper-Gilstrap are credited with A&R on the album, with Morris joining the threesome as executive

producers.

"I keep getting brought in because of song expertise and our catalog," notes Lamberg.

"Evan's an amazing song guy and people person," says Flom, specifically addressing Lamberg's relationship with Lava act matchbox 20, which Lamberg signed to EMI. "He built up a trust where they respect his ears, and he and I worked very closely on" the band's "Yourself Or Someone Like You" album.

More recently, Lamberg helped with A&R for BeBe Winans' self-titled solo debut for Atlantic, which is where Lamberg took Winans, having previously established their close publisher/songwriter relationship.

"Evan played an integral part in the song selection and creative album production decisions," says Winans' manager, Jill Siegel, "and even suggested that Denzel Washington direct the video for [first single] 'In Harm's Way.'"

He also continues to be involved in the project now, helping to make creative decisions on singles and other matters."

Such post-release activities are also



LASHER

part of EMI's involvement with record companies, says Lamberg. The Verve Pipe's "Villains," he says, particularly benefited from the marketing effort of Rick Krim, senior VP of talent acquisition and marketing at EMI Music Publishing Worldwide, who signed the RCA act to EMI. Because of Krim's 12 years at MTV, he has solid relationships at the record companies, which proved especially useful with RCA.

"The album did fairly well when it came out, then hit a wall," says Krim. "But there was a song on the record, 'The Freshmen,' which was 7 years old and on the band's first indie record and was the song that all the kids sang along with the first time I saw the band. Everybody knew it was the 'money' song on the record, but no one was convinced that the album version was the definitive radio version."

Largely because of Krim's efforts, Lamberg says, RCA recut "The Freshmen," then stripped it into new pressings of the album. The song then hit so big that the album eventually went platinum.

"I give RCA a lot of credit, because they essentially had to relaunch the record," says Krim. "But labels can never get enough help, and we have projects now with virtually every record company. It's a tough time to break bands, but a good time to break songs: We sit on promotion and marketing meetings with our bands and their labels and have developed a nice niche for ourselves as publishers."

Lamberg further credits Neil Lasher, senior director of promotion for EMI Music Publishing, for bringing his 28 years of running rock stations and heading record company promotion departments into play at EMI.

"The labels are all working 10 or 15 projects at a time, so I call them up and ask how we can help with our artists," says Lasher. "I play on my relations with radio to work our current records, calling stations or consultants, working with label promotion people and independents, giving a hand wherever they suggest. I have SoundScan and BDS and major tracking services at my fingertips, so I can pick up on a regional buzz on a record and usually knew which PDs to call and get adds because of my relationships."

So EMI's activities on behalf of its artists go beyond mere financial signings, notes Lamberg, who is now helping with A&R for Paula Abdul's forthcoming Mercury Records debut.

"I love the publishing world, because there are no walls," he says. "You can deal with all the labels and every other publisher in getting the right songs for your artists. Where else can you deal with your competitors on a daily basis? All we want is hit songs and to build from there."



# Out of Tune?

## Medical Insurance Now Available for BMI Songwriters, Composers, Publishers

BMI IS PROUD TO BE ABLE TO MAKE AVAILABLE TO ITS CURRENTLY AFFILIATED SONGWRITERS, COMPOSERS AND PUBLISHERS A VARIETY OF COMPREHENSIVE MEDICAL INSURANCE OPTIONS FROM ONE OF AMERICA'S PREMIUM INSURANCE COMPANIES, CNA.

Now you can protect yourself and your entire family with custom coverage...at rates made possible through the group buying power of the music industry's largest affinity group... BMI Songwriters, Composers and Publishers.



To receive a comprehensive brochure on CNA Medical coverage and other major medical, dental, group term life and musical instrument and professional equipment coverage, call

**1-800-638-2610**

On the Internet, point your browser to <http://bmi.com/insurance>

Please have your Social Security or Federal tax ID number available for identification.

BMI is not an insurer, sponsor, administrator, employer, party of interest or fiduciary in any way in connection with any insurance.



**Laughing It Off.** The Songwriters Guild of America (SGA) recently presented its "Songmania" writers' night at Zanies comedy club in Nashville. The event features hit songwriters presenting their works and winners of various fun awards. Shown, from left, are Rundi Ream, SGA regional director; Casey Kelly, "Songmania" host/songwriter; songwriter Jon Michaels (winner of the best excuse award), and songwriter Craig Wiseman (winner of the best song award)

## NO. 1 SONG CREDITS

TITLE · WRITER · PUBLISHER

### THE HOT 100

CANDLE IN THE WIND 1997/SOMETHING ABOUT THE WAY YOU LOOK TONIGHT • Elton John, Bernie Taupin • Songs Of Polygram Int'l/BMI, William A. Bong/PRS, Warner-Tamerlane/BMI, Wretched/ASCAP, WB/ASCAP

### HOT COUNTRY SINGLES & TRACKS

LOVE GETS ME EVERY TIME • Shania Twain, Robert John Lange • Songs Of PolyGram Int'l/BMI, Loon Echo/BMI, Zomba/ASCAP

### HOT R&B SINGLES

YOU MAKE ME WANNA . . . • Jermaine Dupri, Manuel Seal, Usher • EMI April/ASCAP, So So Def/ASCAP, Slack A.D./ASCAP, UR IV/ASCAP

### HOT RAP SINGLES

FEEL SO GOOD (FROM "MONEY TALKS") • R.E. Bell, R. Bell, G. Brown, R. Mickens, C. Smith, D. Thomas, R. Westfield, L. Dermer • Second Decade/BMI, Warner-Tamerlane/BMI, Foreign Imported/BMI

### HOT LATIN TRACKS

SI TU SUPERAS • Kike Santander • FIPP/BMI

## Warner/Chappell Teams With CMC; Hit & Run Moves West

**C**MC-WARNER/CHAPPELL VENTURE: Tom Lipsky's CMC International Records has formed a joint venture with Warner/Chappell Music, calling for the latter to fund the acquisition of talent for the new publishing operation (Billboard Bulletin, Oct. 28). Lipsky says the company, CMC Songs, will be administered by Warner/Chappell and will form both an ASCAP and BMI affiliate. Raleigh, N.C.-based CMC, which releases product by Eddie Money, Dokken, and Judas Priest, is itself a joint venture with BMG Entertainment.

**H**IT & RUN SHIFTING U.S. UNIT: Citing "increased business opportunities and internal restructuring," the U.S. wing of the U.K.'s Hit & Run Music is relocating from New York to Los Angeles (Billboard Bulletin, Oct. 24). The new location, as of January, will cover creative activities, including film music placement, artist development, song plugging, and setting up co-writing efforts between Hit & Run writers and others not on the publisher's writer roster; according to creative chief/international director Dave Massey.

As far as personnel is concerned, Massey reports that president Joey Gmerek is leaving the company at the end of this month, while Suzan Koç, from the New York office, will move to Los Angeles in November, working on a temporary basis from the Warner/Chappell headquarters there. Warner/Chappell handles administration for the company in the U.S.

Tony Smith, Hit & Run's chairman, says, "We also have the Hit & Run film production company that links into current productions in Hollywood, including 'Eye Of The Beholder,' starring Ewan McGregor.

Smith also notes that Kula Shaker and Space will have new albums out next year, along with a debut set from Satellite Beach and further albums by Keziah Jones and Julian Lennon.

**P**RODUCTION MUSIC NEWS: Music of the World (MOTW), the Chapel Hill, N.C.-based music production and music search company, has produced a two-CD promotional package, "World Music Fast Trax," available free of charge to music

supervisors and other music industry executives. The compilation features more than 90 excerpts from the company's catalog of world music. Founded in New York in the mid-'80s and moved to Chapel Hill in 1989, MOTW has more than 65 commercially released CDs for master use plus a publishing and clearing company, Owl's Head Music, that administers more than 1,000 wholly owned world music tracks available for sync licensing, according to MOTW founder and president Bob Haddad.

In another production music development, Carol Tuft, director of international publishing for Studio City, Calif.-based Megatrax Production Music, reports library representation/subpublishing agreements with Zomba Production Music (Australia) Pty. Ltd. for Australasia,

including China and excluding Japan and Hong Kong; AV Music for the Netherlands and Belgium; and Multimusic S.L. for Spain and Portugal.

The Megatrax library consists of 50 CDs with more than 2,000 tracks.

**A**SHOW OR TWO: The U.K.'s Jay Records, distributed in the U.S. by Allegro, has given show music fans more reason to cheer by making available another collection of London cast albums or studio recordings in its now familiar "complete score" approach.

With the latter catalog, the newcomers include "West Side Story," and "The Pajama Game." London casters include "The Rink," "Jacques Brel Is Alive And Well And Living In Paris" (the 1994 revival), and "Singin' In The Rain" (a 1991 stage version of the movie classic). There are also studio recordings of "Candide" in a Scottish opera production, and a three-CD collection called "Showstoppers From Broadway." The fellow behind the production on all these is label owner John Yap, whose adventures in show albums are a U.K./U.S. legend.

**P**RIOT ON PRINT: The following are the best-selling folios from Hal Leonard Corp.:

1. Eric Johnson, "Venus Isle."
2. Alice In Chains, "Acoustic."
3. Kiss, "Alive."
4. "Rent" (vocal selections).
5. Live, "Secret Samadhi."

## COMMENTARY

(Continued from page 10)

There is also the problem of the dumping of deleted, but legitimately pressed, product, which will become available at very low prices in the Australian marketplace. On this product no royalties are payable to the artists and could include, for example, U.S. releases of Australian product. Independent retailers have always been one of the greatest supporters of local product, after all, but their ability to continue to do this and remain competitive is questionable at best.

Independent retailers question the motivation behind being forced to send their money offshore rather than supporting a healthy industry locally. To grow, any Australian industry requires investment in its local sector. The very assets the Australian industry has created and/or has rights to via its investment must be retained: Parallel-import restrictions provide a climate for long-term investment. In addition, the support given to music retail in Australia via marketing and promotion by the major labels will be threatened if parallel importing forces the labels to streamline their operations.

Distribution is effective in Australia, offering the consumer a huge choice. The value and accessibility of this current situation will be threatened. Open slather in parallel imports will seriously affect the ability of companies to coordinate the promotion of music in Australia.

Australian CD prices have been compared ad nauseum with those of the U.S. The federal government has chosen to ignore the various factors that affect local prices, as indeed has a largely hostile media that concentrates on little except the price issue.

## HIGHER GROUND

(Continued from page 41)

The initial single is "Breathe On Me." It is being sent to radio on a CD that also features 10 of Patty's biggest hits. At retail, Word is servicing a kit that contains posters, flats, shelf talkers, and a permanent display for endcaps. Patty will also be making in-store appearances. "We're trying to key in on her top markets and cover a lot of territory," Klosterman says. Stops will include Dallas, Chicago, New York, Detroit, and Nashville.

**F**AREWELL: Like many journalists recently, I too feel the need to comment on John Denver's death. I first became a fan of his music at age 11 when I heard "Take Me Home, Country Roads." As an Air Force brat homesick for family in West Virginia, I found the song a comforting quilt. No matter where I lived in the following years, from Japan to Louisiana, his music was a soothing, constant presence in my life and became the soundtrack to my teen years. His "Sweet Surrender" was our high school class song. Needless to say, when I finally got a chance to interview him a few years back, it was a memorable moment, and he lived up to all you would expect from one of your heroes.

Obviously, Denver was not a Christian recording artist, but you'd be hard pressed to find an artist whose music more beautifully celebrated God's gifts. His songs captured our wonder at the beauty of nature and provided a safe haven for our innocence. He will be missed.

The 22% wholesale sales tax on music product is more than 13.5% of the recommended retail price. There is no sales tax on other items of a cultural nature, such as books, sheet music, and music magazines. U.S. market size, distribution arrangements, relatively cheaper rents, lower levels of marketing support for retailers in the U.S., lower wages, and lower tax levels make these differences. When you take into account sales tax, freight, and an unfavorable current exchange rate of \$0.71 (U.S.), there is not a huge difference. Certainly it is absurd to suggest that price reductions on full-price CDs of as much as \$7 will be achieved by its proposal, as claimed by the government. If you look at the U.K., probably a closer comparison, but still a ways off, their prices are higher than in Australia.

This is a sales-tax issue, and it always has been. If the sales tax were dropped, it would immediately take \$4 from the price of CDs. Why is recorded music the only cultural item that attracts sales tax? Remove this tax, and the result will indeed be win/win. The government would make up its sales-tax losses with extra taxes collected from a larger employment base and profile created by a stimulated retail industry.

What has been somewhat overlooked by the government in this debate is the effect that open imports will have on its censorship objectives. With its industry partner, the Australian Record Industry Assn., AMRA has in the last year negotiated and supported the introduction of a voluntary Industry Code of Practice dealing with the labeling of CDs deemed to contain offensive material. This voluntary code was designed so that the industry could regulate itself and prevent formal censorship laws from being introduced by the government. Obviously, open imports will undermine this, with imported product not subject to the same scrutiny that is currently applied by the Australian industry.

The government's argument is based on three important assumptions, contends AMRA's deputy chairman, Jeff Harrison. First, that the dollar exchange rate will remain stable. If the dollar remains steady or drops any lower, there is no way that we will be able to provide cheap CDs in the future. Second, that there will be no change to the sales-tax laws, meaning that the 22% tax will remain as a luxury tax. Tax reform is clearly on the government's agenda, and a part of this reform is likely to be a consumption tax of some kind.

And finally, that piracy will not be a problem. This one is a very big assumption. No one can answer that question. One would have to question whether Australian Customs could detect the pirated imports, much less differentiate between what was and what was not. In reality, we are talking about one category of CDs: full-price CDs. Surely, when something as sacrosanct as copyright is involved, industry and government could negotiate on one price point rather than attempting to dismantle a whole industry.

The full price point of \$29.95 represents only 40% of the business of genuine music retailers, the remainder being midpriced and budget CDs. Market forces have brought down the prices of full-priced CDs over recent years, with most chains competing vigorously to a point where charting titles

have come down to \$25 in hundreds of outlets throughout the country. The price argument ignores the concept of value to the consumer. It ignores service, range of choice, and availability, all of which may well be diminished or lost under a new regime.

AMRA has just held a most successful second AMRA Convention, at which it announced the clinching of a long-awaited import agreement with the major Australian labels, which will in effect allow music retailers to legitimately import product quickly that the local copyright holder does not wish to make available locally or cannot within a specified time. This agreement also provides for new product to be made available within a specified time period from its release overseas. This will allow retailers to provide the consumer with unprecedented service, both in depth of selection and speed of delivery.

Parallel-importation restriction is not a pricing mechanism. It is an intellectual property issue, and it is absurd that the government claims it is not. Removal of the restrictions will result in a substantial loss of export income for the country and potentially restrict record companies' ability to invest in the development of Australian artists and possibly devastate the independent retail sector, whose role in artist development has always been vital.

AMRA has now taken its fight to the remaining minor parties and independent senators who hold the balance of power. Music retail can now hope that the reasoned arguments put to the opposition parties will cause this legislation to be defeated, as the political motivation of the ruling government will not be the motivating factor in their deliberations.

## MARKETING STRATEGIES

(Continued from page 36)

icing on the cake," says Arista's Foster.

BR5-49's McDowell agrees. "We've been out playing for over a year and really going hard at it to promote our music in so many different areas," he says. "From day one, we felt if we didn't get radio support we wouldn't be failures. We felt whatever airplay we get would be gravy."

The Ranch's Urban is very appreciative of country radio's support, but says that acts should not pin all their hopes on radio. "You never know if radio will play your record," he says. "That shouldn't be the be-all and end-all of someone's career."

With industry observers concerned about slipping sales and ratings, many express hope that acts different from the norm will be able to pull in new listeners. "There are a lot of reasons for signing these acts," says Capitol's Brown. "One is that this is quality music and it deserves to be out there . . . Also as a label we are trying an experiment here and we are trying to learn how to do things, maybe outside the box of country radio to see if there is an outlet and a way to break bands without 100% reliance on mainstream country radio. We'll see if there is or not.

"We're not the only ones doing this. A lot of people are trying something a little bit different right now. We'll see how far everybody gets."

# Studio Action

ARTISTS & MUSIC

## Bay Area's Plant Marks 25 Years Studio's History As Colorful As Its Hit Acts

BY PAUL VERNA

When they opened the Plant Recording Studios in Sausalito, Calif., on Oct. 28, 1972, owners Gary Kellgren and Chris Stone started a tradition by throwing a massive Halloween bash for the studio's clients and friends. Among the guests at the grand opening were John Lennon and Yoko Ono, who dressed up as trees.

Virtually every year since then, the Plant has celebrated its birthday with a costume party. However, this being the studio's 25th anniversary, current owner Arne Frager wanted to do something special.

"We've always had a party on Halloween, but this party was a really extravagant one," says Frager of the Oct. 25 event. "We put a tent outside the building and had a lot of press people there."

Frager describes the Plant as "a big rock'n'roll celebrity studio" built on a tradition of hit after hit album, including Crosby, Stills & Nash's "Déjà Vu," Fleetwood Mac's "Rumours," Huey Lewis & the News' "Sports," and Heart's self-titled 1985 smash, to name just four. Unlike many top-caliber recording facilities, the Plant has not

expanded into video post-production or audio for film. Instead, Frager has kept his focus on recording and mixing, building a powerful niche in a market underserved by world-class music rooms.

up by adding panels. It's got three isolation booths, one pretty large one and two smaller ones. That room has a Solid State Logic [SSL] G series board."

The Plant's Studio B, by contrast, has been kept fairly intact. It's a mirror image of Studio A, except its ceiling is lower, at 18 feet peak. "It's not quite as big and live as Studio A," says Frager of the B room. "If you want that bombastic, John Bonham drum sound, you go into Studio A. If you want a tighter sound, you use Studio B."

In keeping with its vintage appeal, Studio B now houses a Neve 64-channel 8068 console with GML automation purchased from the Plant's one-time sister studio, the Record Plant in Los Angeles. Similarly, the Plant's Studio B—which was designed by Kellgren and noted studio architect Tom Hidley—features Studer A-800 tape machines and state-of-the-art analog processors.

The Plant's third studio, Mix 1, is about to become the facility's first SSL 9000 J series control room, intended for stereo and surround-sound applications.

Besides its three main rooms, the Plant operates a fourth space, Studio X, which serves as a private studio and

In addition to the natural synergies of a studio and record label under the same roof, the Plant and PopMafia enjoy a further advantage: Marszalek happens to be operations manager at leading alternative rock station KFOG San Francisco. Accordingly, the "Live From The Plant" radio series that emanates from the studio benefits various parties: the Plant because it gets exposure, the artists because they get to promote their area gigs on the radio, and the labels because they gain a new promotional vehicle for their developing acts. Recently, "Live From The Plant" has featured Fiona Apple, the Wallflowers, Shawn Colvin, and Suzanne Vega, according to Frager.

The success of the radio series is just one indication that the studio has come full circle after a period of uncertainty in the mid- to late '80s. In fact, the Plant's opening was precipitated in part by a radio series.

"We opened because [radio pioneer] Tom Donahue and [R&B/rock musician] Buddy Miles used to come down to the Record Plant in Los Angeles to record, and they said there was no good studio to record in on the Sausalito side of the Bay," recalls Stone, who at the time owned and operated the famed L.A. facility. "That's how they talked us into opening the studio, by promising their business and a live radio show."

That show, the original "Live From The Plant," aired for two years on a local FM station, and it featured the top artists of the day, including local heroes the Grateful Dead and rock icon Fleetwood Mac, according to Stone.

With a top-notch clientele, the cachet of its radio series, and its newfound status as the ultimate party studio, the Plant quickly established itself as one of the industry's most vibrant destinations—a creative oasis from the crowded L.A. scene. In that climate, it was natural for a band like Fleetwood Mac to take over the place for months at a time and come out with a masterpiece like "Rumours."

"That was excess at its most excessive," says Stone about the "Rumours" sessions. "The band would come in at 7 at night, have a big feast, party till 1 or 2 in the morning, and then when they were so whacked-out they couldn't do anything, they'd start recording. They finally had to straighten out, but they spent so much money it was probably the biggest album we had done to date, and it was pretty difficult to outspend Stevie Wonder," who did most of his classic '70s albums at the Record Plant.

After Kellgren's death in 1977, the magic of the studio wore off for Stone, and he sold it in 1981 to Laurie Necochea, a local music fan who had won a huge malpractice settlement after being over-radiated in a cancer treatment. "She bought Sausalito because if she owned the studio she could go backstage at concerts," says Stone.

Although Necochea made significant improvements in the studios—installing Trident TSM consoles in Studios A and B and acoustically redesigning A—after a couple of years the administrators of her trust felt she was



**Big in Japan.** BMG Japan rock group Shazna mixed its upcoming release at Brooklyn Recording Studios in Los Angeles after tracking at nearby Ocean Way. Shown standing at Brooklyn, from left, are arranger/producer Kazuhisa Yamaguchi, producer Nobu Sato, guitarist A.O.I., BMG Japan's Hiromi Yoshizawa, International Production Group production manager Ko Shinohara, group manager Eiji Sato, and Brooklyn assistant engineer Ronnie Rivera. Seated, from left, are Shazna bassist NIY, engineer Steve Churchyard, and Shazna vocalist Izam. The group recently scored two hit singles in Japan. (Photo: David Goggin.)

mismanaging the money and forced her to sell the studio, according to an in-depth article in the January 1990 edition of Mix magazine. In early 1984, local entrepreneur Stanley Jacox bought the studio and appointed Jim Gaines GM. Under Jacox and Gaines, the studio underwent cosmetic improvements, as well as the conversion of Studio C from a rehearsal room to a small recording studio custom-built for John Fogerty to record his comeback album "Centerfield."

One morning in 1985—in the middle of a boom period in which Journey, Heart, Starship, and Huey Lewis were recording what would become huge hits—Gaines drove to work and found the Plant building surrounded by 25 federal agents and Sausalito and Marin County sheriffs, according to Frager. It turns out Jacox had been busted for running an amphetamine factory out of his house in nearby Auburn, and the government seized all his property, including the studio.

At first, the government intended to liquidate the studio's gear at auction, according to Frager. However, when an appraiser told government officials that the studio was worth much more than the sum of its parts, the government opted to continue running the facility, going as far as rehiring Gaines to manage it. "For 14 months, the U.S. government owned and operated the Plant," recalls Frager.

In 1986, industry veteran Bob Skye successfully outbid other suitors—including Frager—for the studio and became its new owner, effective Jan. 1, 1987. Then, in 1989, Frager got his wish of owning the Plant, at least on a partial basis, when he became Skye's 50/50 partner in the operation. "Bob walked me through the building and showed me all the great tube mikes and tube EQs and said, 'Half of this could be yours,'" says Frager.

In late 1993, Skye decided to sell his interest in the Plant to Frager, who now owns the studio along with a couple of silent partners.

Frager's career, coincidentally, began in Los Angeles around the time the Plant opened in Sausalito.

"I leased a building on Venice Beach and started doing 4-track recording in 1973," recalls Frager, a piano and bass player who gave up his dreams of being a rock star for the more practical career path of computer science. "By

1978, I had a 24-track facility, and by 1979, I was making live-to-2-track recordings on the first Sony digital system, the PCM 1600, even before the CD existed."

Over the next several years, Frager owned and operated L.A. facilities Spectrum Studios, MARS, and Hollywood Central—the latter, ironically, where the first Metallica album on Metal Blade was recorded.

By 1986, Frager, his wife, and their kids had had enough of L.A. and decided to head north to the Bay Area. Following his unsuccessful bid to buy the Plant, Frager thrived as a freelance engineer, working primarily with Clare Fischer, a jazz keyboardist/composer/arranger who built a niche orchestrating pop records for the likes of Michael Jackson, Paul McCartney, Natalie Cole, and Paula Abdul. Frager and Fischer continue to work together, most recently on a 62-piece date at Capitol Recording Studios.

In addition to the Plant, PopMafia, and his career as a freelance recording engineer, Frager is a founding partner in 18-month-old Internet music company Liquid Audio.

"There's a lot of interest in being able to distribute music over the Internet," says Frager. "We think we have a system that sounds better than anything else and also works better in terms of copyright protection and reporting to SoundScan, BMI, etc."

Like the "Live From The Plant" series, Frager's involvement in Liquid Audio is synergistic with the rest of his business interests. "PopMafia sells stuff over the Internet, and a lot of PopMafia material is recorded here at the Plant," notes Frager. "Plus, Liquid Audio has a service called Music Express that the studio can take advantage of. If a producer has a mix he wants to ship for approval, he can put it up on the Internet and have someone hear it somewhere else instantaneously. It's a very cost-effective way of transmitting music."

Looking ahead to 1998, Frager plans to purchase the building that Plant and PopMafia occupy and add 5,000 square feet of studio and/or office space to the 11,000 square feet now in use.

"We're bursting at the seams," says Frager, noting that the expansion will allow the studio and the label to stretch out without losing sight of their "living room" appeal.



Vavy Gravy, left, helps Plant Recording Studios owner Arne Frager fire up the crowd at the facility's 25th anniversary costume party.

expanded into video post-production or audio for film. Instead, Frager has kept his focus on recording and mixing, building a powerful niche in a market underserved by world-class music rooms.

"Not too many studios have been in business for 25 years in one location," observes Frager. "A lot of studios are going into post, but we only do records. It may not be as lucrative, but it's satisfying to know that what we do is music."

Among the Plant's recent clients have been the Dave Matthews Band, Kenny Wayne Shepherd, Sammy Hagar, guitar supergroup G3 (featuring Joe Satriani, Steve Vai, and Eric Johnson), the Verve Pipe, producer-in-residence Jerry Harrison, and Metallica, which has become somewhat of an institution at the Plant since recording and mixing most of its last couple of records there. In fact, when the Plant remodeled its Flagship Studio A in 1995, it tailored the room to the specifications of Metallica and its producer, Bob Rock.

"Studio A was renovated for Metallica two years ago," says Frager. "It's 32 feet high with variable acoustics, so you can have a very live sound or tighten it

office for Harrison, who also does a large volume of tracking and mixing in B, according to Frager.

The Plant prides itself on being a homey, "living room" studio, says Frager, citing Matthews as the latest in a long legacy of Plant clients who say they feel "right at home the minute they walk in." (One early Plant customer, Rick James, literally made himself at home. The room that served as his bedroom later became Frager's office.)

As if Frager weren't busy enough operating a four-room recording complex staffed by 18 people, he and a partner, CEO Paul Marszalek, launched the PopMafia record label last year. So far, PopMafia—which is distributed by Alternative Distribution Alliance—has released three albums: Zero's self-titled debut, featuring words by Grateful Dead lyricist Robert Hunter; Eddie Miller's sonic collage "Lecture On Nothing"; and local rock band Blue-land's eponymous debut.

Other PopMafia staffers are CFO Sam Long, GM/VP of artist development Andria Tay, and Mikael Eldridge and Caroline Rustigian, who head the marketing and publicity departments, respectively.

### VERVE'S LEE TOWNSEND BOOSTS WEST COAST JAZZ

(Continued from page 5)

and Jerry Granelli, with the thread of continuity among those and many others being Townsend's keen ear for fidelity—emotional as well as sonic.

Besides showing a sure hand in the studio, Townsend has shepherded Frisell's ever-ascending international career, under the aegis of his Songline/Tone Field production/management company. He has also fostered the rise of several artists in the San Francisco scene, formally and informally. It's his international profile and West Coast roots, his "global ears and local presence," that Verve Group president Chuck Mitchell says spurred him to name Townsend a VP of A&R this past January.

In an uncommon arrangement, Townsend conducts his Verve duties while continuing to manage and produce Frisell (who records for Nonesuch) and a handful of other artists, including drummers Granelli and Joey Baron.

Also ongoing is his relationship with eight-string guitar phenom Hunter (a Berkeley find), with Townsend helming the artist's hit discs for Blue Note. In addition, he has his Songline/Tone Field series under way via the German Intuition label; the latest entry is Baron's gutbucket marvel "Down Home," featuring Frisell, bassist Ron Carter, and alto saxophonist Arthur Blythe.

Townsend's initial Verve projects are due in early '98. First up is bassist Marc Johnson's "The Sound Of Summer Running," featuring Frisell, Baron, and guitarist Pat Metheny (partially reprising Johnson's celebrated ECM supergroup from the '80s, Bass Desires). With its intricate latticework of avant-Americana, "The Sound Of Summer Running" would seem to have little in common with Townsend's next Verve album: guitarist Will Bernard's "Medicine Hat," on the Antilles imprint. Bernard is a veteran of the Bay Area all-star outfit T.J. Kirk (with Hunter) and various other Bay Area electric jazz ensembles, and his solo debut is a decidedly hip-level affair.

The range of expression in Townsend's work—from the funky "Medicine Hat" to the pastoral "Sound Of Summer Running," from T.J. Kirk's capricious "If Four Was One" to Frisell's majestic "This Land"—reflects his multifarious flair and easy-going disregard for any dogmatic definitions about just what "jazz" is. "I don't make much distinction between art with a capital 'A' and what some people might perceive as simply musical entertainment," he says. "I'm just interested in honest, individual emotional statements in music.

"Take Charlie's records, for instance. If a carefree, good-time vibe is what people get from those records, that's great—because that's him. But he's also doing something very deep. With someone like Bill, the music can go from the most delicate to the most slamming, and that grand scope of feeling is entirely indicative of what he's trying to get across. My role is to make sure the humanity of these very different kinds of music doesn't get lost in the artificial environment of the recording studio."

Not only is Townsend conversant

with the fertile Bay Area scene and its eclectic new jazz movement (see story, page 5), he is aligned with its inclusive aesthetic. "A lot of groups here—Charlie, T.J. Kirk, Will's bands, Dogsyde—use the jazz vocabulary but integrate rock and funk influences," Townsend says. "They don't do it in a slick, market-driven manner but in a loose, organic way that really appeals to me. I know the last thing I want to do is make a traditional direct-to-2-track, straight-ahead jazz record. Too many great ones have already been made.

"Really, there's a freshness and irreverence to what some of the young people are doing here that is totally in keeping with the true spirit of jazz. There's been a New York-centric attitude in the jazz arena for a long time, so it's wonderful that a major label like Verve has invested in something new on the West Coast."

Reflecting his local enthusiasms, Townsend has produced records by a number of resident and expatriate Bay Area acts for various labels: Hunter's "Bing, Bing, Bing," "Ready . . . Set . . . Shango!," and recent hit disc covering Bob Marley's "Natty Dread" album (each for Blue Note); T.J. Kirk's "If Four Was One" and self-titled debut album for Warner Bros. (both featuring Hunter, Bernard, guitarist John Schott, and drummer Scott Amendola making a party out of a strict diet of James Brown, Thelonic Monk, and Raasaan Roland Kirk tunes); Bernard's "Medicine Hat" and the upcoming album "Dirty Picnic" by his other combo, the pop-inflected Pothole; and a trio of discs by performance artist/composer Rinde Eckert, including the new "Story In, Story Out" on Intuition.

A Los Angeles native, the 39-year-old Townsend fell for the Bay Area during grad school before he left his psychology studies to hook up with Palo Alto Records in the early '80s. After graduating from administrative to A&R work with that small jazz label, Townsend was recruited to run the Munich-based ECM's stateside operations. He was GM of ECM U.S. from 1984-88, based in New York. Listening to an array of world music and ECM's adventurous jazz records had helped broaden his tastes back in school, and his professional association with the label only helped reinforce his independent, open-minded aesthetic.

"I valued my ECM experience both for what it was and for what it wasn't," Townsend says. "Just in terms of sound, the clarity of those records was a great influence, although I tend to favor a more aggressive approach to rhythm sections and like to use the studio as more of a tool. And on my own, I've been able to pursue my interests in more groove-oriented music and singer/songwriters.

"But [ECM chief] Manfred Eicher's artist-centered, music-first vision and his tenacious defense of it have always been an inspiration. I care about how well the records sell, of course, but I try not to let marketplace considerations contaminate the process of making music."

The gems that dot Townsend's résumé range from Scofield's organic jazz stomps "Hand Jive" and "Groove Elation!" for Blue Note to the otherworldly "Rios" by the trio of bassist Anthony Cox, vibist Dave Friedman, and *bandoneón* maestro

Dino Saluzzi on Intuition. The burgeoning Songline/Tone Field series on Intuition also includes the lovely "Detrás Del Sol" by Argentine singer/songwriter Gabriela (backed by a band that includes Frisell and Bay Area ace Rob Burger on accordion).

Leading off the Songline/Tone Field series last year was Granelli's "Broken Circle," which displays his edgy twin-guitar ensemble U.F.B. on a mix of impressionistic originals and quirky covers. Townsend has produced several strong albums by the unsung Bay Area native over the years, including the luminous "Another Place" on VeraBra and bluesy "A Song I Thought I Heard Buddy Sing" on ITM Pacific.

In 1992, Townsend steered the chart-topping Scofield/Metheny duet disc for Blue Note, "I Can See Your House From Here." Yet the highlight of Townsend's back pages has perhaps been his work with Frisell. He doesn't produce all the guitarist's albums, although he has tended some of the most notable, starting with 1988's "Lookout For Hope" for ECM.

Of Frisell's Nonesuch records, Townsend has helmed "Before We Were Born," "This Land," and the evocative Buster Keaton soundtracks "Go West" and "The High Sign/One Week." He also produced the milestone "Quartet" from '96 and an earthy wonder due early next year that teams Frisell with Nashville bassist Viktor Krauss and drum legend Jim Keltner.

A Californian through and through, Townsend has a laid-back air that belies an acute sense of detail—though

he knows when not to sweat the small stuff. For Frisell, working with Townsend is "the ideal partnership," one in which a great mutual trust lays the net for musical risk-taking. "Lee is so attentive that I can relax, be off my guard—and just concentrate on playing," says Frisell. And Bernard praises the "natural sound" Townsend goes for, but moreover, he appreciates the fact that "Lee always has a positive outlook. He moves the process along in a comfortable way, not dwelling on things if you get hung up."

As with musicians, Townsend has cultivated a web of loyal engineering partners and preferred work environments. Although the plot varies from record to record, a common approach has him tracking with Christian Jones on a Neve console at the venerable Möbius Studios in San Francisco's Noe Valley neighborhood and mixing with Judy Clapp at the SSL-equipped Different Fur in the heart of the Mission district. Townsend also works with engineer Joe Ferla in New York, as on the sessions for "Down Home" and "The Sound Of Summer Running" (tracking at Avatar, mixing at Sony Music Studios).

Another longtime Townsend associate is mastering engineer Greg Calbi, of New York's Masterdisk. Townsend feels so strongly about Calbi's expertise that for years he has insisted that all his projects must be mastered by Calbi. Returning the compliment, Calbi

says, "Lee is a real purist in that he takes such responsibility for the records. But there's no formula with him; he just works very hard to present a great picture of the music as the musicians created it in the studio. He makes my job easy."

Being able to make a great record "is a lifelong learning process," Townsend says. "And what I've learned so far is that if you think you know all the answers, you'll soon be proved wrong. But with the high caliber of artists and engineers I work with, it'd be a sad reflection on me if these records weren't pretty strong."

Townsend just finished mixing a new Hunter project at Different Fur that has the guitarist teamed with a fresh setup of vibes, drums, and percussion only; the album is due on Blue Note early next year. Currently, Townsend is ensconced in Avatar working on a highly anticipated new Verve project: Scofield getting down with star groove-jazz trio Medeski, Martin & Wood.

"From jazz to Indian classical—all kinds of music have been such an inspiration for me," Townsend says, "that it's an honor to do this work, to help some of the important artists of today realize their visions or help expose some of the voices of tomorrow. I'm one of the fortunate few who's doing exactly what he wants to do. There's no pot of gold at the end of the rainbow for me. This is it."



## PRODUCTION CREDITS

BILLBOARD'S NO. 1 SINGLES (NOVEMBER 1, 1997)

CATEGORY	HOT 100	R&B	COUNTRY	RAP	MAINSTREAM ROCK
TITLE Artist/ Producer (Label)	CANDLE IN THE WIND 1997/ SOMETHING ABOUT THE WAY YOU LOOK TONIGHT Elton John/ Chris Thomas (Rocket/A&M)	YOU MAKE ME WANNA... Usher/ Jermaine Dupri (LaFace/Arista)	EVERYWHERE Tim McGraw/ J. Stroud, B. Gallimore (Curb)	FEEL SO GOOD Mase/ Sean "Puffy" Combs, Deric "D-dot" Angelette (Bad Boy/Arista)	TOUCH, PEEL, AND STAND Days of the New/ Scott Litt (Outpost/Geffen)
RECORDING STUDIO(S) Engineer(s)	TOWNHOUSE STUDIOS (London, England, U.K.) Pete Lewis	KROSSWIRE STUDIO (Atlanta, GA) Phil Tan	LOUD (Nashville, TN) Chris Lord-Alge	DADDY'S HOUSE (New York, NY) Doug Wilson	WOODLAND STUDIOS/ ALLEN-MARTIN STUDIOS (Nashville, TN/Louisville, KY) Bill Klatt
RECORDING CONSOLE(S)	SSL 4072G+ w/ Ultimation	DDA AMR 12	SSL 4000E with G series computer	Neve VR60	Neve 8068/ Sony MPX 3000
RECORDER(S)	Sony 3348 digital	Sony APR 24	Mitsubishi X850	Studer A800 III	Otari MTR 100A/ Studer A827
MASTER TAPE	BASF 931	Ampex 499	Ampex 467	Ampex 499	Ampex 499
MIX DOWN STUDIO(S) Engineer(s)	TOWNHOUSE STUDIOS (London, England, U.K.) Pete Lewis	STUDIO LA CO CO (Atlanta, GA) Phil Tan, Jermaine Dupri	LOUD RECORDING (Nashville, TN) Chris Lord-Alge	DADDY'S HOUSE (New York, NY) Michael Patterson	AXIS (New York, NY) Bill Klatt
CONSOLE(S)	SSL 4072G+ w/ Ultimation	SSL 4064G+ w/ Ultimation	SSL 4000E with G series computer	SSL G4000	SSL E/G
RECORDER(S)	Sony 3348 digital	Studer A827	Mitsubishi X850	Studer A800 III	Studer A820
MASTER TAPE	DAT	Ampex 499	Ampex 467	Ampex 499	Apogee DAT/ Ampex 499
MASTERING Engineer	TOWNHOUSE STUDIOS Frank Arkwright/Pete Lewis	POWERS HOUSE OF SOUND Herb Powers	MASTERING LAB Doug Sax	POWERS HOUSE OF SOUND Herb Powers	GATEWAY Bob Ludwig
CD/CASSETTE MANUFACTURER	PDO-HTM	BMG	UNI	BMG	WEA

© 1997, Billboard/BPI Communications, Hot 100, R&B & Country appear in this feature each time; Mainstream Rock, Modern Rock, Rap, Adult Contemporary, Club Play, and Dance Sales rotate weekly.



# BRAZIL

## 1997: THE BIZ BOILS DOWN TO A HEALTHY SIMMER

**FEW OBSERVERS WERE EXPECTING THE MUSIC MARKET TO MAINTAIN THE 34% JUMP IN SALES REALIZED FROM 1995 TO 1996. IT MAY NOT BE VOLCANIC, BUT A REALISTIC 10% GROWTH WILL DO JUST FINE.**

**BY JOHN LANNERT**

Like a horse that explodes out of the gate to settle into a comfortable pace, Brazil's record business is slowing to a gait that is making its country's record executives breathe a little easier.

To be sure, Brazil's record business remains robust. According to Manoel Camero, president of the country's recording trade association ABPD, the record industry in 1997 should enjoy a 10% growth clip—the kind that countries in mature regions such as North America and Europe would die for.

But after two years of explosive growth fueled, in part, by the anti-inflation campaign Plano Real, the world's sixth-largest record industry is ready to take stock of its gains. According to Camero, Brazil is expected to move 100 million units of product this year.

Few industry insiders were expecting Brazil to maintain the 34% jump in sales realized from 1995 to 1996. Some, however, opined that the market would grow 15% in 1997.

### **RETAIL'S CREDIT SQUEEZE**

Part of the slowdown can be attributed to record label executives tightening up their credit arrangements with Brazilian record retailers. Brazil's volcanic growth caught some record retailers weaned on erstwhile high inflation in credit squeezes from which they could not wriggle loose.

With some important record retailers going under, it became apparent that the industry was losing precious points of sale. Though supermarkets and de-

partment stores have picked up the slack, along with big-time book retailers such as Saraiva and Atica, Camero points out that the industry continues to lose about 30% of the market for lack of retail outlets.

"The record industry needs to stay concerned with attracting future points-of-sale, in the interior, as well as in the big cities," states Camero. In a bid to attract

more retailers to the business, Camero is working to establish a project that would help spark interest in starting up record stores.

Meanwhile, Brazilian record executives are universally hailing the arrival of Saraiva and Atica and their book/CD mega-stores.

"These companies have been doing well in the book business for 45 or 50 years, and now they are looking at the record market as a good business," says Paulo Rosa, MD of Universal. "They are

good for the market because they are organized professionally and financially."

Marcelo Castello Branco, president, PolyGram Brasil, concurs, adding that "Now, what we have to do is to make sure those mega-stores buy [international] product from us and not from outside Brazil."

Saraiva product supervisor Marcelo Affonso affirms that his company wants to work with domestic record labels to satisfy the upscale clientele of the company's megastores, each of which sell not only books, but also CDs and multimedia product.

*Continued on page 52*

**ACCORDING TO MANOLO CAMERO, PRESIDENT OF THE COUNTRY'S RECORDING TRADE ASSOCIATION ABPD, THE RECORD INDUSTRY IN 1997 SHOULD ENJOY A 10% GROWTH CLIP—THE KIND THAT COUNTRIES IN MATURE REGIONS SUCH AS NORTH AMERICA AND EUROPE WOULD DIE FOR.**

**THE BILLBOARD SPOTLIGHT**

BMG BRASIL  
HAS RECEIVED SO MANY DIAMOND,  
PLATINUM AND GOLD RECORDS  
THAT IT WILL END UP OPENING  
A MINING COMPANY.

THIS IS A TRIBUTE TO BMG BRASIL  
ARTISTS WHO HAVE WON DIAMOND, DOUBLE  
PLATINUM, PLATINUM AND GOLD RECORDS.  
IT'S ALSO AN AD WELCOMING LEANDRO & LEONARDO,  
BRAZIL'S TOP COUNTRY MUSIC (SERTANEJO) SUPERSTARS.

DIAMOND: SÓ PRÁ CONTRARIAR.  
DOUBLE PLATINUM: O GRANDE ENCONTRO, CARRAPICHO.  
PLATINUM: ELIANA, CHICLETE COM BANANA, LULU SANTOS,  
ZÉ RAMALHO, GAL COSTA, FÁBIO JR. GOLD: ELBA RAMALHO,  
JOANNA, FAGNER, PAULINHO DA VIOLA, AMADO BATISTA,  
GIAN E GIOVANI, GRUPO MALÍCIA.

---

  
BMG BRASIL LTDA

# Brazil 97

## Labels' Work-Sheet: Majors And Indies Profile Plans For The Rest Of The Year

BY JOHN LANNERT AND ENOR PAIANO

As elsewhere in the world, Brazil's major labels and their indie counterparts are getting set for what appears to be another prosperous holiday season. Following are upcoming release slates for Brazil's biggest labels, as well as capsule profiles of the country's hottest record companies.

### THE MAJORS

#### BMG

BMG is enjoying its best year yet under president Luis Oscar Niemeyer, with the company's growth rate surpassing 30% for the first six months of 1997. "We are in a very interesting and great period, with seven or eight records selling well at the same time," states Niemeyer.

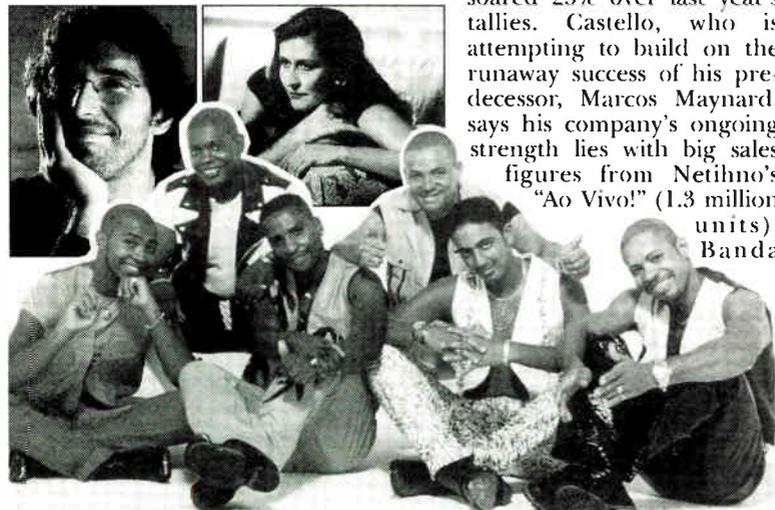
Samba-pagode act Só Pra Contrariar is leading the way, with 1.3 million sold of its latest album, while Toni Braxton's hit "Secrets" disc has rung up 300,000 units—as has Chiclete Com Banana's "É Festa!"

What's more, Niemeyer says, Joanna's "Em Samba-Canção" has moved 180,000 units.

For the last quarter, Niemeyer is expecting to sell 500,000 units each of forthcoming albums by Gal Costa—an MTV "Unplugged" disc featuring guest performances by Herbert Vianna of Paralamas and Roberto Frejat of Barão Vermelho—Lulu Santos, and "Grande Encontro 2," a follow-up studio disc to the wildly popular live set recorded by northeastern Brazilian stars Alceu Valença, Elba Ramalho, Geraldo Azevedo and Zé Ramalho.



Top to bottom: Roberto Carlos, Lobaõ and Joana



Katinguelê

#### EMI-ODEON BRASIL

EMI president Aloysio Reis candidly admits that his company's northbound sales rate has been slowed by the untimely deaths of popular artists Mamonas Assassinas and Renato Russo.

"We did not have a Marisa Monte album this year, either," says Reis. "We are being compensated for Mamonas, Renato and Marina with sales of other artists, but not at the same volume." Nevertheless, EMI has hit the jackpot with samba-pagode artists Exaltasamba, Negritude Jr. and Art Popular. The bands collectively have sold 1.2 million units of their latest albums. Mexican actress/singer Thalía has rung up 130,000 units of her album "Extasis."

Moreover, EMI's affiliated Virgin Brasil label has rung up 400,000 units of the Spice Girls' "Spice." Deborah Blando's "Unicamente" has sold 120,000 units for Virgin, as well.

EMI has tapped into the lucrative catalog field as well, with remastered packages of the label's venerated artists Legião Urbana, Paralamas Do Sucesso and Gonzaguinha.

As for newer acts, ska/rock act Charlie Brown Jr. is beginning to make sales waves. Two bands from Bahia, including Bragadá, have recently been signed.

#### POLYGRAM

Brazil's No. 1 record label has enjoyed another year of stunning upside sales movement, says PolyGram president Marcelo Castello Branco, as sales have soared 25% over last year's tallies. Castello, who is attempting to build on the runaway success of his predecessor, Marcos Maynard, says his company's ongoing strength lies with big sales figures from Netinho's "Ao Vivo!" (1.3 million units), Banda

Eva's "Ao Vivo!" (500,000 units), and É O Tchan's "É O Tchan" (2.1 million units). Recent signee Roberta Miranda sold 300,000 of her latest sertaneja disc.

"And I am very excited about the end of the year, with new albums by Caetano Veloso—his first in Portuguese in four years—Netinho and Simone, who is cutting a live disc," says Branco. Also due out is É O Tchan's new disc, "A Danza Do Ventre."

Other strong sellers, says Branco, are Zeco Pagodinho and Virgulóides. On the international front, Hanson's "Middle Of Nowhere" has sold 100,000 units.

Though Maynard's prosperity is a hard act to follow, Branco is confident PolyGram will continue to thrive. "During my first seven months, I took my time renewing contracts with established artists and maintaining the company's aggressive posture with promotion at radio and TV," says Branco. He also has signed new artists, including samba band Toque De Vival, pop artist Berro and techno act Skols.

#### SONY

Sony Brasil is getting cranked up for its traditionally strong holiday push in November with the annual year-end release by hallowed singer/songwriter Roberto Carlos. Among albums released in October was a tribute disc to funk-samba titan Jorge Ben Jor; scheduled to appear on the CD were labelmates Skank and Cidade Negra, plus Barão Vermelho and Os Paralamas Do Sucesso.

Recently released albums by the label's best-sellers include product by sertaneja idols Zezé Di Camargo & Luciano, samba idol Martinho Da Vila and Bahian act Asa De Águia.

#### UNIVERSAL

Though only in business one year, Universal blew out of the box this year, selling 800,000 units of "Conquista" by Rio de Janeiro-based funk act Claudinho & Buchecha. "We have been lucky with our domestic releases, and I think this will be the big focus of our company," says Universal's MD, Paulo Rosa.

Released in September were albums by samba artists Os Morenos ("Nosso Segredo"), Gamação

Continued on page 52

## Where's The Music Department? The Revolution In Retail

Until recently, department stores viewed CDs as a traffic-building loss leader. Frontline albums were peddled at cut-rate prices, much to the chagrin of Brazil's traditional music retailers. Now, the big stores are getting serious, selling not only hits but back catalog, and dressing up their music sections. What will it mean to the labels—and to conventional record shops?

BY ENOR PAIANO

In a vast country, where organized businesses outside the major cities are lacking, department stores and supermarkets have historically played as crucial a role as record retailers in Brazil.

But until recently, selling recorded product was viewed by department stores in particular as a way of attracting clients to purchase other items in their stores.

Frontline albums and CDs were peddled at cut-rate prices, much to the chagrin of Brazil's traditional retailers. But industry sources estimated that supermarkets and department stores account for 35% to 40% of all album sales in Brazil.

Now, these department stores are changing their approach to record retailing to keep in tune with the increasing professionalism of the retail industry. They are investing in their record divisions by upgrading personnel and selections.

"Department stores and some supermarkets are investing heavily in CD sales, and now it may be among their four or five most important products," says Ayres Catarino, commercial director, WEA/Continental.

Reflections of this new approach can be seen in all of the major stores. Mappin, one of the traditional department stores in the country, with 18 branches located mainly in the São Paulo-Rio de Janeiro region, has modified its CD department. Previously, the CD section was housed in the back of the store. It has since been moved near the entrance of the store.

Paulo Pasian, Mappin's director of market relations, says that the firm's new stores boast "a whole new concept for the CD department, with listening stations, [sound-proofing] and specially trained clerks."

CD sections are being strategically located near the front entrances at other big outlets, such as supermarket chains Carrefour and Eldorado and department-store chain Lojas Americanas.

#### STORES WITHIN STORES

Another department-store giant, Lojas Brasileiras, has enclosed its CD section as a store within a store.

Lojas Brasileiras operates 70 stores throughout Brazil.

"The CD is the third-most important product in the stores now," says Elisabeth Lima, the company's sales manager of a São Paulo outlet. Lima notes that, as part of its effort to increase CD sales, Lojas Brasileiras has decentralized its purchases of CDs by allowing each outlet to purchase its own product.

"CDs have a regional appeal, and titles do not sell equally in every city," declares Lima. But she points out that after the chain's stores become computerized, the CD purchases will once again be transacted from a central office, albeit with special attention to the varying musical tastes within each region.

#### NOT JUST A TEASE

Record-label executives in Brazil, who welcome the new developments initiated by supermarkets and department stores, observe that their expansion into the record



business was a natural evolution.

"The time when the CD was only a teaser in these stores is definitely over," declares Marcelo Castello Branco, MD, PolyGram Brasil.

José Amâncio, director and partner of São Paulo indie Velas Records, sees two positive points in the increasing importance of the CD in the supermarkets and department stores: "First of all, they are selling more, and everybody is interested in that," says Amâncio. "But, apart from that, the stores are not only selling hits, but they are also selling back catalog, and that will be good for the whole market." Amâncio says that 50% to 60% of Velas' sales are generated in the supermarkets and department stores.

For Paradoxx, Brazil's largest indie, the supermarkets and de-

Continued on page 56

# Brazil 1997

## Medium Hot: TV's Tops For Exposing New Acts

When it comes to music, variety and talk shows have assumed dominance over radio and other promotional avenues. One program takes minute-by-minute audience ratings; an artist's time on stage can be extended if viewer response is favorable—or cut after one song if ratings start to descend.

BY ENOR PAIANO

By virtue of its 99% reach into Brazil's households, television remains the most important media in the country.

Ranked in order of popularity on Brazilian television are telenovelas—or soap operas—soccer matches and news programs. Also widely viewed, however, are a host of shows featuring musical presentations. These guest appearances on programs ranging from talk shows to variety extravaganzas are considered one of the most valuable promotional vehicles for promoting an artist.

Further, artists playing the pastoral pop music style known as *sertaneja* can secure tremendous exposure on popular *sertaneja* music programs.

For some Brazilian record executives, TV is the best way to jumpstart a new act. "To break a song on radio is very expensive," says Diógenes Fonseca, TV supervisor at Paradox Records. "Even with *jabá* [payola] disappearing, radio stations want advertising or product for promotion; on the other hand, if we can break song on an important program like 'Domingão Do Faustão' or 'Hebe,' it is inevitable that radio will go after us to get that song."

Meire Ikmadossian, TV promoter, EMI-Odeon Brasil, goes even further, asserting that TV entertainment programs are taking the place of radio for breaking newcomers. She singles out Universal's Rio de Janeiro-based soul/funk act Claudinho & Buchecha as a beneficiary of TV exposure. "They were known at some radio stations and funk balls in Rio when they went to 'Faustão,' and then they became a nationwide hit act," says Ikmadossian.

### DIFFICULT INTRODUCTIONS

But, despite the success of Claudinho & Buchecha at TV,

Universal MD Paula Rosa posits that, generally speaking, "it is very difficult" to introduce a new artist on a TV entertainment show. Nonetheless, up-and-coming artists are making an impact at TV. One relatively unknown artist who's becoming a household name as a recording act through her TV appearances is Latino superstar Thalía. EMI-Odeon's actress/singer earned attention solely through her novelas until she came to Brazil to perform on several entertainment programs. Sales of her album "Extasis" subsequently took off.

The origin of the musical element of many Brazil's entertainment shows took root, ironically enough, at radio, where "Programa de Auditório" was historically the most significant show.

"Programa De Auditório" sported a stage where musicians played for an audience as a way of reproducing the atmosphere of a concert. The name of the program has since evolved into a genre known as *programa de auditório*.

Among the show's first MCs were the now-deceased Chacrinha and the still-active Raul Gil, who hosts his own program.

### LATE-SHOW EXPOSURE

More recently, musical acts have been included on such TV shows as the highly rated SBT program "Jô Soares Onze E Meia," a late-night talk show that—like some of its U.S. counterparts—always closes with a musical performance.

Brazil's top musical talent appears, as well, on variety shows "Domingão Do Faustão," "Hebe," "Ana Maria Braga" and "Domingo Legal."

Lately, recording artists have been gaining more TV airtime because it is a good deal for all concerned. The TV show gets an entertainment attraction free of charge—no one receives a fee to

### ECONOMIC WATCH

Currency: Real  
Exchange Rate: \$1 = 1.09 Reals  
GDP (1996): \$600 billion  
Inflation rate (1996): 9.20%  
Unemployment rate (July 1997): 5.42%

### SALES WATCH

Average wholesale album price (U.S.): \$14.20  
Average retail album price (U.S.): \$17.00  
Mechanical royalty rate: 8.4%  
Sales tax on sound recordings: 18% (estimated)

Unit sales (Jan.-July 1997): 48,118,974 units  
Unit sales (Jan.-July 1996): 44,586,047  
Change from previous year: +8%  
Units sales (1996): 94.9 million  
Revenue sales: \$874,250,000  
Per capita album sales: 0.7  
Piracy level as a percentage of total units: Vinyl: 0%; Cassettes: 99%; CDs: 3%  
Platinum album award: 250,000 units  
Gold album award: 100,000 units

### MEDIA WATCH (Key promotional outlets)

Tranamerica Network (80 radio stations)  
Jovem Pan Network (100 radio stations)  
Bandeirantes (50 radio stations)  
MTV Brasil (info tk on viewers?)  
Sucesso CD (trade magazine; circ. 15,000)



World ranking (by U.S. retail value): sixth  
Population: 170 million  
Population under 25: 40%

### RETAIL WATCH (key retail outlets)

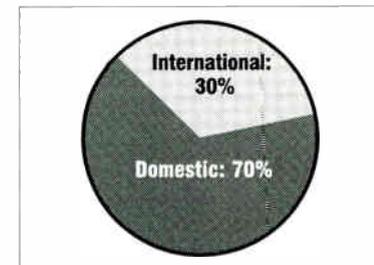
Lojas Americanas (109 stores)  
Grupo Condil (140 stores)  
Grupo Seis De Ouro (30 stores)

### TRADE CONTACTS

IFPI national group: ABPD  
Performing-rights society: ECAD  
Music Publishers Association: ABEM

(Source: ABPD, IFPI, Billboard research)

### REPERTOIRE BREAKDOWN



perform on Brazilian TV—and the artists benefit by securing precious exposure at no cost.

"Domingão do Faustão," which first aired in 1990, is now recognized in Brazil as the choice program to promote recording acts. Home to a huge TV audience, Globo TV's four-hour Sunday variety show can garner 2.4 million households in São Paulo alone.

Since the show's audience is



Chico César, Claudinho & Buchecha

enormous, MC Faustão is very selective when inviting guests and the program only showcases well-known performers.

"We don't program beginners, only huge hit [acts]," says Jaime Praça, the show's production manager. "Each week, we analyze what the recording companies offer us and we choose just what is a sure winner."

By employing a new research technology that informs Faustão of the program's audience ratings minute by minute, he can extend a recording artist's time on stage if the viewership response is favorable, or send the act packing after one song if the ratings start to descend.

### 19 MINUTES TO STARDOM

One artist who recently reaped great reward from an appearance on "Faustão" is PolyGram Brasil

artist Chico César. The gifted singer/songwriter already had contributed a song to a Globo novela, but he remained largely unknown to the country's general public. Faustão summoned César onstage, however, interviewed the Bahian performer and allowed him to perform three songs for an unheard-of 19 minutes. Spliced into the performances were taped interviews with big-name artists Elba Ramalho, Maria Bethânia and Daniela Mercury. Each of the idols lauded César's artistic prowess. César's career took off.

While "Domingão Do Faustão" has garnered high ratings by generally showcasing established recording acts, other shows are willing to gamble a bit on newer talent.

"We mix what the audience wants to see with what we think is important to expose," states Sergio Groisman, host of SBT's "Programa Livre," a variety show targeted to teenage viewers. "We can accept suggestions from recording companies, but we also give a chance to new or lesser known bands, like we did with Virgulóides and Charlie Brown Jr. when they both were starting out."

Groisman recalls that, when the program debuted in 1988, "I had strict rules and prejudices about what the teens wanted to hear." But when he invited the rural-slanting sertaneja singer Roberta Miranda on, the audience loved it. "It doesn't matter if the artist is appropriate for our audience or not," states Groisman. "If the artist has an interesting stage show, our audience is capable of appreciating and liking that artist." On the other hand, Groisman asserts that he has to assume a critical stance regarding the type of talent that appears on the program and not merely

accede to the wishes of the record labels.

### SPACE FOR SAMBA

As variety and talk show programs have emerged as the most effective promoters of recording artists, music-driven shows continue to survive, but only with the aid of blue-collar viewers less prized by advertising agencies.

Such is the case of Record TV's "Quem Sabe Sábado," which airs 15 live performances each Saturday afternoon.

The show's director Eddy Nilton says the program's mix consists of 70% samba and samba-rooted *pagode*, with the balance provided by accordion-based *farrô* and Bahian-oriented *axé* sounds.

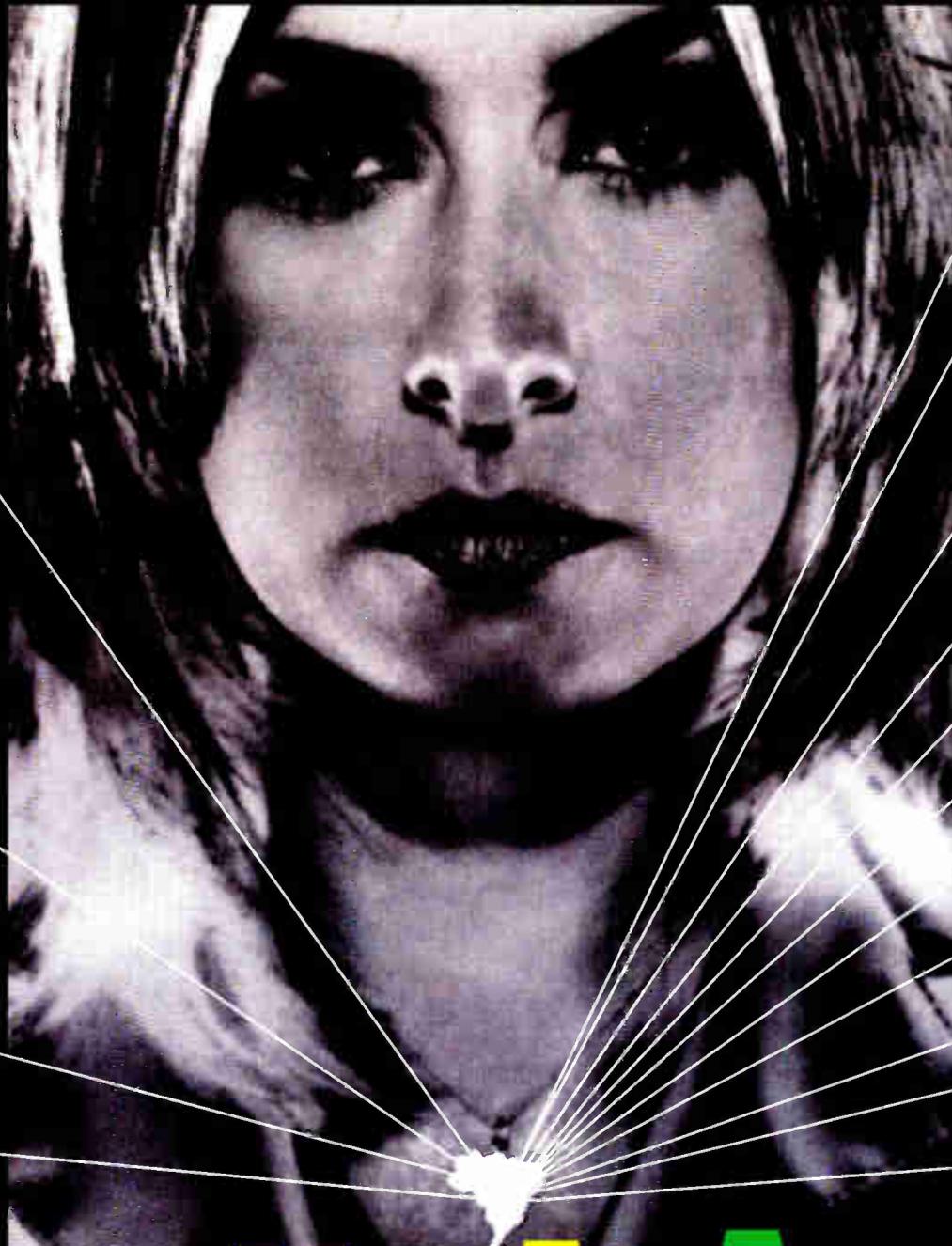
Nilton points out that invited performers are selected from an average of 30 acts submitted by record labels. Eighty percent of the performers are signed to major labels; the other 20% come from indie imprints.

EMI-Odeon's Ikmadossian observes that increasingly popular samba and pagode are finding space not only on samba-based music shows, but also on the highly-rated variety programs.

According to Ikmadossian, there is a list of priority shows that varies little from label to label. "First: 'Faustão,'" declares Ikmadossian. "Then, 'Domingo Legal,' 'Hebe,' 'Sabado Sertanejo,' and 'Xuxa Park.'"

"If the artist is more 'sophisticated,'" continues Ikmadossian, "we can add in the second tier of shows 'Jô Soares Onze E Meia' and 'Programa Livre.' In the third group are 'Ana Maria Braga,' 'Especial Sertanejo' and 'Raul Gil.'"

(Assistance in preparing this story provided by Luiz Costa in Rio de Janeiro)



MEXICO

U.K.

THE NETHERLANDS

GERMANY

BELGIUM

FRANCE

AUSTRIA

SWITZERLAND

ITALY

SPAIN

PORTUGAL

JAPAN

COLOMBIA

CHILE

ARGENTINA

# FERNANDA ABREU

FUNK, RAP, SOUL, ROCK, GROOVE, SAMBA, POP.

THE BRAZILIAN BEAT IS NOW AVAILABLE TO THE WORLD.



Brazil



<http://www.18multimedia.com/dalata>

# KASKATA'S RECORDS

The most important artists in the Brazilian market!

- PAGODE ✓
- SAMBA ✓
- BLACK MUSIC ✓
- RAP ✓
- FUNK ✓
- CHARME and R&B ✓
- MPB ✓
- COUNTRY ✓
- REGGAE ✓

Kaskata's records has the products that you are looking for!

Ph.: (5511) 716.5258  
 Fx.: (5511) 716.2643  
 e-mail:  
 kaskatas@regra.com.br

# THE BEST OF BRAZILIAN MUSIC

## RITMO QUENTE

THE DISTRIBUTER THAT MAKES THE SUCCESS !!

SEND US PROMOTIONAL MATERIAL !!

Fed Ex  
 acc. N° 15967192

Ph.: (5511) 716.5258  
 Fx.: (5511) 716.2643  
 e-mail:  
 kaskatas@regra.com.br

# WE ARE LOOKING FOR PARTNERS FOR LICENSING

# Brazil 97

lies at Brazil's largest CD manufacturer kited nearly 35% from \$79 million to \$106 million. According to Microservice's marketing manager, Cibele Fonseca, the company's 38 million units sold in 1996 comprised 40% of all CDs produced in Brazil. The company is expecting to do \$112 million in business in 1997.

### A HEALTHY SIMMER

Continued from page 47

#### MUSIC IN MEGASTORES

According to Affonso, CD sales account for 40% to 50% of revenue generated by its megastores, three of which are located in São Paulo with another store based in Rio de Janeiro.

Originally a book publisher and book store that started 100 years ago, Saraiva began selling CDs less than a year ago, because as Affonso relates, "There were no stores of this type in Brazil, which housed books, multimedia and CDs, and so we felt the need to begin this type of store."

In November, Saraiva is planning to open its first CDs-only megastore at a retail mall in São Paulo. The 1,500-sq.-mtr. (5,000 sq.-ft.) outlet will be the largest retail store in Latin America. Affonso says another book/CD megastore will open in the interior of São Paulo state next year.

#### CD-SINGLES TO THE RESCUE

As book dealers enter the retail sector, ABPB's Camero is betting that the retail side can be revved up even a bit more with the introduction of the CD-single. While Brazil is historically an albums-only market, the CD-single is being viewed as a valuable sales tool, especially for up-and-coming artists.

"Recording costs in Brazil today are the greatest expense to a record company," says Aloysio Reis, president EMI-Odeon Brasil. "So what we intend to do with a CD-single is to go out with a single to see whether it is worth the trouble to pursue with an album or a second single."

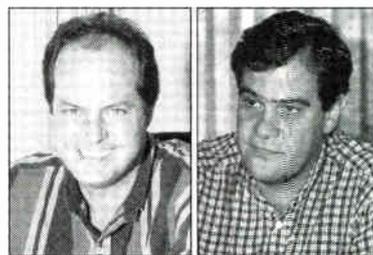
Luis Oscar Niemeyer, president, BMG Brasil, notes that his label has released three singles and each has sold well. "I think the CD single can sell the whole album

here in Brazil," says Niemeyer. "In addition, it allows us to take advantage of dance artists by releasing their product here on singles."

The average price for a CD single in Brazil is near \$5. CDs generally run about \$17 in retail outlets and around \$13 in supermarkets and department stores.

#### UPSWING IN MANUFACTURING

The Plano Real allowed Brazilians from the middle and lower economic classes to purchase CD players and CDs. Their entrance into the record market has pushed



PolyGram's Branco (left);  
 BMG's Niemeyer

sales of domestic product from 58% of total album sales in Brazil in 1994 to 70% this year. Samba artists have been among the biggest beneficiaries of this percentage swing.

Predictably, the powerful upswing in the Brazilian record industry has been reflected in the heightened growth of the country's four CD manufacturers—Microservice, Sonopress, Sony and Videolar.

From 1994 to 1996, revenue tal-

### PIRATES AND PROGRAMMING

Apart from tightened credit, Brazil's record industry is suffering few other ills, save piracy. To slow the unebbing tide of piracy in Brazil, ABPD signed an agreement with Brazilian CD plants that calls for CD clients to present CD plants a document endorsed by ABPD certifying the product's legality.

There are still no national radio and retail charts that measure the popularity of Brazil's artists. However, Radio Link, a research firm in Rio de Janeiro, has been providing playlists for client record labels with employees who log songs rotated on radio stations in 10 of Brazil's largest radio markets.

Most label executives are pleased with Radio Link, but in July, Warner Music Brasil inked a deal with Crowley Broadcast, a research firm that provides computerized data for stations in Rio and São Paulo.

"For the first time," says Beto Boaventura, MD, Warner Music Brasil, "we will have a tool that will explain exactly what is happening 24 hours a day in Rio and São Paulo." There is resistance, says ABPD's Camero, to creating a retail chart because some domestic retailers do not want to participate.

As for 1998, most executives reckon the market will expand by 7% or 8%, provided the general economy remains stable.

But PolyGram's Branco concedes that forecasting next year's market is tricky "since you have the presidential election and the World Cup. These two events are going to be a distraction." ■

### LABELS' WORK-SHEET

Continued from page 49

("Gamação") and Elsa Soares ("Trajetória").

According to Rosa, one of Universal's most important releases was the September shipment of "Manual Prático Para Festas, Bailes, E. Asins" by funk/soul luminary Ed Motta. "This is his first record for Universal, his first record in four years, and it is a totally dance- and pop-oriented album produced by Liminha," says Rosa.

Due this month are followup discs by Claudinho & Buchecha and the label bow by newly signed veteran rocker Lobão.

