

RPM

Chart Weekly

100 TOP CDs

100 TOP HITS
100 COUNTRY HITS

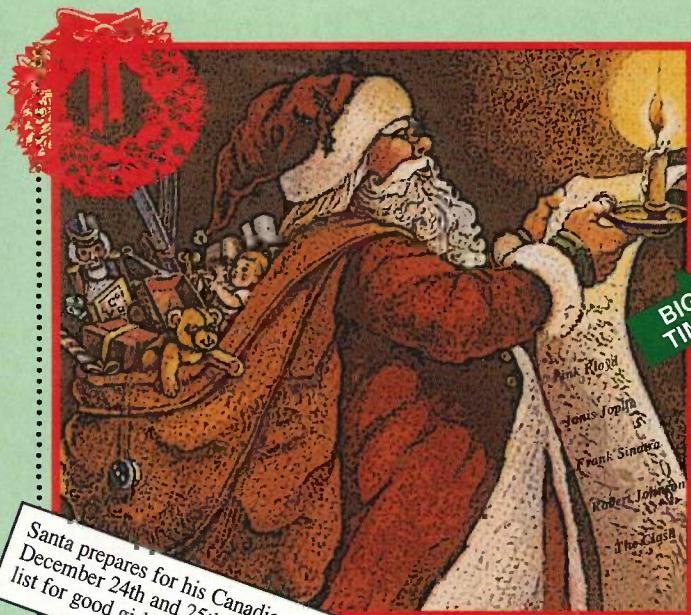
\$3.00

\$2.80 plus .20 GST

Volume 59 No. 22

Week ending

December 11, 1993



BIG TIME

Santa prepares for his Canadian tour December 24th and 25th with his new list for good girls and boys.

SANTA'S HIT PICK



JANIS JOPLIN
Janis

CHRISTMAS REQUESTS

BARBRA STREISAND
Just For The Record

BRUCE SPRINGSTEEN
Live 1975-1985

CHICAGO
Group Portrait

TONY BENNETT
Forty Years: The Artistry
Of Tony Bennett

BOB DYLAN
Biography

SPECIAL GIFT PICK



FRANK SINATRA
The Columbia Years
The Complete Recordings (1943-1952)

GIFT PACK SELLERS



1,2,3 SERIES

- 1) Stevie Ray Vaughan
 - 2) Billy Joel
 - 3) Leonard Cohen
- Bruce Cockburn, Rush, Julio Iglesias, Michael Bolton, Simon and Garfunkel and more...

BIG SELLERS

PINK FLOYD
Shine On

JANIS JOPLIN
Janis

FRANK SINATRA
The Columbia Years
The Complete Recordings
(1943-1952)

AEROSMITH
Pandora's Box

ROBERT JOHNSON
The Complete Recordings

JEFF BECK
Beckology

ELF HITS

JOHNNY MATHIS
The Music Of
Johnny Mathis:
A Personal Collection

BILLIE HOLIDAY
The Legacy

TED NUGENT
Out Of Control

MILES DAVIS
The Columbia Years

ROOTS N' BLUES
The Roots N' Blues
Retrospective

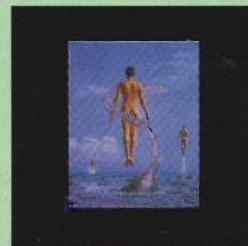
BIG TIME

NO.1 NEW BOX SET

JOHNNY MATHIS
The Music Of
Johnny Mathis
A Personal
Collection



No.1 HIT



PINK FLOYD
Shine On

BIG HITS

THE BYRDS
The Byrds

EARTH, WIND & FIRE
The Eternal Dance

THE CLASH
The Clash On Broadway

JOHNNY CASH
The Essential Johnny Cash

BESSIE SMITH
The Complete Recordings

JOURNEY
Time³

DAVID BRUBECK
Time Signatures

SANTA SAYS



with Elf help

HO, NO NOT AGAIN...

No initials here, but what record person was recently seen at a record store trying to exchange his used vinyl and video games for a Frank Sinatra Box Set? (E.C. How 'bout just one initial?)

Box Sets For Christmas Available Today
From Sony Music

Hip and Pursuit firmed for Brian Eagle benefit

A private fund-raising concert by The Tragically Hip with special guests The Pursuit Of Happiness will be staged at The Phoenix Club in Toronto on Dec. 8.

Organized by The Friends of Brian Eagle, the concert is to benefit the family of the late Brian Eagle. It will be an "all ages" show utilizing a wrist band system (or suitable alternative) to restrict alcohol consumption by those who are underage.

All costs normally associated with a show, including performer fees, club, sound and light rentals, are being provided free of charge. All funds raised through donations will be presented to the family.