#### WARNER MUSIC BRASIL

Explaining why Warner is having a "very good year," label MD Beto Boaventura notes that the

Continued on page 54

## CD'S PARTY

### COLLECTOR'S ISSUES

## DISTRIBUIDORA DE CD'S

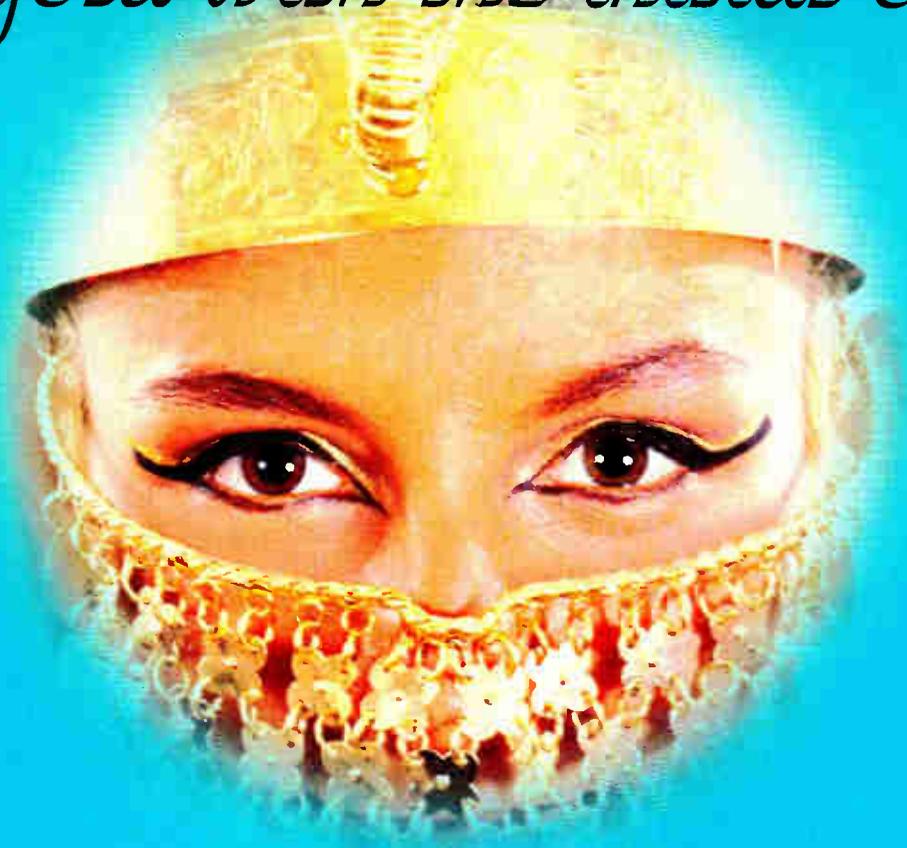
- Vendas no Brasil.
- CD, VHS, LD, DVD: Todos os estilos musicais de qualquer lugar do mundo!
- Sem ligações internacionais.
- Sem preocupação com o pedido e a entrega!

Deixe tudo isso por nossa conta!  
 Já temos experiência, pois fazemos sempre, é garantido!

CONSULTE-NOS!  
 CONTACT US!  
 Fax: 55 (21) 512-7161  
 e-mail: cdsparty@iis.com.br  
 http://www.cdsparty.com

CD'S PARTY  
 Your right choice to open the Brazilian market with security and confidence.  
 Call us, and stop to worry about it!

*Ten times gold with the initial order alone.*



*Better keep an eye on it.*



# Brazil 97

## LABELS' WORK-SHEET

Continued from page 52

company's sales have vaulted 26% over numbers realized in 1996.

The company, whose subsidiaries are WEA Music and Continental-East/West, is currently riding high with Titãs' unplugged WEA disc "Acústico," which has sold nearly 800,000 units since its May release.

Other WEA acts on a roll are Kid Abelha, Barão Vermelho, Raimundos—whose new album should be out by press time—and Bahian artist Simone Moreno, whose disc dropped in September. At Continental, the hot groups are veteran sertaneja stars Leandro & Leonardo and pagode notables Katinguele.

"At our company," says Boaventura, "any artist can sit at our table, because if it is a samba artist, he has a home at Continental-East/West; if it is a rock artist, there's WEA Music." Also selling well, notes Boaventura, is "Romances" by Mexican megastar Luis Miguel.

## THE INDIES

### FIELDZZ

Famed São Paulo DJ Irai Cam-

pos is a one-man dance-music conglomerate who established Fieldzz Records as a joint venture with BMC.

The label has expanded rapidly via its dance compilations released in conjunction with large Brazilian radio networks such as Jovem Pan.

Campos says a dance compilation, which contains mostly dance tracks from international acts, typically sell 500,000 units. An owner of a record store, recording studio and an agency that books club DJs, Campos says dance is as big in Brazil as traditional sounds, including samba and bossa nova.

Compilation packages jointly issued by Fieldzz and a radio network are assembled by the label and the network. Dance compilations slated for release in the fourth quarter include "DJ Irai Campos & O Som Das Pistas 8," "Broadway Vol. 2," "Overnight Túnel Do Tempo" and "DJ Shopping 8," the latter of which is named after Campos' dance-oriented record store.

Further, Fieldzz is taking advantage of the current rodeo-

announcer craze with a dance set entitled "O Som Do Rodeio—Country Music."

Apart from its compilation projects, Fieldzz also puts out product by individual dance artists, such as male/female duo Doo Dad and producer duo Ricco Robit.

An active licensor of international dance product, Campos says key disc jockeys in São Paulo help decide which product to



Clockwise from left: Doo Dad, Caetano Veloso, Art Popular



license. "And if the song is big in Billboard, it has a much greater chance to be licensed," says Campos.

### LINE RECORDS

Founded in 1991, the year that marked the explosion of spiritually-rooted music business in Brazil, Line Records is a label subsidiary of one of the most powerful of

Brazil's evangelical churches, Igreja Universal Do Reino De Deus. The church also operates in the U.S. as Universal God's Kingdom Church.

Igreja Universal owns the regional television network Record, as well as several radio stations. Several members of Brazil's congress are members of the church.

Line Records features only soft ballad-oriented material. The label's marketing is carried out via media outlets owned by the church. The label's most famous album is a spoken-word disc featuring Biblical passages read by former Rede Globo TV personality Cid Moreira.

### OUTROS BRASIS

Outros Brasis Records, founded in 1987 in Belém, was created as an indie home to Brazilian artists from the Amazon region where the label is located. In the past two years, the company profile has grown, due in part to the exposure of Manaus' hot boi bumbá act Carrapicho.

Outros Brasis' best-selling artist is Nilson Chaves, who has sold a cumulative 300,000 units, most of which have been cassettes. His latest album, "Amazônia Brasileira," a disc he recorded with guitar virtuoso Sebastião Tapajós, is slated for release in Europe, Japan and the U.S.

Rosana Yentas, managing director and partner at Outros Brasis,

reckons international territories are primed for new Brazilian sounds. "The foreign market seems exhausted with bossa nova and jazz-like artists, and it is looking for different music, with more interesting percussion work," says Yentas.

Apart from its own product, Outros Brasis distributes albums by eight artist-owned companies. Other key releases from the label this year are "No Chão Do Caminho" by singer/songwriter Vital Lma, and the label debut from Tony Soares, who blends reggae with the percussive boi bumbá.

### RITMO QUENTE

Since 1995, São Paulo-based distributor Ritmo Quente has not only become a top indie source of samba music through its label Kaskata's, it also has evolved into a farm system for major labels.

Consider that four of Kaskata's samba artists have followed their indie sales success with recording contracts with EMI-Odeon Brasil, BMG Brasil and PolyGram Brasil. Another samba band remains signed to Kaskata's, but its product is distributed by PolyGram. Further, one of Kaskata's rap artists inked a recording pact with Sony Music Brasil.

Despite overtures from major labels to join forces with Ritmo Quente, the company's international manager Milton Freitas says the company "is in the process of becoming a full-fledged indie with a national presence."

A company with a diverse, all-São Paulo roster spanning samba

Continued on page 56

We don't know  
if airlines  
ask themselves  
why they fly.  
Vasp does so  
EVERY SINGLE DAY.



Our business is making people and places get closer.

And such a thing involves emotion and responsibility all the

time. Those who travel demand our commitments with

attention, timetables, destinations, baggage, everything. And we

do know that anybody else does. It is not by chance that Vasp is the fastest

growing Brazilian airline in the international market and has been market

leader in on-time performance and regularity since 1994.

And from now on, our responsibility is going

to be even bigger with the

Vasp Air System, which includes

Vasp (Brazil), Lab (Bolivia),

Ecuatoriana (Ecuador) and

Tan (Argentina). A group of

airlines which is going to keep

Vasp's philosophy: if you love

what you do, you have

the obligation of doing it even better.

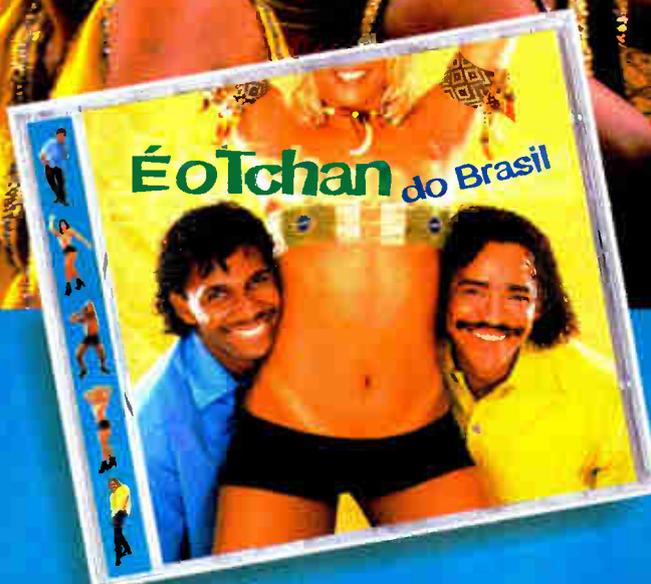


V a s p A i r S y s t e m



# É o Tchan

by PolyGram Brazil



*Ralando o Tchan*, a song inspired by the centuries-old art of Belly Dancing, is the first single of É o Tchan's new album, *É o Tchan do Brasil*. It's already topping Brazilian chart with the same powerful Bania rhythm of their other hits, and the success is just about to begin. After having sold over 5 million copies of their first two albums, *É o Tchan* will soon have the new album released in more than thirty countries. Join them and contact us for more information on *É o Tchan* and other best selling releases from PolyGram, the #1 record company in Brazil.

**PolyGram do Brasil /Export Department**  
Tel.: (5521) 389 7653 • Fax.: (5521) 389 7728

*One million unit initial order.*

## OTHER RELEASES YOU'D BETTER KEEP AN EYE ON:



**TODOS:**  
Complete Caetano Veloso collection including all his 29 releases



CAETANO VELOSO



TIMBALADA



SIMONE



NETINHO



BANDA EVA



CHICO CÉSAR

**ORATÓRIO:**  
A Collection of 10 releases from Milton Nascimento's best years



# YES, Nós Temos CDs. We have CDs.

**Graças à Microservice há 10 anos o CD invadiu o mercado fonográfico brasileiro para se tornar o meio definitivo para o registro da música, dados e imagens.**

**Hoje o puro som que você ouve é resultado da nossa tecnologia que é modelo mundial em fabricação de CDs.**

**E, além de especialistas em CDs nós também somos especialistas em atender você, nosso cliente.**

**Por você nós carregamos a Bandeira.**

**Thanks to Microservice, 10 years ago the CD invaded the Brazilian phonographic market to become the definitive carrier for music, data and images.**

**Today, the quality sound you hear is the result of our technology which is the absolute standard in CD manufacturing worldwide.**

**And, apart from being CD specialists, we also specialize in granting you, our customer, with the very best service.**

**For you we carry the Flag.**

**MICROSERVICE®**

**10 Anos Fabricando CDs no Brasil**

**10 Years Manufacturing CDs in Brazil**

**TEL: 55 (011) 858-1433**

**FAX: 55 (011) 858-0794**

**e-mail: microservicemkt@originet.com.br**



Departamento de Marketing

**LABELS' WORK-SHEET**

*Continued from page 54*

(Mi Menor, Muleke Travesso, Grupo Encanto, Novos Horizontes), R&B (Energia), sertaneja (Tony Marco, Batistony), country (Vento Forte) and reggae (Reggae Mix), Ritmo Quente also owns dance imprint Attack and an instrumental label called Original Records.

In addition, Ritmo Quente licenses dance product from prominent international imprints, including Priority, Profile, Ichiban and ZYX. The company works with Globo TV, as well, on various music projects.

Originally a promoter of dances in São Paulo, the firm caught fire as a record label in 1986, when it released one of Brazil's first rap discs. Its samba prosperity has surged in the past two years.

"We have become the biggest samba label," says Freitas. "When a samba group looks for a label, they come to us, because they know they will be in good hands." ■

**MUSIC DEPARTMENT**

*Continued from page 49*

partment stores account for around 35% of its sales. "The great stores are good buyers because they pay," says Paradoxx's sales director, Jean Marcel. "There is no debt, and they buy big amounts, so there is always a lot of money coming in."

If this new approach to the CD is widely praised among recording companies, there is also growing concern about the impact of the big companies on the small, specialized retailer.

"The industry should do something to protect the small retailers, because they can't compete and they won't survive," says Marcel.

Nobody in the industry will state the wholesale price difference being offered the big chains and the record retailer, but everyone recognizes that the situation for the small retailers is becoming more and more difficult.

"The [small] retailer has to compete also with music clubs and Internet virtual stores, so now only the best will survive," says WEA/Continental's Catarino. ■

*(Assistance in preparing this story was provided by Bento de Abreu.)*

**COVERING BRAZIL**

Our Brazil Spotlight cover is the work of New York-based illustrator Rob Gregoretti. Gregoretti began his career in 1972, working in top advertising agencies and studios doing production and later spot drawings and finished illustrations. Since 1993, he has devoted his time exclusively to illustrating and painting. His work has appeared in several volumes of *American Showcase*. He has exhibited at the National Arts Club Gallery with the Pastel Society of America, the American Artists Professional League Inc., and at the Salmagundi Club of New York, where he received the Alice B. McReynolds award for his portrait of B.B. King.

# TOP TAPE

## get to the top!

MUSIC  
CINEMA  
VIDEO  
PUBLISHING

Your best partner in Brazil since 1969

Av. Olegário Maciel 135 - Rio de Janeiro / RJ - Brazil - 22621-200 Tel: (+55 21) 493-4457 Fax: (+55 21) 494 3459 / 493-7904  
<http://www.toptape.com.br> e-mail: [toptape@unisys.com.br](mailto:toptape@unisys.com.br)

## The Leading Phonographic Market Event in Latin America

Already in its third year, CD Expo has firmed up its position as the main meeting point of the Latin American phonographic market. Attended by the most important names and companies in the music world, CD Expo is the perfect place to do great business and make valuable professional contacts.

### CD Expo 97 in figures

Exhibitors	204	Professional Public	
Total Public			7.012
	180.368	Business Generated	
			US\$ 31.000.000
CD Sales to General Public			
	US\$ 12.100.000		

### Participants in CD Expo

Record Companies @ Indie Labels @ Manufacturers @ Studios  
@ Radios & TVs @ CD e CD ROM Distributors & Retailers @  
Technology for Shows & Recordings @ Designers @ Music  
Publishers @ Specialized Publications @ Multimedia Accessories  
@ Accessories & Displays @ Video Distributors @ Artists @  
Sectorial Association @ Audio & Video Dealers



Latin American Phonographic  
Market Conference

For more information: FAGGA Eventos  
SUPPORT: ABPD

Rua Conde de Irajá, 260 / 1 andar 22271-020 RJ Brazil  
Tel: 5521-537-4338 Fax: 5521-537-7991  
[mail@fageventos.com.br](mailto:mail@fageventos.com.br) - [www.fageventos.com.br/cdexpo](http://www.fageventos.com.br/cdexpo)

July 21 through 26 1998 Rio de Janeiro - Brazil

# International

THE LATEST NEWS AND VIEWS FROM AROUND THE WORLD



**Earring The Future.** Dutch veteran rockers Golden Earring get their hands on a gold award for 50,000 copies sold of their latest album, "Naked II," on Arcade/CNR Music. Pictured here at a special live concert broadcast by Dutch Radio 3 FM, from left, are band members Barry Hay, Rinus Gerritsen, and Cesar Zuiderwijk; novelist Jan Cremer; band member George Kooymans; CNR Music A&R manager/head of promotions Ruud van Dulkenraad; and band member Rob Gerritsen.

## Call For Action On Europe's VAT Culture Ministers To Discuss Music Taxes

■ BY MARK DEZZANI

MILAN—Culture ministers from the European Union will discuss the possibility of designating recorded music as a cultural product at their next meeting, slated for Nov. 21 in Brussels. Such a move could make music eligible for a reduced value-added tax (VAT) rate across all member states.

European music industry organizations—led by SNEP, the French affiliate of the International Federation of the Phonographic Industry (IFPI)—began lobbying the EU earlier this year for the cultural recognition of records and the application of a lower 4% VAT rate, which is applied to other cultural products, such as books.

Italy's culture minister, Walter Vel-

troni, publicly declared his support for the campaign at a music industry meeting Oct. 21 in Turin, Italy, and has contacted his counterparts in other EU states to put the issue firmly on their agenda.

An early agreement appears unlikely: The U.K.'s secretary of state for culture, media, and sport, Chris Smith, recently announced that the country's new Labour government was against tax concessions for records (Billboard Bulletin, Oct. 20). Smith said a tax reduction "wouldn't make much difference" to the level of music sales in Britain.

The issue of cultural recognition for records exploded in Italy following an Oct. 1 raise in VAT from 16% to 20% as part of the government's adjustment to the 1998 budget (Billboard, Oct. 18). Culture Minister Veltroni, who is also deputy prime minister, later claimed that the tax hike was unavoidable in the short term but committed himself to lobbying within the EU for tax incentives for records.

Speaking in Turin on the closing day of the second annual Salone della Musica, Veltroni explained, "I opposed the tax increase during ministerial meetings. However, we were bound by EU regulations. I have, however, sent a letter to all of the culture ministers of EU member states proposing the issue [of cultural recognition for records] for discussion at our next meeting."

At the same time as the Italian tax rises were announced Oct. 1, the coun-

try's government ratified the EU's directives harmonizing VAT tax categories. This gave the government no choice but to put music in the top "luxury goods" rating for VAT.

Veltroni committed himself to the cause of tax incentives for records following an Oct. 8 emergency meeting in Rome with music industry leaders representing local industry organizations, authors' rights society SIAE, Italy's IFPI affiliate FIMI, indie labels association AFI, and the anti-piracy federation FPM. The meeting, with Veltroni and Finance Minister Vincenzo Visco, was requested by the music industry bodies to protest the tax hike and resulted in a series of government initiatives promised by Veltroni to address industry problems.

Veltroni also sent an open letter to fellow EU culture ministers. In the letter, he observes that the ratification of EU tax harmonization directives resulted in a considerable tax increase on records.

"[Records] evidently constitute a fundamental instrument for the diffusion of musical culture... A large part of the record buying market are young people who do not have significant economic resources at their disposal. Within the [European Union] records are subject to the maximum VAT rate, unjustifiably equal to luxury and consumer goods without any cultural content. It seems therefore opportune that at the next meeting of culture ministers this question is examined with the aim of reaching a unanimous conclusion, the reduction of what turns out to be a punitive tax," wrote Veltroni.

FIMI president Gerolamo Caccia, who is also president of Warner Music Italy & Greece, says he is "very happy"

(Continued on next page)



DONATO

## Max Music Cuts Ties To Radio Outlet

### Spanish Label Protests Top-Rated Los 40's Practices

■ BY HOWELL LLEWELLYN

MADRID—Spain's only fully owned multinational record label, Barcelona-based Max Music, has severed all links with the country's most popular music radio network in an unprecedented industry row.

Max president Miguel Dega has decided not to invest "a single peseta

more" in advertising on Cadena SER's chart-linked Los 40 Principales and has refused to offer any more Max artists free for Los 40's popular Super 1 series of concerts, which are performed and broadcast in cities around the country.

Dega argues that Max was the second-highest label advertiser in Los 40 last year, with \$557,000 (83 million pesetas) invested, "yet without a solitary record on rotation at the moment," he said in the first half of October.

Pressed on the matter, Dega speaks of Los 40's "offensive and humiliating" treatment of Max Music, which is the leader of Barcelona's thriving dance music scene, the largest in Spain.

"I have therefore decided not to continue to invest any more money in Los 40 Principales and to suspend the free performances of all our artists in its concerts while this treatment persists," says Dega in a letter that was sent to Augusto Delkader, SER's director general.

Dega points the blame fully at Los 40 director Javier Pons and at deputy director Jaime Baró. He accuses them of being "completely out of touch with today's target youth, the kind who go to discotheques and disco bars and who know about the latest dance trends as well as new age and so on."

The Max president claims Los 40 is fast losing its audience because of its policy, from a maximum of 5 million listeners to around 2.8 million today, as young people change to "more aware local stations." In fact, the last national Estudio General de Medios survey covering April-June gave Los 40 an average daily audience of 2.6 million, nearly one million more than

its nearest competitor.

Max has expanded rapidly in recent years. Its empire includes operations based in Miami, Hollywood, Mexico, Puerto Rico, Germany, and Portugal.

Outside Spain, its distributors include PolyGram (Mexico), Universal (U.S.), and BMG (Germany).

Pons said Oct. 20 that he was fully aware of Dega's charges but that he had no comment. Pressed further, he denied that Los 40 programming was behind the times and said that he plays as much dance and techno as any network.

By coincidence, SER's music networks—which hold four of the top five positions in the ratings—announced their 1997-98 program changes Oct. 17 at a Madrid subway station. One of the Los 40 changes is that listeners will now be able to help expand the station's top 40 via a telephone number or the Internet.

"We have introduced this hot line to counter the cold image we have gained," admits Pons.

"We perhaps had won a bad reputation as an inaccessible network, being a little closed, but our changes were decided a long time before the Max Music issue and have nothing to do with the label's charges," insists Pons.

Until some five years ago, its was widely agreed in the Spanish music industry that breaking an artist without support from Los 40 Principales was almost impossible. But as Spanish-language music has grown in popularity, other networks, such as SER's AC/oldies M-80 and all-Spanish Cadena DIAL, or rival Cadena COPE's rock-based Cadena 100, have

(Continued on next page)

## P'Gram Germany Enlists Retail To Boost Classical

■ BY WOLFGANG SPAHR

HAMBURG—With German classical music sales in a state of free fall, PolyGram is teaming up with dealers to help stop the slide.

In the first half of 1997, the market shrank by 5.9% to 8 million album units, according to industry federation BPW. Classical music now accounts for only 6% of the entire German record market, down from 10% at the start of the '90s.

According to a non-buyer study conducted by the industry, six out of 10 classical buyers leave the record store without purchasing. "I didn't

(Continued on next page)



GRAMATKE

## Caccia Earns Gov't Support Initiatives For Music Biz Promised

TURIN, Italy—FIMI president/Warner Music Italy & Greece president Gerolamo Caccia emerged from the music industry's meeting with Culture Minister Walter Veltroni (see story, this page) with promises of new government initiatives to help the business.

These included the rapid ratification of the WIPO accords for the protection of copyrights on electronically distributed product; the ratification of laws, including tougher sanctions against music pirates; and the establishment of a daily free promotional space for music on public service broadcaster RAI's 3 TV network.

The government also pledged to support the conversion of unused

public buildings for use as youth cultural centers for the performance and practice of live music as well as possible incentives for



CACCIA

new retail music chains looking to open in Italy to help improve the country's poor distribution infrastructure. Caccia announced the details Oct. 9 at Turin's Salone Della Musica, the day after the music industry meeting with the culture and finance ministers.

MARK DEZZANI

## Arbelo Tops Premios Noms In Spain

MADRID—Universal Music artist Rosana Arbelo, Spain's sales sensation of 1996, has won three nominations for the Premios Amigo Awards.

Arbelo, whose debut album, "Lunas Rotas," has sold 1 million copies in Spain, could repeat her success at last April's Premios de la Musica ceremony, when she won three awards. That event was organized by authors' society SGA E and artists' society AIE. This year's Premios Amigo ceremony, to be held Nov. 20 here, is being organized by International Federation of the Phonographic Industry affiliate AFYVE and produced by Lisa Anderson, executive producer of the U.K.'s Brit Awards.

The 14 awards are in three groups—Spain, Latino, and international—and other notable nominations include two for Gloria Estefan, the only artist nominated in two groups, Latino and international; three for Mexico's Luis Miguel; three for Jarabe de Palo; who recorded Spain's "song of the summer," "La Flaca"; two for Oasis; two for U2; two for the Corrs; and two for Spanish crooner Alejandro Sanz.

The doyen of the nominees is 90-year-old Compay Segundo, one of three resident Cubans among the five nominees for best Latino male artist. Spice Girls received one nomination for best new international artist.

Premios Amigo is regarded as the most important awards ceremony in Spain, as it is the first to embrace both the Spanish and Latin American markets.

HOWELL LEWELLYN

## MAX MUSIC

(Continued from preceding page)

broken acts that were largely ignored by Los 40.

In his letter to Delkader, Dega offers to continue cooperating with SER's other networks. Max Music is owned 100% by Spanish capital and frequently tops the compilation charts with various forms of dance music.

## EUROPE'S VAT

(Continued from preceding page)

with the initiative. "The commitment to lobby within the EU is already a very important concession," he says.

AFI president Franco Donato also says he is content but notes that pressure on the government must be maintained. "[The ministers] have opened a door, but bearing in mind previous unfulfilled promises, it is still important to maintain pressure," he says.

## Singapore Official Pledges Gov't Help Fighting Piracy

BY GEOFF BURPEE

HONG KONG—A sharp rise in the manufacture, import, and sale of pirate music CDs in the Singapore market over the past 18 months has for the first time attracted the voice of a government body.

The music industry is welcoming Trade Development Board senior director Ng Kim Neo's comments to a Singapore Phonogram/Videogram Assn. (SPVA) meeting Oct. 15 on protecting copyright.

Peter Lau, managing director of EMI Singapore and chairman of the SPVA, which represents 21 record companies in the Lion City, says that Ng pledged government authorities would be working closely with the International Federation of the Phonographic Industry (IFPI) to fight piracy.

The Singaporean government has a history of being reticent to acknowledge the music industry, with which it has a somewhat rocky relationship.

Curtailed of risqué or overtly political lyrical content is handled by a government censorship body titled the Committee on Undesirable Publications; the most recently regulated work in the territory is the currently pending ban on Janet Jackson's latest Virgin release, "The Velvet Rope" (Bill-

board, Oct. 25).

The SPVA announced it is to fund a \$750,000 reward scheme, which the association will use to pay individuals who give information that leads to the successful prosecution of pirates.

Terence Phung, managing director of Sony Music Singapore and secretary of the SPVA, said that \$50,000 would be paid for information that led to a raid on a "big factory," while netting a wholesaler would be worth \$13,333 and a street stall retailer \$83.

SPVA has also commended police efforts in the city's largest-ever raid on a CD manufacturer in August, which the IFPI (which also participated in the raid) says resulted in the seizure of close to 1 million music CDs.

The regional arm of IFPI and the SPVA say the raid is indicative of a climate wherein piracy is once again rampant. "Piracy has become very bad in the last few months," Phung says, quoting IFPI statistics that show a growth in pirate market share from 4% in 1993 to about 30% of Singapore's \$70 million music market in 1997.

It was on the day of the raid, Phung says, that local record companies and retailers first made an appeal directly to the prime minister's office to involve the government in protecting copy-

## POLYGRAM GERMANY ENLISTS RETAIL

(Continued from preceding page)

find the right product" is one of the reasons most frequently stated for not buying anything.

Market researchers have found that this is due to inadequate store orientation, lack of competent staff close by, and difficulties in making a decision, given the wealth of products available.

Wolf-D. Gramatke, president of PolyGram Germany, says, "Although the market is stagnating at a high level, it urgently requires an impulse to make up for the inexorable price rises."

PolyGram's classical music marketing unit came up with an unconventional campaign: the motto "Recommended by German classical music retailers." Retailers were asked to nominate outstanding recordings from PolyGram's Deutsche Grammophon, Philips, and Decca catalogs. Retailers' endorsements were used as a basis for assembling a catalog of 400 classical music highlights. Eight million copies of this catalog have been printed for inclusion in such large-circulation magazines as "Stern" and "Focus." The selected CDs receive the logo "Recommended by German classical music retailers." The campaign is also the subject of ads that include a telephone number for consumers and a coupon for direct orders from the catalog.

Hartmut Peine, managing director of PolyGram's sales operations, explains that many people enter classical music stores without knowing what to buy. Says Peine, "The retailer's personal recommendation is still the best argument."

Oliver Schulten, managing director of PolyGram Klassik, says that he was surprised by how committed retailers were in nominating their personal favorites. Says Schulten, "The retailer sees that we are investing a lot of money

in giving the classical music market new impetus with the best products from our catalog." Retailers do not receive any remuneration for their recommendations, but their names are mentioned in the catalogs. Also, a logo on the products and in the retail outlet states the names of the classical music retailers recommending the top products.

Says Gramatke, "The average customer spends only eight minutes in a store. If the customer is uncertain, unable to make a decision, or simply does not know enough about classical music, he merely wants to look rather than buy anything." The same customer frequently requires the retailer's advice but doesn't receive it. Yet, these days, no retailer can afford to employ the number of sales assistants required for these customers.

Joerg Tolle, buyer for Situ in Lueneburg, Germany, praises the PolyGram campaign. "At last there is a joint campaign between a record company and retailers, with marketing strategists not just ignoring the retailers. There's never been anything quite like this before." Tolle says that this campaign is capable of reaching a broad target group and arousing the "sleepers" in particular.

## FOR THE RECORD

The 2.3 billion yen (\$18.9 million) loss stemming from the closure of Sony Music Entertainment Japan's (SMEJ)'s OO label has been factored into the financial results for the half year ending Sept. 30. OO Records will continue as an imprint within SMEJ, not within Sony Records, as stated in a story in the Oct. 25 issue.

# newsline...

INTERNATIONAL REPERTOIRE had a particularly bad first nine months in Japan this year, with shipments of CD albums by overseas artists down 10% to 70.1 million units, with a wholesale value of 100.6 billion yen (\$831.4 million), also down 10%. The Recording Industry Assn. of Japan reports that total shipments of prerecorded music January-September were unchanged in volume terms at 345.2 million units, for a wholesale value of 417.7 billion yen, 2% lower than the same period in 1996. Total album shipments were 218.9 million units, down 1% from last year. "It's not going to get better fast," says recently appointed HMV Japan president Paul Dezel-sky. "We're certainly not planning for double-digit growth. We're looking at a very flat market." STEVE McCLURE

MUSIC INDUSTRY CONSULTANT Jon Webster has formed an international marketing consultancy with Jody Hardy, who previously handled talent and artist relations at MTV Asia. The new, London-based venture is called the Hardy Webster Partnership and follows the pair's work over the past year for such label clients as Mute, Echo, and Epic. Webster, one-time Virgin Records U.K. managing director, continues with the Clancy Webster Partnership, which he established with Debra Clancy after leaving Virgin Records. Its clients are Genesis, Peter Gabriel, UB40, and Mike & the Mechanics.

WARNER MUSIC INTERNATIONAL is discussing a "new and possibly different agreement" with Musikvertrieb AG, its partner in Switzerland, according to a source at the major Warner product will continue to be marketed and distributed by the Zurich-based company until the end of the year. Meanwhile, Musikvertrieb plans to launch a production arm and has appointed Christoph Lehmann GM and Stephan Pressinger A&R manager. It is adding Belgium's Play It Again Sam and the U.K.'s Beggars Banquet to its roster of distributed labels, which already includes British imprint Mute Records and EMI-owned Intercord from Germany. CHRISTIAN LORENZ



EUROPEAN COMMISSION (EC) president Jacques Santer has confirmed his attendance at the second Platinum Europe Awards dinner, to be held July 9, 1998, in Brussels. It is organized by the International Federation of the Phonographic Industry to bring recording artists and music industry executives together with senior European politicians and EC policymakers. Santer's interest reflects the event's growing import. He is expected to present a number of awards, as he did at the 1996 inaugural ceremonies in Brussels. The accolades are given to acts whose albums have sold 1 million copies in Europe. The event's producer will be Lisa Anderson; its steering committee is headed by Sony Music Europe president Paul Russell.

U.K. COLLECTION SOCIETY the Performing Artists Media Rights' Assn. (P@MRA) is searching for British performers who may be owed some of the 1 million pounds (\$1.6 million) in overseas royalties that the body has for distribution. "There are so many performers out there, from worldwide names to session players, who do not know that they may be owed money," says P@MRA chief executive Anne Rawcliffe-King. The organization administers funds collected from broadcasters for use of recorded music. It was set up when U.K. law adopted in December 1996 a European Union copyright directive giving performers, for the first time, a statutory right to royalties for recordings broadcast or played in public in the U.K. and overseas outside the U.S. P@MRA has reached agreements with performers' collecting societies in the Netherlands, Germany, Poland, Spain, and Switzerland and is in discussions with ADAMI, the French artists' society.

CELINE DION will release her first single in Japanese, "Be The Man," Nov. 13 on Epic/Sony. The single, which is coming out only in Japan, is the theme of the TV drama "Eve," currently airing nationwide in Japan on the Fuji TV network. The song was written by David Foster and Junior Miles, aka Edgar Bronfman Jr., president/CEO of Seagram Co. Local music critic Reiko Yukawa supplied the Japanese lyrics to "Be The Man," which will be included on Foster's soundtrack album for the series, also set for release Nov. 13 on Epic/Sony. STEVE McCLURE



DION

SONY MUSIC TAIWAN has inked its first Chinese regional repertoire deal with the signing of singer Jeff Chang. Terms were not disclosed for the four-album deal (two in Mandarin, two in Cantonese). However, Sony Taiwan managing director Roger Lee says the schedule calls for a new Mandarin-language album by Christmas and a Cantonese offering for spring 1998. Beginning his career in the late 1980s, Chang, 30, recorded 10 albums for then Rock Records subsidiary Elite Music (subsequently acquired by BMG Asia-Pacific). The artist most recently released three albums with EMI Music Taiwan, the first and most successful of which, 1996's "Generosity," reportedly sold 500,000 units in Taiwan alone. The new Sony project utilized the services of Yao Chien, whose work includes projects for Chinese stars like Faye Wong and Teresa Tang. Production is slated for November at studios in Los Angeles. GEOFF BURPEE

# HITS OF THE



# WORLD

© 1997, Billboard/BPI Communications

JAPAN (Dempa Publications Inc.) 11/03/97			GERMANY (Media Control) 10/28/97			U.K. (Chart-Track) 10/27/97			FRANCE (SNEP/IFOP/Tite-Live) 10/25/97		
THIS WEEK	LAST WEEK	SINGLES	THIS WEEK	LAST WEEK	SINGLES	THIS WEEK	LAST WEEK	SINGLES	THIS WEEK	LAST WEEK	SINGLES
1	NEW	WHITE BREATH T.M. REVOLUTION ANTINOS RECORDS	1	1	SOMETHING ABOUT THE WAY YOU LOOK TONIGHT/CANDLE IN THE WIND 1997 ELTON JOHN MERCURY	1	2	BARBIE GIRL AQUA UNIVERSAL	1	NEW	SAVOIR AIMER FLORENT PAGNY MERCURY/POLYGRAM
2	1	WHITE LOVE SPEED TOY'S FACTORY	2	2	BARBIE DOLL AQUA UNIVERSAL	2	1	SPICE UP YOUR LIFE SPICE GIRLS VIRGIN	2	2	BARBIE GIRL AQUA UNIVERSAL
3	4	WANDERIN' DESTINY GLOBE AVEV TRAX	3	5	RESCUE ME BELL BOOK & CANDLE ARIOLA	3	3	SOMETHING ABOUT THE WAY YOU LOOK TONIGHT/CANDLE IN THE WIND 1997 ELTON JOHN ROCKET/MERCURY	3	1	SOMETHING ABOUT THE WAY YOU LOOK TONIGHT/CANDLE IN THE WIND 1997 ELTON JOHN MERCURY/POLYGRAM
4	2	LOVE IS... RYUICHI KAWAMURA VICTOR	4	4	AS LONG AS YOU LOVE ME BACKSTREET BOYS JIVE/ROUGH TRADE	4	4	STAY SASH! FEAT. LA TREC MULTIPLY	4	3	SPICE UP YOUR LIFE SPICE GIRLS VIRGIN
5	3	NIJI L'ARC-EN-CIEL KJ/OONSONY	5	7	DU FEHLST MIR CAPPUCCINO POLYDOR	5	5	SUNCHYME DARIO G. ETERNAL/WEA	5	4	I WILL SURVIVE HERMES HOUSE BAND SCORPIO
6	NEW	SHAPES OF LOVE RYUICHI KAWAMURA VICTOR	6	3	MEN IN BLACK WILL SMITH COLUMBIA	6	7	AS LONG AS YOU LOVE ME BACKSTREET BOYS JIVE/ZOMBA	6	7	HASTA SIEMPRE NATHALIE CARDONE COLUMBIA
7	6	LIAR! LIAR! B'Z ROOMS RECORDS	7	9	CHERISH PAPPA BEAR UNIVERSAL	7	NEW	RIPROOVE DOUBLE 99 SATELLITE	7	5	TE EXTRANO, TE OLVIDO, TE AMO RICKY MARTIN TRISTAR/SONY
8	NEW	PEACE!/MARRY ME? DREAMS COME TRUE TOSHIBA EMI	8	6	AIN'T THAT JUST THE WAY LUTRICIA MCNEAL CNR/ARCADE	8	NEW	DO YA THINK I'M SEXY? N-TRANCE FEAT. ROD STEWART ALL AROUND THE WORLD	8	NEW	TE GARDER PRES DE MOI ALLIAGE & BOYZONE POLYGRAM
9	8	SUMIRE SEPTEMBER LOVE SHAZNA BMG JAPAN	9	8	HE'S COMIN' NANA MOTOR	9	9	TUBTHUMPING CHUMBAWAMBA EMI	9	6	MEN IN BLACK WILL SMITH COLUMBIA
10	5	LOVER SOUL JUDY AND MARY EPIC/SONY	10	NEW	SUNCHYME DARIO G WEA	10	6	U SEXY THING CLOCK MCA	10	NEW	N'OUBLIEZ JAMAIS JOE COCKER EMI
11	NEW	KANASHIMI JHONNY UA VICTOR	11	10	I'LL BE MISSING YOU PUFF DADDY & FAITH EVANS (FEAT. 112) ARIOLA	11	8	PARTY PEOPLE... FRIDAY NIGHT 911 GINGA/VIRGIN	11	9	SAMBA DE JANEIRO BELLINI SCORPIO
12	NEW	IMAGE NO UTA SHOGO HAMADA SONY	12	15	MEINE KLEINE SCHWESTER SPEKTACOOAER ARIOLA	12	13	I SAY A LITTLE PRAYER DIANA KING WORK/COLUMBIA	12	11	GOT 'TIL IT'S GONE JANET JACKSON VIRGIN
13	13	CANDLE IN THE WIND 1997/SOMETHING ABOUT THE WAY YOU LOOK TONIGHT ELTON JOHN MERCURY MUSIC	13	12	STAY SASH! POLYGRAM	13	NEW	GOT 'TIL IT'S GONE JANET JACKSON VIRGIN	13	8	TOUT LARA FABIAN POLYDOR
14	10	ECCENTRIC SYONEN BOY NO THEMMA ECCENTRIC SYONEN BOY ALL STARS EASTWEST	14	11	TUBTHUMPING CHUMBAWAMBA EMI	14	12	ANGEL OF MINE ETERNAL EMI	14	14	PRENONS NOTRE TEMPS POETIC LOVERS M6 INTER
15	11	MELTY LOVE SHAZNA BMG JAPAN	15	14	USELESS DEPECHE MODE INTERCORD	15	10	PHENOMENON LL COOL J DEF JAM/MERCURY	15	12	FREE ULTRA NATÉ HAPPY MUSIC/SONY
16	7	KAZE NO PRISM RYOUKU HIROSEI WARNER MUSIC	16	NEW	PRINCE IGOR THE RAPSODY FEATURING WERCURY G WARREN	16	NEW	RAIN CLOUD THE LIGHTHOUSE FAMILY WILD CARD/POLYDOR	16	20	DON'T CHANGE WORLDS APART EMI
17	9	KAWAII HITO ULFULS TOSHIBA EMI	17	13	GIB MIR NOCH ZEIT BLUEMCHEN EDEL	17	11	BEEN AROUND THE WORLD PUFF DADDY & THE FAMILY BAD BOY/ARISTA	17	10	I'LL BE MISSING YOU PUFF DADDY & FAITH EVANS (FEAT. 112) ARISTA
18	15	GARASUNO SYONEN KINKI KIDS JOHNNY'S ENTER-TAINMENT	18	16	GOTHAM CITY R. KELLY JIVE/ROUGH TRADE	18	NEW	WALKIN' ON THE SUN SMASH MOUTH INTER-SCOPE/MCA	18	17	POUR ETRE LIBRE 2 BE 3 EMI
19	12	PEACE! SMAP VICTOR	19	17	GOT 'TIL IT'S GONE JANET JACKSON VIRGIN	19	17	SING A SONG BYRON STINGLIGY MANIFESTO	19	18	LE TEMPS QUI COURT BELLINI POLYGRAM
20	14	LOVE IS THE FINAL LIBERTY DA PUMP AVEV TRAX	20	19		20	NEW		20	NEW	LES TEMPS CHANGENT MC SOLAAR POLYDOR/POLYGRAM
<b>ALBUMS</b>			<b>ALBUMS</b>			<b>ALBUMS</b>			<b>ALBUMS</b>		
1	1	GLAY REVIEW—BEST OF GLAY PLATINUM	1	1	THE ROLLING STONES BRIDGES TO BABYLON VIRGIN	1	1	THE VERVE URBAN HYMNS HUT/VIRGIN	1	1	MICHEL SARDOU SALUT SONY
2	2	DREAMS COME TRUE BEST OF DREAMS COME TRUE EPIC/SONY	2	2	WOLFGANG PETRY NIE GENUG NA KLAR/BMG	2	13	THE LIGHTHOUSE FAMILY POSTCARDS FROM HEAVEN WILD CARD/POLYDOR	2	2	JEAN-JACQUES GOLDMAN EN PASSANT SONY
3	3	X JAPAN LIVE—TOKYO DOME 1993-1996 POLYDOR	3	3	RAMMSTEIN SEHNSUCHT MOTOR	3	2	M PEOPLE FRESCO BMG	3	3	SOL EN SI DIVERS WEA
4	4	CHARA JUNIOR SWEET EPIC/SONY	4	5	BACKSTREET BOYS BACKSTREET'S BACK JIVE/ROUGH TRADE	4	NEW	ETERNAL GREATEST HITS EMI	4	4	ANDREA BOCELLI VIAGGIO ITALIANO POLYGRAM
5	6	MARIAH CAREY BUTTERFLY SONY	5	4	JOE COCKER ACROSS FROM MIDNIGHT EMI	5	NEW	VARIOUS ARTISTS HUGE HITS 1997 GLOBAL TV	5	6	JOE COCKER ACROSS FROM MIDNIGHT EMI
6	5	FIELD OF VIEW SINGLES COLLECTION 4 ZAIN	6	7	JANET JACKSON THE VELVET ROPE VIRGIN	6	NEW	VARIOUS ARTISTS NOW DANCE 97 EMI/VIRGIN	6	NEW	MANO SOLO JE SAIS PAS TROP EASTWEST
7	7	BOYZ II MEN EVOLUTION POLYDOR	7	10	LOREENA MCKENNTIT THE BOOK OF SECRETS WEA	7	NEW	VARIOUS ARTISTS HEARTBEAT: LOVE ME TENDER GLOBAL TV	7	11	I AM L'ECOLE DU MICRO D'ARGENT VIRGIN
8	9	NORIYUKI MAKIHARA SMILING II—THE BEST OF NORIYUKI MAKIHARA WEA	8	9	BOYZ II MEN EVOLUTION MOTOWN/MOTOR	8	NEW	VARIOUS ARTISTS THE ALL-TIME GREATEST LOVE SONGS VOL. II SONY MUSIC TV	8	9	BJORK HOMOGENIC BARCLAY
9	NEW	SUNNYDAY SERVICE SUNNYDAY SERVICE MIOI	9	13	PORTISHEAD PORTISHEAD MOTOR	9	NEW	CORRS TALK ON CORNERS LAVA/ATLANTIC	9	20	THE VERVE URBAN HYMNS VIRGIN
10	NEW	INORAN SOU TMC RECORDS	10	8	GENESIS CALLING ALL STATIONS VIRGIN	10	3	VARIOUS ARTISTS BIG MIX 97 VOL. 2 VIRGIN/EMI	10	5	JANET JACKSON THE VELVET ROPE VIRGIN
11	8	GREEN DAY NIMROD WEA	11	12	THE VERVE URBAN HYMNS VIRGIN	11	10	ORIGINAL SOUNDTRACK THE FULL MONTY RCA VICTOR	11	8	THE ROLLING STONES BRIDGES TO BABYLON VIRGIN
12	10	JANET JACKSON THE VELVET ROPE TOSHIBA EMI	12	6	BOB DYLAN TIME OUT OF MIND COLUMBIA	12	7	VARIOUS ARTISTS THE BEST... ANTHEMS... EVER! VIRGIN/EMI	12	12	PORTISHEAD PORTISHEAD BARCLAY
13	11	ANRI TWIN SOUL FOR LIFE	13	NEW	EROS RAMAZZOTTI EROS RAMAZZOTTI ARIOLA	13	6	ELTON JOHN THE BIG PICTURE ROCKET/MERCURY	13	14	RADIOHEAD OK COMPUTER EMI
14	13	DIANA KING THINK LIKE A GIRL SONY	14	14	ELTON JOHN PICTURE BOOK MERCURY	14	NEW	SASH! IT'S MY LIFE MULTIPLY	14	7	ELTON JOHN THE BIG PICTURE MERCURY
15	15	EVERY LITTLE THING THE REMIXES AVEV TRAX	15	17	WOLFGANG PETRY ALLES ARIOLA	15	5	PORTISHEAD PORTISHEAD GO! BEAT/ISLAND	15	10	ANDREA BOCELLI ROMANZA POLYDOR
16	12	JUDAS PRIEST JUGULATOR ZERO CORP	16	11	M PEOPLE FRESCO RCA	16	NEW	OASIS BE HERE NOW CREATION	16	16	LOREENA MCKENNTIT THE BOOK OF SECRETS WEA
17	NEW	VARIOUS ARTISTS DANCEMANIA 7 TOSHIBA EMI	17	15	TIC TAC TOE KLAPPE DIE 2TE RCA	17	NEW	BILLY JOEL GREATEST HITS VOL. III COLUMBIA	17	NEW	WORLDS APART DON'T CHANGE EMI
18	NEW	JOHN SYKES LOVELAND MERCURY MUSIC	18	NEW	THE LIGHTHOUSE FAMILY POSTCARDS FROM HEAVEN POLYGRAM	18	16	JIMMY NAIL THE NAIL FILE—THE BEST OF EASTWEST	18	NEW	ERA AMENO POLYGRAM
19	NEW	LISA LOEB FIRECRACKER UNIVERSAL VICTOR	19	19	NANA NANA SONY	19	18	VARIOUS ARTISTS KISS IN IBIZA 97 POLYGRAM TV	19	15	RAGGASONIC RAGGASONIC VIRGIN
20	NEW	FLYING KIDS DOWN TO EARTH VICTOR	20	16	MARIAH CAREY BUTTERFLY COLUMBIA	20	9	JAM THE VERY BEST OF THE JAM POLYDOR	20	NEW	MC SOLAAR PARADISIAQUE POLYGRAM
<b>ALBUMS</b>			<b>ALBUMS</b>			<b>ALBUMS</b>			<b>ALBUMS</b>		
1	1	AQUA AQUARIUM UNIVERSAL	1	1	BZN PEARLS MERCURY	1	4	SOUNDTRACK MY BEST FRIEND'S WEDDING COLUMBIA	1	NEW	MINA LEGGERA PDU/RTI
2	11	CHUMBAWAMBA TUBTHUMPING UNIVERSAL	2	4	DE KAST NIETS TE VERLIEZEN CNR	2	2	JOHN FARNHAM ANTHOLOGY 1 GOTHAM CITY/BMG	2	NEW	DE GREGOR FRANCESCO LA VALIGIA DELL'ATTORE COLUMBIA
3	3	BACKSTREET BOYS BACKSTREET'S BACK JIVE/ZOMBA	3	3	GOLDEN EARRING NAKED II CNR	3	1	MIDNIGHT OIL 20000 WATT RSL—THE MIDNIGHT OIL COLLECTION COLUMBIA/SONY	3	1	ELTON JOHN THE BIG PICTURE MERCURY
4	2	JEWEL PIECES OF YOU ATLANTIC	4	NEW	ANOUK TOGETHER ALONE DINO MUSIC	4	NEW	THE SEEKERS FUTURE ROAD EMI	4	2	THE VERVE URBAN HYMNS VIRGIN
5	8	SARAH MCLACHLAN SURFACING NETTWERK	5	5	FRANS BAUER WEIL ICH DICH LIEBE KOCH	5	3	SAVAGE GARDEN SAVAGE GARDEN ROADSHOW/WARNER	5	5	883 LA DURA LEGGE DEL GOL FRIRTI
6	5	LOREENA MCKENNTIT BOOK OF SECRETS WEA	6	2	THE ROLLING STONES BRIDGES TO BABYLON VIRGIN	6	5	JEWEL PIECES OF YOU EASTWEST	6	6	RADIOHEAD OK COMPUTER EMI
7	9	ANDREA BOCELLI ROMANZA PHILIPS/POLYGRAM	7	7	ERA ERA MERCURY	7	6	HANSON MIDDLE OF NOWHERE MERCURY	7	7	LIGABUE SU E GIU' DA UN PALCO WEA
8	NEW	NAS ESCOBAR, FOX Y BROWN, AZ, AND NATURE THE FIRM—THE ALBUM INTERSCOPE	8	9	BACKSTREET BOYS BACKSTREET BOYS ZOMBA/ROUGH TRADE	8	9	TINA ARENA IN DEEP COLUMBIA	8	16	AQUARIUM AQUA UNIVERSAL
9	10	PUFF DADDY & THE FAMILY NO WAY OUT ARISTA	9	6	HERMAN BROOD 1977-1997 20 YEARS OF ROCK & ROLL BMG	9	NEW	LED ZEPPELIN REMASTERS EASTWEST/WARNER	9	10	ANDREA BOCELLI ROMANZA SUGAR/UNIVERSAL
10	6	JANET JACKSON THE VELVET ROPE VIRGIN	10	8	MARIANNE WEBER MORGEN WORT 'T ANDERS KOCH	10	NEW	SOUNDTRACK THE FULL MONTY BMG	10	11	OASIS BE HERE NOW EPIC
11	4	GREEN DAY NIMROD REPRISE	11	10	JOE COCKER ACROSS FROM MIDNIGHT EMI	11	8	BOYZ II MEN EVOLUTION MOTOWN/POLYGRAM	11	4	RENATO ZERO ZERO SETTANTA BMG
12	12	MARIAH CAREY BUTTERFLY COLUMBIA	12	NEW	BUENA VISTA SOCIAL CLUB FEAT. RY COODER	12	7	PORTISHEAD PORTISHEAD POLYGRAM	12	NEW	ORNELLA VANONI ARGILLA C.G.D.
13	13	TRISHA YEARWOOD (SONGBOOK) A COLLECTION OF HITS MCA	13	12	BUENA VISTA SOCIAL CLUB MUNICH	13	11	JANET JACKSON THE VELVET ROPE VIRGIN/EMI	13	8	GIORGIA MANGIO TROPPIA CIOCCOLATA DISCHI DI CIOCCOLATA/BMG
14	16	SUGAR RAY FLOORED WARNER BROS	14	12	JANET JACKSON THE VELVET ROPE VIRGIN	14	16	JOHN FARNHAM ANTHOLOGY 2 GOTHAM CITY/BMG	14	14	BACKSTREET BOYS BACKSTREET BOYS JIVE/VIRGIN
15	7	LL COOL J PHENOMENON MERCURY	15	16	MARCO BORSATO DE WAARHEID POLYDOR	15	18	MARIAH CAREY BUTTERFLY COLUMBIA	15	12	NOMADI LE STRADE, GLIAMCI, IL CONCERTO CGD
16	17	OUR LADY PEACE CLUMSY EPIC	16	NEW	DE HEIDEROOSJES KUNG-FU PIAS	16	NEW	MATCHBOX 20 YOURSELF OR SOMEONE LIKE YOU EASTWEST/WARNER	16	13	IRENE GRANDI PER FORTUNA PURTROPPA CGD
17	RE	SPICE GIRLS SPICE VIRGIN	17	17	THE VERVE URBAN HYMNS VIRGIN	17	19	HUMAN NATURE TELLING EVERYBODY SONY	17	9	THE ROLLING STONES BRIDGES TO BABYLON VIRGIN
18	14	THE ROLLING STONES BRIDGES TO BABYLON VIRGIN	18	RE	ELTON JOHN LOVE SONGS MERCURY	18	17	SOUNDTRACK MEN IN BLACK COLUMBIA	18	3	IMAGINARY DAY PAT METHENY WARNER BROS.
19	15	BOYZ II MEN EVOLUTION MOTOWN	19	NEW	OME HENK LAAT ZICH NIET KISTEN CNR MUSIC	19	14	LEANN RIMES YOU LIGHT UP MY LIFE CURE/SONY	19	15	NIMROD GREENDAY WARNER BROS.
20	18	JANN ARDEN HAPPY? A&M	20	14	ELTON JOHN THE BIG PICTURE MERCURY	20	NEW	THE VERVE URBAN HYMNS MERCURY	20	18	DIMMI COSA SUCCEDA SULLA TERRA DANIELE PINO CGD

Hits Of The World is compiled at Billboard/London by Raül Cairo, Alison Smith and Menno Visser. Contact 44-171-323-6686, fax 44-171-323-2314/2316.

NEW = New Entry RE = Re-Entry

# HITS OF THE WORLD

C O N T I N U E D

## EUROCHART 11/08/97

THIS WEEK	LAST WEEK	SINGLES
1	1	SOMETHING ABOUT THE WAY YOU LOOK TONIGHT/CANDLE IN THE WIND 1997 ELTON JOHN MERCURY
2	2	BARBIE GIRL AQUA UNIVERSAL
3	3	SPICE UP YOUR LIFE SPICE GIRLS VIRGIN
4	5	AS LONG AS YOU LOVE ME BACKSTREET BOYS JIVE
5	4	MEN IN BLACK WILL SMITH COLUMBIA
6	7	STAY SASH! BYTE BLUE
7	6	I'LL BE MISSING YOU PUFF DADDY & FAITH EVANS (FEAT. 112) BAD BOY/ARISTA
8	9	TUBTHUMPING CHUMBAWAMBA EMI
9	8	GOT 'TIL IT'S GONE JANET JACKSON VIRGIN
10	NEW	SUNCHYME DARIO G WEA
<b>ALBUMS</b>		
1	3	THE VERVE URBAN HYMNS HUT/VIRGIN
2	1	THE ROLLING STONES BRIDGES TO BABYLON VIRGIN
3	2	ELTON JOHN THE BIG PICTURE ROCKET/MERCURY
4	5	BACKSTREET BOYS BACKSTREET'S BACK JIVE
5	4	JANET JACKSON THE VELVET ROPE VIRGIN
6	8	JOE COCKER ACROSS FROM MIDNIGHT CAPITOL
7	9	M PEOPLE FRESCO M PEOPLE/BMG
8	7	PORTISHEAD PORTISHEAD GDI/BEAT
9	6	OASIS BE HERE NOW CREATION
10	NEW	THE LIGHTHOUSE FAMILY POSTCARDS FROM HEAVEN WILCARD/POLYDOR

## SPAIN (AFYVE/ALEF MB) 10/18/97

THIS WEEK	LAST WEEK	SINGLES
1	1	CANDLE IN THE WIND 1997 ELTON JOHN MERCURY/POLYGRAM
2	NEW	SPICE UP YOUR LIFE SPICE GIRLS VIRGIN
3	2	BARBIE GIRL AQUA UNIVERSAL
4	6	QUANTO AMOR ME DAS EROS RAMAZZOTTI RCA
5	3	I'LL BE MISSING YOU PUFF DADDY & FAITH EVANS (FEAT. 112) ARIOLA
6	NEW	BACKSTREET BOYS AS LONG AS YOU LOVE ME VIRGIN
7	5	SOMETHING ABOUT THE WAY YOU LOOK TONIGHT ELTON JOHN MERCURY/POLYGRAM
8	4	ANYBODY SEEN MY BABY? THE ROLLING STONES VIRGIN
9	NEW	PLEASE U2 ISLAND/POLYGRAM
10	9	STAND BY ME OASIS COLUMBIA
<b>ALBUMS</b>		
1	1	ALEJANDRO SANZ MAS WEA
2	3	BACKSTREET BOYS BACKSTREET'S BACK VIRGIN
3	5	JARABE DE PALO LA FLACA VIRGIN
4	4	MONICA NARANJO PALABRA DE MUJER EPIC
5	2	LUIS MIGUEL ROMANCES WEA
6	7	KETAMA KONFUSION MERCURY/POLYGRAM
7	6	THE ROLLING STONES BRIDGES TO BABYLON VIRGIN
8	9	DOVER DEVIL CAME TO ME SUBTERFUGE RECORDS
9	8	ELTON JOHN THE BIG PICTURE MERCURY/POLYGRAM
10	NEW	ANA TORROJA PUENTOS CARDINALES ARIOLA

## MALAYSIA (RIM) 10/28/97

THIS WEEK	LAST WEEK	ALBUMS
1	1	VARIOUS ARTISTS NOW 3 EMI
2	2	BACKSTREET BOYS BACKSTREET BOYS FORM RECORDS
3	4	EMIL CHAU GUANG YING SI JIAN ROCK
4	5	AQUA AQUARIUM UNIVERSAL
5	8	JACKY CHEUNG WANNA GO FOR A BLOW WITH YOU POLYGRAM
6	7	MARIAH CAREY BUTTERFLY SONY MUSIC
7	3	VARIOUS ARTISTS NOSTALGIA BALADA KLASIK POLYGRAM
8	NEW	LUAHAN SPRING SONY MUSIC
9	9	MICHAEL LEARNS TO ROCK NOTHING TO LOSE EMI
10	10	FAYE WONG FAYE WONG EMI

## PORTUGAL (Portugal/AFP) 10/28/97

THIS WEEK	LAST WEEK	ALBUMS
1	1	ANDREA BOCELLI ROMANZA POLYDOR
2	NEW	MADREDEUS O PARAISO EMI/VC
3	3	DANIELA MERCURY FEIJAO COM ARROZ EPIC
4	2	PAULO GONZO QUASE TUDO COLUMBIA
5	7	AQUA AQUARIUM UNIVERSAL
6	4	SANTANA SUMMERDREAMS GLOBE/COLUMBIA
7	5	SARAH BRIGHTMAN TIMELESS EASTWEST
8	6	BACKSTREET BOYS BACKSTREET'S BACK JIVE
9	8	THE KELLY FAMILY ALMOST HEAVEN KELLIFE/EMI
10	RE	MARIA CALLAS THE VOICE OF THE CENTURY GLOBE/EMI CLASSICS

## SWEDEN (GLF) 10/24/97

THIS WEEK	LAST WEEK	SINGLES
1	1	SOMETHING ABOUT THE WAY YOU LOOK TONIGHT/CANDLE IN THE WIND 1997 ELTON JOHN POLYGRAM
2	NEW	SPICE UP YOUR LIFE SPICE GIRLS VIRGIN
3	2	BURNIN' CUE POOL/SONY
4	6	AS LONG AS YOU LOVE ME BACKSTREET BOYS JIVE/ZOMBA
5	4	BARBIE GIRL AQUA UNIVERSAL
6	3	OM DU VAR HAR KENT RCA
7	7	TUBTHUMPING CHUMBAWAMBA EMI
8	5	KUNG FOR EN DAG MAGNUS UGGLA SONY
9	8	I'LL BE MISSING YOU PUFF DADDY & FAITH EVANS (FEAT. 112) BMG
10	10	FIRE WATER BURN BLOODHOUND GANG UNIVERSAL
<b>ALBUMS</b>		
1	2	THE VERVE URBAN HYMNS HUT RECORDINGS/VIRGIN
2	1	THE ROLLING STONES BRIDGES TO BABYLON VIRGIN
3	8	SARAH BRIGHTMAN TIMELESS WARNER
4	3	AQUA AQUARIUM UNIVERSAL
5	7	BACKSTREET BOYS BACKSTREET'S BACK VIRGIN
6	4	JANET JACKSON THE VELVET ROPE VIRGIN
7	NEW	FRANK SINATRA MY WAY—THE BEST OF FRANK SINATRA WARNER
8	5	ELTON JOHN THE BIG PICTURE POLYGRAM
9	6	SMURFARNA SMURF HITS 3 CNR MUSIC
10	NEW	GLENMARK GLENMARK METRONOME/WARNER

## DENMARK (IFPI/Nielsen Marketing Research) 10/23/97

THIS WEEK	LAST WEEK	SINGLES
1	1	SOMETHING ABOUT THE WAY YOU LOOK TONIGHT/CANDLE IN THE WIND 1997 ELTON JOHN POLYGRAM
2	7	SPICE UP YOUR LIFE SPICE GIRLS VIRGIN
3	4	AS LONG AS YOU LOVE ME BACKSTREET BOYS VIRGIN
4	2	I'LL BE MISSING YOU PUFF DADDY & FAITH EVANS (FEAT. 112) BMG
5	3	DAZE TOY BOY SONY/PLADECOMPAGNIET
6	6	EVERYBODY BACKSTREET BOYS VIRGIN
7	5	SUPER HERO DAZE SONY
8	10	STAY SASH! SCANDINAVIAN RECORDS
9	NEW	DO YA THINK I'M SEXY? N-TRANCE FEAT. ROD STEWART SCANDINAVIAN RECORDS
10	9	C U WHEN U GET THERE COOLIO FEAT. 40 THEVZ EDELPIECH
<b>ALBUMS</b>		
1	1	ELTON JOHN THE BIG PICTURE POLYGRAM
2	2	JAMES LAST IN SCANDINAVIA POLYGRAM
3	5	JANET JACKSON THE VELVET ROPE VIRGIN
4	6	MICHAEL LEARNS TO ROCK NOTHING TO LOSE EMI
5	3	BACKSTREET BOYS BACKSTREET'S BACK ZOMBA/ROUGH TRADE
6	NEW	DIANA ROSS ONE WOMAN/THE ULTIMATE COLLECTION CMC
7	10	LED ZEPPELIN REMASTERS WARNER
8	NEW	HUEY LEWIS & THE NEWS IF THIS IS IT CMC
9	NEW	AQUA AQUARIUM UNIVERSAL
10	7	SARAH BRIGHTMAN TIMELESS WARNER

## NORWAY (Verdens Gang Ndrway) 10/28/97

THIS WEEK	LAST WEEK	SINGLES
1	1	SOMETHING ABOUT THE WAY YOU LOOK TONIGHT/CANDLE IN THE WIND 1997 ELTON JOHN POLYGRAM
2	5	PRINCE IGOR WARREN G & SISSEL POLYGRAM
3	2	TUBTHUMPING CHUMBAWAMBA EMI
4	3	SPICE UP YOUR LIFE SPICE GIRLS VIRGIN
5	4	LONELY NANA POLYGRAM
6	10	STAY SASH! MULTIPLY
7	NEW	AS LONG AS YOU LOVE ME BACKSTREET BOYS ZOMBA/ROUGH TRADE
8	7	CRUSH ON YOU AARON CARTER EDEL
9	8	OVERDOSE SNACK CNR/ARCADIA
10	5	C U WHEN U GET THERE COOLIO FEAT. 40 THEVZ EDELPIECH
<b>ALBUMS</b>		
1	1	BORRETZEN MYHRE VINTERSANG TILDEN/POLYGRAM
2	2	POSTGIROBYGGET ESSENSUELL NORSKEGRAM
3	NEW	HELLBILLIES LIVE LAGA RCA/BMG
4	4	JANET JACKSON THE VELVET ROPE VIRGIN
5	NEW	JEWEL PIECES OF YOU EASTWEST
6	5	ELTON JOHN THE BIG PICTURE POLYGRAM
7	NEW	LEONARD COHEN MORE BEST OF ACROSS FROM MIDNIGHT
8	8	JOE COCKER ACROSS FROM MIDNIGHT EMI
9	NEW	LED ZEPPELIN REMASTERS EASTWEST/WARNER
10	3	DE LILLOS STAKKARS SONET/POLYGRAM

## FINLAND (Radiomafia/IFPI Finland) 10/28/97

THIS WEEK	LAST WEEK	SINGLES
1	2	LIKAA APULANTA LEVY
2	3	MITA VAAN APULANTA LEVY
3	1	KOSKETUS KLAMYDIA KRÄKLUND
4	7	SPICE UP YOUR LIFE SPICE GIRLS VIRGIN
5	9	DO YA THINK I'M SEXY? N-TRANCE FEAT. ROD STEWART SCANDINAVIAN/TEL
6	6	BARBIE GIRL AQUA UNIVERSAL
7	5	SUPERHERO DAZE DANCE POOL/SONY
8	4	SOMETHING ABOUT THE WAY YOU LOOK TONIGHT/CANDLE IN THE WIND 1997 ELTON JOHN ROCKET
9	8	HUYA KARMA TEHOSEKOITIN LEVY
10	NEW	WHEN LOVE AND DEATH EMBRACE HIM TERRIER/BMG
<b>ALBUMS</b>		
1	1	DON HUONOT HYVAA YOTA JA HUOMENIA TERRIER/BMG
2	2	AQUA AQUARIUM UNIVERSAL
3	3	LED ZEPPELIN REMASTERS ATLANTIC/WARNER
4	6	ULTRA BRA KROKETTI PYRAMID
5	4	THE VERVE URBAN HYMNS HUT/EMI
6	5	ELTON JOHN THE BIG PICTURE ROCKET/MERCURY/POLYGRAM
7	NEW	ALANGOLLA ISMO ALANKO POKO
8	NEW	LEEEVI & THE LEAVINGS KESKIVIKKO ROCKET/MERCURY/POLYGRAM
9	NEW	TAPANI KANSA JUHLALEVY COLUMBIA/SONY
10	7	YO PIRSTALEET POKO

# GLOBAL MUSIC PULSE

THE LATEST MUSIC NEWS FROM AROUND THE PLANET

EDITED BY DAVID SINCLAIR

**SOUTH AFRICA:** Africa's "princess of pop," Yvonne Chaka Chaka has cemented her status as one of the country's most prolific and longstanding female artists with "Bombani" (a Shangaan word meaning stand up and be counted, walk tall, be confident), released through Teal Records, part of PolyGram's operations here. "Bombani" is Chaka Chaka's 11th album in a career that has spanned more than 10 years and has taken her from such pure pop hits as "I'm In Love With The DJ" to the more sophisticated songs on the current album. In recording "Bombani," Chaka Chaka has once again relied on the production and songwriting talents of renowned South African hitmaker Chicco. Another contributor is Abie Sibiya, a fresh face on the national music scene, who penned one of the album's outstanding tracks, "Kana uChuchema," a pan-African-style ballad that explores the subjects of skin color and violence. Chaka Chaka is planning a national tour in support of "Bombani" and will tour Uganda (where she is hugely popular), Kenya, Zimbabwe, and Tanzania later this year. In a move that has taken many industry veterans by surprise, Chaka Chaka has announced that she is planning to invite Brenda Fassie, her main contemporary from the township pop heyday of the 1980s, to tour with her. "People have always assumed Brenda and I were rivals," Chaka Chaka says with a smile. "But she was my musical hero since I was a teenager. Her hit song 'Weekend Special' was a turning point in township pop, and I'd love to share a bill with her again."

DIANE COETZER

**CZECH REPUBLIC:** Daniel Hůlka's self-titled debut album on Monitor-EMI is shaping up to be the most successful original domestic release of the year. At a recent concert where the singer was presented with a platinum disc to recognize sales of 50,000 copies, even the head of his record company admitted to being surprised by the enormity of Hůlka's success. Much of the singer's appeal resides in his voice, which explores the ups and downs of love, life, and destiny with tremendous fervor. But Hůlka wasn't unknown before his solo debut, having played the lead in the phenomenally successful Czech musical "Dracula" (see Global Music Pulse, Aug. 17, 1996). The connection is reinforced by the fact that five of the tracks on his album were written by revered contemporary Czech composer Karel Svoboda, who also wrote the "Dracula" score. One in 10 Czechs have seen "Dracula," and more than 25,000 copies of the original soundtrack were sold in 1996, according to the International Federation of the Phonographic Industry.



The second album from the musical, "Dracula—Komplet," has been on the chart here for the past three months.

MICHELE LEGGE

**CUBA:** Papi Oviedo, widely regarded as one of the foremost exponents of the *tres* or Cuban guitar, has launched a solo career at the age of 64. Oviedo, who has spent a lifetime playing with such internationally known Cuban artists as Tipica Habanera and Elio Reve, has signed a three-album deal with Tumi Music, the U.K.-based label that also has rights to the catalog of the Cuban state-owned label, Egrem. Oviedo's first solo album, recorded last year in Havana, "Encuentro Entre Soneros" (Among The Soneros), features his subtle but rhythmic playing accompanied by a host of Cuban singers and his own all-acoustic band. "I traveled all over Europe, Africa, and Asia for 15 years with Elio Reve," Oviedo says. "But this is the chance of my life to play pure son." The guitarist is already at work on his second solo album.

NIGEL WILLIAMSON

**U.K.:** The stunning, self-titled debut album by Attica Blues (MoWax/A&M) builds on the legacy of Soul II Soul's landmark album, "Club Classics Vol. 1" ("Keep On Movin'" in the U.S.), released in 1989. The essence of the Attica Blues sound, according to the three-piece group, is "beats, vox, and atmos," or to put it another way, a mixture of hip-hop/dance grooves, haunting arrangements, and the enchanted singing of Roba. Currently on tour with rising trip-hop act Morcheeba, Attica Blues is also proving to be a formidable presence onstage. The trio's "live" sound is based on samples and sequences augmented by a human drummer, with much of the excitement being generated by the turntable work of D'Afro and Roba's sublime vocals.

KWAKU

**INDIA:** In the crowded Indian music market, dominated by formulaic film soundtracks and predictable, prepackaged pop, Daler Mehndi's music has come as a groundbreaking alternative, re-connecting modern Indian music with a timeless folk sound. Known as "the king of *bhanga*," Mehndi released his third album, "Ho Jayegi Balle Balle" (Magnasound), Sept. 27. The artist took his place in an international lineup, including Spice Girls, Savage Garden, Bon Jovi, and No Doubt at the Channel V Awards Oct. 18 in Delhi (Billboard, Nov. 1). Featuring eight all-out *bhanga* tracks, with lyrics mostly written by Mehndi, the new album was produced and mixed in Delhi by Jawahar Wattal, who worked on Mehndi's first two albums. The first single and video from the album, "Ho Gai Tu Balle Balle," features Mehndi's bravura vocals accompanied by Punjabi power beats. Despite a long tradition of *bhanga* stars emerging from the Punjab, notably pioneering crossover artist Gurdas Mann, who made it big in the 1980s and still commands immense respect, the genre had enjoyed only sporadic mainstream success until the arrival of Mehndi. His debut album, "Bolo Ta Ra Ra Ra," released in 1995, became an instant hit, thanks to the runaway success of its title track, an infectious *bhanga* dance anthem. "The record company expected to sell not more than 300,000 units in the first year," Mehndi says. "I think we had touched that figure within the first couple of months, and the album has sold 2.5 million legitimate units to date. Pirated sales are easily double this figure." With Mehndi also claiming sales well in excess of 2.5 million copies of his second album, "Dardi Rab Rab," released in 1996, the sky is clearly the limit for this electrifying performer, who was classically trained by the maestro Ustad Raahat Ali Khan.



NYAY BHUSHAN

## Beatlemania Replaced By McCartney Mania In U.K.

IT WAS A SCENE straight out of the swinging '60s outside HMV's flagship Oxford Circus store in London, as the Beatles' "Love Me Do" sounded from the shop front, British "bobbies" held back screaming fans, and Paul McCartney ducked out of a limo and dashed up a red carpet for his first in-store album-signing session in 35 years.

The event marked the reopening of the renovated 50,000-square-foot HMV location and followed by two days the world premiere Oct. 14 of McCartney's symphony "Standing Stone" at the Royal Albert Hall (Billboard, Oct. 25). McCartney was on hand to sign copies of the new EMI Classics album and his most recent Capitol/EMI pop album, "Flaming Pie." Among those watching the McCartney mania were Jean-Francois Cecillon, chairman/CEO of EMI Records U.K. and Ireland; several present and former EMI executives; and Capitol Records senior VP Lou Mann.

"This is the largest record store in the world, and it's great that we have the world's largest recording star," said Stuart McAllister, chairman/chief executive of the HMV Group. As the HMV mascot, Nipper, looked on, McCartney accepted an engraved gramophone trophy. "Thank you very much," he said. "Do I get the dog?"

YUSUF ISLAM, who had been known to legions of fans as Cat Stevens before he abandoned pop music and embraced the Islamic faith in the 1970s, has collaborated at a London recording studio with the Muslim vocal quintet Raihan, whose Warner Music album "Puji-Pujian" has broken sales records in its native Malaysia.

"Probably one or two songs" from the sessions at an unidentified studio will be included on Raihan's next album, scheduled for release in December, says Nasser Abdul Kassim, A&R director for Warner Music Malaysia. Islam saw Raihan perform in August in Malaysia and agreed to the collaboration after discovering the group shared his mission of teaching the Islamic religion. The former singer/songwriter founded the Islamia School in north London in 1983 but has been largely inactive in the music business for the past two decades.

Raihan was in the U.K. to perform at the Commonwealth Conference staged in late October in Edinburgh. "Puji-Pujian" has sold more than 600,000 units in Malaysia, a record for local repertoire in the market, according to Warner Music.

TUMI MUSIC, the Latin music label incongruously located in Bath, England, will release the budget-priced "Tumi Latin American Music Sampler" on Monday (3) as part of its

year-end offerings in the U.K. The 27-track album will retail for 2.99 pounds (less than \$5.00) and highlight sounds in four Latin genres: Andean pan pipe and traditional music; indigenous music from Andean artists signed to Tumi; salsa and tropical dance music from Colombia, Brazil, and New York;

and Cuban music highlighting forthcoming Tumi releases by Los Dan Den and Afro-Cuban jazz artist Bobby Carcasses. Tumi's deal with the Cuban state-owned record company Egreem has given it access to a wealth of repertoire from that country. Tumi recently announced an exclusive distribution deal for the U.S. with World Music Distribution (Billboard, Oct. 4).



by Thom Duffy

TOM OVANS, the indie singer/songwriter whose 1995 album "Tales From The Underground" was previously highlighted in this column, has been receiving raves in the U.K. for his latest release, "Dead South," released by NSR Recordings in Nashville. Writes reviewer Stewart Lee in Q magazine: "This tired-looking man in a woolly hat has somehow made a record as scary as a Prodigy single, using little more than an acoustic guitar, some judicious mumbling, and a vicious harmonica." Echoes Paul Du Noyer in Mojo: "He is, in his own right, a real heavyweight. Numbers like 'The Folksinger' are as serious as anything written since Springsteen's 'Tom Joad' cycle." Ovans' album has been picked up by Demon Records in the U.K.

BORDER CROSSINGS: Rounder Records is staging the Travelling Troubadours Tour of Europe, featuring Ray Wylie Hubbard, Carrie Newcomer, and Slaid Cleaves, which opened Oct. 31 in Aberdeen, Scotland, and continues through the U.K., Germany, and Holland. The joint outing promotes new releases, including "Dangerous Spirits" from Hubbard, "My Father's Only Son" from Newcomer, and "No Angel Know" from Cleaves... The French duo Daft Punk will play its first London show Wednesday (5) at the London Astoria following Virgin Records' success promoting the band's album "Homework" in the U.K.... Steve Earle & the Dukes open a European tour Monday (3) at the Olympia Theatre in Dublin with additional dates booked by Asgard Presents in the U.K., Scandinavia, Germany, the Netherlands, and Italy.

Home & Abroad is a biweekly column spotlighting the activity of the international music business and artists outside their home markets. Information may be sent to Thom Duffy Billboard, 23 Ridgmount St., London, WC1E 7AH, or faxed to 44-171-323-2916.

## Lerner Captures Cuban Sound

### Island Beats Punctuate Pianist's Jazz Focus Set

BY LARRY LeBLANC

TORONTO—Although her two-month tour across Canada came to a close in October, Winnipeg, Manitoba-based pianist Marilyn Lerner remains exuberant about her experience performing live with many of the Cuban musicians who appear on her explosive Cuban-recorded jazz album "Birds Are Returning."

"Playing with these musicians has been like dying and going to musical heaven," exclaims the 40-year-old Lerner. "[Possessing] classical conservatory training and an Afro-Cuban folklore tradition they hear from when they are born, they have both the technical facility and an incredible connection to their religion and culture. Playing with them has been an incredible lift in my life."

Released in Canada by Jazz Focus Records Sept. 2 and slated for U.S. release Tuesday (4), the harmonically rich and innovative "Birds Are Returning" is dominated by a unique pairing of three Cuban bata percussionists and three saxophonists. The album has an abundance of traditional Afro-Cuban rhythm elements, but it is still a contemporary jazz recording, not a Latin jazz record. It is centered primarily on Lerner's original music, which is derived from jazz, classical-styled new music, and classical sources.

#### A MAGICAL RECORD

Seven of the album's nine tunes are original compositions by Lerner. The remaining two are a chord-drenched version of the George Gershwin/Ira Gershwin/Dubose Heyward standard "I Loves You Porgy" and a fine rendition of Horace Silver's "Que Pasa."

"It's a magical record; it has a sound I haven't heard on many records," says the album's producer, Larry Cramer. "Marilyn was ready to do a major record, to make a real statement."

"This album is the best thing Marilyn has ever done," agrees Ross Porter, the Winnipeg-based host of "After Hours," CBC Radio's nightly national jazz show. "It seems that all of the elements fell into place with this album."

The 4-year-old Jazz Focus Records, based in Calgary, Alberta, is distributed in Canada by Allegro Entertainment Canada in Vancouver and in the U.S. by Allegro Corp. in Portland, Ore.

Jazz Focus GM Richard Sutherland says that Lerner's album has raised the independent label's profile in Canada. "This album is getting us a lot of [media and retail] attention, and we're going to take advantage of that to get better known outside of Alberta," he says. "We're now really working Allegro to make sure they get the album into stores and get it on listening posts and on new-release walls."

"She's not a superstar by any means, but the album is doing quite well here," says Trevor Caswell, jazz buyer at HMV Canada's flagship Yonge Street store in Toronto. "I like the album."

The album was recorded in Havana Jan. 21-29, 1997, with flutist/saxophonist Jane Bunnett (Cramer's wife), her long-time bassist Kieran Overs, and Cuban musicians Yosvanny Terry (tenor and alto sax), Javier Falbo (baritone sax), Dafnis Prieto (drums), Inor Sotolongo (percussion), and bata drummers Carlos Francisco Hernandez

Mora, Ogruardo Diaz Anaya, and Antonio Martinez Campos.

Many Canadian jazz fans first heard Lerner with the Roy-Lerner Group, with which Lerner, with guitarist Larry Roy and drummer Peter Erskine, recorded the acclaimed "Quarter To Three" album for Montreal's Justin Time Records in 1992.

Following the release of a solo piano album, "Miss Overboard," in 1994, also for Justin Time, Lerner intended to record a modern jazz album with several different-sized groups in New York. With this in mind, she approached Cramer and Bunnett to work with her. Lerner had played with Bunnett in a duo in the early '80s.

Cramer and Bunnett were then preparing to go to Cuba to record



LERNER

pianist/arranger Hilario Duran Torres' album "Killer Tumbao," released in May on Justin Time Records. After hearing a tape of Lerner's compositions, Cramer felt several Cuban musicians he knew—"a combination of young lions and older

players"—would be ideal for her music. He suggested that Lerner join them in Havana and record her album at the state-operated Egreem label's old Areito studio. The facility—where Bunnett recorded her "Spirits Of Havana" album, released by CBC Recordings in 1992 (Billboard, Oct. 17, 1992), and its follow-up, "Jane Bunnett And The Spirits Of Havana Chamalongo," which will be issued in Canada by EMI Canada/Bluenote Nov. 18 and in the U.S. by Bluenote/EMI Feb. 18, 1998—was originally built by RCA Victor in the '40s.

Lerner, intrigued by Cramer's suggestion, agreed to record in Cuba. But she was no stranger to Afro-Cuban music. While in college, she wrote a paper on the effects of Afro-Cuban music on American popular music and, following a visit to Cuba in 1993, began performing with the Winnipeg salsa band Papa Mambo. She has also performed with such Cuban jazz giants as Paquito D'Rivera and Arturo Sandoval.

"When I wrote these pieces I didn't think I'd record them with Cuban musicians, but some of the melodies do have Spanish sounds," Lerner says. "So it wasn't putting two [musical elements] that don't fit together. However, I really didn't know what was going to happen, recording in Cuba. I knew it was a risky thing to do."

While recording Torres' album, and with Ry Cooder finishing up his World Circuit album "Buena Vista Social Club" in a studio nearby, Cramer began holding rehearsals for the musicians on Lerner's album. Once Lerner arrived, there were further rehearsals. Lerner encouraged the musicians to come forth with their own arrangement ideas.

"I went there with my offering, saying, 'This is what I've written, and this is how I play,'" she says. "I did not go to Cuba [with the intention] of doing [my own] recording of their music. [Collaboration] was the whole thrust of my project."

Lerner says that the Cuban musicians she worked with welcomed the

opportunity for extensive collaboration.

"What's going on there now is that the young musicians are restless and want to experiment," she says. "My musical life has been in collaboration and being on the edge [musically], and I saw musicians [in Cuba] who want to do the same."

Early on, Cramer was a bit skeptical about Lerner and the Cuban musicians fitting together so spontaneously. "I didn't think [the record] would have the unity that it has," he says. "The first day there were quite a few jitters. I still had doubts about [whether Lerner] could pull it off. [Working quickly,] we were putting amazing demands on her. However, everybody worked beautifully together."

Adds Bunnett, "Marilyn's an extraordinary pianist, a well-rounded musician. She has a classical background, a good understanding of the jazz tradition, and she works in [classical-styled] new music, all of which brings a great deal of depth to her music."

Classically trained in piano during her teens, Montreal-born Lerner has had a varied musical career in Canada, including performing on the jazz circuit here and writing extensively for film and theater. She has appeared on more than 20 Canadian albums, including releases by such jazz acts as Greg Lowe and Kerry Kluner Big Band with Paquito D'Rivera and folk-styled sets by Marie-Lynne Hammond, Heather Bishop, and the Wyrd Sisters, with whom she has frequently appeared.

Additionally, for the past three years, Lerner has performed extensively with bass clarinet player Lori Freedman in the classical-styled new music/jazz duo Queen Mab, which released its first set, "Barbie's Other Shoe," on the Los Angeles-based 9 Winds label in May.

## MAPLE BRIEFS

GELINE DION WAS the big winner at the 1997 Felix Awards, held Oct. 26 in Montreal. Her album "Live À Paris" won in the best-selling and pop/rock album of the year categories, and she also won as female artist of the year. Dion, who was not present at the Quebec music industry awards, also won top honors for being the Quebec artist with the most success outside of Quebec and the Quebec artist with the most success singing in a language other than French. Other major winners included Bruno Pelletier, who was named male singer of the year; and Zébulon, which walked off with the top group of the year award.

THE CANADIAN ACADEMY of Recording Arts and Sciences has announced that manager/agent Sam Feldman will receive the Walt Grealis Special Achievement Award, which recognizes Canadian music industry builders, at the 27th Juno Awards, to be held March 22, 1998, in Vancouver. Feldman is president of S.L. Feldman & Associates and co-manages Joni Mitchell, the Chieftains, and Norwegian singer Sissel.

# Merchants & Marketing

RETAILING • DISTRIBUTION • DIRECT SALES • HOME VIDEO • ENTER • ACTIVE • ACCESSORIES

## Yarbrough Urges Return To 'Basics' Sony Prez Cites Cassettes, Artist Development

■ BY ED CHRISTMAN

NEW YORK—After suffering a two-year industry tailspin, Sony Music Distribution gathered its forces and accounts in three locations around the U.S. to promote the theme of getting back to basics.

The conferences were held in Los Angeles, Chicago, and New York. At the New York conference, held Sept. 28-30, Danny Yarbrough, president of Sony Music Distribution, said, "It's never been truer or more necessary that we all get back to basics." He noted that while things are "definitely getting better [for the music industry], there are still problems and conditions that exist that we must all address to really turn things around."

One of the best examples of getting back to basics, according to Yarbrough, has been the way the industry has revived the cassette, noting that Sony has led the charge in that area. For the last two years cassettes were suffering precipitous declines, mainly because music merchants were reacting aggressively to declining consumer demand and dramatically paring inventory in the format. In 1995 and



DANNY YARBROUGH

1996, the cassette suffered 20% declines each year. This year, thanks to an industry campaign, cassette sales are only down 11.8%.

Yarbrough noted that the campaign for the cassette has paid dividends. "We're way up in all cassette categories, especially Nice Price cassettes, which have sold over a million units more than last year."

Moreover, he noted, Sony Music Distribution and Columbia took chances

on the cassette by issuing the new Mariah Carey album, "Butterfly," in a value pack, which consisted of the cassette and CD versions packaged together. According to Yarbrough, accounts that aggressively promoted the value pack say that package was generating 10%-15% of total sales on the Carey album, which he said means that those accounts enjoyed "big incremental profits."

But beyond reviving the cassette, Yarbrough stated, the most effective way to get back to basics is for the industry to rededicate itself to artist development. "This remains the No. 1 priority for everyone at Sony Music and I hope for our customers as well," he stated. "This is the lifeblood of our industry, and as an industry we must do a better job. Label and distribution must remain committed to the artists we bring to retail, and retail must step up their share of responsibility in creating new careers that will result in the new superstars that really ring those cash registers."

In New York, Sony brought in two dozen recording acts to play for the conference. On Sept. 28, at Tramps, *(Continued on page 65)*

## Hot Designer Matches Concepts To Music

■ BY DON JEFFREY

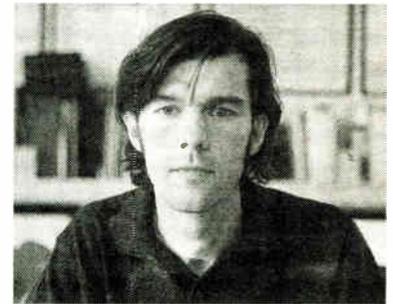
NEW YORK—Stefan Sagmeister designs only four or five CD covers a year. He knows he could make more money if he expanded his two-man studio and accepted all the work offered, especially now that he has been nominated for three Grammys and done the art for high-profile acts like the Rolling Stones.

But he realizes that an increased workload comes with a price—if he accepted more projects, he'd be spending much of his time in meetings rather than doing what he most enjoys: visualizing and executing design concepts for album covers and booklets.

Sagmeister, a 35-year-old Austrian now living and working in New York, is on a hot streak. His projects this year include covers for the Stones' "Bridges To Babylon," Skeleton Key's "Fantastic Spikes Through Balloon," David Byrne's "Feelings,"

and the Pat Metheny Group's "Imaginary Day." The work on another 1997 release, Aerosmith's "Nine Lives," was done last year. And each cover is as different as the music on the discs.

"I hope it's clear I try not to have



STEFAN SAGMEISTER

a house style," he says. "Every project comes out of the music."

Tommy Steele, VP of creative services at Capitol Records, which released the Skeleton Key album, says, "Where I find he's most brilliant is with the concept—on many levels. In a very limited package, you think everything's been done. But he finds a new way to do it. Concept is king for me. It's about the idea. His ideas get carried out beautifully."

Sagmeister crafts his designs in a duplex penthouse apartment he owns on West 14th Street, aided by one other designer, Hjalti Karlsson, a native of Iceland, and an intern. Trained at the University for Applied Arts in Vienna and Pratt Institute in New York, Sagmeister also teaches graphic design at Parsons, a New York art school.

He got involved in music design when he was in Hong Kong several years ago running a design firm for an advertising agency. He created a cover for a European jazz group called Songs Of Maybe, whose album included an eclectic blend of music that was recorded in a church in the Swiss Alps. For the CD booklet he used Bible paper and images that related to each of the songs.

When he came to the U.S., he worked for a design firm, M & Co., that had done covers for Talking Heads albums. One of his projects there was the design for a Ryuichi Sakamoto album.

"It was completely clear to me I was much more interested in meetings with musicians than the marketing manager of a computer company," he recalls. "I listened to a very wide area of music, from African to speed metal to mainstream rock. I go to a lot of concerts. From this, it's very easy to design. For me, I feel I can know my target audience and not have to stretch

*(Continued on next page)*

## Musicland Shows Improvement In 3rd Quarter

NEW YORK—The Musicland Group, which earlier this year was on the brink of Chapter 11, is riding high as the music industry heads into the crucial holiday-selling season. In the third quarter, the chain showed continuing improvement of its operations, posting cash flow of \$5.8 million, as compared with a \$9 million loss in the same period last year.

In the quarter ending Sept. 30, Musicland posted a net loss of \$12.4 million, 37 cents a share, as compared with a net loss of \$24.2 million, or 72 cents a share, for the same period last year.

In a statement, Jack Eugster, chairman/CEO of the chain, said, "Strong music sales, lower operating expenses, and solid vendor support led to a measurable EBITDA [earnings before interest, taxes, depreciation, and amortization; also called cash flow] improvement from 1996 and our first positive EBITDA this year." In fact, it is the first positive quarter for the chain since the third quarter of 1995.

Sales for the quarter were up 1.8%, to \$373.3 million, from \$366.6 million in the same period last year, even though the chain now has 7% fewer stores and 12% less selling space due to an ambitious store-closing program, according to analysts who were on a conference call that Musicland held for Wall Street. Musicland closed 10 stores in the third quarter; 96 outlets total in the first nine months of the

year, and a total of 161 since Musicland began closing down unprofitable stores at the end of '95, says one analyst with a major Wall Street firm. Musicland currently operates 722 Sam Goody stores, 68 Media Play outlets, 157 On Cue stores, 409 Suncoast Motion Picture Co. stores, and 16 outlets in the U.K., for a total of 1,372.

During the quarter, gross margin slipped a little to 34.6% from 34.8%, but that is due to the strong product flow of releases from star acts, which are generally sale-priced.

Selling, general, and administrative expenses (SG&A) were 33% of sales during the quarter, as compared with 37.2% in the same period last year, which represents a major improvement for the chain.

Musicland reported a 9.7% comparable-store sales gain for the quarter, with superstores showing a composite increase of 5.8% and mall stores realizing an 11.7% gain.

According to analysts, Musicland executives broke out sales by category, noting that its CD business is up 17% while cassettes are down 3%; video is up 12%; and books were down by 16%, due to a cutback in the category in the Media Play stores.

An analyst who follows distressed equities says that Musicland execu-

tives sounded optimistic but cautious during the conference call. "They are doing pretty well," he says. "I was kind of surprised that they were cautious. The company is doing so well they are almost off my radar. I probably won't be following them soon."

But a portfolio manager for a distressed securities firm says that while the company had a very good quarter, the entire music business had a very good quarter, with other chains showing a similar performance. Still, he says that Musicland is to be applauded for the steps taken during its turnaround.

Thanks to the strength of that turnaround, Musicland, during the quarter, began unwinding its stand-still agreements with vendors, where monies due since February are being paid off in installments. Most of those payments are scheduled to be finished Dec. 11, while the remainder should be done by the end of the year. At the end of the third quarter, accounts payable totaled \$317.6 million, down from the \$338.2 million the company owed vendors last year.

As part of the winding down of the stand-still agreement, Musicland reached an agreement with its 10 major vendors, with most agreeing to raise the chain's credit line for the hol-



# Merchants & Marketing

## HOT DESIGNER MATCHES CONCEPTS TO MUSIC

(Continued from preceding page)

myself. I used to design advertising for airlines' first class without having flown first class and without knowing people who fly first class on a regular basis. I had to stretch and design for an audience I don't know."

When M & Co.'s owner moved to Rome more than four years ago, Sagmeister was forced to go out on his

directors at record companies, and the designer's name started to surface when labels were discussing designs for upcoming releases. To market himself, he bought more than 100 copies of the album with his design and sent them to labels.

He also does market research in record stores. "I always go in when

beaming Reed in yellow with rays emanating from one eye. But this sunny image is hidden behind a very dark royal blue plastic case. The design resulted in Sagmeister's second Grammy nomination, last year.

His third nomination was also last year, for Marshall Crenshaw's "Miracle Of Science" album on Razor & Tie. The booklet for the holographic disc is a small black and white fold-out that opens to show different images.

The designer says he is not interested in working with bands that have a strong idea of what they want on the cover. "If they have some preconceived reason why they come to us, I say, 'Go to a design house that makes your idea look pretty.' In the first meetings with the bands, I talk about the music, the lyrics, and not about the cover." Tongue in cheek, he adds, "I normally take on jobs where the band says, 'We don't want a babe with big boobs on the cover.'"

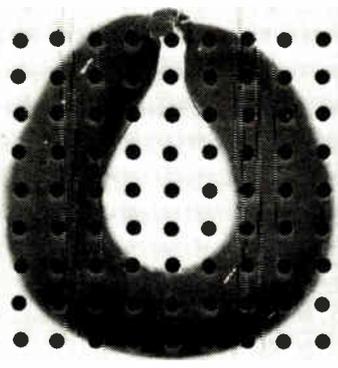
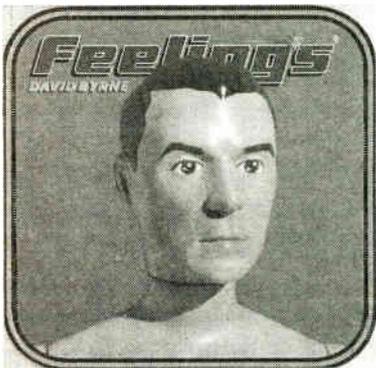
One of his most exciting musician meetings occurred in May. The Rolling Stones' managers had looked at numerous portfolios in an attempt to come up with the right designer for the band's new album. Sagmeister found out that he had made the short-list when Mick Jagger called and asked him to fly out to Los Angeles to meet with him and drummer Charlie Watts. There was no music or album title at that point, just some initial stage designs. They talked about their favorite albums and covers and other ideas, and Sagmeister returned to New York to devise four different "directions" for Jagger. He did these designs on spec, which is something he does not ordinarily do. But for the Stones he was willing to bend his rule.

A month later, Sagmeister met again, in London, with Jagger, who said that although none of the four spec designs were what he was looking for, he liked the work enough to hire the designer. Jagger told him to check out the Babylonian art in the British Museum. Sagmeister bought books on ancient art, visited the museum, and photographed the works. What stood out most was a 10- to 12-foot-high sculpture of an Assyrian lion with a man's head and beard and an animal's body. A version of that sculpture is what appears on the cover of the finished CD. The design also had to be in synch with the look of the stage for the concert tour, which is named after the album.

For the first few million units of the album shipped, there is a special slipcase cover. "The label thought it would be a nice thing for fans who go early and buy records to get something special," says Sagmeister.

Having completed an album cover by the group Paxton for Razor & Tie, Sagmeister is now working on a couple of nonmusical projects: the covers for a Japanese art magazine and for a book on Japanese calligraphy.

"There are many advantages to CD covers as opposed to all other designs," he says. "If we put a lot of our love and affection in the project, it's not going to get thrown away afterward. CD packages and book covers are the only pieces of graphic design that stay in people's houses and become part of the furniture."



Pictured above are covers designed by Sagmeister's company, Sagmeister Inc., for the albums "Feelings" by David Byrne and "Fantastic Spikes Through Balloon" by Skeleton Key.

own. He set up shop, but without contacts at labels, the work did not come pouring in. To meet his overhead, he took on non-music jobs.

His break came when he designed the CD cover for a friend in the band H.P. Zinker. The concept for its album "Mountains Of Madness," on Energy Records, was that "city life can make you sick," according to Sagmeister. The designer related to the musicians an incident that had happened to him soon after arriving in New York. After staring at an old man on the street who reminded him of his grandfather, the man launched into a frightening obscenity-laden tirade, Sagmeister says. The band said that perfectly illustrated what they were trying to say in their album. From those discussions resulted a cover consisting of two printed photos of a man, one atop the other, and two different overlaid colors. Depending on whether the booklet is inside or outside the colored jewel case, you see either a normal, untroubled face or one that represents madness. The design was nominated for a Grammy, which was remarkable because the album was by a fairly unknown band on a small label.

That got the attention of creative

one of our albums comes out. I stand there 15 minutes to a half hour and see if people pick it up, see what they pick up next to it." Sometimes he asks people coming out of the stores what they think of certain covers.

One day he got a call from David Byrne's label, Luaka Bop, which was putting together a compilation album of African and Portuguese music called "Afropea: Telling Stories To The Sea." In meetings, Byrne told him that he didn't want standard images of African culture. What he got was a series of images on the cover and in the CD booklet that depict the sea, slavery, and some commonplace objects. Through each of these images has been punched a hole that, in reference to the effects of slavery, indicates the loss of a center. The hole goes through photographs and designs of the sun, a bull's-eye, and a sink drain, among other things.

Another time, he recalls, he got a call from Lou Reed saying he would be at the design studio in 15 minutes. Reed told him that for his next album, "Set The Twilight Reeling," he wanted to break away from his "dark prince persona." He wanted to show a more positive and personal side of himself. The cover shows a

## EXECUTIVE TURNTABLE

**HOMÉ VIDEO.** Robyn Miller is promoted to senior VP of worldwide marketing at Buena Vista Home Entertainment in Burbank, Calif. She was senior VP of international.

**Lexine Wong** is promoted to senior VP of international marketing and programming at Columbia TriStar Home Video in Culver City, Calif. She was VP of international marketing and programming.

**Alexandra Shepard** is named VP of business and legal affairs at Playboy Entertainment Group Inc. in Beverly Hills, Calif. She was director of legal affairs at Allied Communications Inc.

IVN Entertainment Inc. in Concord, Calif., promotes **Roger Goodsell** to VP of the North American



MILLER



WONG

sales division. He was GM of sales.

**ONLINE.** Richard Wolpert is promoted to executive VP at Disney Online in North Hollywood, Calif. He was senior VP of technology.

**Robert Davenport** is promoted to senior VP at TCI.NET Operations in Englewood, Colo. He was VP of finance and development.

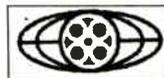
# newsline...

**HSN**, the Barry Diller-controlled company formerly known as Home Shopping Network, has made an unsolicited \$285 million bid to acquire the more than 50% of Ticketmaster Group it doesn't already own. In May, HSN purchased computer entrepreneur Paul Allen's 47.5% stake in Ticketmaster in a \$210 million deal. Ticketmaster CEO Fred Rosen says he believes that the deal will be completed. The takeover offer was HSN's second big play in one week. Earlier it announced a \$1.2 billion deal with Universal Studios in which HSN would merge with Universal's TV production unit and its cable channels USA Network and Sci-Fi Network and change its name to USA Networks Inc. Prior to that, Universal had bought from Viacom the 50% interest it didn't own in USA Network for \$1.7 billion cash.

**UNIVERSAL STUDIOS** has introduced the Universal Studios Card, a co-branded credit card with Novus Services, a unit of Morgan Stanley, Dean Witter, Discover & Co. For every dollar spent on purchases with the card, members earn StudioPoints good for free admission to theme parks, movie and concert tickets, limited-edition merchandise, and an opportunity to appear as a walk-on in a music video or TV production. The card carries no annual fee and a 7.9% introductory interest rate for up to six months.

**CINEPIX FILM PROPERTIES**, an independent movie production and distribution company, has formed a home video distribution unit in the U.S. called Avalanche Home Entertainment. Mark Gilula of Stanford Media Group will run the division. Stanford Media will handle sales, marketing, and acquisitions for Avalanche. The first video title released will be "The Heist," starring Andrew McCarthy, on Dec. 2.

**THE MOTION PICTURE ASSN. OF AMERICA (MPAA)** says it has dismantled a major pirate home video lab in Chicago that supplied the Midwest with illegally copied videos. The MPAA, working with the Chicago Police Department, seized 200 VCRs, 100,000 blank cassettes, 100,000 counterfeit sleeves, and 3,000 unauthorized copies of videos. Some of the titles found were "Seven Years In Tibet," "I Know What You Did Last Summer," "Kiss The Girls," "In & Out," and "Devil's Advocate." The operator of the lab, Patrick Motton, and three employees were arrested and charged with video piracy. The MPAA says the lab could produce 633,360 videos a year, which would cost the industry more than \$31 million in lost revenue.



**ISLAND DIGITAL MEDIA**, a new company affiliated with Island Records, has released its first film on video, "Dancehall Queen." The movie, focusing on the music scene in Jamaica, had a limited theatrical release in New York, Florida, and St. Louis. The film is the first release from Island founder Chris Blackwell's newly formed Island Jamaica Films. The soundtrack was released on Island Jamaica Records.

**CDNOW**, the Internet music retailer, has begun a promotional sweepstakes in which the winner will receive a free CD of his or her choice every month for life. The winner will be announced in early January. Contestants can fill out entry forms on CDnow's World

Wide Web site (<http://www.cdnw.com>) until Dec. 15 or enter by mail.

**TARGET STORES** defended its decision to keep the profits from Elton John's tribute to the late Princess Diana, "Candle In The Wind 1997," saying it donates 5% of all pretax profits to nationwide charities for gifts totaling \$38 million this year. More than 32 million copies of the single have been manufactured worldwide; if all those units are sold, the record will be the best-selling single of all time. Artist royalties, Mercury Records' profits, and most retailers' income will go to the Diana, Princess of Wales Memorial Fund.

**ABANDON ENTERTAINMENT**, a New York-based company that produces films, theater shows, animated features, and music, says that longtime producers Bennie Diggs and John Snyder have become partners and will oversee the firm's music division. The unit comprises a label, Abandon Records; music venues and clubs; and catalog acquisitions. Diggs has produced recordings for Cissy Houston, Nancy Wilson, and Patti Austin. He is musical director for the \$40 million animated feature "Twist!," which features Snoop Doggy Dogg and Patti LaBelle. Snyder has produced recordings by Thad Jones, Mel Lewis, Etta James, and James Cotton; he is also an artist manager and professional trumpeter.

**MIRAMAX FILMS** says it will fund a new, as-yet-unnamed film production unit based in London to develop movies and operate Miramax's U.K.-based businesses. Miramax, which is owned by Walt Disney Co., will provide \$50 million in revolving funds and \$3 million in development capital.



## Wherehouse Adds Latin Music Angle To Calif. Stores

**VIVA LA MUSICA:** Wherehouse Entertainment is strengthening its presence in the Latino communities in Southern California by fielding a new music store concept, Tu Musica. According to sources, the Torrance, Calif.-based chain has added the Tu Musica logo to about 20 of its existing Wherehouse stores and put

in an expanded Latin section.

Sources say that beginning in the new year Wherehouse, which currently has about 225 stores, will begin experimenting with stores under the Tu Musica logo that carry only Latin product. Wherehouse executives didn't return phone calls by press time.

**USED NEWS:** The Musicland Group has been experimenting with used CDs in an undetermined number of its stores. According to a source, freestanding Sam Goody stores in the New Jersey towns Westfield, Princeton, and New Brunswick are buying and selling used CDs. Also, a Musicland competitor says that he has seen used CDs in two mall-based Sam Goody stores when he was on a store-visiting trip through the South. In all sightings, sources say, the used-CD sections are small, consisting of about several hundred titles.

Marcia Appel, senior VP of marketing at Musicland, says that the chain is experimenting with used CDs, but that it is limited to some On Cue outlets. She further states that she is unaware of any Sam Goody stores carrying used CDs.

In addition to Musicland, among the other chains that have dabbled in used CDs are Blockbuster Music, National Record Mart, Trans World Entertainment, and Spec's Music, as well as Wherehouse Entertainment, which carries them in all its stores, and Hastings Books, Music & Video.

**ACCORDING TO DOCUMENTS** filed with the New York Bankruptcy Court, Southern District, for the two months ending Aug. 31. Alliance Entertainment Corp. had sales of \$49.07 million and a cost of goods of \$46.44 million, leaving a gross profit of \$2.63 million, or 5.4% of sales. Expenses, meanwhile, were \$13.11

million, or 26.7% of total sales. During the period, Alliance posted a net loss of \$23.9 million.

The reason for the low gross margin of 5.4% of sales is because Alliance had to generate cash in July and August, because it filed for Chapter 11 July 14 and was on credit hold with practically every supplier during that two-month period. Only able to buy product on a cash-

on-delivery basis, the company had no choice but to sacrifice profit to generate fast cash.

In supplying its financials to the court,

Alliance broke out sales by operation for that period. According to the filing, the AEC One Stop Group had sales of \$45.5 million and a net loss of \$4.7 million. Alliance's independent distribution operation, Independent National Distributors Inc. (INDI), had sales of \$3.5 million and a net loss of \$219,000. The company has since decided to shut down that operation. But if you consider that INDI was once doing \$140 million in annual business and that it only did \$3.5 million in a two-month period, it was practically closed already.

Meanwhile, two of Alliance's other operations, Castle Communications and One Way Records, had negative net sales during the period. In the case of the former, which wasn't a part of the Chapter 11 filing, the court approved the hiring of Salomon Brothers as a financial adviser. Salomon Brothers will shop the Castle operation as well as the

*(Continued on page 68)*

## SELL YOUR MUSIC!

Full Color  
Promo Cards

**\$95**

500 copies

Create Your Own Full Color Custom Promotional Cards Featuring Record Releases & New Bands • Great For Recording & Sound Studios • Market Instruments & Accessories • Perfect For Trade Shows, Fan Clubs, Special Events & More! • Call Now

For More Information & A Free Sample Kit!

**Modern Postcard™**  
**1-800-959-8365**

©1993 Modern Postcard. All rights reserved.

## RETAIL TRACK

by Ed Christman



## Why Settle For A One-Stop One Stop?

Only AEC gives you the most locations. Two worldwide distribution centers. 10 field offices. High fill rate. Deep catalog. 24/7, it's the place more retailers place more orders.

## AEC One Stop Group

Abbey Road Distributors • Abbey LA • Bassin Distributors • CD One Stop  
AEC Field Offices: Atlanta • Baltimore • Dallas • Philadelphia • Portland • Omaha • Sacramento • San Diego

**New Accounts 1-800-635-9082 • 1-954-255-4569 • Fax 1-954-340-7641**

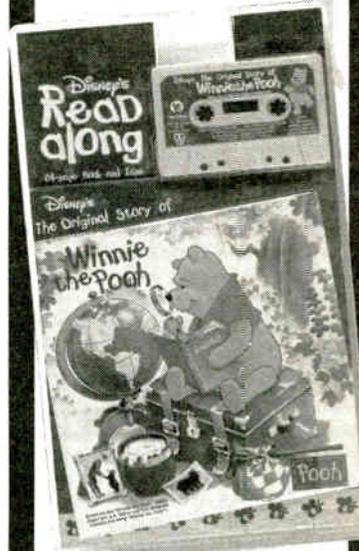
www.aent.com

Disney

TRAK



Ever wonder where everyone's favorite bear came from?



The story of how a Canadian black bear became a worldwide celebrity is told in "The Original Story of Winnie the Pooh" Read-Along

It's a tale that all parents will want to share with their children.

Narrated by Long John Baldry.

Based on the "Winnie the Pooh" works, copyright A.A. Milne and E.H. Shephard.

Share the music of Disney at our website:  
<http://www.disney.com/DisneyRecords>

Walt Disney  
RECORDS

© Disney

## New Imprint AUM Fidelity Picks Up 2 Homestead Acts; Snake Hips Is Back

**EVERYBODY SAY AUM:** Recently, a couple of new "out" jazz releases crossed our desk: "Sunrise In The Tone World," a two-CD opus by bassist William Parker & the Little Huey Creative Music Orchestra, and "Wisdom Of Uncertainty" by the David S. Ware Quartet, featuring tenorist Ware, pianist Matthew Shipp, drummer Susie Ibarra, and Parker.

These records caught our eye not only because of the high-voltage personnel but because both artists were previously signed to New York's Homestead Records, the label arm of indie distributor Dutch East India. But the current releases are available on a new imprint, AUM Fidelity.

It turns out that AUM Fidelity is the brainchild of Steven Joerg, who was the label manager and creative director at Homestead from 1992-96.

Joerg, who pushed the label in an avant-jazz direction with the signing of such artists as Ware, Shipp, Parker, and guitarist Joe Morris (who has a new album, "Antennae," scheduled for release by AUM Fidelity before the end of the year), exited the Dutch East fold in December and has now struck out on his own with these adventurous new projects. The label is distributed by several boutique indie-rock outlets: the North-



by Chris Morris

west Alliance of Independent Labels, Revolver, North Country, Forced Exposure, and Carrot Top.

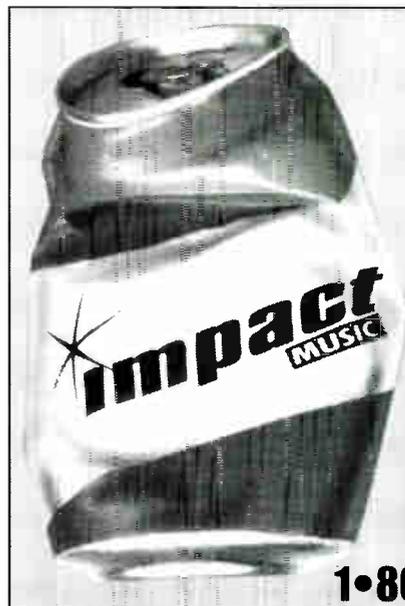
So where does this leave Homestead? In limbo, apparently: A source confirms that Joerg has not been replaced at Dutch East, leaving the label as essentially a catalog operation. That's a pity, for, in its heyday, the imprint issued pathfinding records by such left-tilting bands as Sonic Youth, Live Skull, and Einsturzende Neubaten, to name just a handful. Let's hope Dutch East will see the light at some point in the future and reinstate Homestead as an active proposition.

**REPRESENTIN':** Rick Hocutt, the former manager of Independent National Distributors Inc.'s (INDI) now-shuttered Los Angeles branch (Billboard, Aug. 30), has joined forces with fellow ex-INDI employees Jeff High and Mark Gordon to found

Ground Level Distribution. The L.A.-based firm is specializing in rap, hip-hop, dance, and R&B and currently represents such indies as Barr9, Dangerous, Bubonic, Y.B.B., All City, Lavish, KC3, and Payper Chase. Ground Level is in Inglewood, Calif.

**QUICK PICKS TO CLICK:** Blueberry Hill Records in St. Louis has issued a self-titled album by the Park Central Squares, a side project from guitarist D. Clinton "Donnie" Thompson, the justly worshiped axeman of Springfield, Mo., legends the Skeletons. Fans of Thompson's playing will not be disappointed... Egad! Collectables Records in Narbeth, Pa., has reunited

(Continued on next page)



# LESS TASTE MORE FILLING

•LOW PRICES •GREAT SERVICE  
•WEEKLY SPECIALS •EXCELLENT FILL  
COMPACT DISCS/CASSETTES/VIDEOS/VINYL/  
CD SINGLES/CASSETTE SINGLES/CD-ROM/  
ACCESSORIES

ask about FREE NEXT DAY DELIVERY

1-800-899-DISC (3472)

# DNA

Rethink your thoughts about independent distribution.

A FAMILIAR NAME. A NEW WAY OF DOING BUSINESS.

1280 Santa Anita Court, Woodland CA 95776  
phone: 800.910.8444 fax: 916.661.7877

## Billboard®

# BIG SEVEN

### ESSENTIAL REFERENCE GUIDES

- 1. International Buyer's Guide:** The worldwide music & video business-to-business directory jam-packed with record & video co's, music publishers, distributors & more. \$129
- 2. International Talent & Touring Directory:** The source for U.S. & International talent, booking agencies, facilities, services & products. \$99
- 3. Record Retailing Directory:** Detailed information on thousands of independent music stores & chain operations across the USA. \$155
- 4. International Tape/Disc Directory:** All the info on professional services & supplies for the audio/video tape/disc industry. \$60
- 5. Nashville 615/Country Music Sourcebook:** The most comprehensive resource of business-to-business listings for the Nashville region & country music genre. \$60
- 6. The Power Book:** The ultimate guide to radio and record promotion. Lists Radio Stations (Country, Rock, R&B, Top 40), Record Companies, Radio Syndicators and Top 100 Arbitron Markets. \$75.
- 7. International Latin Music Buyer's Guide:** The essential tool for finding business contacts in the latin music marketplace. \$70

**To order your Directory today, call (800) 344-7119.**

**Outside U.S. call (908) 363-4156. You can fax your order to (908) 363-0338, or mail this ad with check or money order to: Billboard Directories, P.O. Box 2016, Lakewood, NJ 08701.**

Please add \$6 per directory for shipping (\$13 for international orders). Add applicable sales tax in NY, NJ, CA, TN, MA, IL, PA & DC. Orders payable in U.S. funds only.  
All sales are final. BDZZ3027

## DECLARATIONS OF INDEPENDENTS

(Continued from preceding page)

ed ? & the Mysterians, the Farfisa-pounding band that made "96 Tears" one of the '60s' all-time great garage-rock anthems. The band's self-titled album, just out, includes a remake of that classic and features the original group lineup—Frank Rodriguez, Robert Martinez, Frank Lugo, Bobby Balderrama, and ? (Rudy Martinez) himself. Rock on . . . The Fabulous Thunderbirds' harp master, Kim Wilson, has launched his own label, Blue Collar Music. The

imprint, which is distributed by Select-O-Hits in Memphis, kicks off with releases by Wilson, pianist Fred Kaplan, and singer/guitarist/harp player Big Al Blake Nov. 11 . . . In the "too weird for words" department, In the Red Records in Burbank, Calif., will issue "Silky," a totally demented new record by Andre Williams, in January. Williams, who crafted such R&B oddities as "Bacon Fat" and "Jail Bait" for Detroit's Fortune Records, released a nutty LP,

"Greasy," on New York's Norton Records last year, but the In the Red entry goes *way* out there. Proceed with caution . . .

**FLAG WAVING:** Mark Harrison currently lives in Nashville, but his heart lies in Memphis, musically speaking.

Under the handle Snake Hips, singer/guitarist/songwriter Harrison has just released his second album, "Memphis Juke," on Feralette Records, the New York-based imprint run by his brother Price. The record is a successor to Snake Hips' 1994 debut, "Lit."

A native of Murfreesboro, Tenn.—currently enjoying its own booming music scene (Billboard, Aug. 9)—Harrison spent eight years in the Bluff City.

"I went to Memphis because I went to college down there [at Rhodes Uni-

versity]," Harrison says. "One of the guys I met up with was Lewis Duckworth, whose brother Jim played with the Panther Burns."

Through the Duckworths, Harrison ended up getting an education in Memphis rock'n'roll via some then-out-of-print records by the city's reigning rock champ, cult idol Alex Chilton. He ended up playing for a spell with Tav Falco's Panther Burns, met Chilton, and was an early member of the local band Neighborhood Texture Jam.

After parting company with that group, Harrison began writing and performing his own material, which was decidedly in the Memphis groove. The songs on "Memphis Juke" reflect the city's main musical strains, from the slinky soul popularized by Stax Records to Chilton's skewed rock style.

"It's uncategorizable," Harrison

says of the Memphis sound. "It's such a mix of styles, it's not easy to pin down. Up here in Nashville, most of the stuff sounds the same."

"Memphis Juke" was co-produced by Harrison and Doug Easley, whose local studio has played host to a number of alt-rock luminaries in recent years. Harrison says that Easley was instrumental in assembling the band for the record; the players include Snake Hips' original drummer, Paul Buchignani, who has since gone on to be "drafted into the big leagues," in Harrison's words, and has joined Cincinnati's Afghan Whigs.

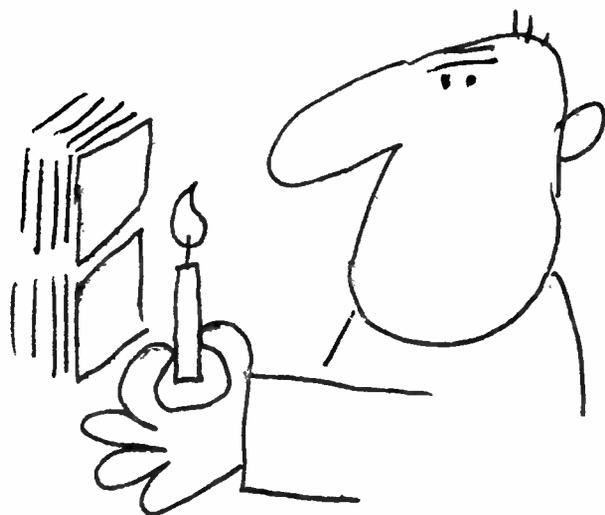
Though "Memphis Juke" sports a loose, spontaneous sound that's typical of the city's musical approach, it was recorded over a lengthy period.

"A lot of the stuff we cut really stripped down, just me and a drummer," Harrison says. "We just kind of built it up from there . . . It probably didn't take more than two weeks [to record], but it was over a period of a year and a half."

Now in Nashville working a day job, Harrison is working on a new Snake Hips project that we hope will take less time to complete. "I like to record at Easley's," he says. "We recorded together about a month ago."

He adds, "I plan to do some shows up here [in Nashville], but I haven't played out for the last year or so . . . Keep your eyes peeled."

## THE A TO Z OF SUCCESSFUL SELLING



**V** FOR VISIBILITY FULL VISIBILITY THROUGH LIFT'S STAGE LIGHTING CONCEPT IS A TRIPLE BEAM ACHIEVEMENT. SPOT 1: PRODUCT IS BETTER SEEN. SPOT 2: SIGNS AND DECORATION ABOVE ARE BRIGHT ADVERTISEMENTS. SPOT 3: THE CUSTOMER IS SURROUNDED IN AN AURA OF LIGHT WHILE BROWSING THROUGH THE SELECTIONS. IT'S A HEAVENLY IDEA: LET THERE BE SPOTLIGHT!

LIFT DISPLAY, Inc.  
PH: 1-800-543-8269 (TOLL FREE)  
201-945-8700  
FAX: 201-945-9548  
www.LIFTonline.com

**LIFT**  
Systems with future.

## RETAIL TRACK

(Continued from page 66)

Concord Jazz label. But before Salomon can begin that process, the court is waiting for Alliance to construct a business plan for the remainder of the year.

As of Aug. 31, Alliance showed total assets of \$264.8 million. Of that, inventory was \$111 million, and accounts receivable were at \$99.2 million.

**I**N CASE ANYBODY in the U.S. didn't notice, Retail Track will point out that Arcade Music Co., the Netherlands-based company that just bought a minority stake in Red Ant Entertainment (Billboard, Nov. 1), also owns a 70-unit music retail chain in the Netherlands. That chain operates under the logos Discourier B.V./The Music Store B.V., according to the annual report of Arcade Music parent Wegener Arcade.

Current  
News  
Daily  
**Billboard  
Online**

<http://www.billboard.com>



**M**AKING TRACKS: Ed White, formerly a distressed-security analyst with M.J. Whitman, has moved over to Bear Stearns . . . Betsy Grant, formerly director of national sales and marketing for Independent Label Sales, is seeking opportunities. She can be reached at 212-580-5635.

### SOUTHWEST WHOLESALE

# WEEKLY PRICE BLOWOUT!

	Cassette	CD
5TH WARD BOYZ, Usual Suspects	6.19	9.99
M.J.G., No More Glory	6.19	10.39
CELINE DION, Let's Talk About Love	6.39	11.19
KENNY G, Greatest Hits	6.19	10.99
LSG, Levert Sweat Gill	6.09	9.79
METALLICA, Re-Load	6.49	10.89

**PRE-ORDER TODAY!**

**NEW ACCOUNTS CALL:**  
**800-275-4799**

**UNSURPASSED SERVICE!**  
**COMPUTERIZED CATALOG**  
**WEEKLY MAILER**  
**GREAT IMPORT SELECTION**  
**EXCELLENT FILLS**  
**OVER 170,000 SELECTIONS**  
**POSTERS & PROMOS**

**November 18th**

Street dates are subject to change

**SOUTHWEST WHOLESALE**

records & tapes

6775 Bingle Road  
Houston, Texas 77092  
713/460-4300  
Fax: 713/460-1480  
[www.neosoft.com/~sww](http://www.neosoft.com/~sww)

# Kids' Artist Craig Taubman Gains AC Radio Airplay

**CONTEMPORARY CRAIG:** Disney's done it time and again with superstar-performed ballads derived from hit animated movies. But **Craig Taubman** is one of the first independent children's artists to get a single aired on commercial AC radio.

"One World," from Taubman's latest kids' release (under his band moniker **Craig 'N Co.**), "My Newish Jewish Discovery," has gained reporting stations in 25 secondary markets in the three weeks it has been worked, according to **Larry Weir**, co-owner of Los Angeles-based independent firm National Record Promotion (NRP).

"We'll work the secondary markets a couple more weeks, until we have a story," says Weir, "then move to major markets." So far, reporting stations have included hot AC outlets **KORQ Billboard**.



by *Moira McCormick*

Abilene, Texas; WBLG Bowling Green, Ky.; and KWXX Hilo, Hawaii, where "One World" is receiving 21 spins a day (along with singles by heavy hitters like **Mariah Carey** and **Elton John**).

How did Taubman's **Craig 'N Co.**, one of the most consistently entertaining (and substantive) kids' acts out there—but still a kids' act—end up on the same playlists as the aforementioned artists (not to mention **Fleetwood Mac**, **Paul**

**McCartney**, and **Sarah McLachlan**)? According to Weir, when Taubman was recording "My Newish Jewish Discovery," Weir's brother **Tom** happened to be engineering. Tom Weir told Larry, "This guy has hits."

Larry Weir, who with partner **Masika Swain** formed NRP three years ago—after five previous years of doing radio promotion for soap star (and third Weir brother) **Michael Damian**—heard a potential hit in "One World." The fact that it resided on a children's album did "pose a bit of a problem"—at least that's what Weir thought at first.

What's actually happened, he says, is that PDs who react favorably to "One World" are delighted that it is part of a family record. "It's something they can take home to their kids," says Weir. He notes that the personable Taubman has been making "a great interview guest on morning radio shows."

Weir, whose NRP works multi-format radio and specializes in AC and top 40, says this is the first time he's promoted a children's artist. While Weir doesn't believe it signals the beginning of a trend, Taubman's encouraging showing does seem to indicate that kids' artists can, under the right circumstances—and most important, with the right song—make the leap to the big time.

**CHEECH REDUX:** The best children's album of 1992 (in **Child's Play's** opinion) has been rereleased by **Sony Wonder**. "My name is **Cheech The School Bus Driver**" by actor/comedian **Cheech Marin** (yes, the former one-half of **Cheech and Chong**) was the first and, so far as we know, only children's album featuring all Tex-Mex music and was originally released on **BMG Kidz**-distributed label **Ode 2 Kids**. The **BMG Kidz** imprint was dissolved several years ago; **Ode 2 Kids** (founded by industry veteran **Lou Adler**) subsequently approached **Sony Wonder** about rereleasing the album.

According to **Wendy Moss**, senior VP of marketing for **Sony Wonder**—which has also reissued the Spanish-language version of "My Name Is **Cheech**"—the label has been doing co-op ads at retail to push the album and has distributed coloring sheets for retail promotion. **Sony** has also provided albums for giveaway on children's satellite network **Aahs World Radio**, which **Moss** says has begun playing the album again.

"My Name Is **Cheech The School Bus Driver**" is riotously funny and irreverent, musically adventurous and irresistible, and even educational, with songs promoting bilingualism and advising how to handle bullies. "It's a delightful record," says **Moss**, "with positive values—it really empowers kids. We think it's an evergreen." **Sony Wonder** will release another **Ode 2 Kids** gem, **Waylon Jennings'** "Cowboys, Sisters, Rascals, And Dirt," in February.

**POSITIVE VIBRATIONS:** Five years after the debut of its best-selling album to date, "Reggae For Kids," **RAS** has released its follow-up, "More Reggae For Kids." The Washington, D.C.-based label actually specializes in grown-up reggae—the aforementioned are its only two children's releases.

Label manager **Mark Dickinson** says that "More Reggae For Kids" has been in endcap promotions in kids' multimedia chains like **Noodle Kidoodle** and **Zany Brains** and that wholesaler

**Rounder Kids** has placed it in listening station programs. "Distribution North America has been working with the record at retailers like **Best Buy** and **Tower Records**," adds **Dickinson**, "and we've been advertising in publications like **Tower Pulse!**"

"More Reggae For Kids" features venerable reggae names like **Gregory Isaacs**, **Bunny Wailer**, **Freddie**

**McGregor**, and the **Roots Radics**, along with more recent stars like **Yvaid**, performing children's classics as well as original music. As with its predecessor, a portion of the new album's profits are earmarked for a **Kingston, Jamaica**, children's charity.

Assistance in preparing this column was provided by **Louella Garza**.

NOVEMBER 8, 1997

## Top Kid Audio™

THIS WEEK	LAST WEEK	WKS. ON CHART	ARTIST/SERIES LABEL, CATALOG NUMBER/DISTRIBUTING LABEL (SHELF PRICE)	TITLE
Compiled from a national sample of retail store and rack sales reports collected, compiled, and provided by <b>SoundScan®</b>				
*** No. 1 ***				
1	1	5	VARIOUS ARTISTS WALT DISNEY 60625 (5.98/9.98)	HALLOWEEN SONGS AND SOUNDS
2	3	95	VARIOUS ARTISTS ▲ WALT DISNEY 60605 (6.98/13.98)	DISNEY CHILDREN'S FAVORITE SONGS VOLUME 1
3	2	2	JOHN DENVER SONY WONDER 63412 (9.98/13.98)	ALL ABOARD
4	4	114	VARIOUS ARTISTS ▲ WALT DISNEY 60865 (10.98/15.98)	CLASSIC DISNEY VOL. I - 60 YEARS OF MUSICAL MAGIC
5	5	92	SING-ALONG ● WALT DISNEY 60889 (10.98 Cassette)	WINNIE THE POOH
6	NEW ►		BARNEY BARNEY MUSIC 9507/LYRICK STUDIOS (9.98/14.98)	BARNEY'S BIG SURPRISE
7	7	16	VARIOUS ARTISTS WALT DISNEY 60909 (10.98/15.98)	CLASSIC DISNEY VOL. IV - 60 YEARS OF MUSICAL MAGIC
8	6	114	VARIOUS ARTISTS ● WALT DISNEY 60866 (10.98/15.98)	CLASSIC DISNEY VOL. II - 60 YEARS OF MUSICAL MAGIC
9	9	50	VARIOUS ARTISTS WALT DISNEY 60819 (9.98/13.98)	20 SIMPLY SUPER SINGABLE SILLY SONGS
10	8	114	BARNEY ▲ BARNEY MUSIC/SBK 27115/EMI (9.98/15.98)	BARNEY'S FAVORITES VOLUME 1
11	10	22	READ-ALONG WALT DISNEY 60287 (6.98 Cassette)	HERCULES
12	11	60	VARIOUS ARTISTS ▲ WALT DISNEY 60606 (9.98/13.98)	DISNEY CHILDREN'S FAVORITES VOLUME 2
13	14	10	KATHIE LEE GIFFORD WALT DISNEY 60619 (6.98/13.98)	POOH'S GRAND ADVENTURE: MUSIC FROM AND INSPIRED BY THE MOVIE
14	13	92	VARIOUS ARTISTS ● WALT DISNEY 60863 (9.98/16.98)	WINNIE THE POOH: TAKE MY HAND SONGS FROM THE 100 ACRE WOOD
15	12	7	SPACE GHOST KID RHINO 72875/RHINO (9.98/15.98)	SPACE GHOST'S MUSICAL BAR-B-QUE
16	24	2	BARNEY BARNEY PUBLISHING 9517 (9.98/14.98)	HAPPY HOLIDAYS, LOVE BARNEY
17	15	69	VARIOUS ARTISTS WALT DISNEY 60907 (10.98/15.98)	CLASSIC DISNEY VOL. III - 60 YEARS OF MUSICAL MAGIC
18	17	81	VARIOUS ARTISTS WALT DISNEY 60897 (8.98/11.98)	DISNEY'S PRINCESS COLLECTION
19	16	6	DANCE-ALONG WALT DISNEY 60941 (10.98 Cassette)	DISNEY'S DANCE-ALONG
20	RE-ENTRY		VARIOUS ARTISTS ▲ WALT DISNEY 60740 (6.98/13.98)	DISNEY CHILDREN'S FAVORITES VOLUME 3
21	23	17	READ-ALONG WALT DISNEY 60231 (6.98 Cassette)	WINNIE THE POOH & TIGGER TOO
22	21	91	READ-ALONG ▲ WALT DISNEY 60254 (6.98 Cassette)	THE LION KING
23	25	17	READ-ALONG WALT DISNEY 60229 (6.98 Cassette)	WINNIE THE POOH & THE HONEY TREE
24	19	97	READ-ALONG ▲ WALT DISNEY 60265 (6.98 Cassette)	TOY STORY
25	20	32	THE SIMPSONS RHINO 72723 (10.98/15.98)	SONGS IN THE KEY OF SPRINGFIELD

Children's recordings; original motion picture 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. For boxed sets, and double albums with a running time that exceeds two hours, the RIAA multiplies shipments by the number of discs and/or tapes. Most albums available on cassette and CD. \* Asterisk indicates vinyl LP is available. Most tape prices, and CD prices for BMG and WEA labels, are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. © 1997, Billboard/BPI Communications, and SoundScan, Inc.

e-mail us at [jeffw@sdcd.com](mailto:jeffw@sdcd.com)

**CD's/Tapes/Accessories \* Weekly Mailer**

**NEW RELEASE DISCOUNTS \* We Accept Credit Cards**

**SUPER DISCOUNT CD'S**

Check Out Our Everyday Low Price on Major Label CD's:	CD List	Our Price
	\$17.97	\$11.80
	\$16.97	\$10.87
	\$15.97	\$10.16
	\$11.97	\$ 7.97

**ASK YOUR ONE-STOP TO MATCH OUR PRICES... WHEN THEY WON'T, CALL US!**

TEL (714) 223-8795 \* FAX (714) 724-5162

DEAR SANTA,

I WAS A REALLY, REALLY GOOD BEING THIS YEAR. I MADE FRIENDS WITH A BUNNY, A CHIHUAHUA, AND A CAT. MY ROOM IS PRETTY CLEAN AND LAST MONTH I ATE A MOUSE LIKE MY DAD TOLD ME TO, EVEN THOUGH IT DIDN'T TASTE VERY GOOD.

SO SANTA CAN I PLEASE HAVE SOME FUN CHRISTMAS MUSIC? HERE'S SOME OF THE MUSIC I WOULD LIKE (I EVEN PUT IN THE SELECTION NUMBERS FOR YOU):

- ANIMANIACS STARRING IN "A HIP-HOPERA CHRISTMAS" (R2 72647)  
Animaniacs is a new animated series with the original characters and voices from the original TV show.
- REN & STIMPY'S "CROCK O' CHRISTMAS" (R2 72906)  
Original music by Ren & Stimpy from the animated series.
- THE LOONEY TUNES: "HAVE YOURSELF A LOONEY TUNES CHRISTMAS" (R2 71767)  
Full-length Christmas songs from the classic cartoon.
- BILLBOARD PRESENTS: "FAMILY CHRISTMAS CLASSICS" (R2 72171)  
20 Christmas songs from the top-selling albums of all time.

THANKS SANTA!

YOUR FRIEND,  
**KID RHINO**

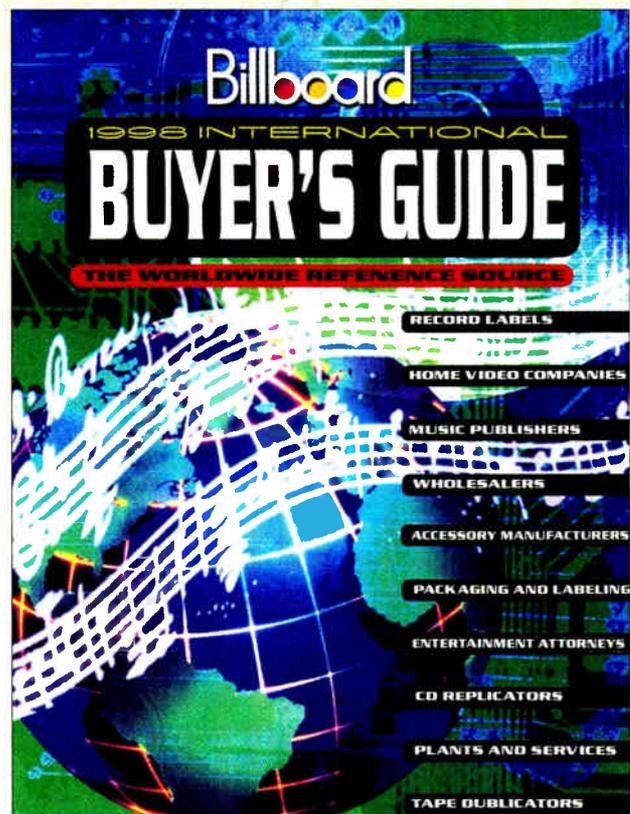
28 OCTOBER 1997

# Top Pop Catalog Albums

THIS WEEK	LAST WEEK	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)	TITLE	TOTAL CHART WEEKS
*** NO. 1 ***				
1	3	<b>PINK FLOYD</b> ▲ <sup>13</sup> CAPITOL 46001* (9.98/15.98)	DARK SIDE OF THE MOON 17 weeks at No. 1	1075
2	1	<b>FLEETWOOD MAC</b> ▲ <sup>4</sup> WARNER BROS. 25801 (9.98/16.98)	GREATEST HITS	272
3	2	<b>ELTON JOHN</b> ▲ <sup>13</sup> ROCKET 512532/A&M (7.98/11.98)	GREATEST HITS	397
4	6	<b>METALLICA</b> ▲ <sup>9</sup> ELEKTRA 61113*/EEG (10.98/16.98)	METALLICA	324
5	4	<b>FLEETWOOD MAC</b> ▲ <sup>17</sup> WARNER BROS. 3010 (7.98/15.98)	RUMOURS	147
6	7	<b>BOB SEGER &amp; THE SILVER BULLET BAND</b> ▲ <sup>3</sup> CAPITOL 30334* (10.98/15.98)	GREATEST HITS	157
7	8	<b>SOUNDTRACK</b> ▲ <sup>8</sup> POLYDOR 825095/A&M (10.98/17.98)	GREASE	225
8	11	<b>VARIOUS ARTISTS</b> ▲ TOMMY BOY 1137 (10.98/15.98)	JOCK JAMS VOL. 1	118
9	12	<b>JAMES TAYLOR</b> ▲ <sup>11</sup> WARNER BROS. 3113* (7.98/11.98)	GREATEST HITS	366
10	10	<b>BOB MARLEY AND THE WAILERS</b> ▲ <sup>9</sup> TUFF GONG 846210*/ISLAND (10.98/17.98)	LEGEND	437
11	9	<b>NO DOUBT</b> ▲ <sup>8</sup> TRAUMA 92580*/INTERSCOPE (10.98/16.98) [HS]	TRAGIC KINGDOM	95
12	17	<b>ALANIS MORISSETTE</b> ▲ <sup>15</sup> MAVERICK 45901/WARNER BROS. (10.98/16.98) [HS]	JAGGED LITTLE PILL	124
13	—	<b>ALAN JACKSON</b> ▲ <sup>3</sup> ARISTA NASHVILLE 18801 (10.98/16.98)	THE GREATEST HITS COLLECTION	105
14	15	<b>SUBLIME</b> ● GASOLINE ALLEY 11474/MCA (7.98/12.98) [HS]	40 OZ. TO FREEDOM	52
15	18	<b>BEASTIE BOYS</b> ▲ <sup>1</sup> DEF JAM 527351/MERCURY (7.98 EQ/11.98)	LICENSED TO ILL	321
16	20	<b>THE ROLLING STONES</b> ▲ <sup>1</sup> ABKCO 6667 (15.98/32.98)	HOT ROCKS	268
17	16	<b>SARAH MCLACHLAN</b> ▲ <sup>2</sup> NETTWERK 18725/ARISTA (10.98/15.98) [HS]	FUMBLING TOWARDS ECSTASY	163
18	21	<b>SHANIA TWAIN</b> ▲ <sup>1</sup> MERCURY 522886 (10.98 EQ/16.98)	THE WOMAN IN ME	139
19	19	<b>JIMI HENDRIX</b> ▲ <sup>1</sup> MCA 10829 (10.98/17.98)	THE ULTIMATE EXPERIENCE	202
20	25	<b>METALLICA</b> ▲ <sup>2</sup> ELEKTRA 60812/EEG (10.98/16.98)	...AND JUSTICE FOR ALL	397
21	14	<b>ELTON JOHN</b> ▲ <sup>6</sup> ROCKET 528159/A&M (10.98/17.98)	GOODBYE YELLOW BRICK ROAD	109
22	5	<b>JOHN DENVER</b> ● RCA 10374 (10.98/16.98)	JOHN DENVER'S GREATEST HITS	177
23	26	<b>EAGLES</b> ▲ <sup>3</sup> Geffen 24725 (12.98/17.98)	HELL FREEZES OVER	155
24	24	<b>STEVE MILLER BAND</b> ▲ <sup>6</sup> CAPITOL 46101 (7.98/11.98)	GREATEST HITS 1974-78	328
25	28	<b>TOM PETTY AND THE HEARTBREAKERS</b> ▲ <sup>4</sup> MCA 10813 (10.98/17.98)	GREATEST HITS	197
26	45	<b>CELINE DION</b> ▲ <sup>1</sup> 550 MUSIC 57555/EPIC (10.98 EQ/16.98)	THE COLOUR OF MY LOVE	189
27	23	<b>JIMMY BUFFETT</b> ▲ <sup>5</sup> MCA 5633* (7.98/11.98)	SONGS YOU KNOW BY HEART	352
28	—	<b>LYNYRD SKYNYRD</b> ▲ MCA 42293 (7.98/12.98)	SKYNYRD'S INNYRDS/THEIR GREATEST HITS	138
29	31	<b>VARIOUS ARTISTS</b> HOLLY 19157 (4.98/7.98)	MONSTER MASH	4
30	30	<b>JOURNEY</b> ▲ <sup>3</sup> COLUMBIA 44493 (9.98 EQ/15.98)	JOURNEY'S GREATEST HITS	425
31	36	<b>TRACY CHAPMAN</b> ▲ <sup>4</sup> ELEKTRA 60774/EEG (7.98/11.98)	TRACY CHAPMAN	110
32	32	<b>GUNS N' ROSES</b> ▲ <sup>14</sup> Geffen 24148 (7.98/12.98)	APPETITE FOR DESTRUCTION	340
33	29	<b>BONE THUGS-N-HARMONY</b> ▲ <sup>4</sup> RUTHLESS 5539*/RELATIVITY (10.98/15.98)	E. 1999 ETERNAL	118
34	35	<b>METALLICA</b> ▲ <sup>3</sup> MEGAFORCE 60396/EEG (10.98/16.98)	RIDE THE LIGHTNING	351
35	27	<b>2PAC</b> ▲ INTERSCOPE 50609*/PRIORITY (10.98/16.98)	ME AGAINST THE WORLD	97
36	41	<b>GARTH BROOKS</b> ▲ <sup>13</sup> CAPITOL NASHVILLE 93866 (9.98/13.98)	NO FENCES	234
37	34	<b>VAN MORRISON</b> ▲ <sup>3</sup> POLYDOR 841970/A&M (10.98/17.98)	THE BEST OF VAN MORRISON	360
38	33	<b>ENIGMA</b> ▲ <sup>3</sup> CHARISMA 86224/VIRGIN (10.98/16.98)	MCMXC A.D.	331
39	37	<b>METALLICA</b> ▲ <sup>1</sup> ELEKTRA 60439/EEG (10.98/16.98)	MASTER OF PUPPETS	368
40	—	<b>SOUNDTRACK</b> ▲ <sup>11</sup> RCA 6408 (10.98/16.98)	DIRTY DANCING	108
41	38	<b>SADE</b> ▲ <sup>3</sup> EPIC 66686* (10.98 EQ/17.98)	BEST OF SADE	115
42	—	<b>WU-TANG CLAN</b> ▲ LOUD 66336*/RCA (10.98/16.98)	ENTER THE WU-TANG (36 CHAMBERS)	65
43	42	<b>AEROSMITH</b> ▲ <sup>4</sup> Geffen 24716 (12.98/17.98)	BIG ONES	71
44	—	<b>SOUNDTRACK</b> ▲ <sup>7</sup> COLUMBIA 40323 (7.98 EQ/11.98)	TOP GUN	246
45	47	<b>PRINCE &amp; THE NEW POWER GENERATION</b> ▲ <sup>3</sup> WARNER BROS. 25110 (7.98/11.98)	PURPLE RAIN	81
46	49	<b>VARIOUS ARTISTS</b> ▲ <sup>3</sup> WALT DISNEY 60605 (5.98/9.98)	DISNEY CHILDREN'S FAVORITES VOLUME 1	46
47	—	<b>QUEEN</b> ▲ HOLLYWOOD 161265 (10.98/17.98)	GREATEST HITS	251
48	48	<b>AC/DC</b> ▲ <sup>17</sup> ATLANTIC 92418/AG (10.98/16.98)	BACK IN BLACK	197
49	46	<b>ENYA</b> ▲ <sup>4</sup> REPRISE 26774/WARNER BROS. (10.98/15.98)	WATERMARK	338
50	43	<b>BUSH</b> ▲ <sup>5</sup> TRAUMA 92531/INTERSCOPE (10.98/16.98) [HS]	SIXTEEN STONE	146

Catalog albums are 2-year-old titles that have fallen below No. 100 on The Billboard 200 or reissues of older albums. Total Chart Weeks column reflects combined weeks title has appeared on The Billboard 200 and Top Pop Catalog Albums. ● 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 vinyl LP is available. Most tape prices, and CD prices for BMG and WEA, labels are suggested lists. Tape prices marked EQ, and all other CD prices, are equivalent prices, which are projected from wholesale prices. [HS] indicates past or present Heatseeker title. ©1997, Billboard/BPI Communications, and SoundScan, Inc.

## Billboard's 1998 International Buyer's Guide



If you're interested in joining those well-connected folks who do the big deals, make the big money, and have the big fun in the music and video business, we suggest that you order your own copy of Billboard's 1998 International Buyer's Guide before this year's press run is completely sold out.

IBG '98 brings you more than 16,000 listings including record labels, music publishers, wholesalers and distributors, manufacturers, service and supply companies, home video companies, public relations firms, schools, entertainment attorneys, tape duplicators, compact disc plants, and an audio books section that has been doubled in size. Plus, you'll find more than 50 pages of informative ads, and an entire section of manufacturing specification charts on blank tape.