Eagle lost a valiant battle against a malignant brain tumour, passing away on May 27th of this year. He was 39 years of age. Although his cancer was diagnosed during the Christmas holidays in 1991, it was through his determination that he was not only able to see his son born, but to be there for his first birthday. Eagle is survived by his wife Sandra, four-year old daughter Julia, and one-year old son Spencer.

Eagle was a veteran of the Canadian music industry. At the time of his death he held the position of marketing manager for the Geffen label with MCA Records Canada. Prior to joining MCA, he was associated with BMG Music, PolyGram and before that was

Newfoundland to host awards for first time

St. John's, Newfoundland will host the East Coast Music Awards/Conference for the first time this coming Feb. 10-13.

The sixth annual awards will feature some of the brightest talent in the industry, a list of which is forthcoming. The four-day conference will culminate in the awards show on Sunday Feb. 13. The other three days will feature band showcases and industry conferences. Limited tickets will be available through the Arts and Culture Centre box office.

involved with radio.

For those wishing to make a donation, but will not be able to attend the show, arrangements have been made with Covenant House (a hostel for homeless teenagers), Big Brothers of Metropolitan Toronto, and Big Sisters of Toronto, to allow underprivileged teenagers to have access to these invitations.

Donors will also qualify to win one of three door prizes: a 29" GAOO television set with a value of \$1400, a Sega Genesis and CD

Celine Dion ices cake for Amex and CPI coupling

A dynamic noon-hour special performance (Nov. 29) by Celine Dion before a select audience of various entertainment industry and media representatives, and American Express cardmembers heralded the announcement of a unique bonding between Concert Productions International (CPI) and American Express.

The intimate Dance Theatre at Toronto's Harbourfront was the setting, where the Canadian superstar performed a scaled-down, but powerful version of her stadium show, complete with lights, lasers and fog sequences. After performing several of her big hits, including Beauty And The Beast, When I Fall In Love and Can't Help Falling In Love With You, she closed with her current chart single, The Power Of Love, which brought the audience to its feet and a demand for an encore.

The Dion performance made the Amex/CPI coupling appear secondary. With the demand on her time and an international tour schedule that will see her playing to audiences of 5,000 plus, it's not likely that she will be seen performing in the foreseeable future in such an intimate setting before an audience numbering less than 300.

The press call however, was to announce the pacting between Amex Canada, CPI, and its partners Montreal's Donald K. Donald (DKD), and Vancouver's Perryscope Concert

ROM unit, and a Super Nintendo Entertainment System.

Those wishing to support the Eagle benefit are asked to make a donation (a minimum of \$100 per invitation is requested) by mailing their request to Friends of Brian Eagle, c/o MCA Records Canada, 2450 Victoria Park Avenue, Willowdale, ON, M2J 4A2. They can also fax their request to 416-491-1857 and mail the cheque to the same address. It should be indicated whether or not the invitation is to be sent to the donor or to an underprivileged teenager.

Productions. Through the agreement, holders of American Express cards can now use their cards to buy tickets for CPI-staged concerts before the tickets go on sale to the public.

Front Of The Line ticket access for American Express cardmembers, was actually launched in 1989. Over that period of time, ticket purchases with American Express cards have grown by more than 200 per cent.

American Express has sponsored a number of live theatre productions including Miss Saigon, Phantom Of The Opera and Show Boat. Other Front Of The Line events have included concerts by Paul Simon, Placido Domingo and the Canadian tour of Stars On Ice.

The agreement is effective immediately. Tickets for the first events, Jose Carreras in concert in Montreal and Toronto in February, go on sale Dec. 6, a full week before the general box-office opens.

CPI, Canada's leading concert promoter, presents more than 700 shows a year across the country through its network of partners, including DKD and Perryscope. CPI-staged events this year included Canadian performances by Madonna, Rod Stewart, Bette Midler, Placido Domingo, the Another Roadside Attraction tour and the production of the Disney's Symphonic Fantasy. CPI also produces family and theatrical shows, including Cats and Evita.



Celine Dion after her special performance with Sony Canada president Rick Camilleri and vice-president of sales Don Oates



Celine Dion with CPI director Riley O'Connor, (l) and Bill Gunton, senior vice-president American Express. (Photos/T.L.Sandler)

RPM

Week

Week ending
December 11, 1993

AT A GLANCE

| | | | | | | | | | | | | | | |
|------|-----|-----|-----|-----|----|-----|----------|----|----|----|----|----|----|----|
| 1993 | | | | | | | December | | | | | | | |
| SUN | MON | TUE | WED | THU | FR | SAT | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| | | | | | | | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 |
| | | | | | | | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 |
| | | | | | | | 25 | 26 | 27 | 28 | 29 | 30 | 31 | |