With IBG '98, you will be able to:

- Reach retail record buyers, distributors and importers/exporters in 50 countries worldwide.
- Find the telephone number, fax, E-Mail addresses and websites of companies throughout the world.
- Get specifications on blank media such as blank tapes and diskettes.
- Find manufacturers of jewel boxes and other service and supply organizations.
- Locate a publisher who may have interest in your catalog and/or specific copyright.

This is the kind of information that can put you at the top of the industry. And, best of all, it costs just \$129 (plus shipping/handling), which is practically nothing when compared to the staggering cost of gathering this information on your own—particularly when you consider that the guide is constantly being updated by our research teams in both the U.S. and Europe.

### FOR FASTEST SERVICE CALL

(800) 344-7119. Outside the U.S. (908) 363-4156. Or fax your order to (908) 363-0338.

Or send check/money order for \$129 plus \$6 S&H (\$13 for international orders) with this ad to: Billboard Directories, P.O. Box 2016, Lakewood, NJ 08701. Please add appropriate sales tax in NY, NJ, PA, CA, TN, MA, IL & DC. Orders payable in U.S. funds only.

All sales are final.

BDG3128

STRAWBERRY FIELDS FOREVER b/w PENNY LANE



STRAWBERRY FIELDS FOREVER

“No sooner would John come up with an outstanding song evoking, say, his own early childhood, like ‘Strawberry Fields Forever,’ than Paul answered him straight back with a winner in the same vein: ‘Penny Lane.’ It was typical of the way they worked as a songwriting duo. Creative rivalry kept them climbing their individual ladders—and kept the Beatles on top.”  
-George Martin

The first of 3 promotional-only CD singles saluting the 30th Anniversary of Sgt. Peppers Lonely Hearts Club Band and Magical Mystery Tour, “Strawberry Fields Forever” and “Penny Lane” were originally recorded for Sgt. Peppers but released as a single to satisfy fans. Along with other 1967 singles and songs from the film, these tracks were ultimately released on the American Magical Mystery Tour album.

Part 1 of 3  
Next Week:  
All You Need is Love b/w  
Baby You're A Rich Man



©1997 EMI Capitol Entertainment Properties. ©1997 Apple Corps Ltd. under exclusive license to EMI Records Ltd. “Beatles,” “Apple” and the Apple logo are trademarks of Apple Corps Ltd.



**Spawn Of The West.** The Sam Goody store at Universal CityWalk in Los Angeles hosted an appearance by Todd McFarlane, creator of "Spawn," which has gone from comic book to an HBO Home Video sell-through title and a New Line movie, aimed at the rental trade. Shown, from left, are Judyth Springer-Thurman of Sam Goody; Terry Fitzgerald of Todd McFarlane Productions; Jeannine Dwyer of Rolling Stone; Preston Lewis of HBO Home Video; and McFarlane.

## Suppliers Add New Wrap To Boxes A&E Titles Included In New Video Campaign

■ BY CATHERINE APPELFELD OLSON

WASHINGTON, D.C.—Blue-chip bargains are scarcer than hen's teeth in the stock market. This year, marketers of old movies and special-interest titles will try to convince consumers that it's easier to find deals in quality cassettes than quality equities.

Consider New Video's "Blue Chip Specials," an attempt to raise the profile of non-theatrical titles during the holiday season, when consumers are focusing most on blockbuster movies.

"Blue Chip Specials" includes seven of the boxed sets that New Video distributes for A&E Home Video, a prime supplier of cable-originated programming. The selections have found limited success in direct response, but little at retail. Among other difficulties, New Video was running into price competition from other special-interest titles that lacked the A&E cachet.

So, beginning Sept. 16 and running through the end of the year, New Video dropped the price of catalog titles like "CIA: The Secret Files," "The Best Of Lovejoy Mysteries," and "The Mob" to \$39.95 from \$59.95 and—in one instance—"Locomotion: The Amazing World Of Trains" from \$79.95.

Most boxed-set suppliers aren't doing anything quite as elaborate. Madacy Entertainment, for example, has more than 40 collections, running the gamut from Frank Sinatra to westerns, that national sales manager for video Jim Newhouse says are "budget priced" at \$49.99 suggested list.

"We do specific promotions based within selected accounts, but we don't do any big, broad campaigns," says Newhouse, who notes many retailers immediately lower the price to under \$30. "It's a very competitive retail environment."

Although retailers tend to sell more boxed sets during the fourth quarter, Newhouse has noticed that sales have picked up during the rest of the year at Best Buy, Borders, and the like.

It was feedback from the chains, in fact, that helped create "Blue Chip." Stores wanted a better shot at moving the programs during the busy fourth-quarter months, and "they've certainly responded," says New Video COO Susan Margolin.

Retailers "love A&E and the History Channel, but a lot of the products were not working because of the price points," adds Tom Heymann, VP of new media at A&E Television Networks. "The question for us was, How can we turn this into an opportunity given that the price point has kept us out of certain channels?"

The first titles are all on "their second leg" of promotion, says Heymann. "These are boxes that had already achieved a fair amount of sales success. What was common to all is that they had not had the opportunity to be successful in all channels of distribution. Retail is really a big part of that [distribution] chain."

He continues, "The price point has really been an issue. We have had things that have broken through regardless of price and met with little resistance," such as the \$99.99 "Pride & Prejudice," A&E's biggest title. "But this program will make available more boxed sets and give more success stories to more retailers. That's our goal."

Although it does not aggressively promote boxed sets, Anchor Bay Entertainment is trying a few discounts of its own this year. The sup-  
(Continued on page 73)

## Cinepix Does No-Frills Sell-Thru With Stanford; DVD Enters Critics' 'Book'

**THIS GUN FOR HIRE:** When the going gets tough, the tough always find a way to deliver product. In the case of Cinepix Film Properties, that can involve some marketing sleight of hand.

Cinepix, a veteran movie producer and distributor with video ties that go back a decade or more, created a label called Avalanche Home Entertainment to bring lesser titles to retail. But Avalanche exists in name only. Cinepix has hired Stanford Media Group in Westport, Conn., as a hired gun responsible for sales and distribution.

Stanford is essentially one man—Mark Gilula, formerly of ABC Video Publishing, which vanished shortly after Disney completed its acquisition of Capital Cities/ABC last year. Cinepix has "retained my company on an outsourcing basis," according to Gilula.

The retainer covers little in the way of overhead because Stanford, in turn, is outsourcing just about every sales function in an effort to maintain a semblance of margins. So goes the business in the late '90s, a time of shrinkage on all fronts: Stanford has become an outlet for 30-year-old Cinepix, which two or three years ago would have had no trouble licensing every title in its stable. Gilula expects to handle 12 releases a year.

"It means another company coming in when others are getting out," says Gilula, who's experienced his share of cautionary tales. "There's always an opportunity where some people see calamity." Calamity, nevertheless, will always be close at hand unless Gilula sticks to his strategy of "absolutely not" hiring anyone to promote the Avalanche line. Otherwise, Stanford will risk spending far too much to ship several thousand copies of an unknown, unseen rental title. Gilula figures it costs \$250,000 to go the conventional route; he's budgeting a lot less for "The Heist," due Dec. 2. Star power consists of Andrew McCarthy, a Hollywood second ranker.

Some of what Gilula might have spent to build an organization will go to wholesalers in the form of better margins. If distributors prebook 7,500-15,000 copies, everyone can make a buck. "It's hard," Gilula acknowledges. "Our whole vocabulary is based on units." His language of margins reflects the downsizing that is "more and more the state of business in all industries."

Sell-through could emerge later as Canadian-based Cinepix reclaims rights to titles that had been licensed to Columbia TriStar Home Video and Cabin Fever Entertainment, among others. One candidate, he says, is "Shivers," the first movie of director David Cronenberg, a cult favorite who's verging on mainstream acceptance. Gilula focused on sell-through at ABC, and "it's something I can

slip into easily." There may be an opening in special interest, now of little interest to most suppliers. "Who's in it besides BMG Video and Fox Lorber?" Gilula asks. (We would add PolyGram Video to an admittedly short list.)

**IN PRINT:** Critics' Choice Video's first "Big Book Of Movies" is an attractively designed, well-organized mail-order catalog of 10,000 titles. Smack in the middle of the 324-page softcover publication, just before the index, are three pages devoted to about 100 DVD titles.

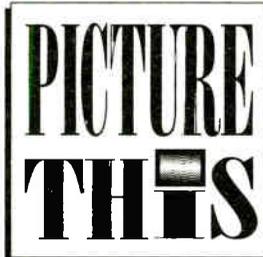
In addition to a brief plot synopsis, each entry lists retail price and DVD options such as letterbox and standard formats; dubbed and subtitled languages; and background material. Movies featuring luminaries like Mel Gibson, Clint Eastwood, and Jim Carrey are grouped by star and boxed separately.

DVD did not make the pages of the 20th edition of the "Movies Unlimited Video Catalog," which touts itself as "the world's most extensive." The book runs 768 pages, listing some 40,000 releases, including some like "Speed 2: Cruise Control" that haven't shipped yet.

**HAPPY THANKSGIVING:** Warner Home Video has 15 DVD titles scheduled for November, including the 25th-anniversary edition of "Cabaret," which will contain a 17-minute documentary, "Cabaret: A Legend In The Making." Also arriving are "Body Heat," "Bullitt," "Dirty Harry," "Free Willy," "George Balanchine's The Nutcracker," "The Getaway," "Grumpier Old Men," "The Hunchback Of Notre Dame," "A Little Princess," "The Man Who Would Be King," "National Lampoon's Christmas Vacation," "Outland," "Pale Rider," and "The Secret Garden." Suggested list remains \$24.98.

**VIDBITS:** Regional flagging is a big deal to the studios that want country-by-country control of DVD titles. But the restrictions have no meaning to independents like Simitar and United American Video seeking the widest possible distribution from the start, before Hollywood dominates the market. United American advertises worldwide play for "Red Sun" and "Royal Wedding," now in U.S. stores.

The 17th annual Video Hall of Fame, to be held Dec. 9 in New York, will honor William Mechanic, president of Fox Studios and former head of Buena Vista Home Video; Warren Lieberfarb, president of Warner Home Video; Jack Silverman, founder of Comtron, a distributor later acquired by Ingram, and SuperComm, bought by Disney; and Stan Meyers, executive VP of wholesaler Baker & Taylor Video.



by Seth Goldstein

## Northstar Puts Its Money On Three Dick Francis Features

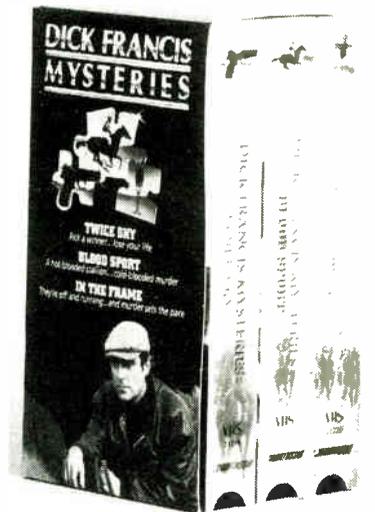
■ BY SETH GOLDSTEIN

NEW YORK—Northstar Entertainment, which has trotted out a bestselling Christian video, "Where Jesus Walked," is mounting up for a run at the secular trade that could boot home significant revenue. The subject matter for its first cassette releases in two years couldn't be further from the Holy Land.

Atlanta-based Northstar has acquired rights to three TV features about the seamy side of horse racing. They're based on the novels of former jockey Dick Francis, whose knowledge has made him a bundle as a track-wise mystery writer.

The trifecta, "In The Frame," "Bloodsport," and "Twice Shy," was originally telecast in the U.S. nearly 10 years ago and hasn't been seen since except for a brief run on PBS in 1994, according to Northstar president Steve McGonigle. McGonigle figures to reap the benefits of Francis' popularity—his books have sold more than 35 million copies worldwide—while holding to Northstar's standards.

Francis' books are free of the sex and violence usually associated



Northstar's "Dick Francis Mysteries," which will first be sold via direct response, signals its return to the market after a two-year break.

with current whodunits, McGonigle says. "We're a family-oriented company, and these [features] are family entertainment." The suggested  
(Continued on page 73)

## Southern Calif. Steps Up Street-Date Enforcement

**STREET-DATE POLICE:** Southern California is the entertainment capital, but it also ranks as the No. 1 violator of video street dates in the country, according to research from the National Assn. of Video Distributors (NAVD) and the Southern California chapter of the Video Software Dealers Assn. (VSDA).

According to the findings of the chapter and NAVD, more than 100 retail outlets in the region regularly put videos out on shelves early. Retailers in Detroit rank No. 2, according to the research.

In addition, more than half the major distributors and some sub-distributors turn a blind eye to the practice.

To attack the problem, Southern California VSDA chapter president Matt Feinstein held an emergency summit Oct. 22 in Los Angeles.

More than 102 executives from distribution, retail, and the studios attended the meeting, which also addressed other hot-button issues, including piracy and pay-per-view windows.

"The problem is distributors and studios have to monitor their accounts concerning street-date violations," says Feinstein, "and they haven't been." Feinstein is also VP of Marbles Entertainment, an L.A.-based chain with 20 stores.

In 1993, street-date violations reached monumental proportions when retailers large and small jumped the date on "Jurassic Park." Studios leapt into action, setting up 24-hour hot lines to report violators and penalizing accounts with late shipments on other titles if they continued to put product out early.

Four years later, Feinstein says that many of the hot lines have been disconnected, and some distributors have ignored the warnings in order to gain new accounts.

Feinstein says that all the distributors and retailers attending the summit agreed to abide by street-date rules. Those in attendance included Ingram Entertainment, M.S. Distributing, ETD Distributors, Baker & Taylor Distribution, and sub-distributors First Video Exchange, B&B Distributors, Legends, and Golden Bell Distributors.

NAVD has set up its own hotline for distributors and retailers to report early jumps.

Representatives from eight studios—Warner Home Video, New Line Home Video, Paramount Home Video, Buena Vista Home Video, Universal Studios Home Video, Polygram Video, Playboy Home Video, and American Home Entertainment—also agreed to

impose penalties if street-date rules were violated.

"Street dates are a gentlemen's agreement," says Feinstein. "Doing something like this every couple of years wakes people up, and we think it worked."

**WARNER AT 75:** Warner Home Video added a few more details to its massive 75th anniversary catalog promotion, and many dealers will find them hard to refuse (Billboard, Nov. 1).

The most generous offer is the return policy for the promotion. Normally, Warner, like all studios, offers a 20% return policy for sell-through product. But for

the 75th anniversary titles, Warner is bumping that by 10%, and if retailers participate in all four phases of the plan, they will receive a whopping 40% return rate.

If retailers participate in two phases of the plan they receive a 30% return. They get 35% if they participate in three phases.

In addition, Warner will offer graduated dealer discounts for each level of participation. The discount range starts at 1% and caps off at 5% if dealers commit to the whole plan.

While it's typical for suppliers to offer similar terms to bump up orders for new titles, catalog titles rarely get such star treatment.

But Warner has a big incentive that Mark Horak, the unit's VP of marketing, made note of at the gala event used to kick off the promotion Oct. 22 on the studio's historic lot.

"Retailers derive less than half of their revenues from catalog sales, but two-thirds of their profitability comes from catalog sales," he said.

Without a doubt, that's one fact that Warner will drive into the heads of retailers for the next year.

In addition, catalog sales represent more than 50% of Warner's revenues. With the lack of any major hit sell-through titles on the way from the suppliers, Warner is most likely looking to its library to make up the difference. It's worked for many during lean years.

**FUJI FOOTBALL OFFER:** Fuji Films is kicking off the football season with a free NFL video offer.

Consumers who purchase any five Fuji VHS blank tapes, two Fuji 8mm or VHS-C tapes, any 10 blank audiocassettes, or four Fuji Z or ZII high-bias audiocassettes can mail in for a free copy of "NFL's Greatest Moments."

(Continued on next page)

**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	LIAR LIAR	Universal Studios Home Video 83330	Jim Carrey	1997	PG-13	22.98
2	2	139	SLEEPING BEAUTY ♦	Walt Disney Home Video Buena Vista Home Video 9511	Animated	1959	G	26.99
3	23	89	THE JUNGLE BOOK: 30TH ANNIVERSARY	Walt Disney Home Video 0602	Animated	1967	G	26.99
4	3	84	STAR WARS TRILOGY-SPECIAL EDITION	FoxVideo 0609	Mark Hamill Harrison Ford	1997	PG	49.98
5	7	8	FLEETWOOD MAC: THE DANCE	Warner Reprise Video 3-38486	Fleetwood Mac	1997	NR	19.98
6	10	3	JENNY MCCARTHY: THE PLAYBOY YEARS	Playboy Home Video Universal Music Video Dist. PBV0822	Jenny McCarthy	1997	NR	19.98
7	4	5	DIANA: THE PEOPLE'S PRINCESS	MVP Home Entertainment MVP750	Various Artists	1997	NR	14.95
8	12	3	OPRAH: MAKE THE CONNECTION	Buena Vista Home Video 60428	Oprah Winfrey	1997	NR	22.99
9	6	11	SPAWN ◊	HBO Home Video Warner Home Video 91425	Animated	1997	NR	22.97
10	9	3	DIANA: LEGACY OF A PRINCESS	MPI Home Video MP7275	Various Artists	1997	NR	14.98
11	17	8	HALLOWEEN: ANNIVERSARY EDITION	Video Treasures 10272	Jamie Lee Curtis Donald Pleasence	1978	R	9.98
12	13	5	THE SIMPSONS: TRIPLE PACK	FoxVideo 4102951	Animated	1997	NR	24.98
13	15	3	THE X-FILES BOX SET: VOL. 5	FoxVideo 4105	David Duchovny Gillian Anderson	1997	NR	39.98
14	11	10	WILLIAM SHAKESPEARE'S ROMEO & JULIET	FoxVideo 8737	Leonardo DiCaprio Claire Danes	1996	PG-13	14.98
15	5	11	FARRAH FAWCETT: ALL OF ME	Playboy Home Video Universal Music Video Dist. PBV0812	Farrah Fawcett	1997	NR	19.98
16	8	8	THE FIRST WIVES CLUB	Paramount Home Video 326123	Diane Keaton Goldie Hawn	1996	PG	14.95
17	14	6	CASPER, A SPIRITED BEGINNING	FoxVideo 4172	Steve Guttenberg Lori Loughlin	1997	G	19.98
18	38	3	FROM DUSK TILL DAWN	Miramax Home Entertainment Buena Vista Home Video 8016	George Clooney Quentin Tarantino	1996	R	19.99
19	19	2	GRATEFUL DEAD: DOWNHILL FROM HERE	Monterey Home Video 31989	Grateful Dead	1997	NR	29.95
20	<b>NEW ▶</b>		BATMAN & ROBIN	Warner Home Video 16500	George Clooney Arnold Schwarzenegger	1997	PG-13	22.97
21	20	127	STAR WARS: SPECIAL EDITION	FoxVideo 60973	Mark Hamill Harrison Ford	1977	PG	19.98
22	30	3	ARMITAGE III: POLYMATRIX	A.I.C./Pioneer LDC Pioneer Entertainment 1370	Elizabeth Berkeley Kiefer Sutherland	1997	NR	19.98
23	31	2	ALL THE KING'S MEN: ROCKET RIDE TO STARDOM	Real Entertainment 3002	Elvis Presley	1997	NR	19.99
24	<b>NEW ▶</b>		PLAYBOY 1998 PLAYMATE VIDEO CALENDAR	Playboy Home Video Universal Music Video Dist. PBV0814	Various Artists	1997	NR	19.98
25	26	12	JUNGLE 2 JUNGLE	Walt Disney Home Video Buena Vista Home Video 60329	Tim Allen Martin Short	1997	PG	22.99
26	16	11	POOH'S GRAND ADVENTURE	Walt Disney Home Video Buena Vista Home Video 16030	Animated	1997	G	24.99
27	35	3	FREEBIRD...THE MOVIE	Cabin Fever Entertainment CF918	Lynyrd Skynyrd	1977	PG	19.98
28	18	2	DIANA: A CELEBRATION	BBC Video FoxVideo 537	Various Artists	1997	NR	14.98
29	25	4	WARRIORS OF VIRTUE	MGM/UA Home Video Warner Home Video M546284	Ryan Jeffers	1997	PG	19.98
30	22	21	JERRY MAGUIRE	Columbia TriStar Home Video 82533	Tom Cruise Cuba Gooding, Jr.	1996	R	14.95
31	<b>RE-ENTRY</b>		THE REAL WORLD YOU NEVER SAW	MTV Music Television Sony Music Video 49330	Various Artists	1997	NR	12.98
32	29	5	HYPE!	Republic Pictures Home Video 36700	Soundgarden Nirvana	1996	NR	19.98
33	37	70	JURASSIC PARK ◊	Universal Studios Home Video 81409	Sam Neill Laura Dern	1993	PG-13	9.98
34	21	159	MARY POPPINS ♦	Walt Disney Home Video Buena Vista Home Video 9871	Julie Andrews Dick Van Dyke	1964	G	22.99
35	<b>RE-ENTRY</b>		GREASE ▲♦	Paramount Home Video 1108	John Travolta Olivia Newton-John	1978	PG	14.95
36	<b>RE-ENTRY</b>		TUPAC SHAKUR: WORDS NEVER DIES	Beast Video Simitar Ent. Inc. 4719	Tupac Shakur	1997	NR	12.95
37	33	7	SPICE GIRLS: GIRL POWER!-THE UNAUTHORIZED BIOGRAPHY	MVP Home Entertainment 801	Spice Girls	1997	NR	19.98
38	24	3	PENTHOUSE: 1997 PET OF THE YEAR PLAY-OFF	Penthouse Video WarnerVision Entertainment 57022-3	Various Artists	1997	NR	19.99
39	<b>NEW ▶</b>		BABES IN TOYLAND	MGM/UA Home Video Warner Home Video 505757	Various Artists	1997	G	19.98
40	34	6	MICROCOSMOS	Walt Disney Home Video Buena Vista Home Video 10480	Not Listed	1997	NR	14.99

● 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. © 1997, Billboard/BPI Communications.

## SUPPLIERS ADD NEW WRAP TO BOXES

(Continued from page 71)

plier's five-title "Godzilla Collection" shipped at a suggested list of \$39.95.

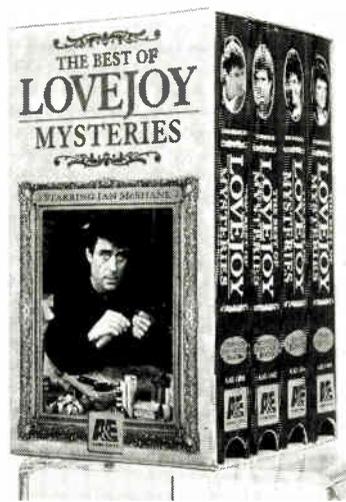
"This year we thought we would come out with a wonderful five-pack of Godzilla films that would normally carry a \$49.95 list, and promote it at a price where retailers can offer it for under \$40," says Al Schiefelbein, VP of sales for Anchor Bay. "We expect to have a lot more impact with that price."

The under-\$40 price point should also work for Anchor Bay's four-title set of Jerry Lewis movies, originally \$59.95. "Some are more aggressive than others, but in general retailers like the fact that we are offering them a special where they can retail the product for less," Schiefelbein adds.

Anchor Bay may increase the pricing pressure next year. It's considering the creation of a classic movies line that would sell for \$19.99 next holiday season. "One of the problems with multi-packs, particularly with the mass merchants, is they don't have the room to display them, and they are expensive," says Schiefelbein. "But obviously there is a perceived value for this product, and if we can show some real value to the customer on multi-packs, they might tend to allocate more space."

Hollywood's decision several years ago to ship directly while dropping catalog titles to less than \$10 adds to the sense of urgency. But not all the independents are equally affected.

For newcomer WinStar Home Entertainment, which is participating in the fourth-quarter blitz for the first time in 1997, reductions don't figure in its plans. "We're basically in the earliest phase of our life with WinStar, and what we are primari-



New Video has inaugurated "Blue Chip Specials," cutting the prices of seven boxed sets, including "Locomotion: The Amazing World Of Trains" and "The Best Of Lovejoy Mysteries," through December in an effort to boost retail sales.

ly doing with boxed sets is pricing them for consumer purchase at catalogs and those retailers that will carry a normally price boxed set," says Michael Olivieri, president of WinStar parent Fox Lorber's home video division.

"We are not at point where feel we like we've gone through the cycle."

WinStar's boxed sets—including the new "Women On Trial," "Quest," "The Invisible War," and "Mystic Lands"—do cost less than the individual cassettes. The five "Women On Trial" titles, for example, carry a \$14.98 suggested list price per cassette vs. \$49.98 for the set. "They're already sharply priced," Olivieri says.

Because WinStar isn't courting the retail trade, its boxed set business skews 80% or more to catalogs. "We're not looking for shelf space. We

are looking for page space," he notes. "Although there are retailers who support boxed and gift sets, our first line of attack is the consumer catalogs." Buyers seek the videos they want so "we don't have to force them into the market. People find them."

On the other hand, retailers that prefer to rent don't have much success with boxed sets, which Olivieri maintains are configured for chains like Tower and the warehouse clubs.

Heymann expects that the big music and mass-merchant outlets will stock the "Blue Chip" titles. He's confident that New Video will repeat the strategy next year—with a twist.

"It is possible," Heymann suggests, that some A&E releases may come onto the market for the first time at the reduced price. "But that is not the way we initially put the program together."

## NORTHSTAR PUTS ITS MONEY ON THREE DICK FRANCIS FEATURES

(Continued from page 71)

list price of \$19.95 per title and \$49.95 for the "Dick Francis Mysteries" boxed set should also help.

Nevertheless, family-owned Northstar is approaching the market cautiously because the father-and-son McGonigle team has had no experience at retail. "Where Jesus Walked" achieved sales of some 1 million tapes via direct response.

McGonigle plans the same approach for the Francis titles, which will be offered through catalogs and mail-order clubs before arriving in stores, primarily major book chains like Borders and Waldenbooks. Ideally, the cassettes were to have been available sometime this fall with Francis' newest novel, "10 Pound Penalty," and latest paperback reissue, "To The Hilt," high on the best-seller charts.

However, the release was delayed for contractual reasons, and by the time issues were resolved, the direct-mail catalog window "was pretty much closed" for the holidays, McGonigle says. "There's really not going to be anything this year." He's still expects the books to draw video buyers early in 1998. "This genre has a huge following," McGonigle maintains. "Dick Francis obviously has loyal readers."

Northstar counts on reaching enough of them in the first quarter to move 100,000 units. How close McGonigle comes to that goal will determine the next steps. Northstar has budgeted video at 50% of 1998 sales, which topped \$4 million last year.

"This is our first release in two years," McGonigle says. The company invested heavily in a children's TV series, "The Reppies," seen on PBS stations. It reportedly will be released on cassette by

PolyGram Video in 1998.

That project completed, McGonigle says, he's "aggressively seeking" acquisitions in addition to the Francis titles. It's difficult, he says. "To be quite honest, there's not a lot of product not being distributed."

Northstar, meanwhile, hasn't forgotten its roots. In production is a six-tape series of inspirational titles, including "Christmas In Bethlehem" and "Divine Intervention."

## SHELF TALK

(Continued from preceding page)

The film company advertised the offer in the Saturday (1) issue of TV Guide in the top 10 NFL markets and includes discounts on its products as an additional incentive.

**NEW MGM LINE:** There's a new MGM branded line headed down the pipeline, and this one will salute the studio's magnificent musicals.

Called the "MGM Musicals Collection," the line lands in stores Jan. 6 with a wide-screen version of "West Side Story."

The title has been off the market

for three years and re-enters at a new low price of \$14.95. Others titles in the line, also priced at \$14.95, include "An American In Paris," "Brigadoon," "A Funny Thing Happened On The Way To The Forum," "Gigi," "High Society," "How To Succeed In Business Without Really Trying," "Seven Brides For Seven Brothers," and "Show Boat."

When consumers purchase "West Side Story" and any other title in the collection, they can mail in for a \$3 rebate.

## 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	4	LIAR LIAR (PG-13)	Universal Studios Home Video 83330	Jim Carrey
2	3	5	THE SAINT (PG-13)	Paramount Home Video 071597	Vat Kilmer Elisabeth Shue
3	2	5	THE ENGLISH PATIENT (R)	Miramax Home Entertainment Buena Vista Home Video 8730	Ralph Fiennes Juliette Binoche
4	4	4	VOLCANO (PG-13)	FoxVideo 6039	Tommy Lee Jones Anne Heche
5	7	3	ANACONDA (PG-13)	Columbia TriStar Home Video 81753	Jennifer Lopez Ice Cube
6	37	2	BREAKDOWN (R)	Paramount Home Video 334543	Kurt Russell Kathleen Quintan
7	5	11	THE DEVIL'S OWN (R)	Columbia TriStar Home Video 82463	Harrison Ford Brad Pitt
8	NEW ▶		GROSSE POINT BLANK (R)	Hollywood Pictures Home Video Buena Vista Home Video 10040	John Cusack Minnie Driver
9	6	14	DONNIE BRASCO (R)	Columbia TriStar Home Video 82513	Al Pacino Johnny Depp
10	8	14	SLING BLADE (R)	Miramax Home Entertainment Buena Vista Home Video 10487	Billy Bob Thornton
11	9	10	DANTE'S PEAK (PG-13)	Universal Studios Home Video 83389	Pierce Brosnan Linda Hamilton
12	11	6	FATHER'S DAY (PG-13)	Warner Home Video 15386	Robin Williams Billy Crystal
13	10	12	MURDER AT 1600 (R)	Warner Home Video 14915	Wesley Snipes Diane Lane
14	NEW ▶		DOUBLE TEAM (R)	Columbia TriStar Home Video 83233	Jean-Claude van Damme Dennis Rodman
15	15	2	THAT OLD FEELING (PG-13)	Universal Studios Home Video 83214	Bette Midler Dennis Farina
16	13	15	ABSOLUTE POWER (R)	Warner Home Video 2508	Clint Eastwood Gene Hackman
17	16	11	CRASH (NC-17)	New Line Home Video Warner Home Video N4565	Holly Hunter James Spader
18	14	3	B.A.P.S. (PG-13)	New Line Home Video Warner Home Video N4413	Halle Berry Martin Landau
19	17	17	SCREAM (R)	Dimension Home Video Buena Vista Home Video 10499	Neve Campbell Drew Barrymore
20	12	4	SELENA (PG)	Warner Home Video 14909	Jennifer Lopez
21	18	10	EVERYONE SAYS I LOVE YOU (R)	Miramax Home Entertainment Buena Vista Home Video 10488	Woody Allen Goldie Hawn
22	23	14	PRIVATE PARTS (R)	Paramount Home Video 33251	Howard Stern Robin Quivers
23	22	10	MOTHER (PG-13)	Paramount Home Video 332473	Albert Brooks Debbie Reynolds
24	19	8	INVENTING THE ABBOTTS (R)	FoxVideo 6081	Joaquin Phoenix Liv Tyler
25	20	8	ROSEWOOD (R)	Warner Home Video 14536	Jon Voight Ving Rhames
26	33	11	BOOTY CALL (R)	Columbia TriStar Home Video 94953	Jamie Foxx Tommy Davidson
27	NEW ▶		AUSTIN POWERS (PG-13)	New Line Home Video Warner Home Video N3965	Michael Meyers Elizabeth Hurley
28	NEW ▶		BATMAN & ROBIN (PG-13)	Warner Home Video 16500	George Clooney Arnold Schwarzenegger
29	30	10	LOST HIGHWAY (R)	PolyGram Video 440056567	Bill Pullman Patricia Arquette
30	25	22	SWINGERS (R)	Miramax Home Entertainment Buena Vista Home Video 10483	Jon Favreau Vince Vaughn
31	26	4	THE DAYTRIPPERS (R)	Columbia TriStar Home Video 70373	Stanley Tucci Parker Posey
32	NEW ▶		SAINT-EX (PG)	Bonneville Worldwide Entertainment 3001	Miranda Richardson Bruno Ganz
33	21	8	LOVE JONES (R)	New Line Home Video Warner Home Video N4310	Larenz Tate Nia Long
34	24	14	THE RELIC (R)	Paramount Home Video 331543	Penelope Ann Miller Tom Sizemore
35	27	12	EVITA (PG)	Hollywood Pictures Home Video Buena Vista Home Video 12096	Madonna Antonio Banderas
36	36	2	TRAVELLER (R)	Evergreen Entertainment 90143	Bill Paxton Mark Wahlberg
37	29	9	KAMA SUTRA (NR)	Vidmark Entertainment Trimark Home Video 6478	Sarita Choudhury Naveen Andrew
38	34	12	JUNGLE 2 JUNGLE (PG)	Walt Disney Home Video Buena Vista Home Video 603295	Tim Allen Martin Short
39	28	6	MCHALE'S NAVY (PG)	Universal Studios Home Video 83213	Tom Arnold David Alan Grier
40	31	15	METRO (R)	Touchstone Home Video Buena Vista Home Video 1036	Eddie Murphy

◆ 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. © 1997, Billboard/BPI Communications.

# Fox Lorber Makes Its DVD Debut With The Release Of 4 Foreign Film Classics

BY EILEEN FITZPATRICK

LOS ANGELES—Film buffs searching for foreign film and art titles on DVD need look no further than Fox Lorber Home Video.

For its debut in the DVD arena, the indie supplier released four foreign classics into the market Oct. 28, priced at \$29.98 each.

Titles include "The Umbrellas Of Cherbourg," "Breaker Morant," "Swept Away," and "Diva." All four are in the company's top 20 list of best sellers.

"DVD offers a great market for us because it's new," says Fox Lorber VP of sales Dan Gurlitz. "Our titles are demand product, and for people interested in foreign films, there aren't a lot of places to go for DVD."

He adds that many foreign- and art-film buffs are mostly DVD player owners.

Retail orders for the titles have "been better than anticipated," says Gurlitz, who would not disclose shipment amounts.

For its first batch of titles, Gurlitz says, the company made sales calls to such key accounts as Musicland, Best Buy, Tower Video, and Trans World Entertainment.

On Oct. 14, the collection's pre-order date, Fox Lorber sent a mailing to more than 7,000 retailers and distributors alerting them to the titles' DVD availability.

Gurlitz expects to boast orders from the second mailing, which arrived in dealers' hands after street date.

"So far, the orders we've gotten are from accounts that we personally contacted," he says. "The order group of dealers and distributors didn't get our mailing until the week of Oct. 27."

Although the first group of titles

just hit stores, Fox Lorber is gearing up for its second set of releases.

Gurlitz says that the company may release as many as 12 in December, but no titles have been confirmed.

In addition, he says that the 1998 schedule should have day-and-date DVD releases with VHS, including those from the company's reality-based WinStar Home Entertainment label. "There are definitely more titles to chose from our library, as well the WinStar line," Gurlitz says.

In addition to the foreign classics, Fox Lorber also released the computer-animation title "Planetary Traveler" and a direct-to-DVD collection of classic cartoons called "Cartoon Crazy's" on Oct. 28.

"Planetary Traveler" also carries a \$24.98 retail price and "Cartoon Crazy's" is priced at \$19.98.

# Top Special Interest Video Sales

Compiled from a national sample of retail stores sales reports.				Compiled from a national sample of retail stores sales reports.					
THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE Program Supplier, Catalog Number	Suggested List Price	THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE Program Supplier, Catalog Number	Suggested List Price
<b>RECREATIONAL SPORTS™</b>					<b>HEALTH AND FITNESS™</b>				
1	1	77	★★ NO. 1 ★★ MICHAEL JORDAN: ABOVE & BEYOND FoxVideo (CBS/Fox) 8360	14.98	1	6	3	★★ NO. 1 ★★ OPRAH: MAKE THE CONNECTION Buena Vista Home Video 60428	22.99
2	4	19	MUHAMMAD ALI: THE WHOLE STORY Warner Home Video D5586	109.98	2	1	27	THE FIRM: FIRM CARDIO BMG Video 80314-3	19.98
3	2	19	TIGER WOODS: SON, HERO & CHAMPION FoxVideo (CBS Video) 4098	14.98	3	9	3	DENISE AUSTIN: A COMPLETE WORKOUT WITH WEIGHTS Parade Video 908	12.98
4	3	49	THIS WEEK IN BASEBALL: 20 YEARS OF UNFORGETTABLE PLAYS & BLOOPERS Orion Home Video 96002	14.98	4	4	95	THE GRIND WORKOUT: FITNESS WITH FLAVA♦ Sony Music Video 49796	12.98
5	5	13	THE OFFICIAL 1996-97 NBA CHAMPIONSHIP VIDEO FoxVideo (CBS/Fox) 8452	19.98	5	11	49	CRUNCH: FAT BLASTER PLUS Anchor Bay Entertainment SV10092	9.98
6	17	5	NFL GREATEST GAMES: SUPER BOWL III PolyGram Video 80063046439	19.95	6	3	29	THE FIRM: THE HARE WORKOUT BMG Video 80124-3	19.98
7	7	227	MICHAEL JORDAN: AIR TIME FoxVideo (CBS/Fox) 5770	19.98	7	2	113	THE GRIND WORKOUT HIP HOP AEROBICS♦ Sony Music Video 49659	12.98
8	NEW▶		FOOTBALL FOLLIES PolyGram Video 4400475033	9.95	8	5	27	THE FIRM: FIRM STRENGTH BMG Video 80305-3	19.98
9	8	93	MIKE TYSON: THE INSIDE STORY MPI Home Video 7074	19.98	9	12	3	DENISE AUSTIN: A HOT HOT FAT-BURNING WORKOUT Parade Video 909	12.98
10	NEW▶		PURE PAYTON PolyGram Video 4400464413	19.95	10	7	53	THE FIRM: COMPLETE AEROBIC WEIGHT TRAINING BMG Video 80115-3	19.98
11	19	31	THE ULTIMATE FIGHTING CHAMPIONSHIP 4 Vidmark Entertainment VM6372	19.99	11	16	169	BUNS OF STEEL 3 WITH TAMILEE WEBB WarnerVision Entertainment 131	9.95
12	9	5	NFL GREATEST GAMES: THE ICE BOWL PolyGram Video 8006304643	19.95	12	15	29	THE FIRM: THE TORTOISE WORKOUT BMG Video 80123-3	19.98
13	6	41	THE OFFICIAL 1996 NBA FINALS VIDEO FoxVideo (CBS/Fox) 8345	19.98	13	8	39	THE GRIND WORKOUT: STRENGTH AND FITNESS♦ Sony Music Video 49805	12.98
14	16	45	SUPER SLUGGERS Orion Home Video 96001	14.98	14	10	53	THE FIRM: ABS, HIPS & THIGHS SCULPTING BMG Video 80114-3	19.98
15	10	35	MICHAEL JORDAN: THE ULTIMATE COLLECTION FoxVideo (CBS/Fox) 4101090	29.98	15	18	91	THE FIRM: 5 DAY ABS BMG Video 80116-3	14.98
16	NEW▶		NFL: THREE IN A ROW PolyGram Video 4400475093	9.95	16	13	53	THE FIRM: AEROBIC INTERVAL TRAINING BMG Video 80112-3	19.98
17	11	77	DALLAS COWBOYS: SUPER BOWL XXX CHAMPIONS PolyGram Video 8006353633	19.95	17	14	87	THE FIRM: LOW IMPACT AEROBICS BMG Video 80111-3	19.98
18	14	21	SUPER BOWL XXXI CHAMPIONS PolyGram Video 8006390333	19.95	18	20	159	YOGA JOURNAL'S YOGA PRACTICE FOR BEGINNERS Healing Arts 1088	14.98
19	NEW▶		NFL TALKIN' FOLLIES PolyGram Video	14.95	19	RE-ENTRY		DAISY FUENTES: TOTALLY FIT WORKOUT WarnerVision Entertainment 51760	19.95
20	NEW▶		NFL THROWBACKS PolyGram Video	19.95	20	19	141	CINDY CRAWFORD/THE NEXT CHALLENGE GoodTimes Home Video 05-7100	19.99

♦ ITA gold certification for sale of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, 25,000 units and \$1 million at suggested retail for nontheatrical titles. ◇ ITA platinum certification for sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, or 50,000 units or \$2 million at suggested retail for nontheatrical titles. ©1997, Billboard/BPI Communications.

# Top Music Videos

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE, Label Distributing Label, Catalog Number	Principal Performers	Type	Suggested List Price
			★ ★ NO. 1 ★ ★			
1	1	9	THE DANCE Warner Reprise Video 3-38486	Fleetwood Mac	LF	19.98
2	NEW▶		WALK Sparrow Video 43225	Steven Curtis Chapman	LF	14.98
3	3	3	DOWNHILL FROM HERE Monterey Home Video 31989	Grateful Dead	LF	29.95
4	2	21	I'M BOUT IT ▲ <sup>2</sup> No Limit Video Priority Video 53423	Master P	LF	19.98
5	5	4	SPECIAL HOMECOMING MOMENTS Chordant Dist. Group 4970	Various Artists	LF	29.95
6	4	5	HOMECOMING: THIS IS MY STORY Chordant Dist. Group 4960	Various Artists	LF	29.95
7	6	6	OUR MUSIC VIDEO Dualstar Video WarnerVision Entertainment 53357	Mary-Kate & Ashley Olsen	LF	12.95
8	7	56	LES MISERABLES: 10TH ANNIV. CONCERT VCI Columbia TriStar Home Video 88703	Various Artists	LF	24.95
9	NEW▶		LIVE MCA Music Video 70010	George Strait	LF	19.98
10	10	19	WELCOME TO THE FREAK SHOW Forefront Video Chordant Dist. Group 24504	dc Talk	LF	19.98
11	NEW▶		LIVE-A CASE FOR SONG Warner Reprise Video 38456	Elvis Costello	LF	19.98
12	13	104	LIVE FROM AUSTIN, TEXAS ● Epic Music Video Sony Music Video 50130	Stevie Ray Vaughan And Double Trouble	LF	19.98
13	11	6	THE GREATEST HITS VIDEO COLLECTION Arista Records Inc. BMG Video 18859-3	Brooks & Dunn	LF	19.98
14	9	30	SELENA REMEMBERED EMI Latin Video 77826	Selena	LF	19.98
15	12	32	WHO THEN NOW? Epic Music Video Sony Music Video 50153	Korn	LF	19.98
16	15	124	PULSE ▲ <sup>2</sup> Columbia Music Video Sony Music Video 50121	Pink Floyd	LF	24.98
17	29	2	TRIBUTE Virgin Music Video 77849	Yanni	LF	24.95
18	14	21	G3: LIVE IN CONCERT Epic Music Video Sony Music Video 50157	Joe Satriani/Eric Johnson/Steve Vai	LF	19.98
19	18	49	THE COMPLETE WOMAN IN ME ● PolyGram Video 4400450893	Shania Twain	LF	9.95
20	17	23	HISTORY ON FILM: VOLUME II Epic Music Video Sony Music Video 50138	Michael Jackson	LF	19.98
21	8	20	THE WILDLIFE CONCERT Sony Music Video 49710	John Denver	LF	19.98
22	19	17	JAGGED LITTLE PILL, LIVE Warner Reprise Video 38476	Alanis Morissette	LF	19.98
23	20	51	ENLARGED TO SHOW DETAIL ▲ PolyGram Video 4400439253	311	LF	19.95
24	27	9	LIVING THE DREAM: LIVE IN WASHINGTON, D.C. BMG Video 43021-3	The Canton Spirituals	LF	19.98
25	24	199	OUR FIRST VIDEO ▲ <sup>4</sup> Dualstar Video WarnerVision Entertainment 53304	Mary-Kate & Ashley Olsen	SF	12.95
26	25	7	LIVE IN AMSTERDAM Winstar Home Entertainment Fox Lorber Video 71032	Tina Turner	LF	24.98
27	23	190	LIVE AT THE ACROPOLIS ▲ <sup>5</sup> Private Music BMG Video 82163	Yanni	LF	19.98
28	21	157	THE BOB MARLEY STORY ▲ Island Video PolyGram Video 4400823733	Bob Marley And The Wailers	LF	9.95
29	22	200	LIVE SHIT: BINGE & PURGE ▲ <sup>10</sup> Elektra Entertainment 5194	Metallica	LF	89.98
30	16	16	GATLIN BROTHERS COME HOME Chordant Dist. Group 4950	The Gatlin Brothers	LF	29.95
31	28	26	JOY IN THE CAMP Spring Hill Video Chordant Dist. Group 101	Bill & Gloria Gaither And Their Homecoming Friends	LF	19.98
32	33	49	NO BULL: LIVE AT PLAZA DE TOROS, MEXICO Elektra Entertainment 40192	AC/DC	LF	19.95
33	NEW▶		HIGH PLACES Integrity Video 81203	Ron Kenoly	LF	14.98
34	35	143	HELL FREEZES OVER ▲ <sup>2</sup> Geffen Home Video Universal Music Video Dist. 39548	Eagles	LF	24.98
35	RE-ENTRY		FEELIN' AT HOME Chordant Dist. Group 4956	Gaither & Friends	LF	29.95
36	26	92	VULGAR VIDEO ● WarnerVision Entertainment 50345-3	Pantera	LF	16.98
37	32	51	WOW-1997 Sparrow Video Chordant Dist. Group 1615	Various Artists	LF	19.98
38	31	179	\$19.98 HOME VID CLIFF'EM ALL! ▲ Elektra Entertainment 40106-3	Metallica	LF	19.98
39	39	115	VIDEO GREATEST HITS-HISTORY ▲ <sup>7</sup> Epic Music Video Sony Music Video 50123	Michael Jackson	LF	19.98
40	40	24	OZZFEST I-LIVE! Red Ant Video 17000	Ozzy Osbourne	LF	19.98

○ 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 100,000 units for SF or LF videos; ◇ RIAA platinum cert. for sales of 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. ©1997, Billboard/BPI Communications.

# Reviews & Previews

## ALBUMS

EDITED BY PAUL VERNA

### POP

#### PATTI SMITH

##### Peace And Noise

PRODUCER: none listed

Arista 18986

When Patti Smith resurfaced last year from a long absence with the stellar "Gone Again," she re-connected with a fan base that had worshiped her as the high priestess of punk. Along the way, Smith proved that she—better than almost anyone else—could bring years of wisdom to bear on such weighty topics as death, mourning, redemption, and love's tugs of war. A year later, she is still working through those subjects, as evidenced by this cathartic album. Not as musically cohesive as "Gone Again," "Peace And Noise" nevertheless offers some highlights, including "Waiting Underground," the uptempo "1959," and Smith's reading of Allen Ginsberg's "Spell," an epilogue to his classic "Howl." With mainstream rock as hermetic as it is, Smith is unlikely to find acceptance for this highly deserving album outside her loyal college and triple-A core.

#### BETTY BUCKLEY

##### Much More

PRODUCERS: Betty Buckley, Kenny Werner

Sterling 1014

Betty Buckley, the cabaret/musical theater star now playing in the new Broadway musical "Triumph Of Love," has recorded a collection of introspective love songs from all sorts of sources, several of the sessions resplendent with orchestrations by master Broadway orchestrator Jonathan Tunick (conductor) and co-producer Kenny Werner (piano). The album title is the name of a rarely recorded song from "The Fantasticks," which has been running off-Broadway since at least 1960. Among the show's more familiar creations are "Try To Remember" and "Soon It's Gonna Rain." Buckley's fifth album for New York's Sterling Records, "Much More" gives fans plenty of reasons to treasure her vocal wonders.

### RAP

#### ► MASE

##### Harlem World

PRODUCERS: Various

Bad Boy/Arista 73017

After guesting on a slew of smash singles—including Mariah Carey's platinum "Honey," Puff Daddy's double-platinum "Can't Nobody Hold Me Down," and the Notorious B.I.G.'s platinum "Mo Money Mo Problems"—Mase, who's the owner of a fluid, conversational rhyme voice, is debuting with a leg up on the rest of the rap pack. He flows over bouncy live tracks and samples that are both obscure and familiar and drops lines that talk back to player haters, blow vapors in the face of those who dismissed him in the past, and otherwise document varied moods and moments from his young life. The first single, "Feel So Good," is an ego-boosting party jam, and other cuts feature Puff Daddy, DMX, Lil' Kim, Eightball & MJG, Busta Rhymes, Jay-Z, Monifah, and 112.

## 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 (JE): 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 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.); Brad Bambarger (classical/N.Y.); Drew Wheeler (jazz/N.Y.); Deborah Evans Price (contemporary Christian/Nashville); Gordon Ely (gospel); John Diliberto (new age).

### SPOTLIGHT



#### BJORK

##### Homogenic

PRODUCERS: Bjork, Mark Bell, Guy Sigsworth, Howie B.

Elektra 62061

On the heels of her resplendent remix album "Telegram," Icelandic avant-rock queen Bjork delivers her first record of new music since 1995's "Post." Perhaps less diverse than "Telegram"—an album that redefined the remix concept via radical reworkings of Bjork tunes by the likes of Evelyn Glennie, the Brodsky Quartet, Deodato, and rapper Rodney P—"Homogenic" nevertheless offers plenty of musical adventurism and enlightened writing. Furthermore, it is among Bjork's most cohesive works, with Deodato's lush, imaginative string arrangements coloring most of the tunes, notably the dramatic "Bachelorette" and the edgy "Joga." Other highlights include the catchy "Alarm Call" and the industrial-edged "Pluto." Like all gifted artists, Bjork avails herself of every sonic tool that strikes her fancy and is unafraid to venture into unknown territory. Still a tough sell for the mainstream, she nevertheless remains a cult figure in college and alternative rock circles.

### COUNTRY

#### ★ RICKY SKAGGS AND KENTUCKY THUNDER

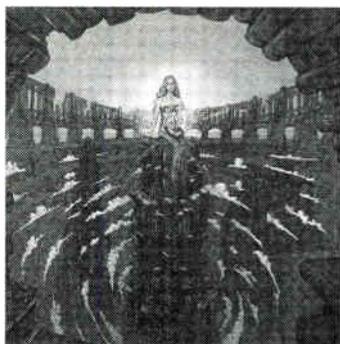
##### Bluegrass Rules!

PRODUCER: Ricky Skaggs

Skaggs Family Records/Rounder 0801

Ricky Skaggs returns to bluegrass

### SPOTLIGHT



#### KASHMIR: SYMPHONIC LED ZEPPELIN

##### London Philharmonic Orchestra, Peter Scholes

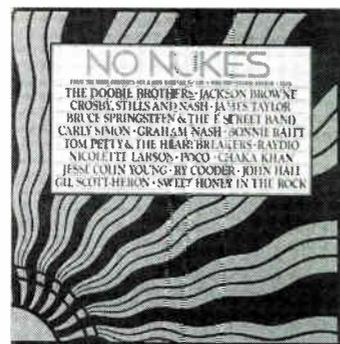
PRODUCERS: Jaz Coleman, Youth

Point 454-145

Symphonic treatments of famous rock tunes are cynical, cheesy projects doomed to failure. All except the work of one Jaz Coleman, that is. The classically trained front man for pioneering art-metal outfit Killing Joke is a crazy genius with this stuff—witness last year's huge artistic and commercial success "Symphonic Pink Floyd" and the sure-fire blockbuster "Kashmir: Symphonic Led Zeppelin." Coleman scored with the Pink Floyd disc by stressing the dark inner drama and ambient textures of the music. His grand take on Led Zeppelin is more traditionally idiomatic and extroverted yet just as inspired, emphasizing the disparate strains of Middle Eastern exoticism and Celtic pastoralism inherent in the band's compositions. The standouts are an eerie "Friends" and the powerful title track, but against all odds, "All My Love" and "Stairway To Heaven" also receive new, emotive leases on life thanks to Coleman's visionary arrangements. Sincere and vibrant, "Kashmir" is crossover with class.

recording with a vengeance after an absence of a dozen years. Now that his country output remains on Atlantic, he obviously feels free to do what he wants on his own label, and "Bluegrass Rules!" is a strong statement of his commitment to bluegrass. Skaggs is, of course, an

### SPOTLIGHT



#### VARIOUS ARTISTS

##### No Nukes

PRODUCERS: Jackson Browne, Graham Nash, John Hall, Bonnie Raitt

Elektra/Asylum 60592

Held Sept. 19-23, 1979, at New York's Madison Square Garden—months after the infamous Three Mile Island nuclear disaster—the No Nukes concerts featured top rock hitmakers of the day, from Jackson Browne, the Doobie Brothers, and Crosby, Stills & Nash to James Taylor, Carly Simon, and Bruce Springsteen. A touchstone of the fervent anti-nuclear movement, the shows were a huge success that set the stage for the mega-charities of the '80s and '90s. Similarly, the double album recorded at the event hit a chord with a public highly sensitive to environmental issues, as evidenced by the set's gold certification and its instant cache as an archetypal benefit project. For all its social and commercial significance, however, "No Nukes" languished in the vaults for 18 years, unissued on CD until now. With new liner notes and remastered sound, it appears in a handsome, two-CD set, as relevant and enjoyable as it was upon its release.

accomplished musician, and his band, Kentucky Thunder, is a crackerjack set of pickers, especially guitarist Bryan Sutton, who rivals Skaggs' own proficiency at flat picking. Skaggs' clear, ringing tenor has always been a perfect bluegrass vehicle, and he uses it well on

### VITAL REISSUES

#### CREAM

##### Those Were The Days

COMPILATION PRODUCER: Bill Levenson

Polydor Chronicles 31453 9000

In a career spanning a scant two years in the mid- to late '60s, rock supergroup Cream managed to give the world a collection of timeless tracks that remain as relevant today as they were in their time. The band also served as a launching pad for its three members—drummer Ginger Baker, bassist Jack Bruce, and especially guitarist Eric Clapton, who went on to form Blind Faith (with Baker) and later skyrocketed as a solo artist. This four-disc set compiles every studio recording Cream ever released, most of its live material, and a trove of previously unreleased cuts. Besides such classics as "Sunshine Of Your Love," "White Room," "Badge," "Tales Of Brave Ulysses," and "Crossroads," the

#### THE RIVERSIDE RECORDS STORY

PRODUCER: Orrin Keepnews

Riverside 4422

Riverside Records was one of three scrappy, artistic-minded independent jazz labels to carve a niche in the '50s (along with Blue Note and Prestige), making its mark with epochal albums by Thelonious Monk, Cannonball Adderley, Bill Evans, Wes Montgomery, and other post-bop legends. Put together by label

co-founder and producer Orrin Keepnews, "The Riverside Records Story" profiles the imprint's decadelong history across four wonderful discs and a grandly entertaining booklet (penned by Keepnews in his candid style, with some great photos). The selections are divided into four categories: "Some Magic Moments," including Monk's "Brilliant Corners" and Evans' "Waltz For Debby"; "Some Major Players," with Sonny Rollins' "Freedom Suite" and two contrasting versions of Monk's "Ruby, My Dear" (one featuring Coleman Hawkins, the other with John Coltrane); "The Art Of Collaboration," including Ben Webster and Joe Zawinul on "Travelin' Light"; and "The Heart Of The Matter," with such lesser known yet glorious performances as George Russell's "Nardis" and Randy Weston's "Zulu." Distributed by Fantasy.

this set of standards and an original instrumental. Just when you think the world doesn't need another version of "Rank Stranger," Skaggs proves you wrong.

### JAZZ

#### ► HORACE SILVER

##### A Prescription For The Blues

PRODUCERS: Horace Silver & Silvelto Productions

Impulse!/GRP 90087

Second label release from funky jazz veteran Horace Silver offers a collection of swinging, vibrant variations on the blues, marked by the pianist/composer's propulsive vamps and lithe, playful licks. In a sharp, groove-worthy set backed by Michael and Randy Brecker, Ron Carter, and Louis Hayes, Silver's most sterling moments can be found in the compact, bouncy title track, the cool, modally tinged "Whenever Lester Plays The Blues," the sassy, rhumba-fied "You Gotta Shake That Thing," the elegantly chiming "Walk On," and the wistfully relaxed, Vince Guaraldi-like trio cut "Brother John And Brother Gene."

### LATIN

#### ► MARC ANTHONY

##### Contra La Corriente

PRODUCER: Marc Anthony, Angel Peña

RMM 82156

Hottest artist in the tropical market should build on his towering reputation with another radio-appropriate package replete with his typically emotive salsa stomps, offset by a climactic, melancholy love song, "No Me Conoces."

#### ★ NYDIA ROJAS

##### Florecer

PRODUCER: Carlos C. Junior

Arista/Latin 18853

One year after garnering accolades for her smart *ranchera* debut, this fetching teenaged belter aims for a wider following with a fine pop/*ranchera* disc that contains a series of contagious hit tracks, including the perky, mariachi-seasoned pop leadoff single, "Qué Te Vaya Bien," a knee-slapping *ranchera* track titled "Trés," and the emotive, romantic ballad "Paso Las Noches."

### CLASSICAL

#### ★ JOHN ADAMS: SHAKER LOOPS, PHRYGIAN GATES, CHAMBER SYMPHONY

Ensemble Modern, Sian Edwards; Hermann Kretzschmar, piano

PRODUCER: Udo Wüstendörfer

RCA Red Seal 68674

With an awesome virtuosity, the Ensemble Modern has revealed the beauties within imposing pieces by Hindemith, Zimmerman, and Schoenberg when most groups (and their audiences) would have been left in knots. The Ensemble forged a bond with composer John Adams when he conducted the German outfit in a recent tour of Frank Zappa's bracing classical tunes, and here the group returns the favor with some acute interpretations of his work. The hypnotic favorite "Shaker Loops" is relayed with rare precision in the version for solo strings, and the cartoon cacophony of the Chamber Symphony is set upon with verve. But it's the very lyrical "Phrygian Gates" for solo piano that's the main attraction, performed grandly here in its first major-label recording.

# Reviews & Previews

## SINGLES

EDITED BY LARRY FLICK

### POP

► **JANET JACKSON** *Together Again* (4:07)  
 PRODUCERS: Jimmy Jam, Terry Lewis, Janet Jackson  
 WRITERS: J. Jackson, J. Harris III, T. Lewis, R. Elizondo Jr.  
 PUBLISHERS: Black Ice, BMI, EMI-April/Flyte Tyme, ASCAP  
**Virgin 12779** (cassette single)  
 One of numerous flashes of brilliance on La J's new collection, "The Velvet Rope," "Together Again" is a gorgeous disco ode to loved ones lost to AIDS-related illnesses. Unlike other songs of this ilk, this one is awash in refreshing, infectious joy. Jackson has clearly been studying her Donna Summer records, delivering a wonderfully nuanced performance that takes firm command of the track's vibrant house beat without sacrificing an ounce of emotion. Programmers have already been spinning this gem as an album cut, so it's not hard to predict outta-da-box success. Be on the lookout for a pile of remixes that promise to explore every nook and cranny of club and jeep culture.

► **BOYZ II MEN** *A Song For Mama* (4:30)  
 PRODUCER: Babyface  
 WRITER: Babyface  
 PUBLISHERS: Sony/ATV Songs/ECAF, BMI  
**Motown 32060** (cassette single)  
 The second single from "Evolution" can also be heard on the soundtrack to "Soul Food." It's a tear-tugging ode to mothers, delivered with the kind of seamless harmonies that one has come to expect from these Boyz. Producer/writer Babyface's fingerprints are all over the track, from its delicate piano lines to its soft but insinuating percussion. There's no denying that this act is at its best when the members are wrapping their voices around a Babyface composition. If you still need proof, let quietly emotional lines like "loving you is like food for my soul" wash over your senses. As the world inches closer to the holiday season, look for this single to become a sentimental favorite at every possible radio format.

► **HANSON** *I Will Come To You* (4:11)  
 PRODUCER: Stephen Lironi  
 WRITERS: I. Hanson, T. Hanson, Z. Hanson, B. Mann, C. Weil  
 PUBLISHERS: Jam N' Bread/Heavy Harmony/MCA/Beef Puppet, ASCAP  
**Mercury 5489** (c/o PolyGram) (cassette single)  
 Still think Hanson is a one-hit wonder? No way. "I Will Come To You" marks hit No. 3 from the hot-selling "Middle Of Nowhere" album. This time, the group drops the tempo to a smooth ballad pace, with a little help from legendary tunesmiths Barry Mann and Cynthia Weil. The act's boyish harmonies lend an earnest quality to the song's heart-warming words of love and encouragement. It's no wonder that top 40 programmers are spinning this one like crazy. With retail about to join the party, it looks like it'll be a Hanson kind of winter.

► **ERASURE** *Magic Moments* (2:38)  
 PRODUCERS: Gareth Jones, Neil McLellan  
 WRITERS: B. Bacharach, H. David  
 PUBLISHERS: Famous/Casa David, ASCAP  
**Maverick/Mute 9061** (c/o Warner Bros.) (cassette single)  
 Lead singer Andy Bell reads this golden page from the Burt Bacharach/Hal David book of classics with expected reverence—and ample giddiness. If you think you've heard this recording before, you're right. It first appeared in the film "Lord Of Illusions," though this is the first time it's available for retail consumption. The act's die-hard fans

will be happy, while pop radio tastemakers could find it a festive change of pace worth programming.

► **CAROL MEDINA** *One Day Of Kisses* (no timing listed)  
 PRODUCER: Dave Pickell  
 WRITERS: J. Collins, C. Medina, D. Pickell  
 PUBLISHER: Warner/Chappell, ASCAP  
 REMIXERS: Dave Pickell, Tony Green  
**Popular 3192** (cassette single)  
 Canadian ingénue Medina continues to evolve and grow into a belter of diva proportions. "One Day Of Kisses" twinkles with insinuating cha-cha beats and a hand-clapping, sing-along chorus. Tony Green steps forward with the requisite hi-NRG remix, tickling the ear with feather-light keyboards and a bouncy beat. This is fluffy good fun that's guaranteed to put a smile on your face and a spring in your dance steps. For a view into Medina's ease with a ballad, have a listen to the lovely bonus cut, "I'll Just Say Goodnight."

► **B.A.S.S. FEATURING PUPPY CHOW** *Synthetic Music* (4:30)  
 PRODUCER: not listed  
 WRITER: not listed  
 PUBLISHERS: Curricane/Eva's Day, BMI  
**Curricane 117** (CD single)  
 There are a lot of interesting ideas colliding in this earnest paean to the electronic movement. Listen closely, and you'll identify Miami-bass-styled percussion, Cameo-influenced synth-funk, and doo-hop harmonies. It's a concoction that will jolt you at first but leave you wondering where this inventive act could go, given time in a phat studio. Certainly, ya gotta give it credit for not simply mimicking every other group out there. Contact: 510-892-9777.

### R & B

► **ERYKAH BADU** *Tyrone* (3:58)  
 PRODUCERS: Kedar Massenburg, Erykah Badu, Norman "Keys" Hurt  
 WRITERS: E. Badu  
 PUBLISHERS: Divine Pimp/Tribes of Kedar/BMG Songs/Key Club, ASCAP  
**Kedar Entertainment 1218** (c/o Universal) (cassette single)  
 The first single from Badu's forthcoming "Live" album is a feisty little tale about a man who cannot seem to understand the concept of quality time with his lady. But Badu's taken just a bit too much of him and his friends. She proceeds to invite them over for just one more event—packing up and "moving his sh..." out of her home. Expect "Tyrone," which is already getting early spins at radio, to sweep the nation quicker than her earlier tracks, as the track's gender edge surpasses age barriers.

► **TIMBALAND & MAGOO** *Luv 2 Luv U* (4:00)  
 PRODUCERS: Barry Hankerson, Jomo Hankerson, Timbaland  
 WRITERS: T. Mosley, M. Barcliff, S. Garrett  
 PUBLISHERS: Virginia Beach/Magoo/Herbalicious/WB, ASCAP  
**Blackground Enterprises 8347** (c/o Atlantic) (cassette single)  
 It's hard to discern the breadth of Timbaland's beat collection, but he's succeeded in creating two totally different versions of "Luv 2 Luv U." The album version is more lyrically identifiable, with a somewhat laid-back but "hot-to-def" orchestral flavor. The radio edit understandably concentrates more on the beat and a high-powered guitar track that lay the foundation for the more provocative vocals of the two versions. Whatever speed you prefer to get your aural groove on, "Luv 2 Luv U" will keep you hot.

► **MARK MORRISON** *Moan And Groan* (3:45)  
 PRODUCER: Phil Chill, Mark Morrison, Mykael Reilly  
 WRITERS: not listed  
 PUBLISHER: not listed  
**Atlantic 8317** (cassette single)  
 Morrison tightly grips his "Mack" persona as he croons—a bit too over-confidently—on "Moan And Groan." Set to an

updated "You, Me & He" instrumental, Morrison continues to sing mostly for the male "player ego" than the ladies he's trying to impress, unless a strong come-on is their thing. A sure addition to the slow-jam playlist of most clubs.

### COUNTRY

► **BROOKS & DUNN** *He's Got You* (3:11)  
 PRODUCERS: Don Cook, Kix Brooks, Ronnie Dunn  
 WRITERS: R. Dunn, T. McBride  
 PUBLISHERS: Sony/ATV Songs/Tree/Showbilly/Terilee, BMI  
**Arista 3105** (c/o BMG) (CD promo)  
 In placing new songs alongside the proven hits on their recently released greatest-hits collection, Brooks & Dunn had to come up with incredible tunes to measure up. After all, their catalog has rendered them the most successful country duo of the past 10 years. Fortunately, "He's Got You" easily measures up. Penned by Ronnie Dunn and Terry McBride (formerly of McBride & the Ride), it's a poignant ballad about a failed relationship that lets Dunn do that heartbroken country-boy thing he does so very well. Chalk up another hit.

► **TRAVIS TRITT** *Still In Love With You* (3:22)  
 PRODUCERS: Travis Tritt, Don Was  
 WRITER: T. Tritt  
 PUBLISHER: Post Oak, BMI  
**Warner Bros. 9081** (CD promo)  
 Many in the music industry believed that Tritt's collaboration with producer Don Was would lead to a more rock-oriented album. However, "The Restless Kind" is, in fact, one of Tritt's most solidly country efforts to date—as this single clearly demonstrates. It boasts an infectious back beat and is permeated by driving, almost bluegrass fiddle and harmonica. Tritt's signature vocals lead the charge, and the overall result is a recording that sparkles with personality.

► **ANITA COCHRAN WITH STEVE WARINER** *What If I Said* (4:22)  
 PRODUCER: Jim Ed Norman  
 WRITER: A. Cochran  
 PUBLISHERS: Warner-Tamerlane/Chenowee, BMI  
**Warner Bros. 9099** (CD promo)  
 Cochran has one of the warmest and sweetest voices to arrive on the country scene in quite a while. And when it comes to conveying the emotional nuances of a song, Wariner has long been one of the best in the genre. Together, they make

magic on this well-crafted recording. It would be wonderful to hear Wariner on country radio again, and Cochran is a newcomer who has yet to get the attention she merits. Here's hoping the combination of their talents will bring them both the recognition they so richly deserve.

► **KRIS TYLER** *What A Woman Knows* (3:40)  
 PRODUCERS: Tony Brown, Emory Gordy Jr.  
 WRITERS: K. Tyler, D. Child, G. Burr  
 PUBLISHERS: Atlantic/Paint & Primer, BMI, EMI  
**April/Desmobile/Gary Burr/MCA, ASCAP**  
**Rising Tide 1020** (CD promo)  
 Trisha Yearwood has publicly called herself a fan of Tyler's. After hearing this record, countless others also will be joining this young vocalist's fan club. Her voice has depth and a warm tone that make it instantly recognizable, especially on this sultry, groove-oriented tune. Her vocal talent combined with her gifts as a songwriter make for a potent combination that signals a bright future for this talented newcomer.

► **RAYBON BROS. WITH OLIVIA NEWTON-JOHN** *Falling* (3:16)  
 PRODUCERS: Don Cook, Tony Brown  
 WRITERS: L. LeBlanc, E. Struzick  
 PUBLISHERS: Asleep In The Boat/Buddy Killen, BMI/ASCAP  
**MCA 72029** (c/o Uni) (CD promo)  
 On the surface, it seems there couldn't be a more unusual pairing than the traditional stone-country voice of former Shenandoah leader Marty Raybon and the soft pop stylings of Olivia Newton-John. However, it works far better than one would suspect—especially with able assistance from Marty's brother, Tim. Their voices blend nicely, and their performances have an unaffected charm. The song is the wonderful old LeBlanc & Carr pop hit that should strike a familiar chord with listeners. It will be interesting to see how it hits country radio programmers and listeners who associate Raybon with more traditional country fare.

### AC

► **DOLLY PARTON** *Something Bigger Than Me* (3:55)  
 PRODUCER: Steve Dorff  
 WRITERS: S. Dorff, M. Panzer  
 PUBLISHERS: Dorffmeister/SwaneeBRAVO!, BMI  
**Rising Tide 1044** (c/o Universal) (cassette single)  
 Parton is a perfect match for this charm-

### NEW & NOTEWORTHY

► **MONO** *Life In Mono* (no timing listed)  
 PRODUCER: Martin Virgo  
 WRITERS: M. Virgo, J. Barry  
 PUBLISHERS: Chrysalis/Dick James, BMI  
 REMIXERS: Propellerheads, Bushmaster  
**Mercury 4543** (c/o PolyGram) (CD promo)  
 Although some will readily add Mono to the bottom of the list of U.K. electronica acts gunning for U.S. bucks, this act has far too many engaging twists and turns in its music to be deemed a factory cutout. With the lovely Siobhan de Mare front and center, "Life In Mono" swirls with gothic melodrama and caressing layers of keyboards, lazily soulful guitars, and twinkling harpsichord fills. All the while, a firm but subtle breakbeat rattles along, giving the song a timely feel, without relegating it solely to trendy status. A plethora of remixes tweak "Life In Mono" with funk and jeep spice. However, it's the original version that will tickle the fancy of top 40 programmers. From the promising debut album "Formica Blues."

► **THE LYNNs** *Nights Like These* (3:09)  
 PRODUCER: Don Cook  
 WRITERS: P. Lynn, P. Lynn  
 PUBLISHERS: Sony/ATV Tunes/Cross Keys/King  
 Coal/Our Songsmith, ASCAP  
**Reprise 8994** (c/o Warner Bros.) (CD promo)  
 This is a promising debut from Loretta Lynn's twin daughters, Patsy and Peggy. They have been performing around the

Nashville club scene for the last few years as the Honkabilles, drawing the attention of Warner Bros. executives who were not aware of their famous lineage. The Lynns are gifted songwriters and have lovely voices, as the beautiful harmonies on this record demonstrate. However, as good as this single sounds, it just does not do justice to this act's incredible live personality. Those who've seen them perform live know this is just the first taste of something very special.

► **FINLEY QUAYE** *Sunday Evening* (3:42)  
 PRODUCERS: Kevin Bacon, Jonathan Quarmby, Finley Quaye  
 WRITERS: F. Quaye, B. Marley  
 PUBLISHERS: EMI-Blackwood/EMI/Spirit Songs, BMI  
**550 Music/Epic 3175** (c/o Sony) (cassette single)  
 Every season brings one new artist who draws the frothing praise of every tastemaking critic. Meet Finley Quaye, whose quirky blend of alterna-rock, brassy retro-pop, and light reggae hits the mark. This is the jam for anyone weary of the same ol' thang. Quaye has an appealing, uplifting vocal style that demands viewing in a live setting, and "Sunday Evening" stokes with festive horns and loosely knitted guitar/drum interplay. Expect immediate rock radio saturation of this cut—until programmers get their hands on the rest of the album "Maverick A Strike," that is.

ing ballad, which is featured on the soundtrack to the animated Fox-TV special "Annabelle's Wish." Her voice quivers with sincere emotion as she embraces the song's message of sharing and praise of a higher being. She is complemented by swirls of orchestral strings and lilting piano lines. Producer Steve Dorff deserves a round of applause for not giving in to the temptation to build the track to a bombastic climax. Rather, he trusts Parton, as well as the melody and lyrics, to tug at the heart without gimmickry. And they most certainly do.