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|------|-----|-----|-----|-----|----|-----|---------|----|----|----|----|----|----|----|
| 1994 | | | | | | | January | | | | | | | |
| SUN | MON | TUE | WED | THU | FR | SAT | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
| | | | | | | | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 |
| | | | | | | | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 |
| | | | | | | | 25 | 26 | 27 | 28 | 29 | 30 | 31 | |

No. 1 HIT

BRYAN ADAMS
PLEASE FORGIVE ME



PLEASE FORGIVE ME
Bryan Adams
A&M

BIG HITS

ALL FOR LOVE
Adams/Stewart/Sting

THE POWER OF LOVE
Celine Dion

MARY JANE'S LAST DANCE
Tom Petty

LINGER

The Cranberries

BREATHE AGAIN
Toni Braxton

WITHOUT A TRACE
Soul Asylum

FOUND OUT ABOUT YOU
Gin Blossoms

AS LONG AS I HAVE YOU
Expose

BECAUSE THE NIGHT
10,000 Maniacs

DARLING BE HOME SOON
The Barra MacNeils

AMAZING
Aerosmith

JUST KEEP ME MOVING
K.D. Lang

COMMITMENT OF THE HEART
Clive Griffin

I CAN SEE CLEARLY NOW
Jimmy Cliff

GOODNIGHT SONG
Tears For Fears

PAYING THE PRICE OF LOVE
Bee Gees

HIT ADDS

TIME AND CHANCE
Color Me Badd

HARD TO EXPLAIN
Cowboy Junkies

DAUGHTER
Pearl Jam

COME TO MY WINDOW
Melissa Etheridge

STAY (Faraway So Close)
U2

WILL YOU BE THERE (In The Morning)
Heart

LOVELAND
Wild T & The Spirit

NORTH COUNTRY
The Rankin Family

No. 1 ALBUM



MEAT LOAF
Bat Out Of Hell II
MCA - 10699-J

COUNTRY ADDS

SAWMILL ROAD
Diamond Rio

HEY CINDERELLA
Suzy Bogguss

CRYING TIME
Lorrie Morgan

WHATEVER IT TAKES
Kenny Chesney

IF IT WASN'T FOR HER I WOULDN'T HAVE YOU
Daron Norwood

TAKE ME TO THE COUNTRY
North Starr

THIS IS GETTING SERIOUS
Catheryne Greenly

ALBUM ADDS

GUNS N' ROSES
The Spaghetti Incident

SNOOP DOGGY DOGG
Doggystyle

ELTON JOHN
Duets

ACE OF BASE
The Sign

METALLICA
Binge And Purge Box Set

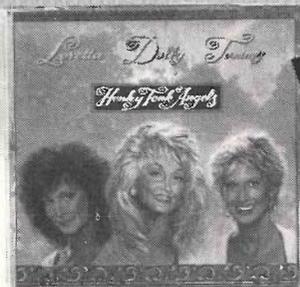
HEART
Desire Walks On

A TRIBE CALLED QUEST
Midnight Marauders

COWBOY JUNKIES
Pale Sun, Crescent Moon

BEAVIS AND BUTT-HEAD
The Beavis And Butt-head Experience

ALBUM PICK



LORETTA/DOLLY/TAMMY
Honky Tonk Angels
Columbia CK 53414-H

Renowned songwriter and Warner recording artist **Marc Jordan** enters new musical direction with *Reckless Valentine*. - Page 19

HIT PICK



WILL YOU BE THERE (In The Morning)
Heart - Capitol

BIG ALBUMS

CELINE DION
The Colour Of My Love

MARIAH CAREY
Music Box

MICHAEL BOLTON
The One Thing

ANNE MURRAY
Croonin'

CREEDENCE CLEARWATER REVIVAL
The Best Of CCR

CHRIS SHEPPARD
Have A Nice Trip

ROD STEWART
Unplugged... And Seated

RITA MacNEIL
Once Upon A Christmas

BIG TIME

BIG TIME

WAL SAYS



with Elvira Caprese

B.J. got the shaft . . . ? For those who were wondering where B.J. Cook had landed. She's back home in Victoria, B.C. and loving it. In fact, watch for the opening of B.J.'s Bar & Grill, a country club. The project is for real, the name I made up. She apparently has a backer. A real backer, who has other backers. When B.J. is in town, any town, it's news time. And Adrian Chamberlain, who writes Back Stage for the Times Colonist, was first in line. A great piece, and the first time I've seen B.J.'s ex, David Foster, get a kick in the balls. Chamberlain wrote that B.J. told him Foster "hasn't been exactly generous in helping her out professionally over the years." She went on to tell that Foster "once let her write lyrics for an Anne Murray tune, but rejected them at the last minute." Now, this is priceless. "He got the goldmine, and I got the shaft." (EC: *B.J. has a way with words . . . !*)

Recognition for Brian Chater!!!