### ROCK TRACKS

► **SUGAR RAY** *RPM* (2:59)  
 PRODUCER: David Kahne  
 WRITERS: Sugar Ray, D. Kahne, S. Sabo  
 PUBLISHERS: Warner/Chappell/WB/e equals, BMI  
 REMIXER: Andy Wallace  
**Lava/Atlantic 8266** (CD promo)  
 The follow-up to "Fly" is far more aggressive and guitar-heavy but no less contagious. Under the firm guidance of producer David Kahne, the band displays a knack for crafting feisty tunes with a definite sense of humor. "RPM" has a mild novelty vibe that will eventually bring top 40 to the table. Until then, look for rock radio to have a field day with this fun entry.

► **FALLOPIAN TUBES** *From My Bed* (2:53)  
 PRODUCERS: Fallopian Tubes  
 WRITER: not listed  
 PUBLISHER: not listed  
**White Gator 001** (CD cut)  
 Fallopian Tubes are a seven-woman band from St. Petersburg, Fla., dabbling in an appealing mix of rock, blues, jazz, and swing music. Taken from the eclectic disc "... Because Rock & Roll Isn't Pretty," "From My Bed" is a study in subtle drama, with its quiet guitar tension and nervously sedate lead vocal by Lori Keegan. This is perhaps best suited to college and adventurous modern rock formats. In the end, however, it's arguable that this group is best consumed in a live setting. Look for the Tubes as they trek across the U.S. Contact: 813-895-7132.

### RAP

► **NAUGHTY BY NATURE** *Mourn You Til I Join You* (5:04)  
 PRODUCERS: Naughty By Nature  
 WRITERS: A. Criss, K. Gist, V. Brown  
 PUBLISHERS: Naughty/WB, ASCAP  
**Tommy Boy 7427** (CD single)  
 While the media continues to criticize and die-hard fans fantasize about the life and death of rapper/actor Tupac Shakur, Treach pays homage to him as friend. Through a semi-chronological scope, he retells the events surrounding their friendship—offering one of the most truthful, unbiased views of the artist, as he knew him. Admitting that Tupac could be "hard-headed" and was "addicted to drama" in his last years, Treach has achieved what the various, books, movies, videos, and essays have failed to do: eulogize him as a young kid fighting hard to be man, not a mythical god or gangster.

► **LUKE FEATURING MELVIN RILEY** *Luke's Sheila* (3:45)  
 PRODUCERS: Hiram Hicks, Luke Campbell, Jonathan "Li'l John" Smith  
 WRITERS: L. Campbell, M. Riley, G. Strozier, G. Valentine  
 PUBLISHERS: Deep South/Warner-Tamerlane, BMI  
 MCA/Ready For The World/Walk On The Moon, ASCAP  
 REMIXERS: Frank Delour, Johnny J.  
**Luke 7672** (cassette single)  
 Luke one-ups his fellow bass competitors by getting Melvin Riley to redo his '80s classic "Oh, Sheila." Accompanied by nasty rhymes from Luke and guest female rapper Choclatt, "Luke's Sheila" gets a welcome revamping, set to a sample of LL Cool J's "Going Back To Cali" on the original version, as well as on a blazin' hot remix by Frank Delour. Choclatt stretches Luke's scope as she hangs with big dog Luke, Foxy Brown-style.

**SINGLES:** PICKS (►): New releases with the greatest chart potential. CRITICS CHOICE (★): New releases, regardless of potential chart action, which the reviewer highly recommends because of their musical merit. NEW AND NOTEWORTHY: Highlights new and developing acts worthy of attention. Cassette, vinyl or CD singles equally appropriate for more than one format are reviewed in the category with the broadest audience. All releases available to radio and/or retail in the U.S. are eligible for review. Send copies to Larry Flick, Billboard, 1515 Broadway, New York, N.Y. 10036. Country singles should be sent to Deborah Evans Price, Billboard, 49 Music Square W., Nashville, Tenn. 37203. Contributors: Doug Reece (L.A.), Shawnee Smith (N.Y.)

## GENERAL MEDIA

EDITED BY EILEEN FITZPATRICK

### HOME VIDEO

BY CATHERINE APPLEFELD OLSON

#### MTV'S HOUSE OF STYLE BEAUTY GUIDE:

##### KISS AND MAKE-UP

MTV Home Video/SMV

55 minutes, \$12.98

A cosmetic bag full of tricks of the trade makes this direct-to-video tape slumber-party fodder of the finest sort. Model Ingrid Seynhaeve struts on and off screen as host of this colorful program palette that includes woman-on-the-street interviews, an investigation of cosmetic tools from brushes to pencils to sponges, make-overs, and more. Viewers get acquainted with a makeup artist who critiques common cosmetic faux pas. The makeup artist then offers tips on how to hide such trouble spots as dark under-eye circles, tweezing techniques, and the best methods for makeup application. The program also visits a dermatologist, who discusses solutions for problem skin and tags along with a woman getting a facial.

#### FINDING AND ENJOYING YOUR FAVORITE CIGAR

Cigars, Cars & Guitars

50 minutes, \$14.98

The cigar culture continues to gain popularity, and this video was developed to help the masses master their newfound hobby. The tape begins with a brief synopsis about where the best cigar tobacco is grown (which includes some surprising locales) and a cursory warning about the trade embargoes complicating the importation of cigars from selected countries into the U.S. A tobacconist offers a road map to the tobacco leaf, lends some guidance about how to select the best cigar for a particular taste, and advises how to cut, light, and even smoke a cigar. A discussion of wines that complement particular cigars and tips regarding proper cigar storage and care round out the proceedings. Contact: 800-683-4147.

#### HELICOPTER TECH

MPI Home Video

47 minutes, \$19.98

Vertical flight is natural for a hummingbird or dragonfly, but the phenomenon posed a more difficult conundrum for the engineering community that strived to apply it to an aircraft. This documentary explores the genesis of the helicopter and those who pioneered these strange-looking aircraft, which have neither wings nor other seemingly aerodynamic features. From the aerodynamics of an ancient propellered Chinese children's toy to cyber-era aircraft that incorporate virtual reality technology to simulate vertical flight, this tape gives the helicopter its place in the history of flying.

#### JUNGLE JAMBOREE

Just For Kids Home Entertainment

98 minutes, \$19.95

This child-safety video is a different program from this company's usual feature-length animated fare. The presentation blends an energetic mix of live-action, puppets, costumed characters, and low-tech special effects. It is heavy on the use of catchy, educational original songs. For example, the song "Jungle" finds an adventurous young crocodile named Al heading off by himself to skateboard on Glitter Mountain, but he must first pass through Creepy Canyon, which looks a lot like Dorothy and her journey to the Emerald City. The rest of the gang back home sets off to find Al, disseminating lessons about buddying up when venturing off, not being lured to go

with strangers, following directions, and more. Also new from the company is the half-hour "Jungle Jamboree Sing-Along," which shines the light on some of the more quotable songs from the feature program. Contact: 818-595-0666.

#### TODDLER TOGS

Warwick Publishing

27 minutes, \$9.98

The baby girl who inspired the "Baby-mugs!" tape is growing up, so it is only fitting that her mom, Linda Warwick, got busy on a new program catered toward children ages 2 to 4 years. Similar to its predecessor, the video is void of any narration or fanciful music, but "Toddler Togs" is different in that it focuses on helping youngsters explore their imaginations through a series of segments that show kids role-playing using costumes and fun props. Viewers are invited to watch and participate in a swirl of fantasies—from a lobster under the sea to a couple of guitar- and sax-toting alligators to a fearless lion tamer—and, with hope, conjure up some unique ideas of their own. Contact: 415-365-4571.

#### FOSTER & ALLEN'S IRELAND

Honest Entertainment

90 minutes, \$14.98

This fine-tuned Celtic duo will have video viewers seeing green as they pay

tribute to the sounds and sights of their beloved Ireland. The longform tape includes more than 30 songs. The lineup includes a mixture of traditional Irish folk songs and Foster & Allen specials complemented by footage of the rich Emerald Isle landscape and intercut with videoclips of the two musicians that were filmed exclusively for this program. Among the most familiar and celebrated of the songs are "Maggie," "Danny Boy," "Bells Of Tipperary," and "The Gypsy Rover." An hour-plus escape to Ireland for those who don't have the immediate opportunity to experience the real thing. Contact: 619-792-0224.

#### MICHAEL CARD: CHRISTMAS IN BELFAST

Myrrh Records

60 minutes

Myrrh recording artist Michael Card's recent opus "The Promise" takes a deep look at Christianity through the promise Jesus made to his people. This concert video, taped during Card's performance of "The Promise" at Ulster Hall in Belfast, Ireland, leaves behind the commercial aspects of Christmas and hones in on what the artist considers the more religious side of the holiday. Accompanied by only his acoustic guitar on many songs, Card fills up the auditorium with his crisp, clear messages. He is joined

by local artists, including the Daystar Choir and New Irish Orchestra. Heavier than your average holiday fare, this video is a good choice for Christian bookstores and other specialty retailers. Contact: 615-457-1207.

## ENTER\*ACTIVE

BY DOUG REECE

#### ARISTAREC.COM

http://www.aristarec.com

Redesigned and operated by the label's in-house multimedia team, aristarec lays out a beautiful and clean graphic interface in a whimsical diner setting. The content served at the Arista Diner is largely your standard record label fare (artist and label info, audio/video files, chat room, etc.), but the daily specials provide some tasty RealAudio news morsels. It's a swingin' little joint. While larger corporate sites can be cumbersome and/or cold, Arista welcomes visitors with a lean site that is easy to navigate. The site also features some animated pages. Just keep in mind that ambience is its strongest suit.

#### RIVEN: THE SEQUEL TO MYST

PC/Macintosh CD-ROM

After nearly four years of anticipation, the sequel to the best-selling computer

game of all time has finally arrived. The wait was worth it. "Riven: The Sequel To Myst" will blow the socks off even the most experienced computer gamer and leaves all other adventure games in its wake. "Riven" is a totally immersive and nonviolent experience. The game incorporates full-screen animation, an ambient stereo soundtrack (best experienced through headphones), and graphics of unbelievable depth and detail so realistic you'd swear they were photographs. From a storytelling perspective, "Riven" picks up exactly where "Myst" left off. However, the plot is secondary to the amazing imagery "Riven" presents. This quality, however, doesn't come without a cost. "Riven" contains five cumbersome CDs and is a hardware hog. Macintosh gamers will need a 90 megahertz PowerPC machine with a minimum of 9 megabytes RAM and 65 megabytes of hard-disc space. Windows 95 users will need a 100 megahertz Pentium with 16 megabytes of free RAM and 75 megabytes of hard-disc space. If your machine has what it takes, however, you'll find that "Riven" is undoubtedly the best computer game of the year.

## AUDIO BOOKS

BY TRUDI MILLER ROSENBLUM

#### DIRTY JOKES AND BEER

By Drew Carey

Read by the author

Simon & Schuster Audio

3 hours (abridged), \$18

ISBN 0-671-57888-X

At the beginning of this audio, comedian Drew Carey says he wants the listener to feel that they're two good friends hanging out in a bar getting drunk and shooting the breeze. Carey offers a hilarious mix of off-color jokes, comic observations, self-deprecating humor, and true anecdotes to easily accomplish his goal. The comic's years as a stand-up serve him well, and his delivery and comic timing are perfect. At the end of tape one, he briefly turns serious when talking about his tough childhood, which included losing his father at a young age and being molested. He doesn't give much detail about these events and seems a bit uncomfortable talking about them. On tape two, Carey reads his own two short stories, which are surprisingly well-written, funny, and even suspenseful. One tale, about a down-on-his-luck young guy who tries to win his rent money at an edge-of-your-seat poker game at a Vegas casino, is especially good. This audio is well worth the money, and those who think of Carey as the Dilbert-like office worker of his TV show will be pleasantly surprised to witness his range of comedic talents.

#### LITTLE EVIL THINGS

By Frank Macchia and Tracy London

Read by Jim McDonnell, Tracy London, and others

Little Evil Things (818-567-2690)

1 hour, \$12.95

No ISBN given

Little Evil Things, a new independent audio company dedicated to horror and science fiction, is off to a fine start with this spine-shivering collection of five original spooky tales. What makes this audio unique is its film-like musical score. The audiobook's co-author Macchia, an award-winning composer, tailored the original music to the actors' performances. The result is a perfect marriage of words and music that sets an effective, creepy atmosphere. The stories are well-written and include one about a woman who finds a strange creature that unleashes evil powers when she brings it home as a pet. In another story, a little boy has the power to control people's minds, and in another a man who ignores a dire warning is cursed with tiny worms invading his body. Listeners will look forward to the next release by this intriguing new audio company.

## IN PRINT

#### PINK FLOYD: THROUGH THE EYES OF... THE BAND, ITS FANS, FRIENDS AND FOES

Edited by Bruno MacDonald

Da Capo Press

348 pages, \$14.95

"Pink Floyd: Through The Eyes Of... The Band, Its Fans, Friends And Foes" attempts to demystify the great Floyd mystique. While it is by no means the definitive book, it is compelling enough to make the reader wonder why the band's tarnished working relationship hasn't dulled its shining image.

Editor MacDonald, who compiled the writings of rock critics as well as fanzine articles, underground periodicals, and mainstream publications, satisfies some of the reasons for the public's fascination with the band.

MacDonald does a fine job of exploring the band's evolution, beginning with its masterful 1967 debut, "The Piper At The Gates Of Dawn," and its early psychedelic days playing London clubs like UFO and Mother's, where London's Evening Standard writer John Peel witnessed them. "To experience the Pink Floyd bringing 'Interstellar Overdrive' to some sort of thunderous resolution in this confined space bordered on the transcendental," he wrote.

And two decades later, the anticipation of seeing a Pink Floyd concert transcended the band's internal conflicts.

In 1986, when bassist/songwriter Roger Waters left the band, he sued guitarist David Gilmour and drummer Nick Mason, attempting to block them from using the group's name for its 1987 tour. Still, it was a gig many fans had waited a decade for, Rolling Stone's David Fricke recalls.

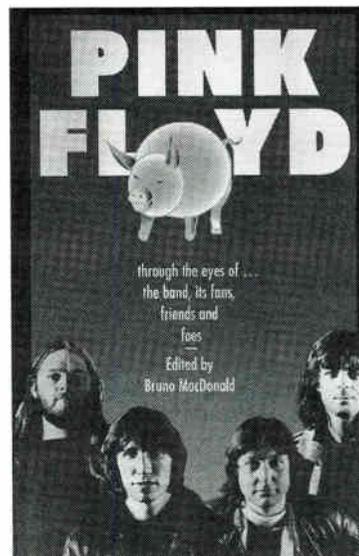
While many regard Floyd as the quintessential "space rock" band

or, as rock critic Nick Kent described the act, "the band who ate asteroids for breakfast," Waters sets the record straight. "None of those [songs] were about outer space. They were about inner space. That's all it's ever been about—human beings and their insides, whether it was Syd's [Barrett] writing or mine," he notes.

The deteriorating mental condition of original guitarist/songwriter Barrett prompted his departure from the band in '68, when all axe duties were bestowed upon virtuoso Gilmour. But the book provides plenty of insight into Barrett's genius.

As the book demonstrates, high points like "Dark Side Of The Moon" (one of the biggest-selling albums of all time), "Wish You Were Here," and "The Wall" were coupled with elaborate concerts.

For example, the Wall tour shows featured a wall of cardboard bricks stretching 210 feet across by 35 feet high, a 25-foot-tall



JEFFREY L. PERLAH

**Get more reach. More impact.  
More results.**

Now, you can reach 200,000 key music business decision makers across the country and around the world by telling them about your product or service in the industry's leading news magazine.

**All Major Credit Cards Accepted**

**Display Classified Ad Rates  
Services & Resources**

- MUSIC INDUSTRY HELP WANTED: \$170 per col. inch/per week
- RADIO HELP WANTED: \$95 per col. inch/per week
- MINIMUM RUN: Services & Resources 4 weeks, \$170 per inch/per week
- BOX REPLY SERVICE: \$30 per insertion

Classified ads are commissionable when an agency represents an outside client.

**CALL: JEFF SERRETTE 212-536-5174**

Billboard Classified, 1515 Broadway, NY, NY 10036

CALL TOLL FREE: 1-800-223-7524

FAX YOUR AD 212-536-8864 or

e-mail: jserrette@billboard.com

**DEADLINE: FRIDAY AT 3:30 PM EASTERN**

**SERVICES**

**EuropaDisk**

- Compact Disc Replication
- 7 & 12" Vinyl Records
- Cassette Duplication
- Audio Premastering
- CD Glass Mastering

**Disks With No Risks**

Why deal with brokers when you can deal directly with our factory?  
Best Service, Best Price, Period. Major credit cards accepted.

**EUROPADISK, LTD.** Free Catalog or quote:  
**(800) 455-8555**

75 Varick Street, New York, NY 10013 (212) 226-4401 FAX (212) 966-0456



*We Anticipate Your Every Need*

**CD REPLICATION**

Cassette Duplication  
Graphic Design & Printing  
Digital Editing & Mastering

**1-800-527-9225**  
(716) 691-7631 • Fax (716) 691-7732

**D.J. VINYL PROMO**

**100 12" VINYL \$749.00**

(in WHITE JACKET w/ HOLE) \$1.20 each for additional LP's

**1000 7" VINYL 45's (WITH WHITE SLEEVE) \$719.00** REORDER - \$379.00

**500 7" VINYL 45's (WITH WHITE SLEEVE) \$599.00** REORDER - \$269.00

**1000 12" VINYL (in WHITE JACKET w/ HOLE) \$1,699.00** REORDER - \$1149.00

**500 12" VINYL (in WHITE JACKET w/ HOLE) \$1,199.00** REORDER \$649.00

ALL PACKAGES INCLUDE: MASTERING / FULL PROCESSING / TESTS /  
2-COLOR LABELS / SHRINKWRAP (12" only) / QUICK TURN AROUND

IN-HOUSE CD, VINYL & CASSETTE REPLICATING & PACKAGING — ASK FOR OUR FREE BROCHURE!

**Rainbo Records and Cassettes**  
1738 Berkeley Street, Santa Monica, CA 90404 • (310) 829-3476 • Fax (310) 828-8765 • www.rainborec.com

**30 Day Special  
COMPACT DISCS**

**1000 FOR .98 EACH**

ASSEMBLED IN JEWEL CASE, SHRINKWRAPPED.  
YOU SUPPLY PRINT, LABEL FILM, MASTER.

**ALSHIRE**

CUSTOM SERVICE  
1015 W. Isabel Street  
Burbank, CA 91506

**(800) 423-2936**  
FAX (818) 569-3718

**Express CDs**

Next day CD-Rs | Order as few as 200  
as low as \$16 | retail ready CDs  
with labels | with color inserts

**DB Plus Digital Services, Inc.**  
(Tel) 212-397-4099 (Fax) 212-397-2207

**CUSTOM COMPACT DISCS**

Affordable single copy CDs, starting at \$20.

\$5.00 OFF WITH THIS AD

**46 PRODUCTIONS**

42W557 Hawk Circle, St. Charles, Ill. 60175

Tel (800) 850-5423 Fax (800) 203-1725

Contact Us On The Internet at info@46p.com  
Visit our Web Page at http://www.46p.com

**SERVICES**

**COMPACT DISCS • 75¢ EACH**

**IT'S A BETTER DEAL!  
"ADD IT UP"**

1,000 CDs 750.00  
1,000 Jewel/Wrap 300.00  
1,000 2-Pg Book/Tray 240.00  
**\$ 1,290.00**

From your CD-Ready Master &  
Print-Ready Film

**Complete CD & Cassette Packages!**

**CALL FOR QUOTE**

Digital Mastering Systems • Digital Audio Duplication • Computer Graphics

**NATIONAL TAPE DISC**

**1-800-874-4174**

1110-48th Avenue North • Nashville, TN 37209

**SERVICES**

**GUARANTEED BEST  
PRICES!!**



**YOUR #1 MUSIC SOURCE**  
**1000 CD PACKAGE PRICE \$1,099.00**

Includes: 1000 CD's, 2 Page Graphics  
(4+1), 4 Color Tray Card, Jewel Box  
and Shrink Wrap. (Shipping Extra)  
Quick Turn Around

**CALL (905) 671-DISC**

Fax (905) 672-2412

RETAIL READY PACKAGE  
Customer Supplies: 1630 or CDR  
Master, Composite Negatives & Colour  
Keys, CD Label Film Positive  
2410 Lucknow Dr. Unit #26,  
Mississauga, Ont., Canada L5S 1V1

Visa & Mastercard accepted.

- Compact Disc Pressing  
CD Audio & CD ROM
- Pre-Mastering / Short-Run
- Cassette Duplication
- Vinyl Pressing
- Design/Film/Printing

**COMPLETE PACKAGES, READY-TO-GO!**

**We may be the experts,  
but when it comes to  
your project, you're the boss!**

**MaxDisk**

Free catalogue/custom quote!  
**1 800 681 0708**

**DIGITAL FORCE**

TOTAL CD,  
CD-ROM, E-CD,  
& CASSETTE PRODUCTION

**212-252-9300**  
www.digitalforce.com

Feel the "Power of Excellence"  
call for **POWER PLAY** the  
**DIGITAL FORCE** Sampler &  
Studio Reference Disc

149 MADISON AVENUE NY, NY 10016

Billboard Advertising  
**212-536-5174**

**SERVICES**

**SERVICES**

**FREE!**

**GUIDE TO  
MASTER TAPE  
PREPARATION**

Find out how to prepare  
your audio master for error-  
free manufacturing. A must  
for recording artists and  
studio engineers.

**\$7.95 Value**

**DISC MAKERS**

1-800-468-9353 • http://www.discmakers.com

Watch out for:  
**ZYX DJ Information  
via Internet**



**http://www.zyx.de**

**OLD STYLE RECORD JACKETS**

7" AND 12"

Custom made from your printing

**UNITED FILM &  
PACKAGING**

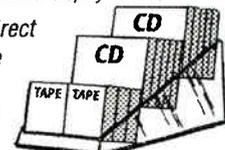
(213) 222-0797 FAX 222-3588

**STORE SUPPLIES**

**NEW!  
MULTIMEDIA MERCHANDISERS**

Also complete line of display fixtures

- Factory Direct
- Wholesale Prices
- Same day Shipping



**PLASTIC WORKS 800.542.2302**

**FOR SALE**

**BUY DIRECT AND SAVE!**

While other people are raising their prices, we  
are slashing ours. Major label CD's, cassettes  
and LP's as low as 50¢. Your choice from the  
most extensive listings available. For free  
catalog call (609) 890-8000.

Fax (609) 890-0247 or write

**Scorpio Music, Inc.**  
P.O.Box A Trenton, N.J. 08691-0020

**FOR SALE**

• Psychedelic • Heavy Metal • Punk • Jazz • Blues • R&B • Pop • Oldies • Folk • 60's  
**Campus Records** • Import • Export  
Wholesale Distributor of  
"Deletions/Overstocks"  
874 Albany Shaker Road  
Latham, NY 12110  
(518) 783-6698  
(518) 783-6753 FAX  
For a Unique Blend of Independent and  
Major Label Cassettes and Overstocks  
• Dance • Electronic • Reggae • C&W • Industrial

**SPANISH CUTOUTS**

Large Selection of Cassettes & CD's  
Custom Prepacks Available

**TARGET MUSIC DISTRIBUTORS**

7925 NW 66th Street - Dept. S  
Miami, Florida 33166

PH: 305-591-2188 • FAX: 305-591-7210

**DEALERS ONLY**

**Any Case \$29.00**

ALBUMS, CD's & 45's CASES  
**(800) 343-1433**

Call Now  
**ISLAND CASES**  
(In NY)

**(516) 563-0633**  
Fax: (516) 563-1390

**WANTED TO BUY**

Reducing your Stock?  
Selling your Collection?  
Going Out of Business?

**CASH for CDS, Tapes, LPS,  
Software, Videos, Laserdiscs**

Scott Henderson 520-881-1744x110  
e-mail: scotth@bookman.com

**COMPUTERS**

**Musicware** Complete POS / Inventory  
Control for ALL your record and  
multimedia store needs!  
Available in Spanish too!  
1-888-222-4POS (toll free)  
FAX: (919) 677-9194  
E-mail: POS@unidial.com  
http://www.idcsoft.com

**YOUNG SYSTEMS LIMITED**

**COMPUTER SYSTEMS FOR  
THE MUSIC & VIDEO INDUSTRY**

**770-449-0338**

**MORE THAN 30 YEARS OF EXPERIENCE**

**770-840-9723 FAX**

**RecordTrak**

Inventory Management  
For Record Stores  
**800-942-3008**  
Fax 203-269-3930  
Voice 203-265-3440

Billboard Advertising  
**212-536-5174**

**MUSIC MERCHANDISE**

**TOP 200 CD LISTENING STATION**

Major breakthrough in technology from Silicon Valley. Now your customers can listen to all tracks from 200 CD's or more. Increase sales and profits. Customers do buy more when they listen to CD's first!!!



- Play 200 CD's, only 2 Sq feet space
- 10 CD's to 1000's CD's per station
- Grab CD Jewel box, Insert and play
- Voice prompt instructions
- Error free random CD shelf storage
- Unique inventory, purchase system
- Readout or printed CD order form
- Multiple color code stations can play all CD's in your store
- HI quality & low cost
- One button operation
- Listen to all tracks
- Simple CD upgrades
- Eliminate CD theft
- Timeout control
- Reduce labor costs

Call (408) 436-8088 For Information & demonstration  
VOSTECH CORP. 2355-B PARAGON DR SAN JOSE CA 95131

**MUSIC MERCHANDISE**

**ZMACHARS, INC.**  
MUSIC MERCHANDISE One stop distributor for posters, t-shirts, stickers, hats, keyrings, buttons, incense, lights, jewelry, sunglasses, tapestries, and much more... We are a service based company with all of the latest merchandise available. Get it all with just one call... NO MINIMUM/SAME DAY SHIPPING, dealers only call for info: 1-800-248-2238 fax: 305-888-1924 www.zmachars@aol.com

**PUBLISHING**

**PUBLISHING WANTED**  
Independent Music Publishing Co., seeks to acquire additional copyright interests up to \$1MM. Confidentiality assured.  
Box 8413, Billboard Classified, 1515 Broadway, New York, N.Y. 10036

**PUBLICATIONS**

**EVERY SONGWRITER SHOULD**

have a copy of the new industry manual  
"Songwriting Simplified"

From: How to protect your material, Writing basics, and What the industry is looking for,  
To: How to sell your songs and the legal aspects of the business.

For your copy: Send \$14.95 + \$3.00 shipping and handling to:  
CPI, 5353 Noble Ave., Van Nuys, CA. 91411

**DJ SERVICES**

DJ's & COLLECTORS  
**BROUHAHA MUSIC MARKETING**  
2168 S. Atlantic Blvd. #260  
Monterey Park, CA. 91754  
For CD Singles (special trks, mixes, CD's, collectables etc)  
(213) 721-4003 Fax (213) 728-4373  
http://www.brouhahacd.com

**TAPES**

4212 14TH AVENUE - BROOKLYN, NY. 11219  
**ANDOL AUDIO PRODUCTS INC.**  
30 YEARS PROVIDING FAST GUARANTEED SERVICE  
SONY & TELEX HIGH SPEED DUPLICATORS

	BASF CHROME	TDK SA PRO	MAXELL XL II	BASF SUPER CHROME
TDK	C-10	27	27	30
SONY	C-20	32	32	38
	C-30	37	38	47
BASF	C-40	41	43	56
TELEX	C-50	46	46	65
AMPEX	C-60	51	51	69
maxell	C-70	57	60	80
	C-80	63	65	87
	C-90	68	70	89

IN HOUSE DIRECT ON CASSETTE PRINTING  
CUSTOM PRINTED LABELS & J-CARDS  
FREE CATALOG  
FREE LABELS WITH EVERY CASSETTE ORDER  
ROUND EDGE OR STD NORESCO BOXES \$.12 EA  
www.andolaudio.com • andolaudio@aol.com

**DUPLICATING & RECORDING SUPPLIES**  
C-O'S, PANCAKE, CD-R, HI-8, A-DAT, R-DAT, VHS, S-VHS, MASTERING TAPE, JEWEL BOXES, AUDIO/VIDEO CASSETTE STORAGE CASES, VINYL CASES, PRE-LOADS 32, 47, 62, 92 & 122 MIN. CALL FOR VOLUME DISCOUNTS. GSA PRICING

**HELP WANTED**

**PROVOST/VICE PRESIDENT OF ACADEMIC AFFAIRS**

Berklee College of Music has reopened its search and is seeking applicants for the position of Provost/Vice President of Academic Affairs. A senior academic officer, the Provost reports to the Executive Vice President of the College regarding educational planning, development, implementation, administration and assessment of all academic programs.

Founded in 1945, Berklee emphasizes studies in contemporary forms of music including jazz, rock, pop, and concert music with 800 course offerings taught by 300 faculty. The college is organized in four divisions, each headed by a dean. The college offers a four-year bachelor of music degree and a professional diploma in 12 major areas of study: Performance, Music Production and Engineering, Songwriting, Music Business/Management, Contemporary Writing and Production, Jazz Composition, Film Scoring, Composition, Music Synthesis, Music Education, Professional Music, and Music Therapy. Full-time enrollment is about 2800 students, of whom 40 percent are international.

Berklee is located in Boston, one of the nation's leading educational, artistic, and medical centers. Situated in Boston's culturally rich Back Bay area, Berklee is close to Symphony Hall, the Museum of Fine Arts, the Boston Public Library, and a diverse array of commercial, professional, and residential settings.

Candidates should have a solid background as music professionals; appropriate educational credentials (advanced degrees preferred), or equivalent professional training and experience; demonstrated skills in educational leadership, management, and planning; college-level teaching experience; and experience managing faculty in a union environment. This leadership position requires exceptional communication and organizational skills, the ability to work with a broad range of programs and personnel, and an understanding of the primary role of excellence in teaching and learning in today's changing technological environment.

Applicants must submit materials by January 5, 1998. Each application should include a cover letter and current resume with telephone and fax numbers and e-mail address. Please include the names, addresses and phone numbers of at least five professional references. Final candidates must be prepared to appear on campus for two days of interviews and presentations in February 1998. The starting date for the position will be no later than August 1, 1998. Provost Search Committee, c/o Office of the President, Berklee College of Music, 1140 Boylston Street, Boston, MA 02215-3693. Berklee is an equal opportunity/affirmative action employer.



**BROWSER® DISPLAY SYSTEMS**

**320 VIDEO TITLES in just 2 SQ. FT.!**  
complete line of counter, wall, and floor displays.

Call or write today for FREE sample Pak

**Browser**  
DISPLAY SYSTEMS  
CHICAGO ONE STOP, INC.  
401 West Superior • Chicago, IL 60610  
Phone: 312-822-0822 • Tollfree: 800-822/4410

Video boxes fit flat in Browser Pak - 3 different sizes

Patents 4813534 & 4899879

**CD STORAGE CABINETS**

**CD Storage**  
Modular cabinets for infinite capacity. Call 800-387-9790 or visit us at www.can-am.ca

**CAN-AM**

IF YOU HAVE A PROFESSIONAL SERVICE YOU'D LIKE THE MUSIC INDUSTRY TO KNOW ABOUT  
CALL BILLBOARD CLASSIFIED TODAY  
1-800-223-7524 FAX: 212-536-8864  
CALL JEFF SERRETTE AT 212-536-5174

**HELP WANTED**

**VOLUNTEERS WANTED!**

If you will be in Los Angeles the week of November 17th and want to help out with the Billboard Music Video Conference - please call Michele at  
**(212) 536-5088**

**NATIONAL SALES DIRECTOR**

Sought for growing independent label group. Familiarity with retail account base a must. Musically well rounded self-starter. Candidate will interface with national distribution sales staff and key accounts.  
Cover letter and resume with salary requirements to:  
**Paradigm Associated Labels**  
67 Irving Place, 3rd fl.  
New York, N.Y. 10003  
Attn: Human Resources  
FAX: (212) 387-8691  
NO PHONE CALLS PLEASE

**ROYALTIES MANAGER**

Multi-label international record co. seeks exp'd Artist Royalties indiv. Must have 3+ yrs. exp. Royalties payment and supervisory exp. Salary to \$60K+  
**CAROL AGENCY (212) 889-8711**  
FAX: (212) 889-8718  
15 E. 40th St., Suite 400, NYC

**ADVERTISING SPACE SALES**

Billboard Magazine, the music industry's leading newsmagazine, seeks an energetic, hard-working and articulate sales rep for our growing inside sales operation. You should be able to upsell on inbound sales and cold-calls to new prospects, and do what it takes to expand a very promising territory. Music industry experience is welcome but not essential, we want someone who can sell. 1 - 3 years sales experience preferred. Salary + commission + benefits. Fax your resume and salary history to:

**HAROLD ITZKOWITZ (212) 536-8864**  
Billboard is an equal opportunity employer

**VIRGIN MEGASTORE NOW HIRING STORE MANAGER for the New York area**  
See our ad on page 20

**National Advertising Sales and Promotional Director**

Rapidly growing national music and electronics retailer seeking ad and promo director. Qualified candidates will have label or music and electronics retail experience, as well as industry contacts. Must be entrepreneurial!



Fax resume and salary requirements to: **(212) 228-5268**

**ADMINISTRATIVE ASSISTANT**

Independent Record Label is looking for an individual to fill the role of Admin. Assist. Must be highly organized and detail-oriented in a fast paced environment. Experience in Business Affairs, Bookkeeping, Clerical duties, Data entry, IBM, MAS 90, knowledge of the music entertainment business and have excellent writing skills. Must be quick, energetic and bright. Please fax resume and salary requirements to:  
**(818) 566-6623**

Billboard Advertising  
212-536-5174

## RETAIL CAREER OPPORTUNITIES

Trans World Entertainment is one of the nation's largest and most successful music & video retailers, operating 550 stores which include *Record Town, Saturday Matinee, Coconuts, Strawberries, Waxie Maxie's & F.Y.E.* We have exciting opportunities available for dynamic retail professionals with exceptional product knowledge who want to grow with a leader! We are looking for **DISTRICT MANAGERS, STORE MANAGERS & ASSISTANT MANAGERS.** TWE offers a competitive salary and an exceptional bonus opportunity. Please mail or fax resume & cover letter including salary requirements to: Liz Boccanfuso Employment Coordinator.

**Trans World Entertainment**  
38 Corporate Circle, Albany, N.Y. 12203  
Fax: (518) 452-7848 or phone (518) 452-1242, ext. 291  
Equal Opportunity Employer.



### ADVERTISING SALES

#### The Reporter

The Hollywood Reporter, the leading entertainment trade paper, is expanding its sales department and is seeking an experienced salesperson to sell facilities and music advertising. Minimum two years ad sales experience necessary, knowledge of facilities and music clients helpful. Excellent career opportunity. Must work well under pressure in daily deadline environment. Salary/commission/benefits.

Mail resume and salary history to Human Resources

**The Hollywood Reporter**  
5055 Wilshire Blvd., Suite 600  
Los Angeles, CA. 90036  
Attn: Facilities Sales Position  
or fax to: (213) 931-0096  
Attention facilities sales position

### ASSOCIATE DEAN/DIRECTOR MIKE CURB MUSIC BUSINESS PROGRAM

**The Mike Curb Music Business Program** is seeking nominations for the position of Associate Dean/Director. The individual hired for this position will lead the music business program both internally and externally by working with faculty and administration as well as development activities with leaders in the music industry. A terminal degree in an appropriate discipline is preferred and experience in the music/entertainment industry is desirable. Please send resumes to:

Dr. Robert Lambert, Chair,  
Search Committee,  
School of Business  
Belmont University  
1900 Belmont Blvd.  
Nashville, TN. 37212-3757

### EXPERIENCED RECORD PROMOTIONS/ARTIST DEVELOPMENT EXPERT WANTED

Salary from start to housing option. Partnership interest in well financed San Francisco record label "Marvelous Show Productions". Mission is to break modern rock band and establish label.

Fax salary requirements and resume  
(650) 401-6779

### MUSIC ATTORNEY

New York law office seeks an attorney with at least 2 years experience drafting and negotiating varied music industry agreements. Successful applicant will be a self-starter with superior drafting skills. Submit resume, salary requirements and original writing sample to: Box 8414, Billboard Classified, 1515 Broadway, New York, N.Y. 10036.

### STORE FOR SALE

#### MUSIC STORE FOR SALE

In world renown South Beach's hottest street.  
3200 sq.ft. space, below market value, four year lease.  
Extensive and constantly expanding customer base.  
For further information feel free to contact us at your convenience.

Tel. (305) 223-8012

☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆  
☆ **Real Estate to** ☆  
☆ **the Stars** ☆  
☆ **Rate \$80** ☆  
☆ **1 inch by 1 column** ☆  
☆ **Kara DiGuardi** ☆  
☆ **1-800-407-6874 • (212) 536-5008** ☆  
☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆

#### Home with recording studio.

Fifteen minutes from Nashville's Music Row. 6,200+ square feet, 6 bedrooms, 5 baths - \$574,500. Please contact Janice Bomar at American Heritage at (615) 356-0993 or (615) 298-9200.

### FREE

(Advice)

**HOW DO YOU MAKE YOUR CLASSIFIED AD PAY?**

By running it consistently, consecutive weeks, for IMPACT!! Rarely does a prospective customer reply to an advertisement the very first time it appears. Therefore, make sure you are in the right place when that customer is ready to do business. **STAY ALIVE and SATISFIED with an ACTIVE CLASSIFIED!!**

**CALL TOLL FREE TODAY!**  
(800)223-7524  
(212)536-5174  
FAX (212)536-8864  
JEFF SERRETTE

# Update

## LIFELINES

### MARRIAGES

**Theresa L. Exconde to Joel C. Press**, Sept. 1 in Woodbury, N.Y. Groom is an entertainment lawyer at the Law Offices of Clayton Knowles.

**Carrye E. Harris to H.D. "Lee Randall" Franzel**, Oct. 4 in San Antonio, Texas. Groom is a veteran radio consultant.

**Leigh Murray and John Brannen**, Oct. 11 in Charleston, S.C. Groom is a pop/rock and country singer/songwriter.

### DEATHS

**Jonas Asher Bruce**, 27, of bronchial asthma, Oct. 8 in north London. A member of Afro-Celt Soundssystem, Bruce and the group finished a 51-date world tour Sept. 28 at the Forum in London. Bruce began his career as a technical crew member in West End theaters, eventually touring with Miles Davis and Dennis Chambers. In the '90s, he worked as a producer and technician for Peter Gabriel's Real World Records, working with Michael Brook, Nusrat Fateh Ali Khan, U Srinivas, and other musicians. He also wrote and recorded music for advertising and video game companies. Bruce is survived by his mother, Janet Godfrey; his father, Jack Bruce, a member of Cream; and brother Malcolm.

**Arnold Maxin**, 77, of cancer, Oct. 19 at his home in Marlton, N.J. Maxin held various top-level posts in the music industry. Born in Philadelphia, he started his music industry career as a trombone player at 15, later playing for Tex Beneke's and Charlie Barnett's orchestras, among others. In 1956, he was named president of Epic Records, also assuming the role of head of A&R. In 1958, he was recruited by MGM Records, where he worked as president until 1970. He later served as president of Big 3 Music (Robbins-Feist-Miller), then a unit of MGM. Maxin also did independent record production, including the 1975 original-cast album of

"Grease," first issued on Polydor Records. He was an ASCAP board member and a life member of the National Academy of Recording Arts and Sciences. From 1972 until 1987, he was director of marketing at Toyomenka, a Japanese trading company, focusing on marketing for the company's consumer-electronics division. His wife and two daughters are among his survivors. Contributions in his name can be made to the American Cancer Society, 410 White Horse Pike, Haddon Heights, N.J. 08035.

**Harold Berkman**, 63, of leukemia, Oct. 19 in Tarzana, Calif. The owner of Music Express Limousine Co., Berkman began his career as a promotion coordinator at the Joseph Zamoiski Co. Throughout the years, Berkman worked at MGM Records, Polydor Records, Frank Zappa's Discreet Records, and his own Marina Records. He started Music Express in 1974, which serves record labels and other companies in the Los Angeles, New York, and San Francisco areas. He is survived by his wife, Rita, brother Ernie Schoenback, children Cheryl and Michael, son-in-law Tom Henson, and a grandson.

**Harry Goodman**, 91, of complications from a stroke, Oct. 22 at the home of his daughter-in-law in Gstaad, Switzerland. Goodman was a one-time sideman in the swing band of his brother the late Benny Goodman and was the brother of Gene Goodman, with whom he established a major independent music publishing company. In 1940, after he left the Benny Goodman Orchestra, in which he played upright bass, he and Gene formed Regent Music and in 1950 acquired the Jewel Music catalog, which contained such copyrights as "Moonlight Cocktail," "Sunrise Serenade," "You Came A Long Way From St. Louis," and "Flat Foot Floogie." Benny Goodman helped them get their catalog under way by giving them the publishing rights to such Goodman hits as "Flying Home," "Air Mail Special," and "Soft Winds." The brothers also pub-

lished songs by Alec Wilder, including two standards, "While We're Young" and "I'll Be Around." In 1950, they became partners with Leonard and Phil Chess, owners of the blues-oriented Chess Records, in the Arc Music Group, which publishes the works of such stellar blues/rock'n'roll talent as Chuck Berry, Bo Diddley, John Lee Hooker, Howlin' Wolf, Memphis Slim, and Etta James. Regent and Jewel, still wholly owned by Harry and Gene at the time of Harry's death, now operate within the New York-based Arc Music Group, of which Gene, Leonard Chess' son Marshall, and Phil Chess are partners. Harry Goodman lived in Europe for about 40 years, first in London and, for the past 25 years, in France. In addition to Gene, he is survived by his wife, Carol.

## CALENDAR

### NOVEMBER

Nov. 3, **Nordoff-Robbins Music Therapy Foundation's 10th Annual Silver Clef Award Dinner And Auction Honoring Aerosmith**, Roseland, New York. 212-707-2818.

Nov. 6, **MTV Europe Music Awards**, Ahoy Stadium, Rotterdam, the Netherlands. 44-171-284-7777.

Nov. 12, **Neil Bogart Memorial Fund's 1997 Children's Award Dinner**, "Tune In With David Foster," Barker Hangar, Santa Monica, Calif. 310-247-2980.

Nov. 18, **SESAC New York Music Awards**, Supper Club, New York. 212-586-3450.

Nov. 20-22, **Billboard Music Video Conference And Awards**, Beverly Hilton, Beverly Hills, Calif. 212-536-5002.

### DECEMBER

Dec. 3, **Third Annual New York National Academy Of Recording Arts And Sciences Heroes Awards**, New York. 212-245-5440.

Dec. 8, **Billboard Music Awards**, MGM Grand Garden Arena, Las Vegas. 212-536-5173.

## GOOD WORKS

**GOOD SCOUTS:** More than 70 celebrities and musical artists raised more than \$200,000 for the Boy Scouts of America at the fourth annual Louise Mandrell Celebrity Shoot Sept. 26-27 in Nashville. During the event, a banquet featured entertainment from Terri Clark, Dick Hardwick, Crystal Gayle, Larry Stewart, Aaron Tippin, and Louise Mandrell. Contact: Kirt Webster at 615-399-8521 or Cyndy Turner at 615-824-1688.

**THREE FOR THE MONEY:** A limited-edition tour poster benefiting three charities and fan donations to LIFEbeat helped Live raise more than \$75,000 last summer during the first two legs of the group's Secret Samadhi U.S. tour. A 25-cent surcharge from 12 of the bands' concerts raised \$28,273 for LIFEbeat, the music industry AIDS group, and the poster, designed for the tour by David Fremont, sold more than 10,000 copies at \$5 each, bringing in more than \$55,500.

That money will be distributed to the T.J. Martell Foundation for Cancer, Leukemia & AIDS Research; AmFar, which does research on AIDS; and the Memorial Sloan-Kettering Brain Cancer Research Center in New York. Contact: Kymm Britton at 818-777-8918 or Caroline Prutzman at 212-841-8050.

**AND THE LIFE BEAT GOES ON:** In another LIFEbeat initiative, the charity and Jones Soda, the youth-oriented soft-drink company, have joined forces to reach young people to help fight AIDS. Jones will donate 50 cents to LIFEbeat for every case of Blue Bubble Gum soda sold worldwide and will have the opportunity to add to bottle labels messages and images regarding AIDS awareness. Also, Jones will support LIFEbeat's fund-raising efforts using its ad space to create awareness of LIFEbeat programs. For example, Jones will promote Royalty Records' Iggy Pop tribute album, "We Will

Fall," from which proceeds are being donated to LIFEbeat by advertising the package in Jones Soda's "fish" ads. Contact: Jody Miller at 212-431-5227.

**MAKING JAZZ, DOING GOOD:** A group of East Coast-based jazz artists will be on hand for a two-show benefit Nov. 14 at New York's S.O.B.'s to help raise funds for percussionist **George Jinda**, co-founder of the contemporary jazz group **Special EFX**, who has been hospitalized since last December as a result of complications from anoxia, a lack of oxygen to the brain sustained during a severe allergic reaction. The artists slated to appear are **Alex Bugnon, Marion Meadows, Walter Beasley, Mark Johnson, Chuck Loeb, Avenue Blue's Jeff Golub, Bill Evans, the Fantasy Band**, and Jinda's ex-partner in Special EFX, **Chieli Minucci**. Contact: Cary Goldberg at 213-878-0101, extension 26; **Cindy Byram** at 212-334-0284, extension 18; or **Ren Grevatt** at 973-509-2801.

# Programming

RADIO • PROMOTIONS • NETWORKS • SYNDICATION • AIRWAVES • MUSIC VIDEO • VIDEO MONITOR



**All Together Now.** Sony Music and U.K. radio figures got together with Columbia artist Billy Joe! for a Q&A session at Whitfield Street studios in London as part of a series of forums set up by Sony for the media. Joel's session included 15 listeners from EMAP Radio stations and Birmingham's Heart FM. Shown, from left, are Key 103 Manchester presenter Mark Kaye; Magic 828 Leeds breakfast show presenter Peter Tate; Key 103 presenter Sam Kenny; Sony marketing director Maureen Kealy; Piccadilly 1152 AM Manchester presenter Mike Sweeney; Sony sales VP John Aston; Sony regional promotion manager Claire Newsham; Joel; Sony head of field sales Malcolm Highmore; Sony director of regional radio promotion Terrie Doherty; Sony director of alternative and regional promotion Robbie McIntosh; Sony communications VP Gary Farrow; Columbia marketing director Graham Ball; and Columbia managing director Ged Doherty.

## BDS Introduces New Data Delivery System ENcore To Give Subscribers Raw Detection Info

BY SUSAN NUNZIATA

ORLANDO, Fla.—Broadcast Data Systems (BDS) debuted its new BDS ENcore data delivery system at the Billboard/Airplay Monitor Radio Seminar & Awards, held Oct. 16-18 here.

The company has also budgeted for the addition of two to three market survey areas (MSA) to its panel in 1998 as well as the continued expansion of its existing MSAs, according to BDS VP/GM Joe Wallace. The existing markets that Wallace says may see expansion next year include San Diego, Detroit, and Columbus, Ohio.

Wallace appeared on a panel presentation Oct. 18 that also featured Lisa Moen, senior director of sales and operations for BDS; Sean Ross, Airplay Monitors editor; and Theda Sandiford-Waller, Hot 100 Singles chart manager for Billboard and director of charts for R&B and Top 40 Airplay Monitors. The panel was the first radio conference presentation on BDS to include representatives from Billboard and the Airplay Monitors.

Other areas Wallace said BDS may be looking into in the next year include the addition of Latin airplay monitors and fine-tuning the process of encoding incoming titles.

The difficulties in tracking station mix-show songs was a hot topic at the panel. "I know all the issues," said Wallace, "but I don't have the answers. On specific records, when necessary, we can create short-duration patterns for tracking when we're aware of heavy remixing on a song."

The ENcore system, which was demonstrated during the conference, will enable subscribers to access BDS information via their own internal networks and tailor the information for individual reports. The system has been in beta testing for nine months and is now available to customers who have unlimited access agreements with BDS, according to Moen. She noted that the system is designed to eliminate the backlog that can occur when BDS processes more than 1,200 reports on any given day.

"With the new system, they get the raw data," Moen told Billboard. "We're just sending it to them dif-

ferently, so they can get it quicker. We want to eventually get all processing off our hands.

"Instead of receiving our report, customers will get raw detection data, which they can use as they see fit," said Moen. Fees for the new system are still being finalized, but Moen stressed, "This is not intended to be a revenue stream for us. It's intended to replace our current delivery system."

Moen says customers need a dedicated server to access the ENcore system. By early December, the company expects to make the data available to customers via the Internet.



**Teaming Up.** At the Billboard/Airplay Monitor Radio Seminar, held Oct. 16-18, staffers from Billboard, the Airplay Monitors, and Broadcast Data Systems (BDS) discussed plans for the future. Shown, from left, are Theda Sandiford-Waller, Hot 100 Singles chart manager for Billboard and director of charts for R&B and Top 40 Airplay Monitors; Lisa Moen, senior director of sales and operations for BDS; Joe Wallace, VP/GM of BDS; and Sean Ross, Airplay Monitors editor.

## Sex, Fights, Drama—All Off The Air Stations Are Not Immune To Personnel Problems

This story was prepared by Janine Coveney, managing editor of R&B Airplay Monitor.

Addictions, affairs, insults, binges. Catfights in the ladies' room, fist fights in the vestibule, orgies in the lounge. Scandal, rumors, manipulation, and political backbiting. Harassment, rudeness, money-grubbing, and ass-kissing.

Is all this drama the latest installment of "Melrose Place"? No, it's just your average radio station at one point or another, when out-of-control egos or personal problems turn your staff into featured players in a prime-time soap opera.

So how high can the drama—or how deep can the bullshit—get at a station? And what can be done about it? Several radio staffers shared some of their most outrageous sto-

ries, under the cover of anonymity.

"I was part of a morning show with a male co-host, and he was seeing the receptionist," recalls one PD. The jealous receptionist showed up early one morning and started a fight with her paramour during the show. "He just stepped out in the middle of the song, but the studio door was left ajar. I'm doing the news break, and in my headphones all I hear is this scrapping in the background, and they are going at it.

"I'm trying to stretch my leg and close the door while they are outside throwing stuff around in the library. It was totally dramatic. I called the GM, and the police were called. The guy didn't have his glasses for the rest of the day because she punched him in the face and broke them, so I had to finish the show by myself."

From the early days of his career, another PD recalls, "I came to work one morning in Seattle. When I was getting ready for my shift, I heard that the overnight guy was playing 'Gypsy Man' from 'War Live!' I thought, 'That's a 16-minute cut.' I go in, there's nobody in the studio. I look through the GM's door, and he's on the couch sexing up a girl whose arm is in a sling—at a quarter to 6 in the morning!"

One programmer says, "I once had a mix-show jock who was taking equipment from the production studios and using it for his own private business as a club mix jock. His shift ended about midnight, and then he would go to work at an after-hours club that was open 2-5 a.m., and he would go in and take the two 1200 turntables out of the studio to use as his equipment."

When the programmer asked the jock if he knew about the equipment disappearing, the jock flat out denied it. "I wanted to fire him on the spot, but unfortunately upper management felt it would be more productive to suspend him. Eventually, he was let go for something else."

One jock locked himself in the studio after he found out that his show was going to be moved to another time slot. "On his last show, he basically said it would be the current time slot or nothing, so we considered it an on-air resignation," says his former PD. "We said fine, get off the air. But we had just moved to this new studio location, and master keys were not readily available to everyone. Meanwhile, he was rallying listeners against the station and trying to start a boycott, so we cut off his phone lines, and the chief of police came up to escort him out."

A former female PD says, "I remember one time somebody was terrorizing the radio station. They got hold of all the managers' pager numbers. You would get this page, and it

would be a number from one of the other managers with their extension, but they would say, 'I didn't page you.' This went on for two or three weeks. I think it was a disgruntled employee who was fired who decided to fake us out."

Another jock remembers getting a big break when his idol at the station, who had begun his shift by playing 45s at the wrong speed and slurring his words, called him to fill in. "I ran to work and got there in 10 minutes. I looked through the glass doors, and there he was on the floor by the record rack under a pile of albums," he recalls. "The station was on the seventh floor, and downstairs was the tavern—he had gone to [the tavern] before his shift."

A female PD recounts, "Whenever I went out of town, the person I left in charge had difficulty with one particular jock. It was a male thing, what I call a male pissing match. And the jock would say he felt the person I left in charge was overstepping his bounds. It was just a matter of the jock feeling, 'Hey, you're younger than me, and I'm not going to do what you say.'"

"One time it got particularly bad, so bad that when I came back from vacation, I had to sit them down in the conference room and tell them, 'It's imperative for the morale of this station that the two of you get along. So I'm going to leave the room, and I don't care how you resolve this, but you will resolve it. And you will not leave this room until you do.' Everything was fine after that. Well, at least until after I left the station. Then the jock got fired."

Adds another former PD, "We've had so many drama stories, it's hard to pick just one. There was the time that the production director tried to strangle the sales manager. The next production guy left a nasty note on his door one day when he was out of the office. It said, 'Sales people, stay the fuck out of my office!'"

"There was another incident I was told about, prior to my arriving as PD, when the GM walked in on the news director getting a chest massage, without a shirt on, from an intern. Now, I would have fired him immediately, not only for the legal implications of sexual harassment, but it was a good indication that this employee would probably have other problems.

"After I became PD, he once brought a machete to a staff meeting. Don't ask me why, or what it was supposed to mean. Looking back now, we should have let him go at that point, but we were always trying to resolve issues. I realize now, some issues aren't worth trying to resolve."

So how far will most programmers  
(Continued on page 86)

# Billboard/Airplay Monitor Seminar Rounds Up Radio's Heavy Hitters

ORLANDO, Fla.—The Billboard/Airplay Monitor Radio Seminar & Awards drew a record 950 attendees to its sessions and 1,100 to the awards dinner. Here are highlights from the fourth-annual event, held Oct. 16-18. (Photos: Tom Hurst)



**No, It's Mine!** Taking home four trophies, including top 40 station of the year for the second time, was WKTU New York. Celebrating the moment, from left, are air personality Hollywood Hamilton, PD Frankie Blue, music coordinator Jeff Z., music director Andy Shane, and marketing director Jim Furgeson.



**Rhythm Nation.** R&B programming winners share congratulations backstage. Shown, from left, are Steve Smith, PD of WQHT (Hot 97) New York; Andre Carson, PD of WPEG Charlotte, N.C.; and Mickey Johnson, PD of WBHJ Birmingham, Ala. They won PD of the year nods in the major-, medium-, and small-market R&B categories, respectively.



**Sing A Song.** Billboard radio editor Chuck Taylor, left, and Billboard director of special events Maureen Ryan, right, team up for a moment of thanks with award show performer and Arista artist Gary Barlow.



**Locked In Place.** Pictured in the back row, from left, are Top 40 Airplay Monitor managing editor Kevin Carter, promotion man Jerry Lembo, consultant Randy Lane, WPLT Detroit PD Garrett Michaels, and Billboard AC/modern adult chart manager and panel moderator Steve Graybow. In front, from left, are WWMX (Mix 106.5) Baltimore PD Adam Goodman; KYSR (Star 98.7) Los Angeles PD Angela Perelli; KZZO (the Zone) Sacramento, Calif., PD Carmy Ferreri; consultant Dave Beasing; and Billboard radio editor Chuck Taylor.



**A Super Group.** The "Air Personality Supergroup" session featured a stellar lineup of jocks representing every format. Pictured, from left, are WSM-FM Nashville's Bill Cody, WQHT (Hot 97) New York's Ed Lover, moderator Phyllis Stark of Country Airplay Monitor, syndicated morning man Tom Griswold of WFBQ Indianapolis, KHKS Dallas' Kidd Kraddick, Westwood One's Casey Kasem, WKTU New York's Broadway Bill Lee, Hot 97's Lisa G and Doctor Dre, and WAKS Tampa, Fla., PD Mason Dixon.



**Unplanned Presence.** Collecting awards for Howard Stern and WFLZ Tampa, Fla., were two surprise guests, who held the belief that less is more. At right is WFLZ's Stunt Boy.



**Rough Housing.** Representing a hot and heavy panel discussing the trials of competing stations now under one roof, from top left, are KMEL San Francisco PD Michelle Santosuosso and crosstown KYLD PD Michael Martin. At bottom, from left, are WFLZ Tampa, Fla., PD B.J. Harris and WAKS Tampa PD Mason Dixon.



**Rock On.** Shown from left in the front row, before discussing "Building The Rock Wall" at an Airplay Monitor panel, are Cromwell Group director of programming Brian Krysz, Clear Channel Communications Miami director of programming Gregg Steele, and modern rock XETRA-FM San Diego PD Bryan Schock. In back, from left, are Elektra VP of rock promotion George Cappellini, Rock Airplay Monitor chart manager Anthony Colombo, WJRR Orlando, Fla., PD Dick Sheetz, and Rock Airplay Monitor managing editor Marc Schiffman.



**Star Power.** Mancow Muller represented the award show's big winner, his WRGX Chicago. To his right are Billboard managing editor Susan Nunziata and show host/Alison Steele Lifetime Achievement winner Casey Kasem.



**Music Is The Message.** R&B Airplay Monitor staffers congratulate two of the three R&B music director of the year winners. Shown, from left, are Datu Faison, R&B Airplay Monitor associate director of charts; Mariama Snider of KKBT (the Beat) Los Angeles; Janine Coveney, managing editor of R&B Airplay Monitor; Babysitter of KIIZ Killeen, Texas; and Sean Ross, editor of the Airplay Monitors.



**A-OK Music Directors.** Adult format music director winners Kelly Nash of WDAQ Danbury, Conn., left, and Linda Silver, right, formerly of WDBZ New York, shine in the spotlight with Top 40 Airplay Monitor managing editor Kevin Carter.

# WE'RE HONORED!

Rick Dees

**Weekly  
Top  
40**



Billboard & Monitor AIRPLAY  
*Double* RADIO AWARD WINNER

# RICK DEES

*LOCAL  
AIR PERSONALITY  
OF THE YEAR*

*TOP 40 - MAJOR*

*NETWORK/SYNDICATED  
PROGRAM OF THE YEAR*

*ADULT*

*Thank You!*

*For more information, call Tom Showan or Ramona Rideout at Radio Today (212) 581-3962*



Distributed by  
**ABC RADIO NETWORKS**



# Radio 'Just Can't Let Go' Of Songs From Ambrosia, Producer/Arranger David Pack

WHERE ARE THEY NOW? If you're expecting a big comeback tale for David Pack, lead singer/producer of '70s/'80s pop outfit Ambrosia, you might be disappointed.

He never left.

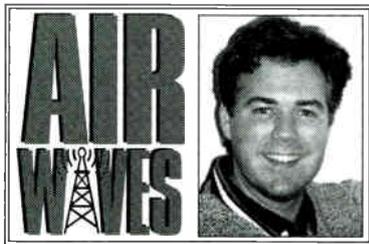
While not as high profile as contemporaries like Kenny Loggins or Michael McDonald, the two-time Grammy-winning Pack has nonetheless kept himself cooking within the industry pie as a producer, performer, musical director (for events as visible as President Clinton's two inaugural parties), and, yes, continuing front man for Ambrosia.

In fact, the purveyor of such soft rock standards as "How Much I Feel" and "Biggest Part Of Me" is again on the charts. "I Just Can't Let Go," written by Pack and contained on the group's first-ever "Anthology" on Warner Bros., just last month cracked the top 30 of Billboard sister publication Airplay Monitor's Adult Contemporary chart. It is the first new material from the 27-year-old band in 14 years.

"It's a really spectacular feeling," Pack says. "I just have to say how humbled and grateful I am for the support that radio has shown to my

McDonald and James Ingram, to add layers of harmony to the song's gentle melody, reaching chorus, and bittersweet lyrics illustrating the anguish of breaking away from a former lover.

"Quincy Jones had heard the three of us sing together before and dubbed us the 'Unholy Trinity,'" Pack says with a laugh. "He said we sounded like



by Chuck Taylor

angels and suggested we do something together. This came together with that in mind. We all felt like someday, somehow, this record is going to come back around."

The song's success, he says, brings "great hope for people who are writing melodies that matter. I'm happy to say that it appears songwriting is going back to that. No matter what kind of groove you do, melody is still where it's at."

His position is put into practice throughout the 16 cuts on "Anthology," which includes two other newly recorded tunes: "Mama Don't Understand" and "Sky Is Falling." In response to the logical query "why now?" Pack says the project was originally to have come out in the mid-'80s; however, legal wrangling between Ambrosia's former manager and Warner Bros. left it hanging in limbo for more than a decade. The new tracks were cut between 1994 and 1996.

"We did take a seven-year hiatus but decided to play again. We enjoyed the live performance aspect so much that it seemed natural to bring forth some new songs," Pack says. "We really just did it for the joy of making new music again. At the time, we didn't even know where the songs might end up."

Now, the band is touring; next up is a Nov. 15 date in St. Petersburg, Fla., with the also recently united Hall & Oates. "We will be working this record through the next year," Pack notes.

In the years previous, the artist's other projects have predominated his time, as Pack has blossomed into a hotly sought-after event organizer and producer.

Most recently, he co-wrote and produced two cuts for Wynonna's new Curb album, "The Other Side." On each track, he also helped out with instrumentation: acoustic guitar on the rollicking and biographical "The Wyld Unknown" and percussion on the heartache-laden "Why Now."

"We're like brother and sister," he says of Wynonna, perhaps best evidenced by the fact that on the album, he is credited playfully as "David 'Buford' Pack."

He worked with the country superstar previously on "Tonight," a duet with Loggins on RCA Victor's "The

Songs Of West Side Story," the 1996 gold-selling tribute to Leonard Bernstein, which Pack produced, arranged, and organized.

Other recent production credits include "To God Be The Glory," a Grammy-winning track for Andraé Crouch, and projects for Patti Austin, Brian McKnight, and Linda Ronstadt.

But perhaps exceeding all of these in scope is what is likely his most eventful undertakings thus far—as musical director of Clinton's 1997 and 1993 Inaugural Arkansas Balls.

The initial project came his way after Pack directed AIDS Project L.A. Commitment to Life VI in 1992 for songwriter Bernie Taupin, which included performances by the likes of Billy Joel, Elton John, Eddie Van Halen, and Barbra Streisand. From the success of that, the artists involved recommended Pack when the inaugural committee was looking for its man.

Not only did the first inaugural celebration feature many of Pack's favorites—Loggins, Bruce Hornsby, Austin, and McDonald—but it was the famous occasion when Clinton first played saxophone for his country.

"Ben E. King presented his sax to President Clinton, and I asked if [Clinton] would play. On the recommendation of his people, he told me, 'Sorry, no I can't,' but then the audience started shouting 'Yes!' " Pack says. "He turned to me and asked what key the song was in—'Your Mama Don't Dance.' I watched as a presidential 'no' turned into a presidential 'yes.' The power of the people said yes."

Pack looks back upon the event with reverence: "That sax solo was seen around the world, with me standing beside him." Four years later, the committee called Pack and asked for a repeat performance, "only bigger and better," he reflects. This time Pack gathered artists like Sheryl Crow, Jewel, Trisha Yearwood, and BeBe Winans. "Those are two of the most amazing events I've ever had anything to do with, just knowing that you're part of the history of the United States."

For the future, Pack has every intention of building upon his well-trenched reputation, past and present. For one, the new Resound/Warner Bros. imprint intends to pursue a second solo project for the artist, its first being distributed simultaneously to Christian and mainstream audiences.

Pack is also involved in a multi-year project for DreamWorks, which is still in its developmental stages, thus no details are yet available.

"I'm a huge dreamer these days," Pack admits. "I have come up with a couple projects to take up the next five years of my life. I hope to continue to be as blessed as I have been in the past."

"It's important to me that I'm seen as more than just a guy that wrote some nice poppy songs. They opened some doors, but I hope that people will look at the entire scope of what I'm trying to bring to music. Truly, I feel like the luckiest guy in the world."

# Evans Changes From A.M. Duo To P.M. Solo

AFTER SPENDING MOST of his 15-year radio career as half of a popular morning team, hosting a new country-oriented syndicated solo evening show is a whole different world for Scott Evans. In his first few weeks hosting Broadcast Programming's (BP) "Neon Nights," which debuted Sept. 15, Evans often found himself telling listeners to "call us," until BP consultant L.J. Smith pointed out that "call me" would be sufficient. Quips Evans, "That's what consultants are for."

Still, he says, he prefers the solo show because of its simplicity and the potential for more spontaneity. "I got kind of tired of doing a team show, because you really have to work out everything [in advance] or it's just a free-for-all," he says. "After all those years, I got kind of tired of structuring everything."

Lia Knight, producer of "Neon Nights" and former music director at KRPM Seattle, has a limited on-air presence now, but Evans expects that to increase. For now, he says, "we're just trying to get people used to listening to me."

Only slightly less jarring than going solo was the shift from mornings to evenings. Evans, who considers his program "a morning show at night," says that he hasn't made many adjustments to his presentation and that all of his trademark comedy bits, contesting, and character voices are part of "Neon Nights." But he says his body clock is "still in Central time," and he's working on getting adjusted to hosting the 7 p.m.-midnight (ET) show, which is done live in BP's Seattle studios beginning at 4 p.m.

After less than two months on the air, Evans says, the format of "Neon Nights" is being worked out, and he's "still trying to learn the board," but he envisions the final product as "more music-intensive [than a morning show] because there is no news and traffic and [there will be] a lot of phone calls." The program includes 10-12 songs an hour, and the music is consistent with that of the BP-consulted stations.

He's trying to model the show after the "old 50,000-watt clear-channel stations, like WLS [Chicago] and CKLW [Detroit], where you could hear it all over the country, and it was like connecting to something national."

So far, just two affiliates are on board—WQCC La Crosse, Wis., and KKRV Wenatchee, Wash.—but Evans claims that several more have signed contracts and will be on the air in the next few weeks. His goal for the first year is to have 100 affiliates. "We need to have a success story and need the show to do well right out of the box, and I think it will," he says. His affiliate goal is based on the success of

BP's syndicated AC evening host Delilah, who just signed her 100th station.

With the launch of "Neon Nights," BP has entered a field of syndicated country evening shows that is beginning to get crowded. Among Evans' competitors are "Country Heartlines With John Crenshaw" and SupeRadio's new show "The Silver Grille." Evans says that he's never heard any of the others but that he's

"not too worried" about the competition. "They have to fend for themselves."

Asked what he can offer affiliates that a local jock can't bring to the table, Evans says, "Basically, we're just going to work a little harder. We will have guests on maybe five nights a week, and I'll put in as much show prep as I will with a morning show." Evans says the audience "will hear a lot of music, and when they aren't hearing music, they will hear something entertaining."

Evans began his career in 1982 in Charlotte, N.C., at soft rock station WLWK, which later evolved into country WTDR (and is now WKKT). It was in Charlotte that he first teamed up with longtime morning partner Harmon. The two were paired by consultant Ted Stecker and worked together until 1986, when Evans "gave away" a car on the air that the station did not actually have as a prize. The stunt got him fired, and he moved to Miami without Harmon to host mornings at WKQS (now WKIS). He later teamed up again with Harmon at KPLX Dallas, where they had a long and successful run from '88 to '95. Harmon and Evans also began co-hosting Entertainment Radio Networks' "Weekly Top 30" countdown show, a gig that lasted for seven years, until they were replaced last year by Charlie Tuna.

After leaving KPLX, Evans ended up at WCUZ Grand Rapids, Mich., but after only eight months there, the station was bought by the competition, and Evans was out.

Evans, who had always wanted to host a syndicated morning show, spent almost 18 months looking for the right next gig, something he says was "one of the hardest things I've ever been through." He moved his family back to Dallas and worked part time at AC KDMX, "just so I could remember how to do a show." He even considered becoming a stockbroker and attended a seminar in that field and a few job interviews. "I took a long time looking for the right situation because I have two kids now, and I don't want to be moving them all over the country," he says. "This [job] was something I could see doing for the rest of my career. When I got the call from L.J., the light went off in my head."

PHYLLIS STARK



AMBROSIA

songs and Ambrosia's. It's a great way to open the door again."

"I Just Can't Let Go" originally appeared on Pack's 1986 solo album, a song, he says, "I feel channeled through me. I was like, where did this come from? It touches me, so hopefully, it touches others."

"Anthology" executive producer Lenny Waronker—who is co-head of the DreamWorks label—along with those queried at radio, agreed that the cut was one of Pack's most meaningful tracks and one that never got its due. "We thought it would be worthwhile to take another look at it in the '90s," Pack says.

And Valerie Moses, national director of AC promotion for Warner Bros., says, "We sent the record out to some radio stations before going for adds, and programmers told us that it was a great song for AC radio. It's familiar yet doesn't sound stale; it sounds like it belongs on the radio today."

To ensure just that, Pack brought in producers Oliver Leiber (Paula Abdul) and Sean LaBelle to help give "I Just Can't Let Go" a fresh coat. Joined by the original members of Ambrosia—Joe Puerta on bass and vocals, Burleigh Drummond on drums and percussion, and Christopher North on keyboards—Pack was originally to utilize the original vocal track. "But the new [instrumental] track kicked my butt so hard that I really wanted to sing it over," he says.

Pack then called on two old friends,



**3 IN A ROW!**

---

**Consultant of the Year  
Top 40 & A/C  
1995 1996 1997**

**STRATEGIES FOR A NEW MILLENNIUM**

*John Clay      Steve Wyrstok      Pat Paxton*  
*Steve Davis      Mark St. John      Guy Zapoleon*

**Z A P O L E O N**  
**M E D I A   S T R A T E G I E S**

281.980.3665    [www.zapoleon.com](http://www.zapoleon.com)

# Adult Contemporary

T. WK.	L. WK.	2 WKS.	WKS. ON	TITLE LABEL & NUMBER/PROMOTION LABEL	ARTIST
				*** No. 1 ***	
1	1	1	17	HOW DO I LIVE CURB 73022	◆ LEANN RIMES 10 weeks at No. 1
2	2	2	10	SOMETHING ABOUT THE WAY YOU LOOK TONIGHT ROCKET 568108/A&M	◆ ELTON JOHN
3	3	3	15	QUIT PLAYING GAMES (WITH MY HEART) JIVE 42453	◆ BACKSTREET BOYS
4	4	4	13	TAKES A LITTLE TIME A&M ALBUM CUT	◆ AMY GRANT
5	9	21	3	TELL HIM 550 MUSIC/EPIC ALBUM CUT/COLUMBIA	BARBRA STREISAND - CELINE DION
6	6	7	10	PROMISE AIN'T ENOUGH PUSH ALBUM CUT	DARYL HALL JOHN OATES
7	10	10	7	SO HELP ME GIRL ARISTA 13428	◆ GARY BARLOW
8	5	5	13	FOOLISH GAMES ATLANTIC 87021	◆ JEWEL
9	7	6	13	SILVER SPRINGS REPRISE ALBUM CUT	◆ FLEETWOOD MAC
10	8	8	10	2 BECOME 1 VIRGIN 38604	◆ SPICE GIRLS
11	12	16	4	BUTTERFLY COLUMBIA ALBUM CUT	◆ MARIAH CAREY
12	11	9	29	SUNNY CAME HOME COLUMBIA 78528	◆ SHAWN COLVIN
13	16	23	3	AT THE BEGINNING ATLANTIC 84037	RICHARD MARX & DONNA LEWIS
14	17	22	4	THE GIFT WINDHAM HILL ALBUM CUT	JIM BRICKMAN FEAT. COLLIN RAYE & SUSAN ASHTON
15	14	14	39	YOU WERE MEANT FOR ME ATLANTIC 87021	◆ JEWEL
16	18	19	6	I DON'T WANT TO WAIT IMAGO 17318/WARNER BROS.	◆ PAULA COLE
				*** AIRPOWER ***	
17	26	—	2	THE BEST OF LOVE COLUMBIA ALBUM CUT	◆ MICHAEL BOLTON
18	21	26	5	THE ONLY ONE REPRISE ALBUM CUT	CHICAGO
19	13	11	8	CANDLE IN THE WIND 1997 ROCKET 568108/A&M	◆ ELTON JOHN
20	20	17	73	CHANGE THE WORLD REPRISE 17621	◆ ERIC CLAPTON
21	22	18	13	ALL FOR YOU UNIVERSAL 56135	◆ SISTER HAZEL
22	19	12	20	FOR ONCE IN OUR LIVES ARK 21 ALBUM CUT	PAUL CARRACK
23	23	20	25	GO THE DISTANCE COLUMBIA 78554	◆ MICHAEL BOLTON
24	24	25	25	DO YOU LOVE ME THAT MUCH RIVER NORTH ALBUM CUT	PETER CETERA
25	25	24	18	A SMILE LIKE YOURS ELEKTRA 64146/VEEG	◆ NATALIE COLE

# Adult Top 40

T. WK.	L. WK.	2 WKS.	WKS. ON	TITLE LABEL & NUMBER/PROMOTION LABEL	ARTIST
				*** No. 1 ***	
1	3	3	16	I DON'T WANT TO WAIT IMAGO 17318/WARNER BROS.	◆ PAULA COLE 1 week at No. 1
2	2	2	28	ALL FOR YOU UNIVERSAL 56135	◆ SISTER HAZEL
3	1	1	17	FOOLISH GAMES ATLANTIC 87021	◆ JEWEL
4	4	7	12	FLY LAVA ALBUM CUT/ATLANTIC	◆ SUGAR RAY
5	5	5	27	SEMI-CHARMED LIFE ELEKTRA 64173/VEEG	◆ THIRD EYE BLIND
6	6	4	18	BUILDING A MYSTERY NETTWERK 13395/ARISTA	◆ SARAH MCLACHLAN
7	7	6	18	PUSH LAVA ALBUM CUT/ATLANTIC	◆ MATCHBOX 20
8	8	9	19	IF YOU COULD ONLY SEE POLYDOR ALBUM CUT/A&M	◆ TONIC
9	10	13	9	WALKIN' ON THE SUN INTERSCOPE ALBUM CUT	◆ SMASH MOUTH
10	11	12	10	HOW DO I LIVE CURB 73022	◆ LEANN RIMES
11	9	8	26	HOW BIZARRE HUH! ALBUM CUT/MERCURY	◆ OMC
12	14	16	5	TUBTHUMPING REPUBLIC 56146*/UNIVERSAL	◆ CHUMBAWAMBA
13	12	11	54	BARELY BREATHING ATLANTIC 87027	◆ DUNCAN SHEIK
14	13	10	37	SUNNY CAME HOME COLUMBIA 78528	◆ SHAWN COLVIN
15	15	14	38	ONE HEADLIGHT INTERSCOPE ALBUM CUT	◆ THE WALLFLOWERS
16	18	18	11	TAKES A LITTLE TIME A&M ALBUM CUT	◆ AMY GRANT
17	16	15	28	THE FRESHMEN RCA 64734	◆ THE VERVE PIPE
18	19	20	11	CRIMINAL CLEAN SLATE 78595/WORK	◆ FIONA APPLE
19	21	23	16	QUIT PLAYING GAMES (WITH MY HEART) JIVE 42453	◆ BACKSTREET BOYS
20	17	17	37	CRASH INTO ME RCA ALBUM CUT	◆ DAVE MATTHEWS BAND
21	20	19	15	THE IMPRESSION THAT I GET BIG RIG ALBUM CUT/MERCURY	◆ THE MIGHTY MIGHTY BOSSTONES
22	24	21	25	A CHANGE WOULD DO YOU GOOD A&M ALBUM CUT	◆ SHERYL CROW
23	23	22	17	THE DIFFERENCE INTERSCOPE ALBUM CUT	◆ THE WALLFLOWERS
				*** AIRPOWER ***	
24	25	25	7	SOMETHING ABOUT THE WAY YOU LOOK TONIGHT ROCKET 568108/A&M	◆ ELTON JOHN
25	22	24	9	SILVER SPRINGS REPRISE ALBUM CUT	◆ FLEETWOOD MAC

Compiled from a national sample of airplay supplied by Broadcast Data Systems' Radio Track service. 155 adult contemporary stations and 155 adult top 40 stations are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of detections. (C) Tracks showing an increase in detections over the previous week, regardless of chart movement. Airpower awarded to songs which attain 400 adult contemporary detections or 700 adult top 40 detections for the first time. © 1997, Billboard/BPI Communications.

# Radio

## PROGRAMMING

# 'Super Country' To Salvage Dull Weekends

## United Stations Show Delivers Upbeat Programming

BY DOUG REECE

LOS ANGELES—United Stations is aspiring to come to the rescue of country stations suffering the perils invoked by the one of the worst radio villains—staid, lethargic weekend programming—with its new syndicated program, "Super Country With Ben And Brian."

United Stations VP of programming Andy Denmark says the show, which debuted on more than 60 stations in early August, promises to deliver a much-needed jolt to sleepy Saturday and Sunday mornings.

"We were interested in creating a weekend show that sounded like the rest of the programming on a station, particularly one with the energy you find in an afternoon drive or morning

show," says Denmark. "Something that's lifestyle-oriented, fun, and upbeat, with characters. Something that would feel like the sixth day of your morning show."

## NETWORKS & SYNDICATION

Enter dynamic duo Brian Egan and Ben Campbell. The two DJs, who were brought together in 1994 by former WWYC Lexington, Ky, PD (now operations director for WWYC, WMXL, and WLKT Lexington) Doug Hamand and who now host mornings at KMLE-FM Phoenix, have built a name for themselves in the past few years with their with off-the-wall

comedy sketches, impressions, and hip topicality.

In fact, Egan and Campbell wreak havoc on the heavy-handed, modulated tone of much syndicated weekend programming. For example, when the duo heard that Sean Penn was planning to get involved in a remake of "Casablanca," they quickly dreamed up a bit where Penn, in hilarious Jeff Spicoli-accented dialogue, interacts with Ingrid Bergman from the film.

Campbell, who began listening to country music as such artists as Garth Brooks, Alan Jackson, and Brooks & Dunn gained widespread notoriety, admits to being somewhat of a latecomer to the genre. Still, he says, this actually helps him relate to many of today's new and diversified country fans.

"We fit the country lifestyle that's out there today," he says. "We fit the people living in the suburbs of Phoenix, Los Angeles, or Nashville. These aren't people living in trailers without heat. These are people driving Camrys, making a good living, sending their kids to private school, and they like what country music says about their lives."

This idea is also reflected in the structure of the show, says Denmark. Though "Super Country" is built around a hits countdown, he maintains that at the heart of the program is Campbell and Egan's delivery and the show's content, which plucks equally from headlines in entertainment and country periodicals.

"The format guarantees to the subscribers that the hits are getting played and you're not going out of your format to play our show," says Denmark. "And it also gives the show some structure, but you will always hear the lifestyle emphasized."

The network will also customize the program with stand-alone segments that feature characters from the show, as well as Music Row reports from United Stations correspondent Lucy Grant.

While the show, which will be bartered for six minutes of ad time, seems ready to make an impact, "Super Country's" hosts are still pinching themselves at their good fortune.

"If you told me that at 29 years old I'd be doing mornings in Phoenix and have a nationally syndicated show, I would have been like, 'Yeah, right,'" says Egan. "It's a long way from working in Martinsburg, W.Va., sleeping on the floor, and making \$10,000 a year."

## SEX, FIGHTS, DRAMA—ALL OFF THE AIR

(Continued from page 81)

let their staff go? And when, and how, should you resolve conflicts and disputes? At the fall National Assn. of Broadcasters Convention, WJLB/WMXD Detroit GM Verna Green told attendees in a session that she was able to keep the drama at her stations under control by making sure she talked to the parties involved as soon as possible. Green also said that in radio's new, more corporate atmosphere, she looks for a "psychological hardness" among her new hires. "I don't have time for drama. If you have high drama, go somewhere else," she says.

"I believe everybody knows right and wrong and knows what the guidelines of the station are," says LaMonda Williams, PD of WNHC New Haven, Conn. "When you see a DJ going outside of the guidelines, you need to have a talk, give warnings, take disciplinary action. The thing is, when it happens, you have to react quickly and calmly so it doesn't interrupt the flow of programming. Don't let it go, because it becomes cancerous and affects the other employees."

"I will not tolerate anyone disrespecting another person," notes Monica Starr, PD of WMXD. "And when you let your staff know that in advance, and things don't go well, then you have to follow through on reprimanding or, if necessary, dismissal. If you don't follow through, no one will believe you down the road."

Keith Landecker, PD of WJTT Chattanooga, Tenn., agrees. "We don't tolerate drama," he says. "I'm proud of most of the people who have been here. The rules are no drugs, no drink, and the biggest rules: You can't be late and you have to be prepared. We teach on that level, that if you want to do this right and you want to make money at it, you have to be this kind of person. Otherwise, don't waste my time or your own."

Adds Cliff Winston, PD of KJLH Los Angeles, "I think it's more important than ever to hire based on character. You find that in this business, there are very few sane people—the majority of people in the radio business are a little bit different. I've had jocks who come to work

smelling like a sewer."

Says Terry Avery of Personality Inc., a former programmer, "I have found that with jocks, just like kids, some of them you gotta really kick their ass, and then they think you love them. Some you can sit down and you can talk to intelligently. You can't deal with everybody the same way.

"It's like that everywhere; it's not just in radio stations," Avery adds. "It's not just with black/urban radio, it's on all levels. It's always going to be there. People are individuals, they are into their own thing at certain times, and when you bring folks together, there's going to be some kind of drama. It depends on the managers to the extent that they keep it under control."

WMXD's Starr agrees. "As corporations are taking over, and the knowledge now that Wall Street is involved, it's the managers' responsibility to disseminate those expectations to his/her staff. At this stage, you cannot have someone on your staff up on statutory rape charges, because now it becomes more than just an image thing for a station; it could likely affect the stock of the company as a whole. And you better believe you will be made an example of. There are new rules now, and radio is more corporate than it has ever been before."

Assistance in preparing this story was provided by Airplay Monitor staff writer Dana Hall.

Visit Billboard Online  
on the Internet  
<http://www.billboard.com>

- Industry news and announcements updated daily
- Weekly Trivia Contest - win prizes
- Billboard Sneak Peek
- Weekly Charts with Music Samples
- Hot Products - updated weekly

Questions? Call: 212-536-1402 / 1-800-449-1402  
e-mail: [info@billboard-online.com](mailto:info@billboard-online.com)

The love song is all used up," avers John Wozniak, singer/songwriter of New York pop trio Marcy Playground. "I mean, the classics—Cole Porter, the Beatles—those love songs are so unique and say so much that they will never die. But with most of the songs you hear on the radio—and almost all of them are love songs—it's just, well, *snore*. In the '80s, of course, it was even worse. I couldn't turn on the radio back then. Even the heavy metal tunes were these crappy, by-the-numbers love songs."

Having said that, Wozniak admits that there eventually came a time when he faced the inevitable, a time when he, too, felt compelled to write a love song. "I always thought that if I ever did write a love song I would have to do it in a way that

didn't follow the typical formula, especially with the lyrics," he explains.

So there lies the impetus behind the odd love ditty "Sex And Candy," lodged at No. 25 on Modern Rock Tracks this issue. The track comes from



"With most of the songs on the radio—and most of them are love songs—it's just, well, *snore*."  
—John Wozniak of Marcy Playground

Marcy Playground's self-titled Capitol debut album, which was released in October after its initial issue on EMI earlier this year. The song also ap-

pears on the Mammoth soundtrack to the upcoming film "Hurricane Streets."

Abetted by Dylan Keefe on bass and Dan Reiser on drums, Wozniak draws out the simple cadences and droll metaphors of "Sex And Candy" ("there she was like double cherry pie... like disco lemonade") with a wan coffeehouse air. The voice of experience, he lifted the titular phrase from an incident of *coitus interruptus* years ago.

"I got the 'Sex And Candy' bit from this time when I was in bed with this girl in her dorm room and her roommate walked in," Wozniak explains. "She just said, 'Whoa, it smells like sex and candy in here.' That sounded so weird and cool that it stuck with me for years. Actually, I should have had sex with the roommate. She was cute and cool."

Billboard® NOVEMBER 8, 1997

# Mainstream Rock Tracks™

T. WK	L. WK	2 WKS	WKS ON	TRACK TITLE	ARTIST
				ALBUM TITLE (IF ANY)	LABEL/PROMOTION LABEL
★★★ No. 1 ★★★					
1	1	1	16	TOUCH, PEEL AND STAND DAYS OF THE NEW	DAYS OF THE NEW OUTPOST/GEFFEN
2	4	6	11	MY OWN PRISON	CREED WIND-UP
3	6	4	7	SLOW RIDE TROUBLE IS...	KENNY WAYNE SHEPHERD BAND REVOLUTION
4	5	5	12	EVERLONG THE COLOUR AND THE SHAPE	FOO FIGHTERS ROSWELL/CAPITOL
5	2	2	26	PINK NINE LIVES	AEROSMITH COLUMBIA
6	3	3	8	ANYBODY SEEN MY BABY? BRIDGES TO BABYLON	THE ROLLING STONES VIRGIN
★★★ AIRPOWER ★★★					
7	16	—	2	BACK ON EARTH THE OZZMAN COMETH	OZZY OSBOURNE EPIC
8	7	7	15	I CHOOSE IXNAY ON THE HOMBRE	THE OFFSPRING COLUMBIA
9	9	9	8	HITCHIN' A RIDE	GREEN DAY REPRISE
★★★ AIRPOWER ★★★					
10	33	—	2	DIRTY EYES BONFIRE	AC/DC EASTWEST/EEG
11	8	8	16	LIVE THROUGH THIS (FIFTEEN STORIES) THE HAPPIEST DOGS	MIGHTY JOE PLUM ATLANTIC
12	12	13	4	JUNGLE CARNIVAL OF SOULS	KISS MERCURY
13	11	11	7	BLAME DISCIPLINED BREAKDOWN	COLLECTIVE SOUL ATLANTIC
14	13	14	9	WALKIN' ON THE SUN FUSH YU MANG	SMASH MOUTH INTERSCOPE
15	10	10	31	IF YOU COULD ONLY SEE LEMON PARADE	TONIC POLYDOR/A&M
16	14	18	5	ALMOST HONEST CRYPTIC WRITINGS	MEGADETH CAPITOL
17	18	23	3	BOTH SIDES NOW MARCHING TO MARS	SAMMY HAGAR THE TRACK FACTORY/MCA
18	15	15	7	EVERYTHING TO EVERYONE SO MUCH FOR THE AFTERGLOW	EVERCLEAR CAPITOL
19	17	16	35	PUSH YOURSELF OR SOMEONE LIKE YOU	MATCHBOX 20 LAVA/ATLANTIC
20	22	30	3	RATTLESNAKE SECRET SAMADHI	LIVE RADIOACTIVE/MCA
21	20	19	22	BLEEDING ME LOAD	METALLICA ELEKTRAVEEG
22	21	21	5	THREE MARLENAS BRINGING DOWN THE HORSE	THE WALLFLOWERS INTERSCOPE
23	19	17	24	TRUST CRYPTIC WRITINGS	MEGADETH CAPITOL
24	23	20	12	HIGH ...PUSHING THE SALMANILLA ENVELOPE	JIMMIE'S CHICKEN SHACK ROCKET/A&M
25	NEW	1		BLEED TOGETHER SOUNDGARDEN A-SIDES	SOUNDGARDEN A&M
26	27	26	5	GRADUATE THIRD EYE BLIND	THIRD EYE BLIND ELEKTRAVEEG
27	30	—	2	3 AM YOURSELF OR SOMEONE LIKE YOU	MATCHBOX 20 LAVA/ATLANTIC
28	24	25	7	TRIALS GRAND WORLD	COOL FOR AUGUST WARNER BROS.
29	29	32	4	HUSH "I KNOW WHAT YOU DID LAST SUMMER" SOUNDTRACK	KULA SHAKER COLUMBIA
30	31	33	3	THE CHAIN THE DANCE	FLEETWOOD MAC REPRISE
31	28	24	25	LISTEN DISCIPLINED BREAKDOWN	COLLECTIVE SOUL ATLANTIC
32	37	—	2	WASH IT AWAY YOUR BODY ABOVE ME	BLACK LAB DGC/GEFFEN
33	25	22	8	THE FALL THE NIXONS	THE NIXONS MCA
34	34	27	6	MOST PRECARIOUS STRAIGHT ON TILL MORNING	BLUES TRAVELER A&M
35	RE-ENTRY	2		BURNING MY SOUL FALLING INTO INFINITY	DREAM THEATER EASTWEST/EEG
36	32	35	5	BLUEBOY BLUE MOON SWAMP	JOHN FOGERTY WARNER BROS.
37	NEW	1		WEEDS SOUL SEARCHING SUN	LIFE OF AGONY ROADRUNNER
38	35	36	3	LUCKY ROCKCROWN	SEVEN MARY THREE MAMMOTH/ATLANTIC
39	NEW	1		DROWN IN ME WHEN YOU SEE THE SUN	THE JASON BONHAM BAND MJJ/WORK
40	39	37	21	LAST CUP OF SORROW ALBUM OF THE YEAR	FAITH NO MORE SLASH/REPRISE

Compiled from a national sample of airplay supplied by Broadcast Data Systems' Radio Track service. 103 Mainstream rock stations and 81 modern rock stations are electronically monitored 24 hours a day, 7 days a week. Songs ranked by number of detections. Tracks showing an increase in detections over the previous week, regardless of chart movement. Airpower awarded to those records which attain 800 detections (Mainstream Rock) or 1,100 detections (Modern Rock) for the first time. ♦ Videoclip availability. © 1997, Billboard/BPI Communications.

Billboard® NOVEMBER 8, 1997

# Modern Rock Tracks™

T. WK	L. WK	2 WKS	WKS ON	TRACK TITLE	ARTIST
				ALBUM TITLE (IF ANY)	LABEL/PROMOTION LABEL
★★★ No. 1 ★★★					
1	1	2	8	TUBTHUMPING TUBTHUMPER	CHUMBAWAMBA REPUBLIC/UNIVERSAL
2	2	1	17	WALKIN' ON THE SUN FUSH YU MANG	SMASH MOUTH INTERSCOPE
3	3	3	15	EVERLONG THE COLOUR AND THE SHAPE	FOO FIGHTERS ROSWELL/CAPITOL
4	4	5	9	EVERYTHING TO EVERYONE SO MUCH FOR THE AFTERGLOW	EVERCLEAR CAPITOL
5	6	8	7	DON'T GO AWAY BE HERE NOW	OASIS EPIC
6	5	6	9	HITCHIN' A RIDE NIMROD	GREEN DAY REPRISE
7	8	7	16	CRIMINAL TIDAL	FIONA APPLE CLEAN SLATE/WORK
8	7	4	20	FLY FLOORED	SUGAR RAY LAVA/ATLANTIC
9	12	17	4	WRONG NUMBER GALORE	THE CURE FICTION/ELEKTRAVEEG
10	10	10	10	SUMMERTIME STATIC & SILENCE	THE SUNDAYS DGC/GEFFEN
11	17	30	3	MOUTH "AN AMERICAN WEREWOLF IN PARIS SOUNDTRACK"	BUSH TRAUMA/INTERSCOPE/HOLLYWOOD
12	18	26	4	3 AM YOURSELF OR SOMEONE LIKE YOU	MATCHBOX 20 LAVA/ATLANTIC
13	9	9	14	THE RASCAL KING LET'S FACE IT	THE MIGHTY MIGHTY BOSSTONES BIG RIG/MERCURY
14	16	25	5	BITTER SWEET SYMPHONY URBAN HYMNS	THE VERVE VCHUT/VIRGIN
15	15	18	7	TOUCH, PEEL AND STAND DAYS OF THE NEW	DAYS OF THE NEW OUTPOST/GEFFEN
16	11	11	22	WRONG WAY SUBLIME	SUBLIME GASOLINE ALLEY/MCA
17	14	14	8	THIS LONELY PLACE HANG-UPS	GOLDFINGER MOJO/UNIVERSAL
18	13	12	15	SUPERMAN'S DEAD CLUMSY	OUR LADY PEACE COLUMBIA
19	21	22	5	ON AND ON THE SUN IS OFTEN OUT	LONGPIGS MOTHER/ISLAND
20	22	28	5	THREE MARLENAS BRINGING DOWN THE HORSE	THE WALLFLOWERS INTERSCOPE
21	23	24	7	LUCKY ROCKCROWN	SEVEN MARY THREE MAMMOTH/ATLANTIC
22	19	13	19	BUILDING A MYSTERY SURFACING	SARAH MCLACHLAN NETTWERK/ARISTA
23	28	38	3	RATTLESNAKE SECRET SAMADHI	LIVE RADIOACTIVE/MCA
24	24	27	6	I CHOOSE IXNAY ON THE HOMBRE	THE OFFSPRING COLUMBIA
25	33	—	2	SEX & CANDY MARCY PLAYGROUND	MARCY PLAYGROUND MAMMOTH/CAPITOL
26	20	15	14	GRADUATE THIRD EYE BLIND	THIRD EYE BLIND ELEKTRAVEEG
27	26	29	6	COME ON EILEEN IT MEANS EVERYTHING	SAVE FERRIS STARPOOL/EPIC
28	30	33	6	DOIN' TIME SUBLIME	SUBLIME GASOLINE ALLEY/MCA
29	32	39	5	DAMMIT (GROWING UP) DUDE RANCH	BLINK 182 CARGO/MCA
30	25	19	25	SELL OUT TURN THE RADIO OFF	REEL BIG FISH MOJO/UNIVERSAL
31	40	—	2	PLEASE POP	U2 ISLAND
32	NEW	1		SO WHAT! KETTLE WHISTLE	JANE'S ADDICTION WARNER BROS.
33	NEW	1		SWEET SURRENDER SURFACING	SARAH MCLACHLAN NETTWERK/ARISTA
34	NEW	1		DEADWEIGHT "A LIFE LESS ORDINARY" SOUNDTRACK	BECK LONDON/ISLAND
35	31	31	18	BREATHE THE FAT OF THE LAND	PRODIGY XL MUTE/MAVERICK/WARNER BROS.
36	27	23	10	PRISONER TRANSISTOR	311 CAPRICORN/MERCURY
37	NEW	1		HOW'S IT GOING TO BE THIRD EYE BLIND	THIRD EYE BLIND ELEKTRAVEEG
38	29	21	11	DREAM FOREST FOR THE TREES	FOREST FOR THE TREES DREAMWORKS/GEFFEN
39	NEW	1		SUGAR CANE THE DADDY OF THEM ALL	SPACE MONKEYS CHINGON/FACTORY/INTERSCOPE
40	36	35	15	JACK-ASS ODELAY	BECK DGC/GEFFEN

**HITS!**  
**IN**  
**TOKIO**  
 Week of October 19, 1997

- 1 Anybody Seen My Baby? / The Rolling Stones
- 2 4 Seasons Of Loneliness / Boyz II Men
- 3 Honey / Mariah Carey
- 4 Got 'Til It's Gone / Janet Jackson  
Featuring Q-Tip And Joni Mitchell
- 5 Stand By Me / Oasis
- 6 Where's The Love / Hanson
- 7 Dream / Forest For The Trees
- 8 Hitchin' A Ride / Green Day
- 9 Joga / Bjork
- 10 Milk / Chara
- 11 Free / Ultra Nate
- 12 Legend Of A Cowgirl / Imani Coppola
- 13 Come On Eileen / Save Ferris
- 14 Say Nothin' / Omar
- 15 L-L-Lies / Diana King
- 16 On My Own / Peach
- 17 I'll Be Missing You / Puff Daddy & Faith Evans Featuring 112
- 18 Self Confidence / Newtowne
- 19 What About Us / Total
- 20 When You Wanna Move / Adm
- 21 Candle In The Wind 1997/Something About The Way You Look Tonight / Elton John
- 22 Oon't Say / Jon B.
- 23 House On Fire / Arkarna
- 24 Ooh-La-La / Coolio
- 25 Ooki Ooki Shityau / Shikao Suga
- 26 Yubisaemo / Kenji Ozawa
- 27 The Crickets Sing For Ana Maria / Louchie Lou And Michie One
- 28 You've Got A Friend / The Brand New Heavies
- 29 Butterfly / Mariah Carey
- 30 Ibarano Kanmuri / Miki Nakatani
- 31 Koyoino Tsukino Youni / Erefantokashimashi
- 32 Alone / Stephen Simmonds
- 33 Happiness / Vanessa Williams
- 34 Stepping Stones / G. Love And Special Sauce
- 35 Men In Black / Will Smith
- 36 Just The Way It Is / Lisa Moorish
- 37 Kanashimi Johnny / UA
- 38 Snow On The Sahara / Anggun
- 39 Spice Up Your Life / Spice Girls
- 40 The Reason / Syk 130
- 41 I Care "Bout You (from "Soul Food") / Milestone
- 42 Untouchable / Rialto
- 43 I Know Where It's At / All Saints
- 44 Gypsy Lady / Matt Bianco
- 45 Supernatural / Wild Orchid
- 46 Bitter Sweet Symphony / The Verve
- 47 Nowhere Near / Summercamp
- 48 Hundred Mile High City / Ocean Colour Scene
- 49 Any Way You Look / Northern Uproar
- 50 Soul Mate / Sakura

**81.3 FM J-WAVE**  
 Station information available at:  
<http://www.j-wave.co.jp>

# Billboard Plaques

Brought to you by **PLAKMAN™**

NOW THAT  
YOU'VE HIT THE  
CHARTS ... GO  
AHEAD AND  
GET PLAKED!

Your choice of different  
background colors.

THE PRICE  
IS RIGHT!

When your song or video hits  
the charts... you can make it  
last forever! Perfect for everyone  
in the music and video industry!

Create a plaque with a Billboard  
or Airplay Monitor chart.

Include: • personalized inscription  
• CD or cassette cover  
• video box cover • photo  
• sheet music • actual CD or  
record • and more...!

**THE ONLY LIMIT IS YOUR IMAGINATION!**

**CALL PLAKMAN AT 516-239-6036 • TOLL FREE: 1-888-610-4668**

FAX 516-239-0377 • ADDRESS: P.O. BOX 289, CEDARHURST, NY 11516

# SUMMER '97 ARBITRONS

12-plus overall average quarter hour shares (#) indicates Arbitron market rank. Copyright 1997, Arbitron Ratings Co. May not be quoted or reproduced without the prior written permission of Arbitron.

Call	Format	Su '96	Fa '96	W '97	Sp '97	Su '97
<b>CHARLOTTE, N.C.—(37)</b>						
WPEG	R&B	9.4	9.3	10.0	11.0	10.0
WSOC-FM	country	8.6	8.8	9.2	8.6	7.6
WRFX	album	9.5	8.0	8.1	6.8	7.0
WWMG	oldies	5.9	5.5	5.5	4.9	6.2
WBT-AM-FM	N/T	6.1	6.3	5.8	6.5	5.9
WBVA-FM	R&B adult	4.1	4.3	4.7	4.3	5.6
WLYT	AC	5.8	6.3	5.8	7.1	5.6
WKKT	country	6.0	7.0	5.0	5.1	5.3
WNKS	top 40	6.5	5.0	5.0	4.6	5.1
WSSS	cls rock	3.3	4.1	4.7	4.2	4.6
WLNK	AC	3.5	3.4	4.1	3.9	4.1
WEND	modern	3.9	4.3	4.3	3.7	3.9
WNMX-FM	adult std	1.6	2.8	2.6	2.4	2.0
WXRC	triple-A	1.0	1.5	.8	1.6	2.0
WCCJ	jazz	1.9	1.7	1.9	2.1	1.6
WFMX	country	1.5	1.1	1.0	1.6	1.3
WMIT	religious	1.6	1.6	2.0	1.5	1.3
<b>NEW ORLEANS—(39)</b>						
WQUE	R&B	13.1	12.1	13.0	13.2	13.4
WYLD-FM	R&B adult	8.0	9.4	8.7	7.7	10.0
WWL	N/T	9.2	9.8	8.6	8.5	7.2
WNOE	country	6.4	7.3	7.5	7.7	6.0
WTKL	oldies	4.8	4.9	6.0	4.1	5.3
WLMG	AC	4.8	5.5	5.1	5.1	5.2
WEZB	AC	4.7	3.3	2.9	4.0	4.7
WLTS	AC	3.8	4.2	3.7	5.2	4.4
WRNO	cls rock	4.8	4.2	3.4	3.6	4.4
KHOM	top 40	5.1	4.1	5.3	4.2	4.2
WYLD-AM	religious	3.2	3.8	4.1	3.4	4.0
KMEZ	R&B oldies	4.0	5.0	3.4	4.8	3.7
WCKW-FM	album	3.5	3.7	2.9	2.7	3.5
KKND	modern	2.7	2.3	3.8	3.8	3.4
WBOK	religious	1.6	1.7	1.7	2.5	2.2
WBYU	adult std	3.1	2.2	2.7	2.6	2.1
<b>BUFFALO, N.Y.—(40)</b>						
WGRF	cls rock	8.7	6.3	6.5	9.6	8.9
WBEN	N/T	8.8	11.4	9.5	7.4	8.7
WYRK	country	9.0	7.4	8.9	7.3	8.1
WJYE	AC	7.3	7.8	8.4	8.3	7.8
WHTT-FM	oldies	7.0	7.0	7.0	6.7	7.5
WBLK	R&B	6.5	6.8	6.5	8.4	7.4
WECK	adult std	6.0	6.1	6.5	5.9	6.5
WKSE	top 40	7.6	7.4	7.6	7.0	6.3
WLCE	AC	2.5	2.5	3.3	5.1	5.9
WMJQ	AC	6.0	5.8	7.0	5.8	4.6
WGR	N/T	4.7	5.3	6.0	5.7	4.5
WEDG	modern	6.3	6.0	5.2	4.7	4.2
WDCX	religious	.9	1.1	1.0	1.3	1.4
WNUC	country	1.5	1.7	1.2	1.5	1.4
WWWS	R&B oldies	.9	1.1	1.0	1.6	1.3
<b>HARTFORD, CONN.—(42)</b>						
WTIC-AM	N/T	9.3	12.1	12.5	11.4	12.0
WRCH	AC	9.7	12.6	12.8	12.2	11.2
WHYZ	country	7.7	7.4	8.0	7.5	8.5
WTIC-FM	AC	7.8	6.8	7.7	6.4	6.3
WDR-AM/WSNG	adult std	3.3	4.2	4.7	5.0	5.7
WKSS	top 40	6.7	5.7	6.0	6.4	5.7
WDR-AM	oldies	6.5	5.4	5.8	5.5	5.5
WMRQ	modern	5.3	6.2	4.8	3.9	5.2
WZMX	'70s oldies	5.2	3.8	3.8	3.8	4.1
WCCC-FM	album	2.3	2.9	2.6	3.1	3.4
WNEZ	R&B	.3	.4	1.8	2.5	2.5
WAQY-AM-FM	cls rock	1.3	1.4	2.4	2.1	2.1
WHCN	cls rock	4.9	3.8	3.1	2.9	2.0
WFAN	sports	1.3	1.6	1.1	1.1	1.5
WPLR	album	1.1	.9	.8	.8	1.4
<b>MEMPHIS—(43)</b>						
WHRK	R&B	12.8	12.6	12.8	11.8	9.7
KJMS	R&B adult	7.0	5.8	8.7	6.8	7.4
WRVR	AC	7.5	7.1	7.9	8.4	7.0
KXHT	R&B	.3	1.3	.5	4.2	6.9
WDIA	R&B adult	8.7	6.9	5.7	8.8	6.9
WEGR	album	6.7	5.0	5.8	5.1	6.4
WLKQ	religious	6.6	4.4	6.6	5.9	6.3
WMC-FM	AC	6.4	8.2	7.8	6.0	6.0
WGKX	country	5.8	6.5	6.1	5.5	5.2
WSRR-FM	cls rock	3.2	3.7	2.8	3.8	5.2
WOGY	country	3.4	3.9	4.8	4.2	4.4
WPLX	adult std	1.0	1.4	2.3	2.7	2.4
WMC-AM	N/T	4.5	4.0	3.2	3.1	2.3
WRQJ	modern	3.1	2.6	2.2	1.9	2.3
WREC	N/T	1.3	1.7	1.4	1.3	1.9
WMFS	album	2.8	1.7	2.0	2.4	1.8
WJCE	R&B oldies	2.3	2.4	1.6	1.6	1.6
WCRV	religious	2.3	1.9	1.9	1.7	1.4
KWAM	religious	.7	.6	.6	.6	1.1
<b>NASHVILLE—(44)</b>						
WSIX	country	14.8	11.9	15.6	13.8	12.5
WQQK	R&B	8.0	6.4	8.4	7.2	10.1
<b>WAGY-AM-FM</b>						
<b>WHCN</b>						
<b>WFAN</b>						
<b>WPLR</b>						
<b>WHRK</b>						
<b>KJMS</b>						
<b>WRVR</b>						
<b>KXHT</b>						
<b>WDIA</b>						
<b>WEGR</b>						
<b>WLKQ</b>						
<b>WMC-FM</b>						
<b>WGKX</b>						
<b>WSRR-FM</b>						
<b>WOGY</b>						
<b>WPLX</b>						
<b>WMC-AM</b>						
<b>WRQJ</b>						
<b>WREC</b>						
<b>WMFS</b>						
<b>WJCE</b>						
<b>WCRV</b>						
<b>KWAM</b>						
<b>WSIX</b>						
<b>WQQK</b>						

Call	Format	Su '96	Fa '96	W '97	Sp '97	Su '97
WMMX	AC	7.2	7.3	8.6	9.1	8.9
WTUE	album	7.2	6.9	6.3	7.0	7.0
WLQT	AC	5.0	4.9	6.7	7.0	5.9
WHIO	N/T	6.8	6.1	6.3	5.8	5.3
WGZT	top 40	6.4	6.3	4.5	5.6	5.2
WRUO	R&B	6.1	4.8	7.6	5.0	5.1
WLW	N/T	4.5	4.1	3.8	4.2	4.5
WING-FM	cls rock	4.0	5.0	4.2	4.7	4.3
WCLR-WZLZ	oldies	3.0	2.4	2.9	4.0	4.0
WONE	adult std	4.9	4.1	3.5	3.3	4.0
WBTT	R&B	1.5	4.9	4.2	3.4	3.3
WXEG	modern	4.1	3.8	3.5	3.9	3.3
WDAO	R&B adult	2.0	2.2	1.7	1.2	1.8
WPFB-FM	country	1.4	1.8	1.3	1.5	1.8
WFCJ	religious	1.1	1.8	1.6	2.1	1.7
WKSJ	country	1.0	1.4	1.7	1.3	1.7

### BIRMINGHAM, ALA.—(55)

Call	Format	Su '96	Fa '96	W '97	Sp '97	Su '97
WZZK-AM-FM	country	14.4	12.6	12.2	12.4	13.3
WBHJ	R&B	5.5	7.4	7.7	8.5	8.3
WODL	oldies	5.4	4.8	5.7	3.8	6.5
WYSF	AC	4.9	4.6	6.1	4.7	6.0
WBHK	R&B adult	2.6	6.6	6.3	7.1	5.5
WENN	R&B	9.1	6.6	5.4	6.1	5.5
WERC	N/T	6.9	6.5	5.7	4.9	5.4
WZRR	cls rock	7.1	7.6	7.1	6.1	5.4
WMIJ	AC	6.1	6.9	6.9	8.2	5.1
WAGG	religious	2.7	3.5	3.4	4.4	3.9
WRAX	modern	3.2	3.3	3.9	4.5	3.5
WDJC-FM	religious	3.8	2.9	3.1	2.7	3.0
WOWC	country	3.2	2.9	3.5	3.8	2.7
WATV	R&B oldies	3.2	3.1	3.1	2.9	2.5
WJOX	sports	1.4	3.1	2.2	1.7	2.0
WFMH	country	1.0	.7	.8	1.4	1.8
WJLD	religious	2.0	1.5	1.4	1.0	1.8
WQEN	AC	.9	5.0	1.0	.9	1.7
WRSA	easy	.9	1.0	.5	1.2	1.0

### RICHMOND, VA.—(56)

Call	Format	Su '96	Fa '96	W '97	Sp '97	Su '97
WCDX	R&B	9.7	10.6	9.9	10.7	11.0
WKHK	country	11.1	11.2	10.4	12.9	10.8
WTVR-FM	AC	8.8	8.4	9.7	8.0	9.7
WRVA	N/T	8.6	8.7	9.4	7.6	7.6
WRVQ	top 40	6.0	5.3	6.2	5.7	6.7
WMBX	AC	4.3	5.0	6.0	6.2	5.4
WRXL	album	4.9	4.3	5.2	4.9	4.3
WPLZ	R&B	4.6	6.3	4.8	4.7	5.0
WSMJ	jazz	6.2	5.8	5.3	3.8	4.2
WSOJ	R&B adult	1.8	2.2	2.7	2.8	3.5
WVGO	oldies	1.8	2.8	2.9	3.7	3.2
WZBU	modern	4.2	4.5	3.8	3.3	3.1
WKLR-FM	cls rock	2.9	2.6	2.7	3.2	2.9
WTVR-AM	adult std	2.1	1.9	1.8	1.9	1.9
WFTH	religious	1.3	.7	1.3	1.3	1.5
WXGI	country	1.4	1.7	2.4	1.3	1.5
WRNL	N/T	1.1	1.3	1.0	1.2	1.3
WGCY	religious	1.7	.9	.7	1.6	1.2

### ALBANY, N.Y.—(57)

Call	Format	Su '96	Fa '96	W '97	Sp '97	Su '97
WGNA-AM-FM	country	11.7	11.0	11.2	10.5	10.5
WFLY	top 40	8.1	9.2	9.5	9.3	9.2
WGY	N/T	9.3	9.6	8.8	9.3	8.7
WYJB	AC	9.0	10.0	10.3	7.8	8.5
WOBV/WQBK-FM	modern	5.7	5.3	7.0	7.1	7.8
WABY-AM-FM	adult std	6.0	7.2	5.8	6.0	5.6
WPYX	album	7.4	7.7	7.2	7.0	5.9
WRVE	cls rock	5.6	5.4	5.8	5.3	4.7
WTRY-AM-FM	oldies	1.9	1.0	3.6	4.4	4.3
WKBE/WKLI	AC	3.1	2.3	2.1	3.1	2.7
WHRL	jazz	1.7	2.3	1.4	1.8	2.5
WXCR	cls rock	2.7	1.4	2.0	2.1	2.5
WXLX	triple-A	1.9	1.6	.8	1.2	2.5
WQEX	modern	1.3	1.4	.9	1.2	1.8
WPTR-FM	country	.8	1.4	1.7	1.5	1.4
WROW	N/T	1.4	1.5	1.3	1.4	1.4

### HONOLULU—(58)

Call	Format	Su '96	Fa '96	W '97
------	--------	--------	--------	-------

# Music Video

PROGRAMMING

## MTV Sees Another Long-Term Live Program In '10 Spot'

This week's column was prepared by guest columnist Sharon Steinbach.

ON OCT. 14, MTV launched its hour-long live performance series, "Live At The 10 Spot," with David Bowie. (Bowie filled in for the Rolling Stones, who had to reschedule their appearance for a non-"10 Spot" MTV live performance special Oct. 25.)

"10 Spot" debuted on a Tuesday night from the historic Capitol Theater in Port Chester, N.Y., the show's home stage is New York's Hammerstein Ballroom, but it is scheduled to air 10 p.m. EST Fridays, barring exceptions to accommodate artist schedules.

In addition to an Oct. 24 show featuring Wyclef Jean Featuring Refugee Allstars and an Oct. 31 appearance by Jane's Addiction, the lineup includes Counting Crows Thursday (6) (deviating from the Friday pattern), and Radiohead Dec. 19. On two Fridays in November, "Live" will be pre-empted by two "Unplugged" episodes taped in September—Babyface and friends (10-11:30 p.m. Nov. 21) and Bryan Adams (10:30-11:30 p.m. Nov. 28).

"We wanted to launch a premium music show in our prime-time block, where you find 'Road Rules,' 'Daria,' and 'Beavis & Butt-head,'" says Andy Schuon, MTV's executive VP of programming.

Comparing "10 Spot" to the channel's successful performance-based "Unplugged" series, Schuon states, "It's a little more raw and outrageous. We figured 'Let's do a series where we basically meet with the group and find out how to capture it in the best way possible.' We do our show in an actual theater with more of a standing crowd. It feels more real."

In terms of the challenges that come with going live, "That's part of the excitement," says Schuon. "It's an intangible thing that live television brings. Whatever happens happens."

MTV is open to booking a wide range of talent. "There hasn't been anyone we've gone after who hasn't been interested," says Schuon. Since artists are still being sought and confirmed, he divulges only one wish-list act. "We are hoping to get Oasis."

We're looking to them as someone we'd love to do the show."

CANADIAN SUPERSTAR Celine Dion unites with Barbra Streisand—to whom Dion is frequently likened—in the duet single "Tell Him," which can be found on both Dion's new 550 Music set, "Let's Talk About Love," and Streisand's forthcoming Columbia album, "Higher Ground" (Billboard, Nov. 1).

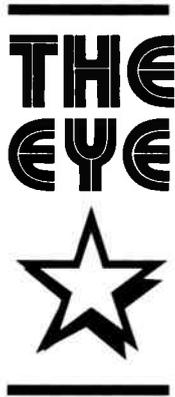
The track's dual-purpose video, featuring both singers, is an offshoot of a Dion documentary project for 550 initially planned to chronicle the set's recording.

The strategy was to assemble a video newsreel similar to an electronic press kit for use by TV news media and entertainment programs, to create a film for a potential full-length theatrical release in the U.S. and Canada, and to distribute footage for multiple overseas purposes, such as TV specials. Portions of footage shot at L.A.'s Record Plant, where Dion and Streisand came together to record "Tell Him," became the clip for the song.

Director Scott Lochmus of Jack My Dog assembled the crew and brought in producer Jennifer Dana, meeting Dion in London, where coverage began with documenting the recording of the song "The Reason," featuring Carole King and George Martin. Then, in addition to the L.A. session with Streisand, the crew filmed Dion's collaborations with the Bee Gees ("Immortality") and Luciano Pavarotti ("Never, Never, Never") in New York.

Says Randy Irwin, senior director of marketing for 550 Music, "It was amazing to watch it unfold. There was a lack of ego—just great artists getting together and making great music. Nothing feels acted. You can see they like each other in the film."

Irwin recalls Streisand brought up an experience she had with Judy Garland during her first TV appearance. Garland told the then up-and-coming Streisand she was passing the baton on to her. Now, years later, Streisand repeated that gesture by saying she is passing the baton to Dion.



## PRODUCTION NOTES

### LOS ANGELES

Director Marty Thomas is the eye behind Xzibit's "Wake Up Show."

Mike Watt chose Spike Jonze to direct "Liberty Calls!"

### NEW YORK

Superchunk took over Queens, N.Y., to film "Watery Hands" with the help of director Phil Morrison.

### NASHVILLE

Lila McCann called on the skills of director Susan Johnson for her latest clip, "I Want To Fall In Love."

The Lynns shot their debut video,

"Nights Like These," with Pecos Films director Michael Merriman at the helm.

### OTHER CITIES

Director Tom Bevins filmed the clip for Mark Collie's "Rapid Roy (The Stock Car Boy)," from the Jim Croce tribute album.

Nu-Flavor shot in Tampa and Key Biscayne, Fla., over two days in September. Migel Delgado directed.

East met West when Warren G joined Kurupt and director David Myers to film the clip for "It's A Set Up" in California's Palmdale Desert.

FOR WEEK ENDING OCTOBER 26, 1997

# 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 Erykah Badu, Tyrone
- 2 LL Cool J, Phenomenon
- 3 Salt-N-Pepa, R U Ready
- 4 Busta Rhymes, Put Your Hands Where...
- 5 Usher, You Make Me Wanna
- 6 Jay-Z, Sunshine
- 7 Nas, Foxy Brown, Az, Firm Biz
- 8 Mase, Feel So Good
- 9 Next, Butta Love
- 10 Boyz II Men, 4 Seasons Of Loneliness
- 11 Janet, Got 'Til It's Gone
- 12 Queen Pen, Man Behind The Music
- 13 Missy "Misdemeanor" Elliott, Sock It 2 Me
- 14 Somethin' For The People, My Love Is The Shhh!
- 15 K-Ci & JoJo, Last Nights Letter
- 16 Brian McKnight, You Should Be Mine
- 17 Milestone, I Care 'bout You
- 18 Mariah Carey, Butterfly
- 19 Allure Feat. 112, All Cried Out
- 20 Will Smith, Just Cruisin'
- 21 LSG, My Body
- 22 Master P, I Miss My Homies
- 23 Toni Braxton, How Could An Angel Break...
- 24 Aaliyah, Hot Like Fire
- 25 Changing Faces Feat. Jay-Z, All Of My Days
- 26 En Vogue, Too Gone, Too Long
- 27 Mary J. Blige, I Can Love You
- 28 Puff Daddy, It's All About The Benjamins
- 29 Wyclef Jean, Guantanamo
- 30 Bobby Brown, Feelin' Inside

### ★ ★ NEW ONS ★ ★

Poetic Hustlaz, Trials & Tribulations  
Laurena, Infatuation  
Chaka Demus & Pliers, Every Kinda People  
Common f/Lauryn Hill, Retrospect For Life  
Average White Band, Every Beat Of My Heart  
Rakim, Guess Who's Back  
Will Downing, All About You



Continuous programming  
2806 Opryland Dr.,  
Nashville, TN 37214

- 1 Lorrie Morgan, Go Away
- 2 Reba McEntire, What If It's You
- 3 Shania Twain, Love Gets Me Every Time
- 4 Kinleys, Please
- 5 Vince Gill, You And You Alone
- 6 Sawyer Brown, This Night Won't Last Forever
- 7 Tim McGraw, Everywhere
- 8 Mark Chesnut, Thank God For Believers
- 9 Trisha Yearwood & Garth Brooks, In Another
- 10 Collin Raye w/Jim Brickman, The Gift
- 11 John Michael Montgomery, Angel In My Eye
- 12 Bryan White, Love Is The Right Place

- 13 Brooks & Dunn, Honky Tonk Truth
- 14 Chely Wright, Shut Up And Drive
- 15 Blackhawk, Postmarked Birmingham
- 16 Clint Black, Something That We Do
- 17 Dixie Chicks, I Can Love You Better
- 18 Sammy Kershaw, Love Of My Life
- 19 Buffalo Club, Heart Hold On
- 20 Kris Tyler, What A Woman Knows
- 21 Delbert McClinton, Sending Me Angels
- 22 Wynonna, When Love Starts Talkin'
- 23 Neal McCoy, If You Can't Be Good
- 24 LeAnn Rimes, How Do I Live
- 25 The Lynns, Nights Like These
- 26 Paul Brandt, A Little In Love
- 27 Lee Ann Womack, The Fool
- 28 Travis Tritt Feat. Lari White, Helping...
- 29 River Road, Nickajack
- 30 George Strait, Carrying Your Love With Me
- 31 Lila McCann, I Wanna Fall In Love
- 32 Tracy Byrd, Good Ol' Fashioned Love
- 33 LeAnn Rimes, You Light Up My Life
- 34 Trace Adkins, The Rest Of Mine
- 35 Sherrie Austin, One Solitary Tear
- 36 Martina McBride, A Broken Wing
- 37 Hank Thompson w/Junior Brown, Gotta Sell...
- 38 Ty Herndon, I Have To Surrender
- 39 Clay Walker, Watch This
- 40 Ranch, Walkin' The Country
- 41 Riccochet, Blink Of An Eye
- 42 Sons Of The Desert, Hand Of Fate
- 43 John Anderson, Small Town
- 44 James Bonamy, Naked To The Pain
- 45 Lonestar, You Walked In
- 46 The Tractors, The Last Time
- 47 Patty Loveless, You Don't Seem To Miss Me
- 48 Ruby Love, Look What Love Can Do
- 49 Big House, Love Ain't Easy
- 50 Diamond Rio, How Your Love Makes Me Feel

### ★ ★ NEW ONS ★ ★

Anita Cochran w/Steve Winner, What If I Said  
Jim Collins, The Next Step  
The Raybon Bros., Falling



Continuous programming  
1515 Broadway, NY, NY 10036

- 1 Smash Mouth, Walkin' On The Sun
- 2 Rolling Stones, Anybody Seen My Baby?
- 3 Chumbawamba, Tubthumping
- 4 LL Cool J, Phenomenon
- 5 Usher, You Make Me Wanna
- 6 Verve, Bitter Sweet Symphony
- 7 Mariah Carey, Butterfly
- 8 Radiohead, Karma Police
- 9 Boyz II Men, 4 Seasons Of Loneliness
- 10 Will Smith, Just Cruisin'
- 11 Busta Rhymes, Put Your Hands Where...
- 12 Green Day, Hitchin' A Ride
- 13 Erick Sermon, Keith Murray, Rapper's...
- 14 Bush, Mouth
- 15 Oasis, Don't Go Away
- 16 Master P, I Miss My Homies
- 17 Sublime, Doin' Time

- 18 Wyclef Jean, Guantanamo
- 19 Imani Coppola, Legend Of A Cowgirl
- 20 Janet, Got 'Til It's Gone
- 21 Mase, Feel So Good
- 22 The Wallflowers, Three Marlenas
- 23 Mary J. Blige, Everything
- 24 Robyn, Show Me Love
- 25 Bone Thugs-N-Harmony, If I Could Teach...
- 26 Everclear, Everything To Everyone
- 27 Spice Girls, Spice Up Your Life
- 28 Days Of The New, Touch, Peel And Stand
- 29 311, Prisoner
- 30 Missy "Misdemeanor" Elliott, Sock It 2 Me
- 31 Marilyn Manson & Sneaker Pimps, Long Hard...
- 32 Death In Vegas, Dirt
- 33 Nas, Foxy Brown, Az, Firm Biz
- 34 Aaliyah, The One I Gave My Heart To
- 35 Salt-N-Pepa, R U Ready
- 36 Cornershop, Brimful Of Asha
- 37 Sundays, Summertime
- 38 Hanson, I Will Come To You
- 39 Beck, Deadweight
- 40 En Vogue, Too Gone, Too Long
- 41 The Offspring, I Choose
- 42 Goldfinger, This Lonely Place
- 43 Taja Seville, I And I
- 44 Wu-Tang Clan, It's Yourz
- 45 U2, Please
- 46 Blink 182, Dammit
- 47 The Mighty Mighty Bosstones, The Impression...
- 48 MxPx, Chick Magnet
- 49 Allure, All Cried Out
- 50 Matchbox 20, 3 Am

### ★ ★ NEW ONS ★ ★

Erick Sermon/Redman/Keith Murray, Rapper's Delight  
Sheryl Crow, Home  
Marcy Playground, Sex And Candy  
Ozzy Osbourne, Back On Earth  
Robert Bradley, Once Upon A Time  
Somethin' For The People, My Love Is The Shhh!  
Third Eye Blind, How's It Going To Be



30 hours weekly  
2806 Opryland Dr.,  
Nashville, TN 37214

- 1 Martina McBride, A Broken Wing
- 2 Tim McGraw, Everywhere
- 3 Mark Chesnut, Thank God For Believers
- 4 Clint Black, Something That We Do
- 5 Brooks & Dunn, Honky Tonk Truth
- 6 Shania Twain, Love Gets Me Every Time
- 7 Travis Tritt Feat. Lari White, Helping...
- 8 Reba McEntire, What If It's You
- 9 Clay Walker, Watch This
- 10 Chely Wright, Shut Up And Drive
- 11 Vince Gill, You And You Alone
- 12 Bryan White, Love Is The Right Place
- 13 LeAnn Rimes, You Light Up My Life
- 14 Michael Peterson, From Here To Eternity
- 15 Trace Adkins, The Rest Of Mine
- 16 Patty Loveless, You Don't Seem To Miss Me
- 17 Hank Thompson w/Junior Brown, Gotta Sell...

- 18 Wynonna, When Love Starts Talkin'
- 19 Travis Tritt, She's Going Home With Me
- 20 Alan Jackson, Who's Cheatin' Who
- 21 Michael Peterson, Drink, Swear, Steal & Lie
- 22 Alabama, Dancin', Shagin' On The Boulevard
- 23 David Lee Murphy, All Lit Up In Love
- 24 Alabama, Can't Keep A Good Man Down
- 25 Mark O'Connor, Restless
- 26 Sawyer Brown, Some Girls Do
- 27 Alabama, The Closer You Get
- 28 Wynonna, No One Else On Earth
- 29 Sammy Kershaw, Anywhere But Here
- 30 Trisha Yearwood, Walkaway Joe

### ★ ★ NEW ONS ★ ★

Delbert McClinton, Sending Angels  
Ty Herndon, I Have To Surrender



Continuous programming  
1515 Broadway, NY, NY 10036

- 1 Sugar Ray, Fly
- 2 Matchbox 20, Push
- 3 LeAnn Rimes, How Do I Live
- 4 Sarah McLachlan, Building A Mystery
- 5 Jewel, Foolish Games
- 6 Fleetwood Mac, Silver Springs
- 7 Paula Cole, I Don't Want To Wait
- 8 Third Eye Blind, Semi-Charmed Life
- 9 Rolling Stones, Anybody Seen My Baby?
- 10 Smash Mouth, Walkin' On The Sun
- 11 Fiona Apple, Criminal
- 12 En Vogue, Too Gone, Too Long
- 13 Elton John, Something About The Way...
- 14 Mariah Carey, Butterfly
- 15 Sheryl Crow, Home
- 16 Jairo, Alright
- 17 Boyz II Men, 4 Seasons Of Loneliness
- 18 Duncan Sheik, Barely Breathing
- 19 No Doubt, Don't Speak
- 20 The Wallflowers, One Headlight
- 21 Savage Garden, I Want You
- 22 Hanson, Mmmmbop
- 23 Shawn Colvin, You And The Mona Lisa
- 24 Sister Hazel, All For You
- 25 Duran Duran, Electric Barbarella
- 26 Billy Joel, Hey Girl
- 27 Elton John, I'm Still Standing
- 28 Madonna, Take A Bow
- 29 Jewel, You Were Meant For Me
- 30 The Wallflowers, Three Marlenas
- 31 The Cardigans, Lovelock
- 32 Amy Grant, Takes A Little Time
- 33 Kami Lytle, Polka Dots
- 34 Imani Coppola, Legend Of A Cowgirl
- 35 Sting, I'm So Happy I Can't Stop Crying

### ★ ★ NEW ONS ★ ★

Meredith Brooks, What Would Happen  
Diana King, L-L-Lies  
Oasis, Don't Go Away  
Kenny Wayne Shepherd Band, Slow Ride  
BeBe Winans, In Harm's Way

## THE CLIP LIST

A SAMPLING OF PLAYLISTS SUBMITTED BY NATIONAL & LOCAL MUSIC VIDEO OUTLETS FOR THE WEEK ENDING NOVEMBER 8, 1997.

**THE BOX**  
MUSIC TELEVISION  
YOU CONTROL

Continuous programming  
1221 Collins Ave  
Miami Beach, FL 33139

### AMERICA'S NO. 1 VIDEO

Mystikal, Ain't No Limit

### BOX TOPS

- Missy "Misdemeanor" Elliott, Sock It 2 Me  
E-A Ski, Showdown  
Aqua, Barbie Girl  
Next, Butta Love  
Gravediggaz, Dangerous Mindz  
Mack 10, Backyard Boogie  
Backstreet Boys, As Long As You Love Me  
Master P, I Miss My Homies  
H-Town, They Like It Slow  
Queen Pen, Man Behind The Music  
Eric Sermon, Keith Murray & Redman, Rapper's Delight  
Bobby Brown, Feelin' Inside  
Janet, Got 'Til It's Gone  
Refugee Camp, Avenues  
MJG, That Girl  
Bone Thugs-N-Harmony, If I Could Teach  
Mariah Carey, Butterfly  
Usher, You Make Me Wanna  
The Firm, Firm Biz  
Save Ferris, Come On Eileen  
Dru Hill, 5 Steps

### NEW

- Bush, Mouth (Remix)  
David Bowie, I'm Afraid Of Americans  
Days Of The New, Touch, Peel & Stand  
Diana King, L-L-Lies  
Everclear, Everything To Everyone  
Gravediggaz, The Night The Earth Cried  
Kacy Crowley, Hand To Mouthville  
Jimmie's Chicken Shack, High  
Luniz, Jus Meek & U  
Marilyn Manson, Long Hard Road Out Of Hell  
Nate Dogg, These Days  
No Authority, Don't Stop  
Phajja, So Long

Taja Seville, I&I  
Yvette Michele, DJ Keep Playin'

**M2**  
MUSIC TELEVISION  
MOVIE/BLITZ ORIGINAL

Continuous programming  
1515 Broadway  
New York, NY 10036

### NEW

- Spring Heel Jack, Hale Bop  
Meredith Brooks, What Would Happen  
Big Wreck, The Oaf  
Born Jammers, Send My Love  
Edwyn Collins, The Magic Piper  
Ozzy Osbourne, Back On Earth  
Outkast With Cee-Lo, In Due Time  
The Charlatans UK, How High  
Radish, Simple Sincerity  
Gravediggaz, Night The Earth Cried

Continuous programming  
299 Queen St West  
Toronto, Ontario M5V2Z5

- The Philosopher King, I Am The Man (new)  
Copyright, Transfiguration (new)  
Bush, Mouth (Remix) (new)  
Goldfinger, This Lonely Place (new)  
Mariah Carey, Butterfly (new)  
Matthew Good Band, Everything Is Automatic (new)  
D'Pac/After Dark, Took Me For Granted (new)  
Everclear, Everything To Everyone (new)  
Mack 10, Backyard Boogie (new)  
Glueleg, Mrs. Petrie (new)  
Chumbawamba, Tubthumping  
Sugar Ray, Fly  
Aqua, Barbie Girl  
Smash Mouth, Walkin' On The Sun  
Mariah Carey, Honey  
Rolling Stones, Anybody Seen My Baby?  
Janet, Got 'Til It's Gone  
Boyz II Men, 4 Seasons Of Loneliness

Our Lady Peace, Automatic Flowers  
The Notorious B.I.G., No Money Mo Problems

**MTV**  
MUSIC TELEVISION  
LATINO

Continuous programming  
1111 Lincoln Rd  
Miami Beach, FL 33139

### NEW

- Smash Mouth, Walkin' On The Sun  
Rolling Stones, Anybody Seen My Baby?  
Chumbawamba, Tubthumping  
Hanson, Where's The Love  
Molotov, Voto Latino  
Prodigy, Breathe  
Oasis, D'You Know What I Mean?  
Puff Daddy & Faith Evans (Feat. 112), I'll Be Missing You  
Luis Miguel, Por Debajo De La Mesa  
The Charlatans UK, How High  
Radish, Simple Sincerity  
Gravediggaz, Night The Earth Cried  
Control Machete, Humanos Mexicanos  
Ana Torroja, A Contratiempo  
Apollo 440, Ain't Talkin' 'bout Dub  
The Verve, Bitter Sweet Symphony  
Olive, You're Not Alone  
Jarabe De Palo, La Flaca  
Blur, On Your Own  
Moenia, Estabas Ahí  
Savage Garden, To The Moon And Back

1/2-hour show weekly  
Signal Hill Dr  
Wall, PA 15148

- Geoff Moore & The Distance, I'm Free  
Guardian, Bottle Rocket  
Third Day, Consuming Fire  
Gina, The Way That You Love Me  
Considering Lily, Cup  
Code Of Ethics, Soulbait  
Bride, The Worm  
Reality Check, Masquerade  
Hokus Pick, I'm So Happy

**Down**  
MUSIC VIDEO  
TELEVISION

Five hours weekly  
223-225 Washington St  
Newark, NJ 07102

### NEW

- Rolling Stones, Anybody Seen My Baby?  
Buster Poindexter, Ondine  
Boyz II Men, 4 Seasons Of Loneliness  
Missfits, Dig Up Her Bones  
Cakelike, Wendy  
Cornershop, Brimful Of Asha  
Aaliyah, The One I Gave My...  
Oasis, D'You Know What I Mean?  
Third Eye Blind, How's It Going To Be  
LL Cool J, Phenomenon  
Duran Duran, Electric Barbarella  
The Wallflowers, Three Marlenas  
Shawn Colvin, You And The Mona Lisa  
Jonny Lang, Missing Your Love  
Everclear, Everything To Everyone  
Salt-N-Pepa, R U Ready  
Joan Jett, Rea Wild Child  
Janet, Got 'Til It's Gone  
Hanson, I Will Come To You  
Total, What About Us

**CMC**  
CALIFORNIA MUSIC CHANNEL

15 hours weekly  
10227 E 14th St  
Oakland, CA 94603

- Janet, Got 'Til It's Gone  
Usher, You Make Me Wanna  
Total, What About Us  
Busta Rhymes, Put Your Hands Where My Eyes Could See  
Boyz II Men, 4 Seasons Of Loneliness  
Aaliyah, Hot Like Fire  
Wyclef Jean/Refugee All Stars, The Guantanamo  
Salt-N-Pepa, R U Ready  
Dru Hill, 5 Steps  
Will Smith, Just Cruisin'

**College Television Network**  
..... **presents** .....



**Billboard** 19TH ANNUAL  
**MUSIC VIDEO AWARDS**

at  
**BILLBOARD  
LIVE**

on Sunset Blvd.

**WEBCAST LIVE**

on

**Jam TV & Billboard  
Websites**

**Saturday  
November 22**

**7:00pm sharp**

**Doors Open  
6:00pm**

**CONTACT**

Maureen Ryan  
(212) 536-5002 ph.  
(212) 536-1400 fax

The awards show is the finale of  
BILLBOARD'S 19TH ANNUAL MUSIC VIDEO CONFERENCE & AWARDS.  
Due to limited seating the awards show is available ONLY to  
conference registrants. For information regarding registering  
please call, Maureen Ryan @ 212.536.5002

**www.billboard.com**

# A DIVERSE SCENE THRIVES ON BAY AREA STAGES

(Continued from page 5)

jazz" and avant-improv scene on the upswing.

Instrumental in this resurgence has been the well of talented young players and composers at work in San Francisco and its prominent neighbors, Berkeley and Oakland. And beyond such new groovers as guitarist Charlie Hunter, there have been local institutions like the Rova Saxophone Quartet laying a foundation for adventurous music making for years. But no matter the generation, the musicians here draw inspiration from the Bay Area's rich cultural mix and legacy of intrepid endeavor.

The San Francisco sound is the sound of jazz being refreshed with input from other genres. Here country abets bebop, classical composition frames free improvisation, and edgy instrumentalists enliven retro lounge. So-called "acid jazz" was the talk of the town for a while, but lately the groove-wise fusion tends to be more sly, sinewy, and spontaneous in its melding of R&B rhythms, rock textures, and jazz-minded solos. There's a lively Latin jazz scene, too, as well as a burgeoning Asian-American jazz movement. Signed and unsigned, acoustic and electric, solo acts and big bands—the depth and diversity of Bay Area jazz performers have garnered national attention and local support.

Signaling westward leanings, Verve Group president Chuck Mitchell brought Berkeley-based producer Lee Townsend on board this year as a VP of A&R (see story, page 5). "I've always been a fan of the San Francisco music scene, from Dave Brubeck and Paul Desmond in jazz to all the great rock that came out of Haight-Ashbury in the '60s," Mitchell says.

"In the '90s, a jazz scene has developed independently of what's happening in New York, and I wanted Verve to have an ear to the ground. To me, jazz is a process, not a definition, and there's a real multiplicity about the styles there and an attractive lack of orthodoxy that Lee is in tune with."

"Creative music making is in the air out here," Townsend notes. "Even beyond jazz and rock, there's Ali Akbar Khan's school not far from here and composers like Lou Harrison and John Adams. With people growing up around these influences, musical exploration can become second nature."

## LIVE JAZZ HERE

With an abiding nightlife and perennial tourist trade, the Bay Area has long had jazz as one of its attractions. Old joints like the Blackhawk, Keystone Korner, and the Jazz Workshop were made world-famous by albums recorded on location by the likes of Miles Davis, Cannonball Adderley, and Thelonious Monk. After a lull of some years, there are more and more places that host jazz of some sort.

San Francisco's Mission and South of Market districts are home to a variety of jazz-friendly venues, and similar clubs dot other neighborhoods as well as Berkeley and Oakland. There are also concerts held in sundry coffeehouses and art galleries around town. Plus, in its 15th year, the San Francisco Jazz Festival has become one of the country's most vital music events.

The San Francisco Jazz Festival was founded to showcase home-grown talent, although its blooming reputation has enabled its organizers to up the ante with an increasing array of international stars. Lately, though, the festival has worked to restore its initial mandate and share the spotlight with the cream of the local crop. In fact, a rundown of the past two years' offer-

**SELECTED BAY AREA JAZZ VENUES**

<b>North Beach</b> Jazz at Pearls - 256 Columbus Hi-Ball Lounge - 473 Broadway Enrico's - 504 Broadway Bimbo's 365 Club - 1025 Columbus	<b>Panhandle/Wstrn Adtdn</b> Storyville - 1751 Fulton
<b>South of Market (SOMA)</b> Slim's - 333 11th St. Up & Down Club - 1151 Folsom 330 Ritch - 330 Ritch St. Venue 9 - 252 9th St. Paradise Lounge - 308 11th St. Eleven - 374 11th St. Hotel Utah - 600 4th St.	<b>Oakland</b> Yoshi's - 510 Embarcadero Stork Club - 380 12th St.
<b>Mission</b> Bruno's - 2389 Mission St. Cafe du Nord - 2170 Market St. Elbo Room - 647 Valencia Radio Valencia - 1199 Valencia	<b>Emeryville</b> Kimball's East - 6800 Shellmound
<b>Berkeley</b> Beanbenders - 2295 Shattuck Blake's - 2367 Telegraph Jupiter - 2181 Shattuck Starry Plough - 3101 Shattuck	

ings provides a pretty fair cross section of the Bay Area scene.

Last year, the festival boasted a two-night feature dubbed "Backyard Alchemy" that showcased young local jazzers and their eclectic ways. The first night included the hip-hop-inflected Mingus Amungus, the soul/jazz quintet Dogslyde, and the "Bitches Brew" strains of the Grassy Knoll, as well as the Josh Jones Quartet and saxophonist Robert Stewart. The second night included Oranj Symphonette's off-kilter homage to Henry Mancini, guitarist Will Bernard and his organ-grinding quartet, up-and-coming tenor saxophonist Dave Ellis, and vocalist Ann Dyer's No Good Time Faeries.

Also during last year's festival, the Berkeley-bred Peter Apfelbaum Sextet shared a bill with the Jazz Passengers, and Hunter dueted with drummer Scott Amendola in a slot opening for David Sanborn. In addition, there was a sold-out "Asian Concepts In Jazz" event that was co-curated by bassist/composer Mark Izu, who also directs the distinct Asian American Jazz Festival here.

As in '96, this year's San Francisco Jazz Fest—just ending its 12-day run Sunday (2)—kicked off with a performance by the Northern California Grammy All-Star High School Big Band. From there, hometown acts were featured in various capacities, with an emphasis on the Rova Saxophone Quartet in honor of its 20th anniversary.

The ambitious Rova night encompassed manifold ensembles, with performances by Rova, the expanded OrkestRova, and five other variously sized groups that incorporated the members of Rova (John Raskin, Larry Ochs, Bruce Ackley, and Steve Adams) alongside some of the best cutting-edge players in town (such as pianist Graham Connah, guitarist Henry Kaiser, and saxist Glenn Spearman).

The other native attractions at this year's festival included the Graham

Connah Group opening for Don Byron on a bill titled "Avant Swing"; flugel-hornist Dmitri Matheny and bassist Bill Douglass opening for Danilo Perez in a night of Billy Strayhorn music; koto virtuoso Miya Masaoka, a star of the local Asian-American jazz scene, soloing with the Toshiko Akiyoshi Jazz Orchestra (in from New York); and pianist Omar Sosa and percussionist John Santos opening for Gonzalo Rubalcaba in a night of Cuban jazz.

Other local features included the David Hardiman San Francisco All-Star Big Band and Lavay Smith & Her Red Hot Skillet Lickers in a retro swing show, as well as the new Charlie Hunter Group opening for Cassandra Wilson and Jacky Terrasson. Also, sax star Joshua Redman—a graduate of the esteemed Berkeley High jazz program like Bernard, Hunter, and Apfelbaum—returned to headline a show. And as the festival's main attraction, sax titan and Bay Area resident Joe Henderson performed his new arrangement of "Porgy and Bess."

"San Francisco is the second-largest jazz market in the country after New York, according to what record executives tell me," says Randall Kline, executive director of the San Francisco Jazz Festival. "We only have one real national headline club, Yoshi's. But 10 years ago when you looked at the ads for music in the paper, it was all rock clubs. Now half of these smaller, less-expensive rooms book jazz."

"A lot of the older guys around may not give the young jazz scene much credence. But these younger musicians have a fresh approach, and they're drawing a younger following to these cheap rooms. And if young people come away from seeing Charlie Hunter or Will Bernard at the Elbo Room with a new appreciation for jazz guitar, they might go buy a Jim Hall or Wes Montgomery record and get deeper into it."

Many of the acts mentioned above have profiles on record. Hunter is a

star Blue Note recording artist, with three albums to his credit and another on the way. Bernard has two Antilles albums upcoming (one with his quartet, the other with the pop-art Pothole), and the Grassy Knoll has released two bold albums on Antilles (Billboard, Dec. 21, 1996). Apfelbaum issued two discs with his Hieroglyphics Ensemble on Antilles in the early '90s, and "Luminous Charms" with his sextet came out via Gramavision last year. Oranj Symphonette released its "Plays Mancini" on Gramavision last year. Dogslyde has a debut disc due on Intuition.

Rova has released nearly 30 albums, including a few on the San Francisco art-house label New Albion and several on Italy's Black Saint (such the recent live take on John Coltrane's "Ascension," recorded at the Great American Music Hall here). And Matheny has the new "Penumbra," his second cool-toned outing on San Francisco's Monarch label, a straight-ahead jazz specialist that also released Ellis' debut as a leader, "Raven."

The producer of "Penumbra" was Orrin Keepnews, co-founder of Riverside Records and producer of albums by such golden-age jazz giants as Monk, Adderley, and Montgomery. (A Bay Area resident for decades, he was honored for his various achievements with a tribute concert at this year's San Francisco Jazz Fest.) Keepnews has concentrated on producing reissues of late, although his experience with Matheny and his group (Ellis, Douglass, guitarist John Heller, and drummer Kenny Wollesen) helped reaffirm his interest in live sessions as well as his immediate milieu.

"I can get a little jaundiced by the idea of local scenes, but the Bay Area has seen some interesting developments lately," Keepnews says. "Although the only guy to make a real impact nationally has been Charlie Hunter, there are a lot of promising players here, like Dmitri and Dave

Ellis. True, there aren't really a lot of quantum leaps being made artistically, and they may never happen in jazz here. But Dmitri's band on the record was a real working band, not just a bunch of guys who met at the record date. And with a bunch of talented musicians working together regularly, there's potential."

## BEST-KEPT SECRETS

A number of noncommercial Bay Area radio stations air a variety of locally wrought musical alchemies, from the avant-garde on KPFA Berkeley to the traditionalist on KCSM San Mateo. Public outlet KALW San Francisco broadcasts the long-running show "Tangents," which specializes in multi-cultural fusions.

"Tangents" host Dore Stein says, "I went to New York University, so when I moved out here, I had this real parochial attitude, like, 'Oh no, I'm leaving the jazz mecca of the world.' But I've been overwhelmed by the energy and creativity here. I love artists like John Santos & Macheté, Beth Custer, and [saxophonist] George Brooks, whose 'Lasting Impressions' [on the San Anselmo, Calif.-based Moment! label] is a great combination of Indian instrumentation and jazz. He's definitely one of our best-kept secrets."

Other best-kept secrets of the Bay Area include six-string shaman Jim Campilongo, who wrings the daylight out of his Telecaster in two contexts—the "cowboy jazz" of his 10 Gallon Cats and the shadowy soundscapes of the Jim Campilongo Band. Also, the Tin Hat Trio—the band formerly known as Masopust—is a quietly subversive group mining original tunes in an exotic chamber-jazz vein. And the Club Foot Orchestra is a loose-limbed ensemble that composes and performs soundtracks for classic silent films and cartoons, as well as regales the cigar-and-martini crowd with hip arrangements of Nino Rota.

Campilongo & the 10 Gallon Cats have released two albums on his own Blue Hen label (distributed by City Hall Records of Mill Valley, Calif.), a breezy self-titled debut from '96 and this year's moodier "Loose." With his crooning tone and harmonic savvy, the 39-year-old Campilongo sounds like a cross between Roy Buchanan and Charlie Christian, and he writes evocative original material along with reinventing such smoky favorites as "Harlem Nocturne."

With the 10 Gallon Cats (pedal steel ace Joel Goldmark, bass guitarist Chris Kee, and drummer Ken Owen), Campilongo has played regular gigs at Slim's, Starry Plough, and Great American Music Hall as well as a long-time residency at the funky Paradise Lounge. Lately, he's been playing the Paradise every Thursday night with the Jim Campilongo Band, which features Kee on acoustic bass, Jason Lewis on drums, and Rob Burger on Hammond organ. Campilongo is recording his first album with this crew, set for release early next year on Blue Hen.

A walking encyclopedia of the guitar, Campilongo turned down an offer to join local hero Chris Isaak's band, preferring to give private lessons and concentrate on his songwriting. A fan of John McLaughlin and Cream while growing up in nearby Brisbane, Campilongo avoided country music like the plague until he got hooked on a Merle Haggard album in his late teens.

"I listened to that live Haggard record for two months straight," Campilongo says. "I was just knocked out by

(Continued on next page)

## A DIVERSE SCENE THRIVES ON BAY AREA STAGES

(Continued from preceding page)

the muscle and melodic substance in Roy Nichols' playing; he was very free yet exact. I hope I bring some of that to my jazz playing. The notes are all up to me, but it's got to be melodic. I hate guitar wank. Songs are everything."

The Tin Hat Trio comprises 20-something East Coast transplants Carla Kihlstedt on violin, Mark Orton on acoustic guitar, and the ubiquitous Burger on accordion. The group's output sounds like "the music for Astor Piazzolla and Django Reinhardt's wedding, with Charles Ives as the flower girl," Kihlstedt says. She was playing her own cadenzas to the Beethoven Violin Concerto as an Oberlin Conservatory student; now when not playing with the Tin Hat Trio, she sings and plays with the Charming Hostess, a popular indie attraction that conflates



TIN HAT TRIO

prog rock, party rock, and Slavic folk songs compellingly.

Orton, who composes most of the Tin Hat Trio's material, studied at the Peabody Conservatory and Harvard; he was also a sound engineer at New York's Knitting Factory. Juilliard-trained before he was in double digits, Burger is one of the Bay Area's most in-demand musicians. His time is consumed as a member of the Jim Campilongo Band, Will Bernard Quartet, and Oranj Symphonette, although he's found time to record with Bill Frisell.

Despite its members' muso backgrounds, the Tin Hat Trio strives to "appeal to people beyond any avant-garde clique," Orton says. "We're committed to an acoustic, intimate, melodic sound, and our instrumentation is pretty universal—it appears in folk music from Brazil to Eastern Europe, from Cajun to tango."

The Tin Hat Trio plays various clubs, coffeehouses, and art galleries here, including Radio Valencia and Hotel Utah. The group takes up a short residency later this month in New York, with weekly gigs in the Tap Bar and AlterKnit rooms of the Knitting Factory Nov. 20-Dec. 12. (The Capitol trio also has a record deal pending with Knitting Factory Works.)

Off and on for the past couple of years, the Club Foot Orchestra has held down weekly residencies at the swank Bruno's, serenading retro-hipsters with its suave stylings of "La Dolce Vita." Prior to that, Club Foot was known for performing its scores for such silent features as "The Cabinet Of Dr. Caligari," "Nosferatu," and "Metropolis" on both coasts. The band also composed and recorded the score to the revival series of "Felix The Cat," which aired on CBS in '95.

The 11-piece Club Foot includes multi-instrumentalist/artistic director Richard Marriott, bassist/producer Myles Boisen, conductor Deirdre McClure, trumpeter Chris Grady (who sits in with the Grassy Knoll), and cellist Matt Brubeck (son of Dave and a member of Oranj Symphonette). Boisen, who also plays in the Splatter Trio, points out that touring is a difficult proposition for any big band, so soundtrack work and a regular gig like Bruno's are ideal.

"I don't think the cigar enthusiasts were crying out for Club Foot, and we don't cater to the lounge crowd," Boisen says. "But there's a nostalgic feel to the Rota music that fits in with the scene. People really seem to dig it."

Club Foot released its latest album, "Plays Nino Rota," earlier this year via the Bay Area's Rastascan Records; it includes arrangements of the composer's melody-rich music for such Federico Fellini films as "La Dolce Vita" and "8½." An album of the group's "Felix The Cat" music should be out on Rastascan next year, and another disc of Rota scores is being planned.

### MUSIC COOPERATIVES

Rova tenorman Larry Ochs laments the dearth of formal concert series in San Francisco on a scale approaching that of Europe. There, the artier realms of jazz unsuitable for barrooms have regular homes where the sounds have a chance to cultivate an audience. Usually, Rova uses its handful of Bay Area performances each year to gear up for more serious concertizing abroad. Still, Ochs says, "for the fringe area of jazz, the '90s have been far better here than the '80s."

"There's been a real influx of quality players," Ochs continues, "and on a given night, a concert of completely noncommercial music can draw hundreds of people, whether it's Anthony Braxton or Yoshi's or Rova at Great American. But what's really helped build an audience here are these coffeehouses and other small venues that host these free creative music series—like Beanbender's and Radio Valencia."

Beanbender's is a musician-run concert series emphasizing improvisation that has been held weekly for the past couple of years at the Berkeley Store Gallery. One member of the Beanbender's collective, Bill Hsu, publishes the monthly Bay Area Creative Music Calendar, which lists the Beanbender's lineup and those of other venues that host similar series: Venue 9, Luggage

Store, Lunch Factor, the Yellow Room, and Radio Valencia.

A bar and restaurant in the Mission, Radio Valencia has San Francisco's longest-running creative music series, with owner Don Alan having conducted it on weekends for five years. Edgy Bay Area improvisers of all stripes play Radio Valencia, from Rova to Oranj Symphonette (and Tom Waits) saxman Ralph Carney. High-profile out-of-towners also appear, such as Wadada Leo Smith, John Tchicai, and John Zorn.

Composer/clarinetist Ben Goldberg—who has recorded albums for Knitting Factory Works, the Bay Area-based Music & Arts, and Zorn's Tzadik and Avant imprints—is among the regulars in the Beanbender's/Radio Valencia circuit, and he points out a distin-



CLUB FOOT ORCHESTRA

guishing characteristic of the Bay Area: "Probably more so than in New York or even Europe, the walls here separating the different jazz aesthetics are permeable. Whether someone's a bebop player or a free-jazz guy doesn't matter so much as having an open mind."

Guitarist John Schott is an example of a player crossing lines easily: He plays in the improvisatory Snorkel with Goldberg and bassist Trevor Dunn, and he composes his own searching, Third Stream music. Yet he's also a veteran with Hunter, Bernard, and Amendola of T.J. Kirk; that three-guitar outfit put a populist spin on two discs' worth of Monk, James Brown, and Roland Kirk

tunes for Warner Bros. Similarly, Amendola drums in Hunter's group, Bernard's quartet, and Oranj Symphonette; he also can be found keeping time for Leo Smith and Masaoka on occasion.

As Burger says, "This is a great city for a musician because you can really cross over. I love Mancini and R&B and Buck Owens. And I can play them all here because no one bothers to pigeonhole me."

### DOWNBEATS IN THE UPSWING

Even with all the positives about jazz as a future-tense form in the Bay Area, there are downbeat notes. Gino Robair—drummer in the Splatter Trio, concert series organizer, and head of Rastascan—won a Bay Guardian Goldie Award this year for his work on behalf of experimental music. But he worries about "a saturation point," he says. "I hope the audience participation here hasn't peaked. There's so much going on now, more than there's ever been. But it's a challenge to expand interest for this music beyond the hardcore audience."

Radio Valencia's Alan concurs. A music buff, he points out that more quality players than ever grace Radio Valencia. But while that makes him happy, it doesn't necessarily make him money. "It's a small room, seating about 50, and the people who come to hear this music are pretty serious," he says. "So the tables don't really turn over, and the people are really more concerned with experiencing the art than eating or drinking. But I do this because I enjoy the music, not to get rich. I don't think anyone's going to get rich on this kind of music. It's too abstract for the greater public."

Musicians as diverse as Bernard and Connah bemoan what they see as a certain inherent trendiness to the Bay Area music scene—whether it's a wave of acid jazz or retro swing—and a sampling of certain New York A&R types seconds that emotion. But the Grassy

Knoll's Bob Green sees another impediment to the artistic development of Bay Area jazz.

"It's all too rare that anyone says 'Fuck you' to another person in San Francisco," Green says. "The whole PC thing here can be taken so far that it keeps people from doing anything really meaningful for fear of offending someone's sensibilities. You know, Miles Davis didn't give a shit about offending anyone. All he cared about was his art, period. And those records changed the face of music."

One definite is that San Francisco is soon losing two of its young jazz totems to the senior circuit. Hunter and Apfelbaum are both moving to New York. With his Berkeley High education and cross-cultural affinities, the 37-year-old Apfelbaum has long been emblematic



ROVA SAXOPHONE QUARTET

of Bay Area jazz. He insists that his hometown still holds allure, even though "what's being presented in many of the clubs is fairly conservative. The really original, adventurous artists still have to look outside the so-called 'jazz' scene for places to present their music."

"But regardless, I'm not leaving the Bay Area behind as much as trying to get closer to some musicians I've been wanting to work with for a while. I'll actually be bicoastal since I want to keep getting the Hieroglyphics together, and I want to continue playing in Jai Uttal's Pagan Love Orchestra. Really, I'll always come back to the Bay Area—it made me who I am."

## CABLE TV FIRM BRINGS MUSIC TO INFOMERCIALS

(Continued from page 5)

uct for a future launch.

"Access Music," as the new programming will be known, will consist of 15-minute blocks of music infomercials that carry an 800 number for direct orders of featured product. Within those periods of time, there will be segments for particular albums, artists, or labels, each at least 2½ minutes long. Every segment could be seen 120 times a month, executives estimate.

Labels will be expected to contribute videos, music samples, interviews, CD artwork, concert footage, and other content, from which Access will produce the segments.

Sheri Herman, senior VP of programming for Access, says that "a short window of production" will benefit labels. "We'll be able to constantly refresh on a cost-effective basis," she says. "If the label desires to push an artist, we'll be able to get on-air immediately."

No labels are yet on board. At press time, Herman said, "We started preliminary conversations, and now we're going back with specific deals."

Some marketing executives at labels

tell Billboard they are intrigued by the idea, but they express caution about committing to it.

Brian Cohen, VP of marketing (U.S.) for Elektra Entertainment, says, "Like any medium, if they can build content people want to watch, we'd be happy to pay the rates."

But, he adds, "the key things are, How much does it cost and how much does it cost to be effective? Would I have to spend dollars to get people to watch?"

Herman says Access plans to "heavily" promote the new channel through spending on cable networks and radio and in consumer print publications.

Access executives are confident that they will have labels participating in the Jan. 21 launch for the music programming. They point out that in October, Access began airing 15-minute magazine infomercials in five markets—with a reach of 1.2 million homes—and that the inventory of available time slots was sold out. The advertisers include Condé Nast and Time Inc.

In January, the company will alternate 15 minutes of "Access Magazine" with 15 minutes of "Access Music" 24 hours a day on its third cable channel,

Access Entertainment Network. The channel initially will be available in 2 million homes nationwide, and executives expect that its reach will grow to 10 million by year's end.

Cognizant of concerns about the relationship between labels and their retail account base, executives are careful to say that the selling component of the channel will not be limited to the 800 number.

Herman says, "We acknowledge the importance of retail partners in the process." Executives promise that there will be some cross-promotional links to traditional merchants. Rick Gibson, VP of programming for Access, adds, "This is a transactional music service that could drive customers to retail."

But retailers are wary. Russ Solomon, president of Tower Records, says, "The idea of labels selling directly to customers is very unappealing." He adds that he cannot comment on Access' retail cross-promotional effort until he knows more about it.

Access says that the Internet is also part of its plans. "There will be an online transactional partner," says Herman. "We have begun con-

versations with some dominant players."

TV advertising is seen as an effective way to sell music because of its reach, but most labels are conservative in their use of the medium due to its high cost.

What could make Access more palatable to labels is the opportunity to sell recordings to consumers who do not shop regularly in record stores. This is the argument often used to justify making product available to record clubs. But as Elektra's Cohen says, "Direct marketing costs a lot of money."

Access executives decline to say what they might charge labels for the programming segments.

With the fees paid by labels, Access would produce the segments and pay cable system operators for distribution.

Access was started in 1993 by William Bernard, a cable industry veteran, as a firm that purchased off-hours time from cable systems and resold it to infomercial packagers. The company then developed two channels devoted to infomercials that can be seen in 37 million households. In the past year the company began to concentrate on developing its own programming and created the new network. The company declines to disclose any financial information.



HERMAN



GIBSON

## BRAZILIAN CONCERT PROMOTERS LINK TO IMPROVE BUSINESS CLIMATE

(Continued from page 12)

produce shows, especially those featuring international artists.

"First, there is a county tax, which is 10% of the ticket sales," states Cirena. "Then there is the federal tax—25%-40% over the net profit, depending on the profit. Then you pay another 20% of the value of the artist fee to the federal government. Finally, if the artist is a musician, you have to pay 10% of the value of the fee to the local musicians' union. Obviously, [these expenses] are too much."



CIRENA

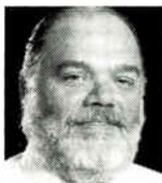
Laments São Paulo promoter César Castanho, "I have paid [taxes] on artists' fees that have never existed. Sometimes the recording company or the artist himself finds it important to come to Brazil, and there are no artists' fees to be paid—they come for free. There are just other [production] expenses, and, even in those cases, I pay the taxes, if only to avoid problems with the [musicians'] union."



NETO

Promoters also are grumbling about what they consider excessive government regulation. There is one law, for instance, that requires two concert ticket prices: full price and half price, the latter of which is paid by students with a valid identification card provided by the National Students Organization.

"Our most immediate issue and concern," declares Rodríguez, "is the 50% discount for students. If the law stated that 10% of the tickets shall be sold to students, you could budget that. But that is not the case, and since you cannot gauge how many students are going to attend a show, you cannot make a budget to take into account their impact on a show."



CASTANHO

many students are going to attend a show, you cannot make a budget to take into account their impact on a show."

## ANTI-DRUG PSAs

(Continued from page 12)

representatives from both organizations, Nowell, and Hole singer/ac-tress Courtney Love.

Although Love did not record a PSA, M.A.P. founder/CEO Buddy Arnold says the singer has been a vocal supporter of the campaign and has volunteered to tape a message for future use.

"She is a fantastic example of what a human being can do," Arnold says of Love. "She is single-handedly trying to clean up Seattle by helping a lot of strung-out musicians and helping them get into treatment."

Arnold credits M.A.P. creative director Carole Fields with lining up the talent for the PSA drive, which has been in the works for 1½ years.

"Everyone, in any way they could, wanted to get the message out that drugs are not the way to go," Arnold says.

For Nowell, whose husband died of a heroin overdose May 25, 1996, the campaign can do nothing but help.

"I think it's awesome," she says. "Music is the hugest influence on young adults and teenagers. When my friends and I were growing up, the only

(Continued on next page)

## IFPI: Brazil Must Take Action On Piracy

BY JEFF CLARK-MEADS

LONDON—The international record industry is asking the Brazilian government to lead the fight against piracy in Latin America.

Labels are asking for the region's largest music market to be a role model for its neighbors through better law enforcement, stronger customs controls, and the introduction of improved copyright protections.

The call for action came during the semiannual board meeting of the International Federation of the Phonographic Industry (IFPI) Oct. 28-29 in Rio de Janeiro (Billboard, Nov. 1). The appeal to the Brazilian government is being made on behalf of IFPI, Latin labels' organization FLAPF, and Brazilian body ABPD.

A joint statement notes that the value of the Brazilian market has grown four-fold during the '90s and, according to IFPI statistics, was

worth \$1.4 billion at retail values last year. IFPI ranks Brazil as the world's sixth-largest record market.

However, the statement says, Brazil is also "one of the biggest consumers of pirate music in the world." The organizations argue that the legitimate market in Brazil and investment in Brazilian music is at risk from imports from neighboring Paraguay's notorious Ciudad del Este underworld industry and from pirate goods from Taiwan, China, South Korea, other Asian countries, "and even the U.S."

These elements, combined with local pirate production, "work together to create a real criminal network which mainly targets Brazilian music," say the labels' bodies. IFPI estimates piracy in Brazil to account for 45% of the market and was worth \$200 million last year.

Noting that 60 million pirate cassettes—representing 95% of the cassette market—were sold last year,

an IFPI source says, "If CD piracy is allowed to take a grip of the market in the same way cassette piracy has, it will destroy Brazil's music market forever."

IFPI and the other labels' groups are calling on Brazil to set an example to its neighbors by implementing a five-point plan that calls for the following:

- Federal police to effectively enforce existing copyright legislation on a national basis;
- Financial authorities and customs officials to join the fight against piracy to eliminate smuggling and tax evasion;
- The foreign ministry to provide for more controls on the large-scale shipment of pirate goods from Paraguay;
- State governments to implement their own anti-piracy activities;
- And for judges to take piracy seriously "and punish the crime with real deterrent penalties."

Says São Paulo promoter Cacá Prates, "The problem is that you have to double prices just to avoid losses caused by the half-price student ticket." Prates recently brought in dance music acts Dog Dog and No Fact.

Commenting that the taxes and fees can consume 75% of net profit, Rodríguez says that the real loser in the current concert environment is the consumer.

"Tickets for a rock show that once

were 20-25 reais [\$22-\$27] are now 35-40 reais [\$38.50-\$44]," he says.

Another law that is being discussed, but not yet approved, states that a concert by an international artist must include an opening act from Brazil.

"What I want is to do my job freely, without these limitations created by the government," says José Muniz Neto, managing director and owner of São Paulo-based Mercury Productions. Mercury and Water Brother have co-

produced a metal music fest called Philips Monsters of Rock.

Compounding the tax and regulation problems, say concert promoters, are the increasing general costs of producing a show.

"In the '80s, I could find a nice hotel for \$60," says Castanho. "Now it costs me \$110." He adds that the costs of light, sound, and transportation have shot up as well.

As the domestic concert environment

## ISRAELI GROUP'S AIM IS FAIR PLAY FOR MIZRAHI MUSIC

(Continued from page 15)

It is now the mainstream music of Israel."

Sharon Tsuberi, a Mizrahi musician impresario and shareholder in one of the new private broadcasters supporting the music, notes, "There is a definite change in the air. Two years ago I had to practically beg to get exposure for my music. Now the radio stations are calling me."

The rise of Mizrahi mirrors that of another specialized music form, religious music (Billboard, May 10), and reaffirms the trend here toward specialized genres. Just five years ago, before private radio stations were legalized, Israel had a unified music scene. Today, Mizrahi and religious music have branched out on their own and have together captured an estimated half of all record sales, adding to the feeling here that Israel's musical consensus appears to have disappeared for good.

Mizrahi music has its old guard of stars, and Reuveni's labels sell the recordings of the early legends of the genre—Daklon (Yossi Levi), Chaim Moshe, and the late Zohar Argov. Though his current stable of artists sell almost exclusively in Israel through NMC Records, Shimi Tavori is also popular in France, while Tzion Golan has a huge following in Yemen and other parts of the Arab world.

Reuveni contends, "The Voice of Israel placed these artists in a musical ghetto. It wasn't until the advent of pirate, then licensed regional radio stations in the past five years that the artists discovered just how popular they are. But they are still discriminated against by the government radio stations and all television outlets."

Others contend that Reuveni may be mixing up discrimination with the musical tastes of the Ashkenazi or European Jews of Israel. To most, including many Israelis, the Eastern quarter tones and nasal vocal intonations of Mizrahi music are an insult to the ear. American writer P.J. O'Rourke, upon hearing modern Mizrahi disco music in a Beirut, Lebanon, bar, declared it "the worst music ever invented."

The fight, then, is between the Ashkenazi Jews, who control Israel's media, and the 50% of Israel which is Sephardi. "Even the term Mizrahi music is demeaning," Reuveni contends. "It suggests purely Arabic influences, when the sound is a milkshake of Greek, American, Persian, Yemenite, and other styles. A more correct term would be Mediterranean music."

Idelle Ross, chief editor for the Voice of Israel's English department, admits that the broadcaster's output is skewed against Mizrahi music. "Our content is chosen by our preferences. It's only human nature for an Ashkenazi program director to select music he likes, and it won't likely be Mizrahi. Since the vast majority of program directors are Ashkenazi, Mizrahi music does get a short shrift. But it's not because of conscious prejudice, and things are changing. Reshet Gimmel [the third Voice of Israel channel] is switching to an all-Hebrew music format, and plenty of Mizrahi music will be represented."

Singer Yoav Yitzhak, a recording artist on Reuveni Bros.' Oriental label, believes more needs to be done to ensure open access for his music. "The Azit Foundation is necessary to gain equality in the musical and communications industries," he says. "Right

now the situation looks good on the surface, but really it's terribly unfair. We want our share of this industry."

"Why are they broadcasting Sephardi who are only presentable to an Ashkenazi audience?" he continues. "We are just as talented, and if someone wanted, we could be just as presentable. We are 50% of the population, but we receive 10% of the exposure. Things have to change because today's 15- to 19-year-olds prefer our music more than their parents did."

It is notoriously difficult to obtain statistics in this market. Yet, according to Reuveni, "the stores tell me between 50% and 70% of the records sold are of the Mediterranean genre. Get on a bus, in a cab, sit in a restaurant, bar, participate in a wedding, and practically all you hear is this musical style."

Mizrahi music is indeed everywhere here. Three radio stations in Jerusalem alone compete for the Mizrahi audience, while two luxurious nightclubs cater to the crowd. But could record sales dominate the industry the way Reuveni contends? Reuveni Brothers GM Lilly Nissim is certain that is the case.

"The talk of the industry here is that we have become the mainstream," Nissim says. "The Azit Foundation is much bigger than a lobby group for a musical genre. Mizrahi music addresses the problems of the poor and uneducated, and the media here are too elitist to recognize the culture from which it arose. Azit intends to fight not merely musical prejudice but cultural discrimination as a whole."

Radio stations have discovered how large the potential audience is.

In November 1995, Jerusalem's first

becomes more noxious, some Brazilian concert promoters are turning to international waters to stay afloat.

A midsize promotion firm, Rio de Janeiro-based Sampa Show, is promoting a folkloric act called Carnaval, which it has booked in Las Vegas, South Korea, and Japan.

Adilson Vita, managing director of Sampa Show, says Carnaval's fees are much higher in Brazil because of the high cost of doing business there.

Now almost inactive as a promoter of international acts in Brazil, DC-7 is promoting Copperfield shows in Spain, Israel, and Turkey. "I'm also promoting events in Argentina, where the taxes are lower," says DC-7's Cirena. "If things continue this way [in Brazil], people may be willing to see concerts, but there will be nobody to promote them."

Perhaps, but for the meantime, says Water Brother's Rodríguez, the concert companies must soldier on. Water Brother certainly is trying to keep the concert ball rolling. This week, the company is producing two shows headlined by David Bowie and No Doubt. During the fourth quarter, Water Brother is promoting a basketball game between all-star teams led by Magic Johnson and his Brazilian counterpart Oscar Schmidt. Other acts slated to appear are Rage Against the Machine, No Doubt, Erasure, Jon Secada, Collective Soul, and Supertramp.

While Rodríguez observes that the opening of new venues in Rio and São Paulo indicates that there is potential for domestic concert activity, he is much less sure about whether business will be there to fill the locales.

"I am extremely cautiously optimistic," says Rodríguez.

private station, Radio Jerusalem, was licensed. After six months it switched to an Eastern music format. Within two months, ratings rose to 13.6, ranking it fourth in the city.

The lesson was not lost on Yisrael Bundak, who founded a pirate station, The Voice of the East, in 1996. Bundak was highly criticized for his music selection, and his pundits claimed that he mainly broadcast acts he was promoting personally. The result of the controversy was the founding of a third Eastern FM music station in March of '97, by Reuven Daniel, Sharon Tsuberi, and others, called Radio Blue and White. These three stations are currently vying for the devotion of the 250,000 Sephardi residents of the city.

Yitzhak Alon, owner of Radio Jerusalem, explains, "We were looking for a niche and found there was no room for another popular music station. We devoted a few hours a day at first to Mizrahi music and discovered a huge neglected audience of Sephardi *amcha* [working class people]."

There are many Sephardi music stars, such as Gali Atara, Yizhar Cohen, and the internationally famous Yemeni singer Ofra Haza, but they rarely sing in the Mizrahi style, preferring to reach a mainstream, more affluent audience.

Adds Tsuberi, "Most of the Mizrahi musicians have to hold day jobs still, but that is changing. About 25% of records sold in Israel are now Mizrahi. The musicians now have steady work at family celebrations and in discos."

Jerusalem now boasts two quite luxurious discos devoted entirely to Mizrahi music and three radio stations showing profits by playing it.

## QUAYE'S MUSICAL AMALGAM DRAWS TRUE BELIEVERS

(Continued from page 16)

you gotta demonstrate... demonstrate... Here I stand, as the morning gathers a rainbow/I want you to know I'm a rainbow with you."

Marley is only one of a seemingly infinite array of influences on this grandson of a Ghanaian musician named Qye, who was redubbed Quaye upon entering the U.S. Though Finley doesn't care to speak about his parents, music ties the family together. Quaye's late half-sister, Maxine, was Tricky's mother; his father, Cab, is a jazz composer; and his much older half-brother Caleb was a top session guitarist in the '70s and '80s.

Finley was raised by relatives on his Scottish mother's side in the U.K. in Manchester, Edinburgh, London, and Aberdeen. Their record collections introduced him to "jazz, first, and hippy kind of rock, T. Rex, Black Sabbath, those kinds of things," he says.

Quaye has logged a lot of miles and experiences since, including an extended visit to New York a few years ago.

His professional career began with "a publishing deal with EMI, based on some things I'd recorded and written," he says. Those "things" include drumming with the Rainbow Tribe and collaborating with producer/artist A Guy Called Gerald on "Finley's Rainbow," a track from the latter's 1995 "Black Secret Technology" album. "That helped me get a record deal," says Quaye. "It started from there 2½ years ago. I worked with Polydor Records for a year; now, I've been working with Sony for a year."

### BRITAIN IS FIRST BITTEN

Today, the U.K. is Quaye-infatuated, with the U.S. sure to succumb as well. "There is nothing in music quite like Finley Quaye," says Nick Mander, the Epic U.K. A&R director who signed Quaye and A&R'd the album. "Even on the demos, his music was totally unique. It has never been about reggae to me, just great songs of whatever genre. The success of this record is largely up to Finley. The public will want all he decides to give them."

Earlier this year, Epic U.K. imprint Haiku released the "Ultra Stimulation" EP, soon after Quaye and the band he gathered together from friends in London and Manchester opened for reggae superstar Luciano on a brief tour. "We did all the radical places—Malcolm X Centre in Bristol and other very, very Caribbean places with very, very Jamaican crowds," Quaye recalls. "It was brilliant."

The album's first single, "Sunday Shining," bowed in the U.K. June 9 and reached the top 15 on the singles chart immediately thereafter; second single "Even After All," released the first week in September, soared straight to the U.K.'s top 10.

European response has been, says Epic/S2 head of international marketing John Fowler, "like the curate's egg, good in parts. The idea of pan-Europe, for developing artists at least, does not exist."

France has picked up on Quaye's "Le Cool" and taken to his style and music, with 26,000 albums sold within the first two weeks. Italy and the Netherlands are also keen, says Fowler, "but in places where they don't see it, you can't force it on them, even though this is obviously a pop record in places."

To try and break Quaye in places that have so far proved unresponsive, the artist will do dates in Europe in two blocks, including Scandinavia in November and six German dates in small clubs in December. "Finley's a

vibey person, and the small clubs suit his personality," says Fowler.

Australia will get "Maverick" in the new year to fit in with the summer ambience in the southern hemisphere.

### U.S. FOLLOWS U.K. LEAD

"We started planning our marketing over a year ago, when we first heard the album from Epic U.K.," says Dave Gottlieb, VP of marketing for 550 Music. "We met with Finley and Nick last October. Most of the songs for the album were done at that point. We fell in love with the album and with Finley. Since then, we've been in communication with the U.K. for every single step of their game plan. We basically followed the U.K. timing and figured out how it would best suit us."

"They were putting out two singles before the album, so we didn't want to rush our album out too soon," he continues. "We wanted the success generated from overseas to reach here, which is what's happened."

550 launched its marketing by servicing a "Sunday Shining" CD-5 and 12-inch to independent retail, clubs, and college radio nationally during the last week of August. "We hired Giant Step to begin working on Finley from Sept. 1," says Gottlieb. "They're using all the tools we give them, playing the CD-5 and 12-inch at their club night and anywhere else they run club nights around the country."

At the same time, the CD-5 and 12-inch also went out to Sony's distribution people. A five-track album sampler was serviced Sept. 20, and Quaye has since performed live at Sony Music meetings in L.A. and New York, as well as at select club dates in those cities.

Setup has also included a heavy press push. Upcoming media coverage includes features expected in Interview, Detour, High Times, One World, Vibe, Trace, Details, Harper's Bazaar, Request, Rolling Stone, and the Village Voice.

550 imported 1,000 U.K. album posters, which are being used as snipes in select markets nationally, and is supplying additional marketing tools for club, lifestyle, and retail album promotions. These include fliers, stickers, and a video compilation reel with "Sunday Shining," "Even After All," and a U.K. "Box Talk" appearance. Epic ponied up a budget big enough to send Quaye and the band to Namibia to shoot the "Sunday" video, reflecting the label's tremendous confidence in its artist. Quaye returns to the U.S. in November for another week of promotions, including "possible TV performances," the label says.

Even before the release date, radio stations here had picked up the album on import and were playing it.

"'Sunday' was the first record I heard on the way from the airport to my buddy's house in London about two months ago," says Ian Harrison, PD at alternative WEQX Albany, N.Y. "I didn't know who it was, but later on, I returned from a club at dawn, turned on MTV Europe, and there was Finley Quaye, singing 'Sunday Shining.' It was sold out at every store I went, so it took a while, but I grabbed a copy, brought it back here, and it's been on the air ever since... Every time we play it, we get listener-query calls."

Jeannie Hopper, host of "Liquid Sound Lounge," a show on WBAI New York and a mobile club in Manhattan, reports the same intense reaction. "I've been playing him a lot and getting tremendous caller response on radio," Hopper says.

Says 550 VP of promotion Joel

Klaiman, "This is the single best reaction I've ever received about an artist in the eight years I've been doing promotions. As soon as people hear it, it's like gravity, it pulls them."

The label is initially targeting modern rock and triple-A, but, adds Klaiman, "I think it will cross to everywhere. We don't think there's any format that can't play this, except classical."

### RETAIL REACTION

550's retail setup launched at the beginning of October and also drew immediate, enthusiastic response.

"I see his music as a mix of traditional roots reggae with classic R&B and soul from the '60s, and obviously he has dance roots as well," says Vince Szydlowski, music product manager for Virgin Megastores in North America. "He's like a Maxwell meets Marley, and I also hear Al Green in his voice. The record will appeal to everybody who is into anything relating to reggae, R&B, soul, rock, the dance crowd—it's got tremendous crossover potential for our stores."

He adds that Virgin "expects to buy a lot of album units."

550's initial retail approach is aimed at independents specializing in alternative music, R&B, or reggae. "We're absolutely working the chains from the in-store date on," Klaiman adds. "We expect a good response from Virgin, Tower, HMV, Borders, etc." To support their efforts, the label is supplying numerous value-added pieces, including T-shirts and videos, along with standees.

The label also plans aggressive lifestyle marketing at ethnic restaurants, clothing stores, and coffee shops and will place tracks on compilation CDs that play in those venues.

A U.S. concert tour is tentatively scheduled for December into early '98, to be followed by European dates.

"Usually, music that explores this many elements could be considered esoteric or 'fringy,'" says Polly Anthony, president of Epic Records/550 Music (U.S.). "What brings everything together in a broad manner is Finley's heart and soul. He musically connects every time, like an arrow connects with a bull's-eye. It's always great to be in on the beginning of anything, but to be there for the beginning of *something*, well, isn't that why we're all in the business?"

And while some may fret that all this excitement could dampen Quaye's creativity, he's not worried.

"There's more to come," he assures. "I've always got a message, and that's clear from my lyrics. They're printed on the album sleeve, because I really want you to really get to know them instead of working out what I want to say as I sing. But I'm not trying to cram everything into one record."

Assistance in preparing this story was provided by Dominic Pride in London.

## Dr. Dre Sues Accountants, Alleging Diversion Of Assets

■ BY CHRIS MORRIS

LOS ANGELES—Former Death Row Records partner Dr. Dre has followed the lead of his former partner, jailed Death Row owner Marion "Suge" Knight, and filed a suit against two accounting firms and a former accountant, claiming they defrauded him of more than \$20 million.

However—in yet another curious twist in the increasingly complex history of litigation involving Death Row—Dre, whose real name is Andre Young, alleges in his action that the accountants acted in collusion with Knight to wrongfully divert his money.

Young's suit, filed Oct. 23 in California Superior Court in L.A., came less than two weeks after Knight and his attorney David Kenner filed their own suits against the same defendants—Gelfand, Rennert & Feldman; its parent, Coopers & Lybrand; and former Gelfand employee Steven Cantrock (Billboard, Oct. 25). Knight and Kenner both charged the defendants with fraud, embezzlement, and breach of contract and seek unspecified damages.

In his suit, Young claims that the accountants not only converted Death Row's funds to their own use but also "assisted Knight and Knight's agents in diverting the assets of Death Row for their own gain" (Billboard Bulletin, Oct. 27). Neither Knight nor Death Row is named as a defendant in the suit, however.

Howard King, Young's attorney, explains, "When Dre withdrew from Death Row, as part of that he released any claims he had against Suge Knight or Death Row."

Young's lawsuit notes that he was a 50% owner of Death Row from 1991 to 1996, when he exited the company to found a new label, the Aftermath. Knight controlled the other 50%; he assumed sole control of the label after Young's departure.

According to the suit, Gelfand, Coopers, and Cantrock acted as Young's business managers, financial advisers, and accountants from the summer of 1993 to June 1995. The action claims that Young was unaware of the defendants' alleged misconduct until late 1996 or early 1997, when newspaper accounts began to delve into the accountants' handling of Death Row's affairs.

Young's action claims that the accountants "converted approximately \$4.5 million of Death Row funds to their own use." A published report has stated that Cantrock

signed a document admitting he had stolen that amount from Death Row; he is reportedly in hiding and cooperating with federal investigators in their probe of Death Row.

The suit also alleges that the accountants "accepted gifts from Knight, including two cars (a Porsche and a Jeep Wagoneer) and a gold Rolex watch, which... were paid for by Death Row"; allowed Death Row accounts to be consistently overdrawn; "assisted Knight in commingling the assets of Death Row with Knight's own assets"; and "permitted Knight and persons under his control to charge millions of dollars for non-business related expenses at American Express Travel."

(In January, American Express sued Knight; Kenner; the lawyer's wife, Erica D. Kenner; and Death Row, seeking more than \$1.6 million in unpaid charges and interest on platinum American Express cards.)

Young claims that the accountants concealed Knight's receipt of a \$45,000 check from Interscope Records, Death Row's distributor, earmarked for Young as an artist payment. He also alleges that they failed to disclose that prospective Death Row artists were required to engage Knightlife, a firm operated by Knight's wife, for personal management.

The suit details several instances in which it is alleged that advances and royalties payable to Young were "repeatedly diverted to Death Row."

The sums allegedly included \$600,000 in Sony Publishing advances payable to Young and rapper the D.O.C. (real name Tray Curry); \$1 million in advances from PolyGram Merchandising, payable to Chronic Merchandising, a company owned by Young and rapper Snoop Doggy Dogg (real name Calvin Broadus); royalties in an undetermined amount from Ruthless Records (for whom Young recorded as a member of N.W.A); fire insurance proceeds from a fire at Young's home; an advance from Interscope for Dre's solo debut, "The Chronic"; and a \$500,000 advance paid on the completion of each album by Young.

The action also alleges that the accountants concealed from Young that Death Row was "in extreme financial distress."

Like Knight's and Kenner's suits, Young's action alleges that he only belatedly learned that Cantrock was not a certified public accountant.

David Nestor, a spokesman for Coopers & Lybrand, said he had not seen Young's suit when contacted for comment.

## MUSICIANS, ANTI-DRUG GROUP TEAM TO DEGLAMORIZE USAGE VIA PSAs

(Continued from preceding page)

thing we paid attention to was music."

Nowell is hopeful that the campaign will help deglamorize drug use. "It's not OK," she says. "It's not sex, drugs, and rock'n'roll anymore, whether you're a musician or not."

GINNA MARSTON, executive VP of P.F.D.A., says that there is good reason for a new anti-drug campaign aimed at youth. "Drug use dropped in half in the '80s when there was a loud anti-drug-use message, but in the '90s that changed a lot, and the issue kind

of disappeared and went off the radar screen, and kids' drug use began to go up very quickly."

Marston realized that it was important to include the music industry in the latest campaign while attending a rock'n'roll memorabilia show. "It struck me that the relics catalogued the history of rock'n'roll as drug-laden and tragedy-laden," she says. "It so struck me that that could be turned into a positive if you could draw on the experiences and wisdom of the music

world and have the musicians speak to kids."

The participants in the PSAs did not work from scripts but instead talked frankly about their own experiences. Nowell, for example, shares the pain about losing a loved one to heroin abuse and urges viewers to educate themselves about the dangers of the drug.

She is optimistic that the frankness of her spot, as well as of those from the list of musicians, will get the message across.

# HOT 100 SINGLES SPOTLIGHT



by Theda Sandiford-Waller

**SINGLES DRIVE ALBUMS:** For those who maintain that singles hamper album sales, let me point out two success stories that illustrate how clever usage of singles can effectively market an album. MCA and Universal commercially released limited pressings of Aqua's "Barbie Girl" (MCA) and Chumbawamba's "Tubthumping" (Republic/Universal), selling 331,000 units and 70,000 units, respectively. In Aqua's case, the commercial single reached stores the same week "Barbie Girl" was peaking at radio. The timing of the release definitely contributed to the single's Hot 100 debut at No. 7. The single did falter in its second week, slipping to No. 9 due to the limited sales stock. However, when the album arrived at retail a couple of weeks later, the demand was so great "Aquarium" bowed on The Billboard 200 at No. 15 with sales of 55,000 units. This issue, "Aquarium" is No. 8 on The Billboard 200 with scans totaling 75,000 units.

While "Tubthumping" has not yet peaked at radio, nearly all of the single's stock has evaporated at retail, which naturally, when you have a hit, drives consumers to buy the album. This issue, the single drops off the 75-position Hot 100 Singles Sales list from last issue's No. 38. However, the radio picture is still growing. "Tubthumping" posts a 14% gain in audience, bringing the total listeners to 75 million. The song ranks at No. 3 on Hot 100 Airplay. Five weeks ago, "Tubthumper" debuted at No. 60 on The Billboard 200 with scans in the 19,000-unit range and has earned Greatest Gainer status on that chart for the past two weeks. This issue, "Tubthumper" is No. 15 on The Billboard 200 with scans totaling 61,000 units.

**THIS-N-THAT:** Barbra Streisand and Celine Dion's "Tell Him" (550 Music/Epic/Columbia), which was slated to arrive at retail on Tuesday (4), has been yanked from the schedule despite the fact that singles had already been manufactured. No official word from the Sony camp on why the single was pulled, but if Hot 100 Singles Spotlight had to guess, I'd have to blame the reversal on the lukewarm reception "Tell Him" has received at mainstream top 40 radio. The track does, however, move 9-5 on the Adult Contemporary chart ... "I Don't Ever Want To See You Again" by Uncle Sam (Stonecreek/Epic), the first single from Boyz II Men's Stonecreek label, bows on the Hot 100 at No. 76 ... Remember the "Barbie Girl" remake by Velva Blue (Groove/Waxworks) that Hot 100 Singles Spotlight told you about in the Sept. 6 Billboard? This issue, the single is Bubbling Under at No. 21.

**LED-ED:** If you listen to mainstream radio, you might hear a Led Zeppelin medley on the air. To promote a new, previously unavailable Led Zep song, "The Girl I Love," Atlantic serviced radio stations with a series of nine montages of every studio track by the band. Instead of sequencing the songs in mass, each medley is a snapshot of the band's albums. Knowing how radio production directors love to create their own edits, it's a safe bet that a reworked "Whole Lotta Led" medley will likely start getting exposure on morning shows. Atlantic is not planning to release a commercial single of "The Girl I Love" or the medleys. By the way, Tommy Boy's snippet single "ESPN Presents The Jock Jam," which pieces together several dance hits, has scanned more than 437,000 units since its release in May.

Theda Sandiford-Waller can be reached via E-mail at [theda@billboard.com](mailto:theda@billboard.com).

## MUSIC FIRMS WEATHER WALL STREET UPHEAVAL

(Continued from page 5)

shrink by as much as 10% at points during the week, music and entertainment stocks in general fared as well as, or better than, the markets as a whole.

Worst affected are those companies that planned to float or that recently raised capital on exchanges, particularly in Asia, although even they remain bullish about the long-term prospects. But the property crash in Hong Kong will lead to higher rents in the region, dealers there say.

In Europe, many companies are seeing the dive and recovery on the markets as a release valve for economies that were threatening to overheat. This has avoided the need for increased interest rates, which would have eaten into consumer spending and hit music sales. Yet the short-term losses incurred by some individual shareholders could have the same effect.

In the U.S., where Oct. 27's 554-point drop in the New York Stock Exchange was followed by a strong bounce back of 337 points the next day, the short-term analysis was that things were status quo, with no serious hits taken. Longer-term concerns about any falloff in consumer confidence—and thus spending—if the market continues to sag were being minimized by analysts and industry executives alike.

Bob Higgins, chairman/CEO of Albany, N.Y.-based Trans World Entertainment, says, "We feel our stock is not overpriced and because it does have good value can withstand market swings to some degree, even though everybody gets hurts a little in this kind of market."

As for how consumer confidence will be affected, he adds, "We have to wait until the week is over to see what happens with the market before we will have a better indication. But for our particular product line, we will do extremely well in any condition."

Bill Teitelbaum, chairman/CEO of Carnegie, Pa.-based National Record Mart, says, "What the market may have gone through this week, the music industry went through for the last few years, so this was counter-cyclical. It didn't impact the music chains at all."

That's not to say there weren't ups and downs during the week. Musicland, Trans World, National Record Mart, and Spec's all experienced fluctuations.

Home video stocks in the U.S. were largely unaffected by either the decline or the rebound. Publicly held retailers, including Moovies, Video Update, and West Coast Entertainment, had been severely pummeled in the past 18 months for such reasons as a stagnant rental market and the threat of direct broadcast satellite services and thus had little share value left to surrender when Wall Street unraveled.

Stock prices varied only fractionally throughout the week. "They're too low for the Street to care," says analyst Curt Alexander of Media Group Research in Providence, R.I.

The few publicly held vendors with significant video revenue, such as Rentrak, Trimark, and Unapix, were similarly untouched.

Concerns about after-effects are sharper in Asian territories, which have been troubled for months.

Since Oct. 3, while Tokyo, London, and New York stock exchanges have shed 10% of their value and Singapore and Kuala Lumpur 20%, the Hong Kong's Hang Seng has experienced a 40% free fall. An 18% bounce Oct. 29 precipitated by a rally on Wall Street could not stem the tide, with the Hong Kong market down a further 7% by noon Oct. 30.

There are worries within the Asian music industry that bad times for Asian economies will translate into a major drop in the amount of money consumers spend on music in the region.

Calvin Wong, VP of international repertoire at EMI Music Asia, says that the downturn has been affecting strategy in markets like Thailand since late summer, where, the executive says, EMI's local company has stripped its marketing efforts to include core products. "We've only gone with the sure-fire hits. We're focusing on this 'cause it's good value for money," he says. Such austerity measures and reduced expectations are evident at every major company.

For music retailers in the region, the immediate impact of events has already been felt. One highly placed retail source says, "Already the crowds are thinner, less people, and proportionately fewer sales. This is obvious, but not severe. In Hong Kong, staring at the stock market monitors [located

in bank windows] takes away from the lunch crowd."

In Japan, which normally reacts differently from the rest of Asia, music stocks appeared to have emerged almost unscathed. The Nikkei stock average fell back sharply Oct. 30, giving up most of the previous day's gain of nearly 550 points.

Avex D.D. chairman Tom Yoda says the recent stock market turmoil hasn't changed his company's plans for a stock issue on Japan's over-the-counter market (which corresponds to Nasdaq in the U.S.) next autumn.

Australia, like the U.S. market, made a buoyant recovery Oct. 29. But on the previous day, the stock exchange lost \$27 billion Australian (\$18.63 billion) in its fourth-largest rout in history. It lost \$58 billion Australian (\$39 billion) since the Thursday before.

For the European investor, opportunities for direct exposure to the music sector focus on two stocks, EMI Group in the London exchange and PolyGram in Amsterdam. Even before the volatility, EMI's price was affected by issues concerning its internal affairs.

According to entertainment analyst David Chermont, assistant VP at Merrill Lynch in London, the rarity of music shares already makes for a volatile environment, and investors tend to view the music sector as a short-term play, deserting the shares early at any sign of trouble. Chermont finds this puzzling.

"[EMI and PolyGram] are both quality stocks—it's not a crappy thing that you're buying—but when things get nasty, then people tend to get out, and do it violently. People read that Janet Jackson has sacked her manager and immediately sell their shares in her record company."

*This story was prepared by Ed Christman, Seth Goldstein, and Don Jeffrey in New York; Dominic Pride and Mark Solomon in London; Geoff Burpee in Hong Kong; Steve McClure in Tokyo; Christie Eliezer in Melbourne, Australia; Kai Roger Ottesen in Oslo; Rémi Bouton in Paris; Charles Ferro in Copenhagen; and Howell Llewellyn in Madrid.*

## BUBBLING UNDER HOT 100 SINGLES

THIS WEEK	LAST WEEK	WEEKS ON	TITLE	ARTIST (LABEL/PROMOTION LABEL)
1	2	4	DEJA VU	LORD TARIQ & PETER GUNZ (CODEINE)
2	5	3	DON'T STOP THE MUSIC	PLAYA (DEF JAM/MERCURY)
3	15	2	WHAT IF I DO	MINDY MCCREARY (BNA/RCA)
4	6	3	GET IT WET	TWISTA (CREATORS WAY/BIG BEAT/ATLANTIC)
5	9	3	MAN BEHIND THE MUSIC	QUEEN PEN FEAT. TEDDY RILEY (LIL MAN/WINTERSCOPE)
6	20	2	KISS YOU ALL OVER	NO MERCY (ARISTA)
7	1	4	DJ KEEP PLAYIN' (GET YOUR MUSIC ON)	YVETTE MICHELE (LLOUD/RCA)
8	11	11	LOVE IS THE RIGHT PLACE	BRYAN WHITE (ASYLUM/EEG)
9	10	3	YOU DON'T SEEM TO MISS ME	PATTY LOVELESS (EPIC)
10	13	6	YOU WALKED IN	LONESTAR (BNA/RCA)
11	—	1	MOURN YOU TIL I JOIN YOU	NAUGHTY BY NATURE (TOMMY BOY)
12	14	4	NEVER WANNA LET YOU GO	ABSOLUTE (DEF JAM/MERCURY)
13	16	3	RISE	VERONICA (H.O.L.A./ISLAND)
14	—	8	KISS AND TELL	BROWNSTONE (MJJ/WORK)
15	25	2	IN HARM'S WAY	BEBE WINANS (ATLANTIC)
16	—	1	CLOSER	CAPONE -N- NOREAGA (PENALTY/TOMMY BOY)
17	—	1	WHAT I NEED	CRAIG MACK (STREET LIFE/ALL AMERICAN)
18	—	1	DID I SHAVE MY LEGS FOR THIS?	DEANA CARTER (CAPITOL NASHVILLE)
19	18	8	SHUT UP AND DRIVE	CHELY WRIGHT (MCA NASHVILLE)
20	—	3	STAY IN LOVE	MON A Q (MATRIX)
21	—	1	BARBIE GIRL	VELVA BLU (GROOVE/WAXWORKS)
22	21	23	ALIVE	PEARL JAM (EPIC)
23	—	1	WHAT U GOTTA SAY	RODNEY O (NEW QUEST/DPH/LIGHTYEAR)
24	8	5	(IF YOU'RE NOT IN IT FOR LOVE) I'M OUTTA HERE	REAL MCCOY (ARISTA)
25	24	8	YEAH! YEAH! YEAH!	SIMONE HINES (EPIC)

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

## ALL-STAR LINEUP SET FOR DIANA TRIBUTE ALBUM

(Continued from page 16)

senior VP of marketing Tom Corson.

"We're servicing that track to pop, urban, crossover, and adult urban radio Dec. 2 to coincide with the U.S. street date of the album," says Corson.

A video for the song, currently being shot by Billy Woodruff, will be serviced to every major outlet.

"Every Nation" was originally intended for but not included on a recent "Red Hot" charity album. So the song's inclusion on the Diana tribute disc is "emotionally appropriate," says the Fugees' Hill.

"'Every Nation' was written and performed as a call to arms," Hill explains. "Whenever people hurt, others have to respond to that hurt as people, as 'nations.' The song has a sweet melody and a sweet message."

Among Columbia's other plans for the Diana tribute are a press conference or other "focal event" that has yet to be finalized and would probably involve the participation of some of the artists, according to Corson. In addition, Columbia will be taking out TV and print ads.

For its retail campaign, Columbia

will create point-of-purchase materials and seek preferred placement in time for the last-minute holiday rush.

In the U.K., the album will come out on a label wholly owned by the Diana, Princess of Wales Memorial Fund, according to V2's Abbot.

All net proceeds from the album's sales will go directly to the Diana Fund, which has collected approximately 12 million pounds (almost \$20 million) in the two months since the princess's death, according to Knightley Day—a figure that does not include proceeds from Elton John's historic hit "Candle In The Wind 1997," which are still being processed.

In a statement, Diana's sister, Lady McCorquodale, says, "As a family, we are delighted and greatly moved by the kindness and generosity of so many distinguished artists in contributing to this unique album."

Burger notes that, besides the artists and producers, many recording and mastering studios donated their time to the project.

It was uncertain at press time how retailers would handle their profits

from sales of the album. A statement from the Diana Fund says, "There is no agreement between the fund and every individual retailer on their profit element at point of sale: It's a choice for the individual retailer. The fund is most grateful for any support it receives from the retailers to maximize the revenue to the fund."

In the U.S., "Diana, Princess Of Wales: Tribute" will carry a price tag of \$19.98 on cassette and \$24.98 on CD, according to Corson.

At the Sacramento, Calif.-based Tower Records, senior VP Stan Goman says he has some reservations about the album's flow, given the diverse track listing. "But it's coming out around Christmas, and with all the press and all the attention it's likely to get, a lot of people who don't buy music will give it as a gift," he says. "I think it'll do well and it'll be a great thing at Christmas."

*Assistance in preparing this story was provided by Ed Christman and Bradley Bambarger in New York and Dominic Pride in London.*

Hot 100 Airplay

Compiled from a national sample of airplay supplied by Broadcast Data Systems' Radio Track service...

Table with columns: THIS WEEK, LAST WEEK, WEEKS ON, TITLE, ARTIST (LABEL/PROMOTION LABEL). Lists top 100 airplay songs.

Records with the greatest airplay gains. © 1997 Billboard/BPI Communications.

HOT 100 RECURRENT AIRPLAY

Table with columns: THIS WEEK, LAST WEEK, WEEKS ON, TITLE, ARTIST (LABEL/PROMOTION LABEL). Lists recurrent airplay songs.

Recurrents are titles which have appeared on the Hot 100 chart for more than 20 weeks and have dropped below the top 50.

Table with columns: TITLE (Publisher - Licensing Org.) Sheet Music Dist. Lists songs alphabetically by title.

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.



Table with columns: THIS WEEK, LAST WEEK, WEEKS ON, TITLE, ARTIST (LABEL/PROMOTION LABEL). Lists top 100 singles sales.

Records with the greatest sales gains. © 1997, Billboard/BPI Communications and SoundScan, Inc.

Table with columns: THIS WEEK, LAST WEEK, WEEKS ON, TITLE, ARTIST (LABEL/PROMOTION LABEL). Lists additional singles sales.

NOVEMBER 8, 1997

Table with columns: THIS WEEK, LAST WEEK, 2 WKS AGO, WKS ON CHART, TITLE, ARTIST, LABEL & NUMBER/PROMOTION LABEL, PEAK POSITION. Includes entries like 'SOMETHING ABOUT THE WAY YOU LOOK TONIGHT' by Elton John and 'YOU MAKE ME WANNA...' by Usher.

Table with columns: THIS WEEK, LAST WEEK, 2 WKS AGO, WKS ON CHART, TITLE, ARTIST, LABEL & NUMBER/PROMOTION LABEL, PEAK POSITION. Includes entries like 'NO TENGO DINERO' by Los Umbrellos and 'NEVER MAKE A PROMISE' by Dru Hill.

Records with the greatest airplay and sales gains this week. Greatest Gainer/Sales and Greatest Gainer/Airplay are awarded, respectively, for the largest sales and airplay increases among singles below the top 20. Videoclip availability. Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. RIAA 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. © 1997, Billboard/BPI Communications and SoundScan, Inc.

## ITALIAN MAJORS CHARGED WITH PRICE-FIXING

(Continued from page 5)

clean bills of health) and one believed to be ongoing in the U.S. by the tight-lipped Federal Trade Commission, which has subpoenaed documents from the majors and retail chains indicating that its inquiry is focused on the labels' minimum-advertised-price policies. In Australia meanwhile, government authorities and retailers are engaged in a public war of words over who is responsible for the relatively high price of CDs in that market (see Commentary, page 10).

The Italian action, however, is believed to mark the first time that price-fixing has been proved and fines imposed. Italy's antitrust authority fined the local affiliates of five majors a total of 7.69 billion lire (\$4.5 million) after finding them guilty of operating a price-fixing cartel (Billboard Bulletin, Oct. 24).

All companies strongly reject the ruling and are expected to lodge an appeal within the statutory 60-day period.

Italy's International Federation of the Phonographic Industry (IFPI)-affiliated music industry federation, FIMI, which represents the five named majors, other domestically owned companies, and international record companies, was not fined but is stated in the authority's report as being the location where much of the price coordination took place.

Universal Music was not named in the report, as it was distributed by BMG Ricordi during the period of the authority's investigation.

The decision, issued Oct. 17, was published Oct. 22 after all the interested parties had received notification via registered post. It comes just less than year after the antitrust authority, L'Autorita Garante della Concorrenza e del Mercato, headed by ex-Prime Minister Giuliano Amato, began a full investigation. That probe followed publication of a report from one of Italy's principal retailers' associations, Vendomusica, which alleged that the major labels exercised a uniform pricing structure (Billboard, Nov. 23, 1996).

The ruling against the major labels states, "The companies BMG Ricordi S.p.A., EMI Music Italy S.p.A., PolyGram Italia S.r.l., Sony Music Entertainment S.p.A., Warner Music Italia S.p.A. have . . . [participated] in a planned agreement with the objective of effectively falsifying in a consistent way competition in the record market, through the definition of a uniform pricing structure towards retailers."

The ruling went on to say that the major record companies must abstain from any agreements and exchange of information with the objective of establishing common practices, particularly meetings outside of those with legitimate associative aims.

The fine was divided among the five companies as follows: BMG Ricordi, 2.152 billion lire (\$1.25 million); Warner Music Italy, 1.640 billion lire (\$950,145); Sony Music Entertainment, 1.496 billion lire (\$867,295); PolyGram Italia, 1.369 billion lire (\$792,915); and EMI Music Italy, 1.037 billion lire (\$600,947). The fines represent approximately 1.5% of each company's sales, except for EMI Music Italy, whose fine represents approximately 1%.

Sources close to the investigation say that, according to a 120-page antitrust authority report on the

investigation that was published in full Oct. 29, EMI Music Italy received a reduced fine as, without admitting any guilt, it pledged before conclusion of the investigation that it would refrain from any activity perceived by the authority as being anti-competitive. EMI sources in London indicated that the company would appeal the ruling. A representative for IFPI's European operations says, "We see this as a local matter. We have full confidence in FIMI's ability to defend the Italian industry."

The antitrust authority says it found evidence that indicated the majors systematically exchanged information that served to coordinate their pricing strategy. According to the body, "The investigation verified the existence of a substantial uniformity in a) the structure and level of prices practiced towards retailers, both for CDs and cassettes; b) the conditions of supply practised towards retailers."

The statement specified three examples of this uniformity: the standardized list price for prospective "hit" releases from successful artists; the application of a standard 3,000 lire (\$1.74) surcharge on albums supported by TV advertising campaigns (the so-called "Ticket TV"); and a 6% surcharge on the list price before value-added tax to cover transport costs.

The statement continues, "Between January 1996 and January 1997, the investigation established that around 90% of list prices quoted by the majors to retailers relative to musical titles classified as 'hit' were fixed exactly at 20,000 lire [\$11.59]. These price structures were found to be typical for the majors but were not adopted with a similar systematization by record companies who are not members of FIMI."

The statement concluded that the investigation also found consistent similarities between the discounting, terms of payment, and returns policy of the majors.

Guido Rossi, the lawyer handling FIMI's defense, says in a statement that the verdict against five of the organization's members is based on inconsistent evidence and contradictory assumptions. "Significant incontrovertible facts which demonstrate

the invalidity of the supposed ruling were neglected by the investigation," says Rossi.

A statement from FIMI explains, "The antitrust authority regarded as irrelevant numerous elements, including a difference in pricing between the cited companies of 6%-7%. Over the past five years, retail prices have increased proportionately higher than wholesale prices. The price paid by the public for CDs are determined by the retailers and not by the industry."

The antitrust authority is empowered to administer fines of between 1% and 10% of a company's sales if found guilty of anti-competitive practices.

FIMI's statement concludes, "The application of the near minimum possible fine demonstrates that the authority harbors more than a little doubt about the foundation of the presumed violation. The judgment will likely be re-examined by the Regional Appeals Tribunal of Lazio." Arnaldo Albin Colombo, president of the retailers' group Vendomusica, whose report last year triggered the antitrust investigation, says that he is "satisfied" with the ruling. "The aim of the investigation was not to punish severely but to stop the continuation of anti-competitive practices," he says.

FIMI president Gerolamo Caccia, who is also president of Warner Music Italy and Greece, says that the ruling leaves a large margin for a precise and firm appeal. "The authority says that their ruling was based on a series of indications from which the watchdog has presumed as proof of the allegations against us. This shows that they were unable to find any hard evidence of anti-competitive behavior. We are convinced that the evidence we presented demolishes the allegations, and we will be actioning an appeal within the allowed 60-day period," says Caccia.

BMG Ricordi managing director Franco Reali says that he considers the ruling "unfounded and unjustified" and that he will be appealing the decision.

"The sanctions are particularly unjust for BMG Ricordi, because they have been calculated on our total sales and not on the part which concerns the distribution of recorded music," says Reali. "We have been

penalized for our investment in our cassette duplicating facility [Sonopress], our real estate assets, and other initiatives which create jobs for hundreds of Italians."

Sony Music Entertainment (Italy) says its opinions coincide with those expressed in FIMI's statement.

By press time no response had been received from PolyGram Italia.

Only multinational companies have been accused, with not one Italian company cited. Says Reali, "Only the presence of solid multinationals can guarantee Italian artists the resources for developing which they deserve, at an international level."

Vendomusica's Albin Colombo says, "We would have preferred to resolve this issue through discussion and tried for two years without any progress. Now our aim is to continue to seek ways to improve the market, preferably by working together with the record companies to explore how we can modify behavior for reciprocal benefit."

Albin Colombo added that he would like the government to direct revenue from the fines toward proposed scholarships and subsidy funds

to help young artists.

Some confusion remains over the position of FIMI, which, in addition to the five multinationals found guilty of operating a cartel, also represents another 34 associate member record companies and 22 supporting (adherent) members, most of which are domestic record companies. FIMI was cited by the antitrust authority in its deposition allowing it to go ahead with an investigation in November 1996.

A statement from FIMI following the ruling against the majors claims that "no judgment was made against FIMI, in that there exist no independent charge or fines."

An appeal procedure is likely to take at least two years. An appeal must be lodged within 60 days. The initial appeals court (TAR) can then take up to six months to deliberate and deliver its verdict. The party that loses can then turn to the final court of appeal, Italy's Consiglio di Stato (State Council), which is equivalent to the U.S. Supreme Court.

*The exchange rate used in this article is 1,726 lire to the U.S. dollar.*

## GEORGE JACKSON NAMED MOTOWN PRESIDENT

(Continued from page 12)

"I think generally African-American film and music are more traditionally linked," says Goldberg. "Jackson personally worked with LL Cool J, Raphael Saadiq, Brian McKnight—he has the internalized instincts to really deal with creative [artists]."

Jackson was a partner at Elephant Walk Entertainment, a production and management company, with screenwriter Doug McHenry and Rob Lee. Under the Elephant Walk umbrella, Jackson has operated Jackson McHenry Films, Elephant Walk Management, Elephant Walk Television, JacMac Records, music publishing companies Harlem Boys Music and Oaktown Boys Music, and World Wide Web site SLANG.

Goldberg says he is expecting Jackson's movie and TV experience to greatly influence the quality of the label's music videos, but Motown will not be getting into movies. "PolyGram already has a department for that," he says.

Although Jackson says he needs to evaluate the effectiveness of the label's current operations before announcing any directional or executive changes, he does have a few directives he wants

to put into place.

"Berry Gordy laid the foundation of how a successful R&B and pop label should work, and that model is being followed by many of the successful companies of today: LaFace, Bad Boy, and, even amidst their problems, Death Row. Creatively, the center of gravity [at the labels] is defined by the producers and songwriters who create the material with the artists on the label."

While Jackson admits he doesn't have the singing or songwriting talent associated with these label owners to be the creative center of gravity for Motown, he believes it is his job to bring those elements to the company.

"Music today is really a multimedia business," he says. "You have to have good visual, lyrical, and music presence in order to have a measure of success. From the time of 'Krush Groove' to 'A Thin Line,' a good visual presentation has helped influence the [success] of the artist. The stuff Jeff Ayeroff did with Janet Jackson and Paula Abdul [and] what Puffy [Combs] is doing from a music video standpoint ties in conceptually with the music of today. Motown has to begin to be competitive in that way."

## KENNARD TAKES FCC HELM

### Democrat Expected To Be Cautious

BY BILL HOLLAND

WASHINGTON, D.C.—Insiders expect few major changes at the Federal Communications Commission (FCC) under new chairman William E. Kennard. Kennard's appointment was confirmed by the Senate Oct. 29.

Kennard, a Democrat, is expected to be cautious in his approach to the deregulation policies favored by the Republican-dominated Congress. However, observers expect his personal style to be less confrontational than that of outgoing chairman Reed Hundt, who had assumed the chairmanship in 1993. Hundt announced his resignation earlier this year (Billboard, June 7).

Kennard served as the FCC's general counsel for four years. In May, Kennard was named an FCC commissioner by President Clinton to

replace departing commissioner James Quello.

Also confirmed are new FCC commissioners Harold Furchtgott-Roth, former chief economist for the House Commerce Committee; Michael Powell, a Justice Department attorney and son of retired Gen. Colin Powell; and Gloria Tristani, who served on the New Mexico Public Service Commission. Commissioner Susan Ness is still serving out her term.

Senate Commerce Committee chairman Sen. John McCain says that "for the first time in history" the commission's majority will be of African-American or Hispanic descent. "This reflects both the inclusiveness we aspire to as a society and the freshness we hope a reconstituted FCC will pursue in its regulatory approach."

## MAULDIN STEPS UP AT COLUMBIA

(Continued from page 24)

had great growth and really made a strong division, at some point I may have the opportunity to step up."

Mauldin says that he will continue to focus on strengthening the marketing and A&R departments at the company. Recently, L.T. Bramble-Blassingame joined the company as senior director of marketing, working with VP of marketing Demette Guidry. In the A&R division, last year Mauldin brought in Sam Sapp, who supervised the "love jones," "Men In Black," and Will Smith projects. This year, he transferred Matt Jones, who oversaw the Kenny Lattimore project, to New York, and he recently added Mohammed Bell to help locate more street-oriented projects. Randy Jackson remains Columbia's West Coast A&R presence. There are no current plans for further staff

changes. Mauldin says he's extremely proud of the work done by VP of R&B promotion Roland Lewis and his regional staff.

Releases planned for 1998 include albums from Destiny's Child, a female quartet from Houston; 12-year-old Baltimore native Kimberly Scott; 15-year-old Chicagoan Jo Jo Robinson; 17-year-old New York vocalist Alicia Keys; and male newcomer Kassie. Lauryn Hill of the Fugees is working on a solo project due in 1998, Lattimore is recording his sophomore project, and Maxwell will also deliver his second studio album. "We feel we're really in for an unbelievable ride in '98," says Mauldin.

*This story was prepared by Janine Coveney, managing editor of P.C. play Monitor.*

# THE Billboard 200

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



NOVEMBER 8, 1997

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>1</b>	<b>NEW</b>		1	<b>*** No. 1/Hot Shot Debut ***</b> NAS ESCOBAR, FOXY BROWN, AZ AND NATURE AFTERMATH 90136/INTERSCOPE (10.98/17.98) 1 week at No. 1	THE FIRM — THE ALBUM	1
2	1	3	7	LEANN RIMES ▲ CURB 77885 (10.98/16.98)	YOU LIGHT UP MY LIFE — INSPIRATIONAL SONGS	1
3	4	7	10	FLEETWOOD MAC REPRISE 46702/WARNER BROS. (10.98/17.98)	THE DANCE	1
4	6	6	6	MARIAH CAREY ▲ COLUMBIA 67835 (10.98 EQ/17.98)	BUTTERFLY	1
5	2	1	3	JANET VIRGIN 44762 (11.98/17.98)	THE VELVET ROPE	1
6	5	5	6	SOUNDTRACK ▲ LAFACE 26041/ARISTA (10.98/16.98)	SOUL FOOD	4
7	8	4	5	BOYZ II MEN ▲ MOTOWN 530819* (11.98/17.98)	EVOLUTION	1
8	9	8	7	AQUA ▲ MCA 11705 (10.98/16.98)	AQUARIUM	7
9	11	9	9	MASTER P ▲ NO LIMIT 50659*PRIORITY (10.98/16.98)	GHETTO D	1
10	13	13	89	JEWEL ▲ ATLANTIC 82700*AG (10.98/15.98) HS	PIECES OF YOU	4
11	3	2	3	SOUNDTRACK DEATH ROW 53509*PRIORITY (12.98/19.98)	GANG RELATED — THE SOUNDTRACK	2
12	12	12	14	PUFF DADDY & THE FAMILY ▲ BAD BOY 73012*ARISTA (10.98/17.98)	NO WAY OUT	1
13	16	15	34	MATCHBOX 20 ▲ LAVA/ATLANTIC 92721/AG (10.98/15.98) HS	YOURSELF OR SOMEONE LIKE YOU	5
14	14	10	9	TRISHA YEARWOOD ▲ MCA NASHVILLE 70011 (10.98/16.98)	(SONGBOOK) A COLLECTION OF HITS	4
<b>15</b>				<b>*** Greatest Gainer ***</b>		
			5	CHUMBAWAMBA REPUBLIC 53099/UNIVERSAL (10.98/16.98)	TUBTHUMPER	15
16	15	11	4	THE ROLLING STONES VIRGIN 44712* (11.98/17.98)	BRIDGES TO BABYLON	3
17	7	—	2	LL COOL J DEF JAM 539184*MERCUY (11.98 EQ/17.98)	PHENOMENON	7
18	17	17	38	SPICE GIRLS ▲ VIRGIN 42174* (10.98/16.98)	SPICE	1
19	18	14	6	BROOKS & DUNN ▲ ARISTA NASHVILLE (10.98/16.98)	THE GREATEST HITS COLLECTION	4
20	19	16	6	BUSTA RHYMES ▲ ELEKTRA 62064*EEG (10.98/16.98)	WHEN DISASTER STRIKES...	3
21	22	23	15	SMASH MOUTH INTERSCOPE 90142 (8.98/12.98) HS	FUSH YU MANG	21
22	25	20	25	HANSON ▲ MERCURY 534615 (11.98 EQ/17.98)	MIDDLE OF NOWHERE	2
23	23	21	6	USHER ▲ LAFACE 26043/ARISTA (10.98/16.98)	MY WAY	15
24	24	19	17	SOUNDTRACK ▲ COLUMBIA 68169* (10.98 EQ/17.98)	MEN IN BLACK — THE ALBUM	1
25	10	—	2	GREEN DAY REPRISE 46794/WARNER BROS. (10.98/16.98)	NIMROD	10
26	26	22	18	SUGAR RAY ▲ LAVA/ATLANTIC 83006/AG (10.98/15.98)	FLOORED	12
27	27	24	15	SARAH MCLACHLAN ▲ NETTWERK 18970/ARISTA (10.98/16.98)	SURFACING	2
28	29	25	21	TIM MCGRAW ▲ CURB 77886 (10.98/16.98)	EVERYWHERE	2
29	20	—	2	GRAVEDIGGAZ GEE STREET 32501*42 (10.98/16.98)	THE PICK, THE SICKLE AND THE SHOVEL	20
30	30	30	59	FIONA APPLE ▲ CLEAN SLATE/WORK 67439/EPIC (10.98 EQ/16.98) HS	TIDAL	15
31	33	28	7	VARIOUS ARTISTS TOMMY BOY 1214 (12.98/17.98)	ESPN PRESENTS: JOCK JAMS VOLUME 3	23
32	31	27	17	PRODIGY ▲ XL MUTE/MAVERICK 46606/WARNER BROS. (10.98/16.98)	THE FAT OF THE LAND	1
33	44	—	2	JOHN MICHAEL MONTGOMERY ATLANTIC 83060/AG (10.98/16.98)	GREATEST HITS	33
34	37	41	11	BACKSTREET BOYS ● JIVE 41589 (10.98/16.98)	BACKSTREET BOYS	15
35	32	29	9	OASIS EPIC 68530 (10.98 EQ/16.98)	BE HERE NOW	2
36	28	18	4	BOB DYLAN ● COLUMBIA 68556 (10.98 EQ/16.98)	TIME OUT OF MIND	10
37	<b>NEW</b>		1	SALT-N-PEPA RED ANT/LONDON 828959*/ISLAND (10.98/17.98)	BRAND NEW	37
38	<b>NEW</b>		1	WYONNA CURB 53061/UNIVERSAL (10.98/16.98)	THE OTHER SIDE	38
39	36	38	65	SUBLIME ▲ GASOLINE ALLEY 11413/MCA (10.98/16.98)	SUBLIME	13
40	38	36	13	BONE THUGS-N-HARMONY RUTHLESS 6340*/RELATIVITY (19.98/23.98)	THE ART OF WAR	1
41	35	32	5	EPMD DEF JAM 536389*/MERCUY (10.98 EQ/16.98)	BACK IN BUSINESS	16
42	43	47	18	WYCLEF JEAN FEAT. REFUGEE ALLSTARS ● RUFFHOUSE 67974*/COLUMBIA (10.98 EQ/16.98)	WYCLEF JEAN PRESENTS THE CARNIVAL FEAT. REFUGEE ALLSTARS	16
43	34	26	5	ELTON JOHN ROCKET 536266 A&M (11.98/17.98)	THE BIG PICTURE	9
44	41	35	27	GEORGE STRAIT ▲ MCA NASHVILLE 11584 (10.98/16.98)	CARRYING YOUR LOVE WITH ME	1
45	40	37	22	GOD'S PROPERTY FROM KIRK FRANKLIN'S NU NATION ▲ B-RITE 90093/INTERSCOPE (10.98/16.98)	GOD'S PROPERTY	3
46	46	45	69	THE WALLFLOWERS ▲ INTERSCOPE 90055 (10.98/16.98) HS	BRINGING DOWN THE HORSE	4
47	42	40	7	AMY GRANT A&M 540760 (10.98/16.98)	BEHIND THE EYES	8
48	47	39	68	LEANN RIMES ▲ CURB 77821 (10.98/15.98)	BLUE	3
49	39	34	6	JARS OF CLAY ● ESSENTIAL/SILVERTONE 41612/JIVE (10.98/16.98)	MUCH AFRAID	8
50	50	49	26	VARIOUS ARTISTS ▲ VIRGIN 42186 (10.98/16.98)	PURE MOODS	10
51	45	42	6	MACK 10 ● PRIORITY 50675* (10.98/16.98)	BASED ON A TRUE STORY	14
52	65	72	85	CELINE DION ▲ 550 MUSIC 67541/EPIC (10.98 EQ/17.98)	FALLING INTO YOU	1

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	53	50	41	JAMIROQUAI ● WORK 67903/EPIC (10.98 EQ/16.98)	TRAVELING WITHOUT MOVING	24
54	48	44	27	MARY J. BLIGE ▲ MCA 11606* (10.98/16.98)	SHARE MY WORLD	1
55	49	33	3	EVERCLEAR CAPITOL 36503* (10.98/15.98)	SO MUCH FOR THE AFTERGLOW	33
56	54	58	23	FOO FIGHTERS ● ROSWELL 55832*/CAPITOL (10.98/16.98)	THE COLOUR AND THE SHAPE	10
57	55	54	29	THIRD EYE BLIND ● ELEKTRA 62012/EEG (10.98/16.98) HS	THIRD EYE BLIND	38
58	<b>NEW</b>		1	TRACE ADKINS CAPITOL NASHVILLE 55856 (10.98/16.98)	BIG TIME	58
59	59	53	59	DEANA CARTER ▲ CAPITOL NASHVILLE 37514 (10.98/15.98) HS	DID I SHAVE MY LEGS FOR THIS?	10
60	60	65	15	MISSY "MISDEMEANOR" ELLIOTT ▲ EASTWEST 62062*/EEG (10.98/16.98)	SUPA DUPA FLY	3
61	51	43	4	PORTISHEAD GO! BEAT 539189*/LONDON (10.98/16.98)	PORTISHEAD	21
62	57	46	4	LUTHER VANDROSS LV 68220/EPIC (10.98 EQ/17.98)	ONE NIGHT WITH YOU — THE BEST OF LOVE VOLUME 2	44
63	56	52	33	THE MIGHTY MIGHTY BOSSTONES ▲ BIG RIG 534472/MERCURY (10.98 EQ/16.98)	LET'S FACE IT	27
				<b>*** Pacesetter ***</b>		
64	112	—	2	VARIOUS ARTISTS COLD FRONT 6254*/K-TEL (12.98/17.98)	CLUB MIX '98	64
65	72	92	9	DAYS OF THE NEW OUTPOST 30004/GEFFEN (8.98/12.98) HS	DAYS OF THE NEW	65
66	61	56	32	THE NOTORIOUS B.I.G. ▲ BAD BOY 73011*/ARISTA (19.98/24.98)	LIFE AFTER DEATH	1
67	62	61	30	TONIC ▲ POLYDOR 531042/A&M (10.98/16.98) HS	LEMON PARADE	28
68	74	75	37	ERYKAH BADU ▲ KEDAR 53027*/UNIVERSAL (10.98/15.98)	BADUIZM	2
69	70	70	23	SISTER HAZEL ● UNIVERSAL 53030 (10.98/15.98) HS	SOMEWHERE MORE FAMILIAR	47
70	66	59	10	BILLY JOEL COLUMBIA 67347 (10.98 EQ/17.98)	GREATEST HITS VOLUME III	9
71	73	62	4	LOREENA MCKENITT WARNER BROS. 46719 (10.98/16.98)	THE BOOK OF SECRETS	60
72	78	79	4	THE VERVE VCHUT 44913/VIRGIN (10.98/16.98)	URBAN HYMNS	63
73	68	63	5	THE SUNDAYS DGC 25131/GEFFEN (10.98/16.98)	STATIC & SILENCE	33
74	69	64	13	JOE ● JIVE 41603* (11.98/16.98)	ALL THAT I AM	13
75	79	67	20	NEAL MCCOY ● ATLANTIC 83011/AG (10.98/16.98)	GREATEST HITS	55
76	82	78	50	SOUNDTRACK ▲ WARNER SUNSET/ATLANTIC 82961/AG (11.98/17.98)	SPACE JAM	2
77	71	60	5	BJORK ELEKTRA 62061/EEG (10.98/16.98)	HOMOGENIC	28
78	81	77	78	DAVE MATTHEWS BAND ▲ RCA 66904 (10.98/16.98)	CRASH	2
79	64	55	6	ADAM SANDLER WARNER BROS. 46738 (10.98/16.98)	WHAT'S YOUR NAME?	18
80	76	81	9	VARIOUS ARTISTS ARISTA 18977 (10.98/16.98)	ULTIMATE HIP HOP PARTY 1998	46
81	93	87	9	MARTINA MCBRIDE RCA 67516 (10.98/16.98)	EVOLUTION	80
82	87	73	5	VARIOUS ARTISTS WALT DISNEY 60625 (5.98/9.98)	HALLOWEEN SONGS & SOUNDS	73
83	85	68	4	PATTY LOVELESS EPIC 67997 (10.98 EQ/16.98)	LONG STRETCH OF LONESOME	68
84	84	82	19	SOUNDTRACK ● WORK 68166/EPIC (10.98 EQ/17.98)	MY BEST FRIEND'S WEDDING	14
85	80	66	5	JACKSON BROWNE ELEKTRA 62111/EEG (10.98/16.98)	THE NEXT VOICE YOU HEAR — THE BEST OF JACKSON BROWNE	47
86	90	88	32	AEROSMITH ▲ COLUMBIA 67547 (10.98 EQ/16.98)	NINE LIVES	1
87	86	74	3	KENNY WAYNE SHEPHERD BAND REVOLUTION 24689/WARNER BROS. (10.98/16.98)	TROUBLE IS...	74
88	75	71	5	BRIAN MCKNIGHT MERCURY 536215 (10.98 EQ/16.98)	ANYTIME	39
89	88	85	53	ELTON JOHN ▲ MCA 11481 (10.98/16.98)	LOVE SONGS	24
90	89	69	5	BRYAN WHITE ● ASYLUM 62047/EEG (10.98/16.98)	THE RIGHT PLACE	41
91	91	89	10	SOUNDTRACK ARISTA 18975 (10.98/16.98)	MONEY TALKS — THE ALBUM	37
92	<b>NEW</b>		1	STEVEN CURTIS CHAPMAN SPARROW 51630 (10.98/15.98)	GREATEST HITS	92
93	94	80	9	COLLIN RAYE ● EPIC 67893 (10.98 EQ/16.98)	THE BEST OF COLLIN RAYE — DIRECT HITS	33
94	95	84	13	CLINT BLACK ● RCA 67515 (10.98/16.98)	NOTHIN' BUT THE TAILLIGHTS	43
95	99	91	71	BECK ▲ DGC 24823*/GEFFEN (10.98/16.98)	ODELAY	16
96	92	96	38	PAULA COLE ▲ IMAGO 46424/WARNER BROS. (10.98/15.98) HS	THIS FIRE	33
97	96	83	27	BOB CARLISLE ▲ DIADEM 41613/JIVE (10.98/16.98) HS	BUTTERFLY KISSES (SHADES OF GRACE)	1
98	98	100	11	LUIS MIGUEL ● WEA LATINA 19798 (9.98/15.98)	ROMANCES	14
99	103	93	21	WU-TANG CLAN ▲ LOUD 66905*/RCA (19.98/24.98)	WU-TANG FOREVER	1
100	97	90	13	SOUNDTRACK IMMORTAL 68494/EPIC (10.98 EQ/17.98)	SPAWN — THE ALBUM	7
101	63	76	3	THE JERKY BOYS RATCHET 536357/MERCURY (10.98 EQ/16.98)	THE JERKY BOYS 4	63
102	166	—	2	SOUNDTRACK INNERSTATE 540809/LONDON (10.98/16.98)	A LIFE LESS ORDINARY	102
103	119	140	4	CREED WIND-UP 13049 (10.98/15.98) HS	MY OWN PRISON	103
104	<b>NEW</b>		1	BIG BUB KEDAR 53074*/UNIVERSAL (10.98/16.98) HS	TIMELESS	104
105	115	118	18	ROBYN RCA 67477 (10.98/16.98) HS	ROBYN IS HERE	105
106	77	51	3	JIMI HENDRIX EXPERIENCE HENDRIX 11684*/MCA (10.98/16.98)	SOUTH SATURN DELTA	51

Albums with the greatest sales gains this week. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 album units. ▲ RIAA certification for shipment of 1 million units, with multiplatinum titles indicated by a numeral following the symbol. For **HS** indicates double albums with a running time that exceeds two hours, the RIAA multiplies shipments by the number of discs and/or tapes. \* Asterisk indicates LP is available. Most tape prices, and CD prices for BMG and WEA labels, are suggested lists. Tape 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. © 1997, Billboard/BPI Communications, and SoundScan, Inc.



THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	ARTIST	TITLE	PEAK POSITION
107	118	121	28	<b>SAVAGE GARDEN</b> ● COLUMBIA 67954 (10.98 EQ/16.98)	SAVAGE GARDEN	25
108	101	97	47	<b>DRU HILL</b> ▲ ISLAND 524306 (10.98/16.98) <b>HS</b>	DRU HILL	23
109	102	95	12	<b>311</b> ▲ CAPRICORN 536181*/MERCURY (8.98 EQ/17.98)	TRANSISTOR	4
110	105	108	38	<b>SQUIRREL NUT ZIPPERS</b> ● MAMMOTH 0137* (10.98/16.98) <b>HS</b>	HOT	27
111	107	105	19	<b>K-CI &amp; JOJO</b> MCA 11613* (10.98/16.98)	LOVE ALWAYS	24
112	106	107	17	<b>RADIOHEAD</b> CAPITOL 55229 (10.98/15.98)	OK COMPUTER	21
113	104	94	17	<b>BLUES TRAVELER</b> A&M 540750 (10.98/16.98)	STRAIGHT ON TILL MORNING	11
114	124	119	52	<b>ALAN JACKSON</b> ▲ ARISTA NASHVILLE 18813 (10.98/16.98)	EVERYTHING I LOVE	12
115	122	132	15	<b>MICHAEL PETERSON</b> REPRISE 46618/WARNER BROS. (10.98/16.98) <b>HS</b>	MICHAEL PETERSON	115
116	108	109	18	<b>VARIOUS ARTISTS</b> SO SO DEF 67998*/COLUMBIA (10.98 EQ/16.98)	SO SO DEF BASS ALL-STARS VOL. II	71
117	114	99	37	<b>LEANN RIMES</b> CURB 77856 (10.98/15.98)	UNCHAINED MELODY/THE EARLY YEARS	1
118	67	—	2	<b>MANA</b> WEA LATINA 20430 (8.98/14.98)	SUENOS LIQUIDOS	67
119	109	98	55	<b>GINUWINE</b> ▲ 550 MUSIC 67685/EPIC (10.98 EQ/16.98) <b>HS</b>	GINUWINE... THE BACHELOR	26
120	113	103	23	<b>JOHN FOGERTY</b> ● WARNER BROS. 45426 (10.98/16.98)	BLUE MOON SWAMP	37
121	143	172	6	<b>JON B.</b> Y&B MUSIC 67805/EPIC (10.98 EQ/16.98)	COOL RELAX	121
122	RE-ENTRY	34	<b>VARIOUS ARTISTS</b> POLYDOR 535877/A&M (10.98/16.98)	PURE DISCO	83	
123	83	48	4	<b>VARIOUS ARTISTS</b> LONDON 460000 (10.98/17.98)	DIANA, PRINCESS OF WALES 1961-1997 — THE BBC RECORDING OF THE FUNERAL SERVICE	36
124	58	—	2	<b>DURAN DURAN</b> CAPITOL 33876 (7.98/16.98)	MEDAZZALAND	58
125	181	—	2	<b>SOUNDTRACK</b> COLUMBIA 68696 (10.98 EQ/17.98)	I KNOW WHAT YOU DID LAST SUMMER — THE ALBUM	125
126	117	106	25	<b>MEREDITH BROOKS</b> ▲ CAPITOL 36919 (10.98/15.98)	BLURRING THE EDGES	22
127	121	122	56	<b>TOOL</b> ▲ FREEWORLD 31087* (10.98/16.98)	AENIMA	2
128	116	104	23	<b>SOUNDTRACK</b> NO LIMIT 50643*/PRIORITY (10.98/16.98)	I'M BOUT IT	4
129	110	102	6	<b>CARLY SIMON</b> ARISTA 18984 (10.98/16.98)	FILM NOIR	84
130	52	—	2	<b>JOHN DENVER</b> LEGACY 65183 (9.98 EQ/13.98)	THE BEST OF JOHN DENVER LIVE	52
131	123	111	36	<b>LIVE</b> ▲ RADIOACTIVE 11590*/MCA (10.98/16.98)	SECRET SAMADHI	1
132	130	131	73	<b>METALLICA</b> ▲ <sup>3</sup> ELEKTRA 61923*/EEG (10.98/16.98)	LOAD	1
133	100	57	4	<b>BROTHA LYNCH HUNG</b> BLACK MARKET 50648/PRIORITY (10.98/16.98)	LOADED	28
134	120	101	11	<b>SWV</b> RCA 67525* (10.98/16.98)	RELEASE SOME TENSION	24
135	125	125	5	<b>VARIOUS ARTISTS</b> POLYGRAM TV 553847/MERCURY (10.98 EQ/17.98)	PURE DANCE 1998	125
136	126	113	9	<b>YANNI</b> PRIVATE MUSIC 82153/WINDHAM HILL (10.98/16.98)	DEVOTION: THE BEST OF YANNI	42
137	127	123	15	<b>INSANE CLOWN POSSE</b> ISLAND 524442 (10.98/16.98)	THE GREAT MILENKO	63
138	137	133	89	<b>2PAC</b> ▲ <sup>7</sup> DEATH ROW/INTERSCOPE 524204*/ISLAND (19.98/24.98)	ALL EYEZ ON ME	1
139	144	163	39	<b>JONNY LANG</b> ● A&M 540640 (10.98/16.98) <b>HS</b>	LIE TO ME	44
140	136	134	19	<b>MEGADETH</b> ● CAPITOL 38262 (10.98/16.98)	CRYPTIC WRITINGS	10
141	111	86	4	<b>COMMON</b> RELATIVITY 1535* (10.98/15.98)	ONE DAY IT'LL ALL MAKE SENSE	62
142	135	142	71	<b>TONI BRAXTON</b> ▲ <sup>5</sup> LAFACE 26020/ARISTA (10.98/16.98)	SECRETS	2
143	138	138	28	<b>SOUNDTRACK</b> ▲ EMI LATIN 55535 (10.98/16.98)	SELENA	7
144	131	149	5	<b>ALEJANDRO FERNANDEZ</b> SONY LATIN 82446/SONY (9.98 EQ/14.98) <b>HS</b>	ME ESTOY ENAMORANDO	125
145	132	127	24	<b>REEL BIG FISH</b> MOJO 53013/UNIVERSAL (7.98/11.98) <b>HS</b>	TURN THE RADIO OFF	57
146	141	128	36	<b>TRU</b> ▲ <sup>2</sup> NO LIMIT 50660*/PRIORITY (12.98/18.98)	TRU 2 DA GAME	8
147	129	116	3	<b>DELBERT MCCLINTON</b> CURB 53042/RISING TIDE (10.98/16.98)	ONE OF THE FORTUNATE FEW	116
148	133	120	24	<b>OMC</b> ● HUH! 533435/MERCURY (10.98 EQ/16.98) <b>HS</b>	HOW BIZARRE	40
149	148	148	7	<b>SAVE FERRIS</b> STARPOOL 68183/EPIC (7.98 EQ/11.98)	IT MEANS EVERYTHING	75
150	161	176	3	<b>VARIOUS ARTISTS</b> BEYOND MUSIC 3053/TOMMY BOY (11.98/16.98)	STONE COUNTRY: COUNTRY ARTISTS PERFORM THE SONGS OF THE ROLLING STONES	150
151	140	136	18	<b>PATTI LABELLE</b> MCA 11642 (10.98/16.98)	FLAME	39
152	159	164	61	<b>AALIYAH</b> ▲ <sup>2</sup> BLACKGROUND/ATLANTIC 92715/AG (10.98/16.98)	ONE IN A MILLION	18
153	156	135	16	<b>LILA MCCANN</b> ASYLUM 62042/EEG (10.98/16.98) <b>HS</b>	LILA	86

THIS WEEK	LAST WEEK	2 WKS AGO	WKS. ON CHART	ARTIST	TITLE	PEAK POSITION
154	128	114	28	<b>ROME</b> ● GRAND JURY 67441/RCA (10.98/15.98)	ROME	30
155	142	146	10	<b>OUR LADY PEACE</b> COLUMBIA 67940 (10.98 EQ/16.98) <b>HS</b>	CLUMSY	142
156	150	150	57	<b>SHERYL CROW</b> ▲ <sup>3</sup> A&M 540587 (10.98/17.98)	SHERYL CROW	6
157	184	—	2	<b>JIM BRICKMAN</b> WINDHAM HILL 11242 (10.98/16.98)	THE GIFT	157
158	157	—	4	<b>SOUNDTRACK</b> RCA VICTOR 68904 (10.98/17.98)	THE FULL MONTY	157
159	152	145	19	<b>EN VOGUE</b> ▲ EASTWEST 62057/EEG (10.98/16.98)	EV3	8
160	153	130	23	<b>LEE ANN WOMACK</b> DECCA 11585/MCA NASHVILLE (10.98/15.98) <b>HS</b>	LEE ANN WOMACK	106
161	155	143	9	<b>VARIOUS ARTISTS</b> ARISTA 18985 (10.98/16.98)	ULTIMATE NEW WAVE PARTY 1998	124
162	174	173	4	<b>THE KINLEYS</b> EPIC 67965 (10.98 EQ/16.98) <b>HS</b>	JUST BETWEEN YOU AND ME	162
163	160	152	51	<b>MAKAVELI</b> ▲ <sup>3</sup> DEATH ROW 90039*/INTERSCOPE (10.98/16.98)	THE DON KILLUMINATI: THE 7 DAY THEORY	1
164	145	151	44	<b>MASTER P</b> ● NO LIMIT 53978*/PRIORITY (10.98/16.98)	ICE CREAM MAN	26
165	199	195	33	<b>BLUR</b> FOOD/PARLOPHONE 42876/VIRGIN (10.98/16.98)	BLUR	61
166	146	141	46	<b>THE VERVE PIPE</b> ▲ RCA 66809 (10.98/15.98) <b>HS</b>	VILLAINS	24
167	134	112	9	<b>COOLIO</b> TOMMY BOY 1180* (11.98/16.98)	MY SOUL	39
168	NEW ►	1	<b>VARIOUS ARTISTS</b> A&M 540764 (11.98/17.98)	A VERY SPECIAL CHRISTMAS 3	168	
169	NEW ►	1	<b>RAPPIN' 4-TAY</b> VIRGIN 57117 (10.98/16.98)	4 THA HARD WAY	169	
170	NEW ►	1	<b>RICK JAMES</b> HIGHER SOURCE/PRIVATE I 417070/MERCURY (10.98 EQ/16.98)	URBAN RAPSONDY	170	
171	147	124	3	<b>PAT METHENY GROUP</b> WARNER BROS. 46791 (10.98/16.98)	IMAGINARY DAY	124
172	164	159	59	<b>BLACKSTREET</b> ▲ <sup>3</sup> INTERSCOPE 90071* (10.98/16.98)	ANOTHER LEVEL	3
173	163	154	5	<b>SOMETHIN' FOR THE PEOPLE</b> WARNER BROS. 46753 (9.98/15.98) <b>HS</b>	THIS TIME IT'S PERSONAL	154
174	170	144	56	<b>TRACE ADKINS</b> ▲ CAPITOL NASHVILLE 37222 (10.98/15.98) <b>HS</b>	DREAMIN' OUT LOUD	53
175	173	160	21	<b>PAM TILLIS</b> ARISTA NASHVILLE 18836 (10.98/16.98)	GREATEST HITS	47
176	139	117	9	<b>VANESSA WILLIAMS</b> MERCURY 536060 (10.98 EQ/16.98)	NEXT	53
177	169	189	7	<b>BLINK 182</b> CARGO 11624*/MCA (8.98/12.98) <b>HS</b>	DUDE RANCH	135
178	RE-ENTRY	2	<b>VARIOUS ARTISTS</b> BEAST 5333/SIMITAR (10.98/16.98)	D.J. MIX '98 VOL. 1	178	
179	149	137	15	<b>DIAMOND RIO</b> ARISTA NASHVILLE 18844 (10.98/16.98)	GREATEST HITS	75
180	RE-ENTRY	10	<b>ALLURE</b> TRACK MASTERS/CRAVE 67848*/EPIC (10.98 EQ/16.98) <b>HS</b>	ALLURE	108	
181	172	156	24	<b>SAWYER BROWN</b> CURB 77883 (10.98/16.98)	SIX DAYS ON THE ROAD	73
182	180	179	6	<b>CHELY WRIGHT</b> MCA NASHVILLE 70003 (10.98/16.98) <b>HS</b>	LET ME IN	171
183	NEW ►	1	<b>VARIOUS ARTISTS</b> POLYGRAM TV 555120/POLYDOR (10.98/17.98)	PURE DISCO 2	183	
184	192	184	77	<b>MAXWELL</b> ▲ COLUMBIA 66434* (10.98 EQ/16.98) <b>HS</b>	MAXWELL'S URBAN HANG SUITE	37
185	162	115	4	<b>DARYL HALL JOHN OATES</b> PUSH 90200 (10.98/16.98)	MARIGOLD SKY	95
186	177	170	4	<b>NEXT</b> ARISTA 18973 (10.98/15.98) <b>HS</b>	RATED NEXT	170
187	151	162	9	<b>THE CRYSTAL METHOD</b> CITY OF ANGELS/OUTPOST 30003*/Geffen (12.98 CD)	VEGAS	92
188	185	183	50	<b>VARIOUS ARTISTS</b> ▲ ARISTA 18943 (10.98/17.98)	ULTIMATE DANCE PARTY 1997	17
189	NEW ►	1	<b>KEALI'I REICHEL</b> PUNAHOLE 005 (10.98/15.98) <b>HS</b>	E O MAI	189	
190	NEW ►	1	<b>SOUNDTRACK</b> CAPITOL 55631 (10.98/16.98)	BOOGIE NIGHTS	190	
191	189	182	38	<b>THE OFFSPRING</b> ▲ COLUMBIA 67810* (10.98 EQ/16.98)	IXNAY ON THE HOMBRE	9
192	198	178	15	<b>MAXWELL</b> COLUMBIA 68515 (7.98 EQ/13.98)	MTV UNPLUGGED EP	53
193	171	167	36	<b>VARIOUS ARTISTS</b> ● COLD FRONT 6242/K-TEL (12.98/17.98)	CLUB MIX '97	36
194	NEW ►	1	<b>TOP AUTHORITY</b> TOP FLIGHT/WRAP 8160/ICHIBAN (11.98/16.98)	TOP AUTHORITY UNCUT — THE NEW YEAR	194	
195	186	171	29	<b>CLAY WALKER</b> ● GIANT 24674/WARNER BROS. (10.98/16.98)	RUMOR HAS IT	32
196	175	168	27	<b>CHICAGO</b> REPRISE 46554/WARNER BROS. (10.98/16.98)	THE HEART OF CHICAGO 1967—1997	55
197	191	177	11	<b>LORRIE MORGAN</b> BNA 67499/RCA (10.98/16.98)	SHAKIN' THINGS UP	98
198	176	153	12	<b>MR. SERV-ON</b> NO LIMIT 50717*/PRIORITY (10.98/16.98) <b>HS</b>	LIFE INSURANCE	23
199	154	139	19	<b>LOST BOYZ</b> ● UNIVERSAL 53072* (10.98/16.98)	LOVE, PEACE & NAPPINESS	9
200	RE-ENTRY	19	<b>SOUNDTRACK</b> ▲ WARNER SUNSET 46620/WARNER BROS. (11.98/17.98)	BATMAN & ROBIN	5	

## TOP ALBUMS A-Z (LISTED BY ARTISTS)

- |                         |  |  |                       |                                |   |   |  |
|-------------------------|--|--|-----------------------|--------------------------------|---|---|--|
| 2Pac 138                | Jackson Browne 85                        | Everclear 55                                     | Billy Joel 70         | Megadeth 140                   | Salt-N-Pepa 37                                  | Squirrel Nut Zippers 110  | Pure Disco 2 183   |
| 311 109                 | Busta Rhymes 20                          | Alejandro Fernandez 144                          | Elton John 43, 89     | Metallica 132                  | Adam Sandler 79                                 | George Strait 44  | Pure Moods 50  |
| Aaliyah 152             | Mariah Carey 4                           | Fleetwood Mac 3                                  | K-Ci & Jojo 111       | Pat Metheny Group 171          | Savage Garden 107                               | Sublime 39  | So So Def Bass All-Stars Vol. II 116                                       |
| Trace Adkins 58, 174    | Bob Carlisle 97                          | John Fogerty 120                                 | Keali'i Reichel 189   | The Mighty Mighty Bosstones 63 | Save Ferris 149                                 | Sugar Ray 26  | Stone Country: Country Artists Perform The Songs Of The Rolling Stones 150 |
| Aerosmith 66            | Deana Carter 59                          | Foo Fighters 56                                  | The Kinleys 162       | Luis Miguel 98                 | Sawyer Brown 181                                | The Sundays 73  | Ultimate Hip Hop Party 1998 80   |
| Allure 180              | Steven Curtis Chapman 92                 | God's Property From Kirk Franklin's Nu Nation 45 | Patti LaBelle 151     | John Michael Montgomery 33     | Kenny Wayne Shepherd Band 87                    | SWV 134   | Ultimate New Wave Party 1998 161   |
| Fiona Apple 30          | Chicago 196                              | Amy Grant 47                                     | Jonny Lang 139        | Lorrie Morgan 197              | Carly Simon 129                                 | Third Eye Blind 57  | A Very Special Christmas 3 168   |
| Aqua B                  | Chumbawamba 15                           | Gravediggaz 29                                   | Live 131              | Mr. Serv-on 198                | Sister Hazel 69                                 | Pam Tillis 175  | The Verve 72   |
| Jon B. 121              | Paula Cole 96                            | Green Day 25                                     | LL Cool J 17          | Next 186                       | Smash Mouth 21                                  | Tonic 67  | The Verve Pipe 166   |
| Backstreet Boys 34      | Common 141                               | Daryl Hall John Oates 185                        | Lost Boyz 199         | The Notorious B.I.G. 66        | Something' For The People 173                   | Tool 127  | Clay Walker 195  |
| Erykah Badu 6B          | Creed 103                                | Hanson 22  | Patty Loveless 83     | Oasis 35                       | SOUNDTRACK                                      | Top Authority 194   | The Wallflowers 46   |
| Beck 95                 | Sheryl Crow 156                          | Jimi Hendrix 106                                 | Mack 10 51            | The Offspring 191              | Batman & Robin 200                              | Tru 146   | Bryan White 90   |
| Big Bub 104             | The Crystal Method 187                   | Insane Clown Posse 137                           | Makaveli 163          | OMC 148                        | Boogie Nights 190                               | Usher 23  | Vanessa Williams 176   |
| Bjork 77                | Days Of The New 65                       | Alan Jackson 114                                 | Mana 118              | Our Lady Peace 155             | The Full Monty 15B                              | Luther Vandross 62  | Lee Ann Womack 160   |
| Clint Black 94          | John Denver 130                          | Rick James 170                                   | Master P 9, 164       | Michael Peterson 115           | Gang Related — The Soundtrack 11                | VARIOUS ARTISTS   | Wu-Tang Clan 98  |
| BLACKstreet 172         | Diamond Rio 179                          | Jamiroquai 53                                    | Matchbox 20 13        | Portishead 61                  | I Know What You Did Last Summer — The Album 125 | Club Mix '97 193  | Yanni 136  |
| Mary J. Blige 54        | Celine Dion 52                           | Janel 5  | Dave Matthews Band 78 | Prodigy 32                     | I'm Bout It 128                                 | Club Mix '98 64   | Trisha Yearwood 14   |
| Blink 182 177           | Dru Hill 10B                             | Wyclef Jean Featuring Refugee Allstars 42        | Maxwell 184, 192      | Puff Daddy & The Family 12     | A Life Less Ordinary 102                        | Diana, Princess Of Wales 1961-1997 — The BBC Recording Of The Funeral Service 123 |  |
| Blues Traveler 113      | Duran Duran 124                          | The Jerky Boys 101                               | Lila McCann 153       | Radiohead 112                  | Men In Black—The Album 24                       | D.J. Mix '98 Vol. 1 178   |  |
| Blur 165                | Bob Dylan 36                             | Jewel 10   | Delbert McClinton 147 | Radiohead 112                  | Money Talks — The Album 91                      | ESPN Presents: Jock Jams Volume 3 31  |  |
| Bone Thugs-N-Harmony 40 | Missy "Misdemeanor" Elliott 60           | Joe 74   | Neal McCoy 75         | Radiohead 112                  | My Best Friend's Wedding B4                     | Halloween Songs & Sounds 82   |  |
| Boy z I Men 7           | En Vogue 159                             |  | Tim McGraw 28         | Radiohead 112                  | Selena 143                                      | Pure Dance 1998 135   |  |
| Toni Braxton 142        | EPMD 41                                  |  | Loreena McKennitt 71  | Radiohead 112                  | Soul Food 6                                     | Pure Disco 122  |  |
| Jim Brickman 157        | NAS Escobar, Foxy Brown, AZ And Nature 1 |  | Brian McKnight 8B     | Reel Big Fish 145              | Space Jam 76                                    |   |  |
| Brooks & Dunn 19        |  |  | Sarah McLachlan 27    | LeAnn Rimes 2, 4B, 117         | Spawn — The Album 100                           |   |  |
| Meredith Brooks 126     |  |  |                       | Robyn 105                      | The Rolling Stones 16                           |   |  |
| Brotha Lynch Hung 133   |  |  |                       | Rome 154                       | Rome 154  |   |  |

(Continued from page 15)

bright, and this is a very mature record musically."

According to Gershon, the band has also helped to round out the label's sonic spectrum. Days Of The New, whose debut album was produced by Outpost principal and former R.E.M. producer Scott Litt, complements a roster that includes such new bands as insurgent country group Whiskeytown and electronic act the Crystal Method.

"From a label perspective, we're all over the place," says Gershon. "We're trying to sign and work with artists whose music we all love, and our diverse roster is a reflection of that."

However, Meeks is already plotting

ways to tweak and expand the band's repertoire.

"I would like to move forward and take the music to another place," he says. "We're going to try some different percussion, and I'm going to introduce a female singer for backup. We're kind of going for a full orchestra sound, something with a fuller cultural feel with some world music."

While the future may hold a different sound for the band, Days Of The New, at least in the present tense, is part of a growing number of straightforward acts, such as matchbox 20, being embraced by mainstream and modern rock radio.

The first single, "Touch, Peel And Stand," is Nos. 1 and 15 on the Mainstream Rock Tracks and Modern Rock Tracks charts this issue, respectively.

Meanwhile, a clip for the song has been placed in heavy rotation on MTV.

Dave Levesque, a senior music buyer for the 37-store, Troy, Mich.-based Harmony House, says that rock acts like Days Of The New are finding a greater public acceptance that has translated into significant sales.

"It's not like the '80s metal and glam bands are coming back, the classic rockers aren't crowding the top of the charts, and the grunge guys aren't doing it either," says Levesque of the current musical landscape. "This kind of music just started to emerge."

Outpost achieved its radio success by slowly building the track at mainstream rock radio during the summer, then following up at modern rock stations in early September.

"We serviced the whole album to mainstream rock in mid-July to help build the band's identity," says Gershon. "There were a couple of different tracks we could have led with, but the consensus from those that heard the record was that 'Touch, Peel And Stand' was the single."

That vote of confidence has served the label well. In markets lacking a mainstream rock outlet, modern rock picked up the slack with significant airplay for the band.

Modern rock WXRK New York, for example, has been one of the band's most supportive stations.

Still, Geffen head of rock promotion (U.S.) Warren Christensen says that it bodes well for Days Of The New's longevity to also be associated with mainstream rock stations.

"One thing that separates alternative rock from active rock is that active rock is about bands, and alternative

rock is about hit records," says Christensen. "It's great to [have hits], but it's also important to create catalog for the new millennium, and clearly Days Of The New is a band that's going to be around in the the year 2005."

Neal Mirsky, music director of mainstream rock outlet WYSP Philadelphia, says that the station will continue to support the band and its current single.

"We started out just having a feeling about it," he says. "Initially there wasn't really an audience buzz, but I think that's good for a record. Some songs that hit immediately are the ones that burn so fast. This was a slow-burner, and burn has been nonexistent. I wish I had more songs like it."

With this sort of feedback, it's understandable why Outpost continues to plot a slow, deliberate course for the baby act.

"Touch' should last through the rest of the year," says Gershon. "This really has been a textbook, by-the-numbers case, but that's an easy thing to do when you have a great record."

"Travis could write another eight or nine records by the time he's 28 or 29 years old, and, keeping that in mind, we're not in a huge hurry," he adds.

Levesque expects the album to forge through the winter months with continuing solid sales.

"This record will hold out through the rest of the year, especially when radio starts freezing [its playlists]," he says. "There are some pretty strong releases coming out right along with them, and they haven't suffered yet. And some of the other big records that labels are coming with, like Barbra Streisand and Celine Dion, have different customers anyway."

The band, which is booked by Creative Artists Agency and managed by New York-based Wild Justice, also continues to tour. On Nov. 9, Days Of The New kicks off a series of opening dates for labelmate Veruca Salt in Minneapolis.

Though Meeks' voice bears a striking resemblance to that of Alice In Chains front man Layne Staley, he says people who see the band live or hear its next album will be surprised to find a different vocal tone than the one heard on "Days Of The New."

"I was really afraid to let it out when we were in the studio," he says. "I didn't sing from my stomach but the top of my body, and part of that was because I was nervous. My voice has developed since then, so I suspect people won't make those comparisons on the next album."

## SWEDISH RETAIL MAY DOWNPLAY SPICE GIRLS

(Continued from page 12)

the label, and moved more than 10 million singles.

Members here are also being urged to remove point-of-sale advertising material for all Virgin artists to secure the "lowest possible priority of Virgin products" at retail level.

Sources here say that the association's chairman, Ivan Hakansson, in an internal memo, reacted to Virgin's raising of the price of the Spice Girls album to the so-called "deluxe price" category. It is also understood that Virgin is cutting retail discounts and free stock on this release.

Hakansson acknowledges the memo but declines to comment further on it. "This has been blown out of proportion and is an internal matter which never should have reached the media," he says.

Retail outlets that Billboard has contacted are also reluctant to comment,

with most citing the "sensitive nature" of the case.

Anders Damberg, managing director of the Orebro-based retail outlet Nice Price, says retail is reacting to "the fact that Virgin is hiking the price on a Christmas release which has kids as the target audience." He adds that he is considering buying the Spice Girls album from one-stop wholesalers instead.

Lars Antoni, managing director at Skivakademien at Stureplan in Stockholm, says his chain has not decided what to do regarding the music retailer association's recommendations. "We probably will follow some of the recommendations," he says, without specifying which ones. "We haven't discussed this with Virgin yet. I don't think anybody really knows what's going to happen." Antoni adds that he

(Continued on next page)



by Geoff Mayfield

**FIRM-LY IN PLACE:** To no one's surprise, the rap collective of Nas Escobar, Foxy Brown, AZ, and Nature seizes the top post of The Billboard 200 with the much anticipated album "The Firm." The all-star project, which includes production turns from Trackmasters and Dr. Dre, pulls 147,000 units in its first week, easily beating last issue's chart queen, LeAnn Rimes (117,500 units), by a 25% margin.

During the tracking week, "The Firm" was the top seller for the Musicland Group, Blockbuster Music, Camelot Music, Warehouse Entertainment, Trans World Entertainment, the Wall, and the Wiz and was the No. 2 album at hardware/software webs Best Buy and Circuit City.

Given the pattern of most big rap titles, expect "The Firm" to see a considerable evaporation in its second week, a trait most recently exhibited by the soundtrack to 2Pac's "Gang Related" (No. 11). On the previous chart, which reflected "Gang Related's" sophomore week, the soundtrack showed a 44% drop, followed by this week's 39% decline.

Incidentally, a sales decline is no cause for disgrace in this particular week. Only 19 of the albums on last issue's Billboard 200 manage any kind of gain on this issue's list. Thus, Aqua (9-8) and Jewel (13-10) are each able to climb to higher chart rungs, although each sees drops in the range of 7,000 pieces, and Master P returns to the top 10 (11-9) despite selling 10,000 fewer units than he did a week ago.

Retail's softness is reflected in Market Watch (see page 104), as album sales are down from the previous week, although stronger than those of the same week in 1996. Despite what feels like a momentary lull in the action, optimism regarding the fourth quarter's prospects remains high among music merchants, with traffic-building albums from Celine Dion, Shania Twain, Spice Girls, Barbra Streisand, Pearl Jam, Jane's Addiction, Enya, and Yanni still waiting in the wings.

**STARTS:** Although the early numbers posted by "The Firm" and "Gang Related" prove rap's continuing viability, another hip-hop offering, Salt 'N' Pepa's "Brand New," has a slower than anticipated opening week. The album registers 26,000 scans, entering the big chart at No. 37. Considering that the act built 1993's "Very Necessary" to a No. 4 peak on The Billboard 200, this seems a modest bow. However, SNP's lead track, "R U Ready," is still gaining ground at radio, moving 30-26 on Hot R&B Airplay, which might lead to a growth in album sales. Television may assist sales, too, as the act was scheduled to hit "The Tonight Show With Jay Leno" on Oct. 30 and "The Keenen Ivory Wayans Show" on Monday (3).

Country star Wynonna has also seen brighter openings than the No. 38 debut she makes on The Billboard 200, just shy of 26,000 units. Of her four previous solo albums, the only one to post a lower first-week take was her best-of set, "Collection," which bowed earlier this year with 16,000 units. Her first solo outing, 1992's "Wynonna," still represents her biggest opening week, with 121,500 pieces. In '93, her "Tell Me Why" had first-week sales of 56,500 units, while last year's "Revelations" opened with 79,500 units. Wynonna has a bustling TV schedule working for her into December (see Country Corner, page 36), which might lift this one higher.

On the other hand, the arrival of Capitol Nashville sophomore Trace Adkins suggests career growth. His new "Big Time" bows at No. 58 with almost 19,000 units. That's just a bit shy of the 22,000 units that his first album, "Dreamin' Out Loud," had in its biggest week, Christmas of '96—and he spent a full six months on Top Country Albums before he got to that point.

**ON DECK:** Judging from street-date violations and the high profile he has received from huge singles by Puff Daddy and the Notorious B.I.G., figure that Mase will offer the next evidence of hip-hop's draw, when his album snares the Hot Shot Debut on next issue's Billboard 200. His "Harlem World" makes a premature bow at No. 62 on Top R&B Albums (see Datu Faison's Rhythm Section, page 28). Early sales suggest Mase will easily be the top seller for Musicland, which has the highest store count of any U.S. chain, so the album actually has a solid chance to debut atop the big chart.

**NEW KIDS IN TOWN:** Tub thumping, indeed. Fueled by the multi-format love fest that radio is holding for its quirky "Tubthumping," Chumbawamba's debut album wins The Billboard 200's Greatest Gainer for a second consecutive week. This time, a 22% gain wins the bell, as the set jumps 21-15. Last issue, the album scored a 42% jump. . . . Fledgling rock act Creed continues to roll, leaping 119-103 on The Billboard 200. The album scores a 14% sales gain, enough to snare the No. 1 slot on the Heatseekers chart. Apologies, by the by, for butchering the album's title in last issue's column. It's called "My Own Prison."

**DECK THE HALLS:** Thanksgiving is still a few weeks away, and yet a Christmas title has already creased The Billboard 200. The all-star "A Very Special Christmas 3," from the A&M series that benefits the Special Olympics, debuts at No. 168 with 6,500 units, 16.5% more than it did in the prior week. The album includes, among others, Smashing Pumpkins, Sting, Sheryl Crow, No Doubt, Mary J. Blige, Steve Winwood, and Tracy Chapman.

## RCA LOOKS BEYOND TOP 40 BASE FOR SWEDEN'S ROBYN

(Continued from page 5)

song than 'Do You Know.'"

Both tracks are included on her debut album, "Robyn Is Here" (Music to My Ears, Billboard, May 17), which rests at No. 105 on The Billboard 200 and has sold more than 150,000 copies in the U.S., according to SoundScan.

The artist, signed as a 14-year-old to Swedish indie label Ricochet (acquired by BMG in 1994), has already found success in her home market and neighboring Denmark (Billboard, July 19). BMG's planned promotional push in Europe this year, however, was curtailed after two singles this past winter, when Robyn's U.S. career took off.

The push resumes with "Show Me Love," her third single in Europe, which is out Oct. 27, almost simultaneous with the U.S. release.

To date, her album sales have totaled 150,000 in the Nordic region, according to BMG. Other European territories are discussing releasing the album in January.

Robyn has also sold more than 40,000 albums in Asia and Japan, without any promotional visits. Radio sales and her U.S. interest have helped, says Benke Berg, international exploitation manager for BMG Nordic region.

"Japan, Korea, and Thailand are the territories which are quite influenced by America," says Berg.

RCA is indeed pleased with the artist's U.S. reception so far but doesn't intend to rest on its success: The label is continuing its multi-effort campaign to make Robyn a household name.

"It is brutal out there in retail-land with all the competition," says Julie Bruzzone, VP of marketing and artist development (U.S.) at RCA. "We have to keep pushing new artists using as many avenues as possible to expand the available fan base. We are trying to cover all demographics in the publicity push because Robyn's music appeals to a variety of people. We just have to grab the listener's attention."

With the crowded holiday season

looming, RCA has made an effort to make all its merchandising stand out with retailers. The CD version of the album comes in three colors—red, white, and gold—as do all accompanying materials, including posters and flats.

"The color scheme spices up the CDs when they are in bins," Bruzzone says. "We've also given retailers double-sided posters in two different shapes to make displays snazzier. Retail space seems to get smaller every year. We try to give stores many options to win their space. Displays help shoppers connect the dots that Robyn is what their kids have been listening to on the radio and that it'd make a good Christmas present."

Prior to the commercial release of "Show Me Love," RCA serviced the track to radio Sept. 8 and sent a video clip of the song to video outlets Sept. 29. The clip is airing in stress rotation on MTV, as well as on M2 and VH1, while 112 top 40 stations monitored by Broadcast Data Systems have "Show Me Love" in rotation. The song is No. 21 on Hot 100 Airplay this issue.

"'Show Me Love' is not a disposable dance song. The words hit home with women, yet its rhythmic base makes it fun," says Jay Michaels, music director of top 40 KRBE Houston, which was scheduled to host a Halloween concert featuring Robyn. "The first single took time to gain momentum, but 'Show Me' has been in our top 10 from virtually the beginning. We believe this single will solidify her as a hit in the United States."

Although Robyn is not slated to tour North America until March, she will stay visible in the interim via performances at radio-sponsored events. In addition to the KRBE concert, Robyn was scheduled to perform at shows for WFLZ Tampa, Fla., Oct. 25, WBBM (B96) Chicago Oct. 30, WHTZ (Z100) New York Dec. 9, WXKS Boston Dec. 10, and KHKS Dallas Dec. 12.

Tommy Austin, music director/assistant PD at top 40 KKRZ Portland, Ore., hypothesizes that radio is embracing Robyn due to her exclusivity to

the top 40 genre.

"It is nice to have a pure pop artist that we can embrace without other stations nit-picking at it," Austin says. "She sounds good with other songs in our rotation but also stands on her own between an Usher record and a match-box 20 song."

### HISPANIC MARKET SURPRISE

If RCA has its way, that single-market niche will come to an end, however. The label was surprised to find out that "Do You Know (What It Takes)" did well in Hispanic markets. With "Show Me Love," it plans to be more prepared by targeting Latin press like Selecta magazine and People En Español and by sending street teams to beach events, youth festivals, retailers, and schools in major cities.

"It caught us a little off guard because we didn't set out to win affection in these markets. This time we are actively including them," Bruzzone says. "We've hired a Los Angeles firm specializing in Hispanic publicity to help make the transition smoother and more natural."

Robyn, who considers hip-hop and soul big influences on her sound, suggested that RCA mine the R&B market as well.

"I am part of a new generation in Sweden who identifies more with Miles Davis and Aretha Franklin than Abba or Ace Of Base," she says. "I have a tremendous respect for those fans and hope I can earn their appreciation by keeping it real."

In hopes of attaining this goal, Robyn performed on "Soul Train" and the Lady of Soul Awards. There is an R&B remix on the "Show Me Love" single, a sampler is being circulated, and preliminary talks with BET are positive.

"We want any action in this arena to be natural, not just record company hype and push," Bruzzone says. "It is important that the community decide she is the real thing. We expect that the third single, 'Just Another Girlfriend,' will lend itself even more to R&B radio play when it comes out early next year."

## SWEDISH RETAIL MAY DOWNPLAY SPICE GIRLS

(Continued from preceding page)

doesn't intend to give the product the recommended campaign retail price of 149 Swedish kroner (\$19.60).

Virgin Records sales manager Hasse Hansson says it's unclear how retailers will react. "The product hasn't been released yet, so we'll just have to see how they react in terms of the exposure they give to the CD."

Virgin Records managing director Anders Hjelmtoft is unsympathetic to the association's viewpoints: "The [dealer price] on the new Spice Girls album is 102 Swedish kroner [\$13.40], while other releases like [BMG-signed] Eros Ramazzotti have a [dealer price] of 104 Swedish kroner [\$13.68]. Spice Girls have become a special target for something that the retailers don't like."

The dealer price for normal new releases by non-superstar acts is 94-98 Swedish kroner [\$12.36-\$12.89]. Hjelmtoft defends the price increase, saying, "When a band spawns several hits, you can increase the price, because the product is worth it."

Hjelmtoft says he understands that the label's introductory sales demands cause annoyance on the retail side. Instead of giving the usual large discounts and free goods to secure large initial shipments, the label is spending the money on co-op ad campaigns instead. "A marketing campaign for Spice Girls has to be grand. Our TV advertising campaign will be double the size of the first one," he says.

Virgin's projected initial shipments in this market are 50,000 units (10,000 units above the gold certification level) and total projected sales by Christmas here are 80,000 (platinum).

## FOR THE RECORD

U.K. band Chumbawamba was signed to Republic for North America by Monte and Avery Lipman (Billboard, Nov. 1). The band's releases are marketed and distributed in that territory by Universal.

In the Spotlight on Tokyo (Billboard, Oct. 11), the contact information for Club Citta' was incorrect. Club Citta' can be reached at 044-244-7888 (phone), 044-211-8736 (fax), or 88citta@big.or.jp (E-mail).

Tony Renis wrote the song "I Hate You, Then I Love You" on Celine Dion's album "Let's Talk About Love" (Billboard, Nov. 1).

One group has been an easy sell from the beginning, although the label hasn't eased its second-phase push on the segment: The 18-year-old singer is a perfect fit for young people.

"Our young teen audience is totally getting into Robyn," says Cathee Sandstrom, editor of leading teen entertainment publications BOP and BB, based in Studio City, Calif. "Her music is upbeat and singable, honest and fun. Robyn's talent, look, sound, and honesty will certainly sustain her through a second album."

RCA has focused on the teen market by purchasing TV advertising in major markets like Boston and Minneapolis during such youth-oriented programming as "Saved By The Bell" and "Family Matters." Upcoming features in Teen, YM, and React will complement her appearances on Nickelodeon's "The Big Help," which aired Oct. 18, and a forthcoming episode of "All That."

### CATERING TO KIDS

Ads will also be incorporated into the Planet Report Campaign, an informational poster serviced to 41,000 high schools.

"They hang the posters in homerooms to teach kids about social causes or the environment," Bruzzone says. "There are very few opportunities to get into high schools, but this is a pre-approved option that sounded good to us."

Bob Reamer, pop music buyer for Borders Books & Music, used the recent explosion of teen sensations to create a listening booth catering to the whims of mainstream kids.

"Borders is often labeled the older folks' music store," he says. "But with the success of Spice Girls, Hanson, and now Robyn, we've changed our outlook on carrying those albums. We've developed a listening booth with established artists like the Backstreet Boys and other items we think kids would like. Teens have re-emerged as a buying force, and the most important thing in getting that \$15 a month is letting them hear the music until they just have to have it."

Reamer thinks fans under 25 tend to stick to singles but will splurge on a full-length if radio shows them that it contains several good songs.

### THREE'S THE CHARM

"The label really pushed the second single, saying it would be the one to break her. The early response seems like that will be true," Reamer says. "The first song introduces an artist. The second single validates them. The third is the trick that gets people to shell out the money for the record. Before you know it, she'll be a platinum artist."

Robyn, who is managed by Lifeline Management and booked by the William Morris Agency, isn't worried about being pigeonholed because of her youth appeal.

"Kids are more true fans. If they like

something, they really get into it and share it with friends and family," she says. "I don't think of myself as a role model, but if I am, I accept my responsibility and hope to encourage them to be themselves."

John Manes, head buyer for the six-store, Dayton, Ohio-based CD Connection, isn't yet convinced that youngsters are heading to record stores to blow their allowances.

"I stocked an awful lot of her album in the beginning because of all the hype, but it didn't generate the sales," he says. "Kids have many hobbies to spend the little extra cash they have on. When they do buy music, it is more in the Fiona Apple, Jewel, or rap vein. But this is Ohio, and dance music has never been really popular here. I would imagine she does better with kids on the coasts."

To plug any such gaps, Bruzzone says, RCA has cushioned its youth marketing with equivalent strategies in adult arenas.

"She has stories in Detour and Vibe, is doing 'Jay Leno,' and is a presenter at this year's Billboard Music Awards [to be held Dec. 8 in Las Vegas]. There is enough of Robyn to go around."

Robyn is appreciative of the support but feels that "getting her music out there" is the most important thing.

"Even though all ages aren't buying my albums, I know all ages are listening and appreciating," she says. "That's what counts. People lose sight of that sometimes when promotion and sales become too important. I just want to take this as far as I can without sacrificing my spiritual development."

Assistance in preparing this story was provided by Dominic Pride in London.

**YOUR MUSIC ON 12" VINYL!**

**100 12" singles for only \$749!**



**FREE CATALOG!**  
with complete 12", cassette, and CD manufacturing prices  
**1-800-468-9353**  
**www.discmakers.com**

**DISC MAKERS**  
7905 N. Route 130, Pennsauken, NJ 08110-1402  
Outside USA call 609-663-9030 • FAX 609-661-3458

■ BPI COMMUNICATIONS • Chairman: Gerald S. Hobbs • President & CEO: John B. Babcock Jr. Executive Vice Presidents: Robert J. Dowling, Martin R. Feely, Howard Lander • Senior Vice Presidents: Georgina Challis, Paul Curran, Mark Dacey, Ann Haire, Rosalee Lovett • Vice President: Glenn Helferman • Chairman Emeritus: W.D. Littleford

© Copyright 1997 by BPI Communications Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher. BILLBOARD MAGAZINE (ISSN 0006-2510) is published weekly except for the first week in January, One Astor Plaza, 1515 Broadway, New York, N.Y. 10036. Subscription rate: annual rate, Continental U.S. \$275.00. Continental Europe 215 pounds. Billboard, Tower House, Sovereign Park, market Harbourough, Leicestershire, England LE16 9EF. Registered as a newspaper at the British Post Office. Japan 109,000 yen. Music Labo Inc., Dempa Building, 2nd Floor, 11-2, 1-Chome, Nigashi-Gotanda, Shinagawa-ku, Tokyo 141, Japan. Periodicals postage paid at New York, N.Y. and at additional mailing offices. Postmaster: please send changes of address to Billboard, P. O. Box 2011, Marion, OH 43305-2011. Current and back copies of Billboard are available on microfilm from Kraus Microform, Route 100, Millwood, N.Y. 10546 or Xerox University Microfilms, 300 North Zeeb Road, Ann Arbor, Mich. 48106. For Group Subscription information call 212-536-5261. For Subscription Information call 1-800-745-8922 (Outside U.S.: 614-382-3322). For any other information call 212-764-7300. Canada Post Corp. International Publications Mail Agreement #0921920. Printed in the U.S.A.

## Spade Signs On To Host Billboard Music Awards

Comedian David Spade will host the eighth annual Billboard Music Awards, broadcast live from Las Vegas, Monday, December 8, on Fox-TV.

Spade, who spent four seasons on "Saturday Night Live" is one of today's busiest young comedians. He can be seen weekly on NBC's television series "Just Shoot Me." In January, Spade will star opposite Marlon Wayans in the film "Senseless." He recently completed "Kingdom On The Sun," and "Rugrats," two animated features. His additional film credits include roles in "8 Heads In A Duffle Bag," "Blacksheep," "Tommy Boy," "Reality Bites," "Coneheads," "Light Sleeper," and "PCU."

Spade has been performing stand-up comedy for over eight

years. In 1990, he made his TV debut on "Saturday Night Live" and was soon named the "Hot Stand Up Comedian of the Year" by Rolling Stone. Spade has also guest starred on "The Larry Sanders Show" and was featured on HBO's "13th Annual Young Comedians' Special."

Billboard's year-end music awards show honors the year's No. 1 artists and songs determined by the record buying audience and radio airplay statistics. Winners are determined by the 1997 year-end charts compiled from Billboard's weekly and bi-weekly charts.

Bob Bain returns for his second year as executive producer of the awards show. Watch this space for more news of star performers and presenters.



DAVID SPADE

## Spice Girls Grab Lead In Online Music Vid Voting

Virgin act Spice Girls holds a slim lead over Atlantic artist Jewel and Interscope's Wallflowers in Billboard's first Fantastic Video competition, which is taking place exclusively on the Internet at [www.billboard.com](http://www.billboard.com). The competition is part of the 19th annual Billboard Music Video Awards.

At deadline, Spice Girls' "Say You'll Be There" had captured 32% of the votes, while Jewel's "You Were Meant For Me" had pulled in 28% and the Wallflowers' "One Headlight" had grabbed 27%. Also in contention: Paula Cole's "Where

Have All The Cowboys Gone?" (Warner Bros.) and Shawn Colvin's "Sunny Came Home" (Columbia). The nominees are the most-played videos according to BDS for the period Jan. 1-Sept. 30.

Online voting continues through Nov. 7. The winning video will be announced Nov. 22 at the 19th annual Billboard Music Video Awards, which is to be Webcast live on JamTV and Billboard Online. Billboard currently is developing the talent lineup for the show; for information, contact Maureen Ryan at 212-536-5002.



SPICE GIRLS

## PERSONNEL DIRECTIONS

Judy Yzquierdo has joined Billboard magazine as national advertising manager, video/new media. Yzquierdo has a wealth of ad sales and marketing experience from stints at Tower Pulse!, Bam Magazine, and Premiere. Most recently



YZQUIERDO

she worked with High Level Marketing.

Yzquierdo received her bachelor's degree from Central Michigan University in broadcast and cinematic Arts. In her spare time she enjoys photography.

**Billboard Music Awards**  
Las Vegas • Dec. 8, 1997

For more information, contact Susan Mazo at 212-536-5173

**19th Annual Billboard Music Video Conference & Awards**  
The Beverly Hilton, Beverly Hills, Calif. • Nov. 20-22, 1997  
**Billboard's 1998 International Latin Music Conference & Awards**  
Biscayne Bay Marriott, Miami, Fla. • April 5-7, 1998  
**Billboard's Fifth Annual Dance Music Summit**  
Chicago Marriott, downtown, Chicago • July 8-10, 1998  
For more information, contact Maureen Ryan at 212-536-5002.

Visit our Web site at <http://www.billboard.com>  
Contact Sam Bell at 212-536-1402/1-800-449-1402.  
E-mail: [sbell@billboard.com](mailto:sbell@billboard.com)

## 4th Single Not As Hot, But Still Spicy

THEY'RE ALREADY ON their fourth hit, so it's hard to believe that it was less than 10 months ago that Britain's Spice Girls made their U.S. chart debut. "Spice Up Your Life" (Virgin) is the quintet's lowest debut yet on the Hot 100, although entering the chart at No. 32 is hardly something to be ashamed of. Back on Jan. 25, "Wannabe" made a splash by bowing at No. 11, at the time tying Alanis Morissette as the highest entry for a debut act in the history of the chart. "Wannabe" moved to No. 1 the week of Feb. 22. "Say You'll Be There" entered at No. 5 the week of May 24 and peaked at No. 3 the following week. Spice Girls then slowed the pace for the ballad "2 Become 1," which entered at No. 6 the week of Aug. 16 and peaked at No. 4 three weeks later. "Spice Up Your Life," the first single from the forthcoming soundtrack "Spiceworld," is poised to become the group's fourth top 30 hit in the same calendar year.



by Fred Bronson

This latest single marks the first time that the U.S. and the U.K. are enjoying the same Spice Girls song at the same time. But "Spice Up Your Life" takes an unexpected tumble from the top of the British singles chart, dethroned by another example of girl power. Aqua's "Barbie Girl" is the new No. 1 title in the U.K. In the U.S., that Danish import has already fallen to No. 67 in its 10th chart week.

**MOVING UP:** With "Something About The Way You Look Tonight"/"Candle In The Wind 1997" (Rocket) holding on to the No. 1 spot for a fifth week in a row, this is clearly Elton John's longest-running chart-topper in the U.S. More impressive, a look at the brand-new edition of Joel Whitburn's "Top Pop Singles 1955-1996" reveals that by Whitburn's accounting, John is the No. 3 artist of the rock era, only behind Elvis Presley and the Beatles. And as this latest edition of Whitburn's essential tome was compiled before the release of the tribute to Diana, Princess of

Wales, it's very possible that by the time the next edition is released, John will surpass the Beatles to be the No. 2 artist of the rock era.

**THEY LOVE MUSIC:** For the first time since 1980, the O'Jays have two Hot 100 hits in a calendar year. "Baby You Know" (Global Soul) enters the chart at No. 92. Back in July, the veteran R&B act peaked at No. 73 with "What's Stopping You."

That makes it another father-and-son victory for O'Jays co-founder Eddie Levert and his son Gerald Levert, who is one-third of the trio LSG. That superstar group, which also includes Keith Sweat and Johnny Gill, takes a giant 26-12 leap on the Hot 100 with "My Body" (EastWest).

**GIVE IT TO HIM:** Rick James is back on The Billboard 200 for the first time in nine years. His last chart entry was "Wonderful" in 1988. This issue, his first post-incarceration album, "Urban Rhapsody" (Higher Source/Private I), debuts at No. 170. Next year, James will mark the 20th anniversary of his album chart debut; "Come Get It!" first charted in June 1978.

**ONE MORE TIME:** Songwriter Diane Warren collects another top 10 hit as Aaliyah jumps 12-10 on the Hot 100 with "The One I Gave My Heart To" (Blackground). Warren is still in the top 10 with "How Do I Live" (Curb), as LeAnn Rimes' recording remains in its peak position of No. 3. On the Adult Contemporary chart, "How Do I Live" is No. 1 for the 10th consecutive week, denying Elton John's "Something About The Way You Look Tonight" the opportunity to be No. 1. Elton is tied with the Carpenters for the most AC No. 1 titles, with 15 each, so just one more chart-topper would put him solely in first place. "Something" retains its bullet, so there's still a chance he'll do it with this track from "The Big Picture."

## MARKET WATCH

A WEEKLY NATIONAL MUSIC SALES REPORT

	YEAR-TO-DATE OVERALL UNIT SALES		YEAR-TO-DATE SALES BY ALBUM FORMAT	
	1996	1997	1996	1997
TOTAL	550,191,000	588,671,000 (UP 7%)	CD	324,812,000 363,884,000 (UP 12%)
ALBUMS	453,018,000	477,082,000 (UP 5.3%)	CASSETTE	127,043,000 112,059,000 (DN 11.8%)
SINGLES	97,173,000	111,589,000 (UP 14.8%)	OTHER	1,163,000 1,139,000 (DN 2.1%)

OVERALL UNIT SALES THIS WEEK	ALBUM SALES THIS WEEK	SINGLES SALES THIS WEEK
12,999,000	10,515,000	2,484,000
LAST WEEK	LAST WEEK	LAST WEEK
14,011,000	11,239,000	2,772,000
CHANGE	CHANGE	CHANGE
DOWN 7.2%	DOWN 6.4%	DOWN 10.4%
THIS WEEK 1996	THIS WEEK 1996	THIS WEEK 1996
12,772,000	10,391,000	2,381,000
CHANGE	CHANGE	CHANGE
UP 1.8%	UP 1.2%	UP 4.3%

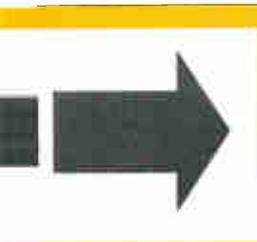
TOTAL YEAR-TO-DATE SINGLES SALES BY STORE TYPE	1996	1997	CHANGE
CHAIN	64,425,000	66,759,000	UP 3.6%
INDEPENDENT	13,924,000	14,595,000	UP 4.8%
MASS MERCHANT	18,823,000	30,210,000	UP 60.5%
NONTRADITIONAL	NA	25,000	NA

ROUNDED FIGURES

FOR WEEK ENDING 10/26/97

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





No. 2\* Billboard R&B single

No. 6\* Billboard Hot 100 single

No. 1\* Soundscan R&B Core Store chart

No. 5\* Soundscan Top Single chart

No. 1\* R&B Urban chart

No. 2\* R&R Rhythmic Top 40 chart

No. 2\* R&R R&B Crossover chart

No. 1\* R&B Mainstream Monitor

No. 2\* Crossover Monitor

No. 2\* Rhythmic Top 40 Monitor

**THEY'RE THE**

**SHHH!**

**somethin' for the people**



New album in stores now

**this time it's personal**

4/2-46753



**FEATURING THE GOLD SINGLE: "MY LOVE IS THE SHHH!"**



# ARISTA'S NEWEST AND HOTTEST HITS!



**KENNY G**  
Greatest Hits

The first-ever Greatest Hits collection from the #1 musician of our time. Contains over 75 minutes of music, including 3 previously unreleased recordings.

A must-have album featuring stunning duet performances with Toni Braxton, Babyface, Peabo Bryson and...Frank Sinatra.



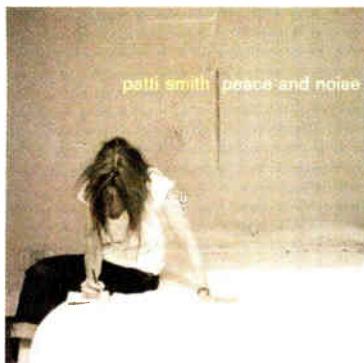
**SARAH McLACHLAN**  
Surfacing

A brilliant new album from music's most acclaimed new superstar. *Time Magazine* calls it "An elegant album with standout songs." The album soars past Platinum and features the hits "Sweet Surrender," "Building A Mystery" and much more.



**CARLY SIMON**  
Film Noir

"I love this record," raves *The New York Post's* Liz Smith. "This is the sexiest CD of the year!" Carly's landmark new album features the hit "Ev'ry Time We Say Goodbye" and "Two Sleepy People," a duet with John Travolta. The sizzlingest new album of the year!



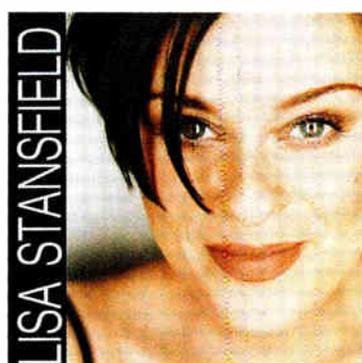
**PATTI SMITH** Peace And Noise

Critics hail this album as her most powerful.... *Entertainment Weekly* calls it "triumphant," and *Rolling Stone* awards it a highest rating of Four Stars. The album *Time Out* calls "utterly current and crucial" features "1959," "Don't Say Nothing" and "Dead City."



**BROOKS & DUNN**  
The Greatest Hits Collection

The greatest hits of the greatest duo in Country Music history! 19 songs: 16 classics plus 3 new hits including "He's Got You" and "Honky Tonk Truth."



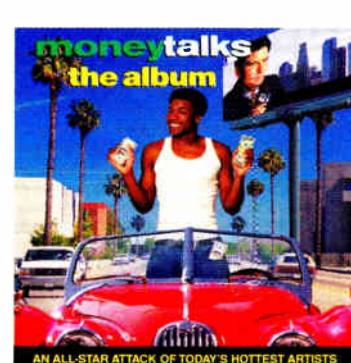
**LISA STANSFIELD**

She's back like never before with an explosive new album *Time Magazine* calls "A welcome return!" Lisa's new album features "Never Gonna Fall," "Never, Never Gonna Give You Up" and much more. "Her peers should listen and learn!" - *People Magazine*



**NEXT** Rated Next

The explosive debut album from R&B's most talked-about new vocal group. It features the smash hit "Butta Love," plus "Too Close," "Penetration" and "I Still Love You."



**Money Talks - The Album**

Only one album can talk about this many stars...and this many new classics! Features the acclaimed songs "Feel So Good" by Mase, "Money Talks" by Lil' Kim, "A Dream" by Mary J. Blige and "Avenues" by Refugee Camp All Stars (Pras). "A Star-Studded Soundtrack!" - *USA Today*

## EXPLOSIVE NEW ALBUMS FROM BAD BOY ENTERTAINMENT:



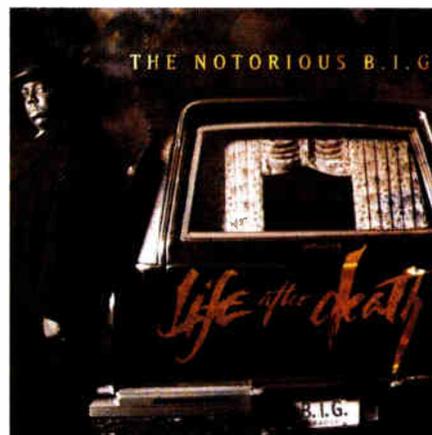
**Ultimate Dance Party 1998**

18 of the hottest dance tracks from the original artists, including Whitney Houston, Toni Braxton, The Notorious B.I.G. (featuring Puff Daddy & Mase), Mark Morrison and Gina G. Other *Ultimate Packages* on the Charts: *Ultimate Hip Hop Party 1998* and *Ultimate New Wave Party 1998!*



**MASE** Harlem World

He's already blown-up the spot on some of the year's biggest hits. Now, it's all him. His long-awaited solo debut album features the first smash, "Feel So Good" and much more.



**THE NOTORIOUS B.I.G.**  
Life After Death

His legacy lives on with this classic album in which the *LA Times* said, "Rarely has a rapper pleased so many different audiences so brilliantly." This 6X Platinum rap tour de force includes his newest hits "Sky's The Limit" and "Nasty Boy," plus the #1 hits "Mo Money Mo Problems" and "Hypnotize."



**PUFF DADDY & THE FAMILY**  
No Way Out

His acclaimed #1 Triple Platinum debut album features the #1 hits "Been Around The World" featuring The Notorious B.I.G. & Mase, "I'll Be Missing You" featuring Faith Evans & 112, "Can't Nobody Hold Me Down" and much more.