He's struggled long and hard and fought pitched battles on behalf of songwriters and Canadian talent in general. Finally, Brian Chater, that "professional pain-in-the-ass" to

RPM

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Craig Thompson - News/Research
Stan Klees - Advertising & Subscriptions

The MAPL logo was created by Stan Klees for RPM in 1970 and is used extensively by Canadian record companies to identify the quantity of Cancon on label copy.



M - Music was composed by a Canadian
A - Artist who is featured is a Canadian citizen
P - Production was wholly recorded in Canada
L - Lyrics were written by a Canadian

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broadcasters, was honoured with the first award from the Songwriters Association of Canada, presented by Bill Henderson. He hopes to make this an annual award. We'll have more on the CMPA's annual awards and dinner and maybe a couple of photos, next week. (EC: *"Professional pain-in-the-ass", in this case is flattering . . . !*)

Lunatic fringe . . . ! One of Canada's most reliable sources of gossip told me recently that a publisher was rumoured to have made a six-figure offer to one of the pioneers of the industry NOT to publish this reprobate's long awaited book. I was told that the book has been turned down by a number of publishers because it was stupid, uninteresting, and "garbage". (EC: *Just a vicious bit of lunacy!!!*)

The party of the year is off!!! After 20 years of hosting a Christmas party that attracts the who's who in the entertainment, political and whatever other fields there are, Gino Empry is pulling the plug. No party this year! Instead, Gino is taking the money that he would ordinarily spend on the party, and he's turning it over to a couple of his favourite charities. (EC: *I'll miss that drunken Santa Claus . . . !*)

Underground smash!!! The MOST PLAYED CD track of the week around the RPM offices is Adam Sandler's At A Medium Pace. But don't expect to hear it on radio! (EC: *And don't expect us to play it for you when you visit our offices!!!*) Yes! We have two words for you! No! Sir!

Mike Peters has a trip for you!!!

The Music Industry and Friends Ski Bash was so popular last year that organizer, Mike Peters of Warner Music, is starting to promote it earlier this year. Book your space NOW for the Feb. 11-13 Ski Bash at St. Sauveur in the Laurentians. If you want to go with the gang on the bus, it'll cost you \$169 for two nights with four in a room. Even if you're not a skier, there's enough action to make it a fun-filled weekend. Call Mike at 696-9642, Nancy Mayer at 591-7147, or Kathy Bortuluzzi at 488-0227. (Fun, with four in a room . . . ?)

An exposé can cost a bundle!!! To do a proper exposé, a writer should have the backing of a major newspaper chain or a very monied weekly or monthly. Getting the facts and legally verifying them can't be left to novices. Court trials are long, very long and very costly. (EC: *What are you getting at?!*)

Rumours . . . and more!!! Asking \$30 million for an operation apparently isn't too big a problem for some . . . well one anyway, if he can only get his partner to listen. There's some pretty harsh language going on between the bins and the delivery doors. My guess is that the stronger of the two will win out, and the dreamer will just have to dream some more. (EC: *You didn't even have to use initials on that one . . . !*)

The Ontario/Quebec rematch!!! The Ontario Music All Stars and the Quebec Music All Stars have a rematch coming up on Jan. 28. The game is being played at Montreal's Forum, with whatever funds they can raise

**CANADIAN
MUSIC
CONFERENCE WEEK**

UPDATE **MARCH 18-20, 1994**
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- ♪ SPOTLIGHT ON AUSTRALIA
- ♪ INDIE LABEL CONCLAVE
- ♪ INTERNATIONAL MANAGERS FORUM (IMF)
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DELEGATE

going to the Children's Hospital. The Toronto team has three openings. Call Garry Newman at Warner Music, or Pindoff's Robin Ram to set up a try-out time. (EC: *Maybe they can get a couple of hockey players this time . . . !*)

High pressure . . . ! Talking about companies that have a lot of politics, there seems to be a pretender to the throne at one company, and it looks like he's making some gains . . . internationally! And the battle of nerves goes on. This one could be resolved very easily, if the guy who is still at the top had the guts to yell "STOP" and mean it. How many people can you offend??? (EC: *I give up!!!*) Don't give up too easily!

Q107's Rock Awards, formerly the Toronto Music Awards, pulled in a packed house of rock fans, sprinkled with enough crazies to keep security busy. They even tossed out a photographer for one of the entertainment mags. Tom Sandler got some excellent shots, which we'll use next week, along with the complete list of the winners. Nice to see Mollie Johnson recognized for her Kumbaya Festival. (EC: *Richly deserved . . . !*)

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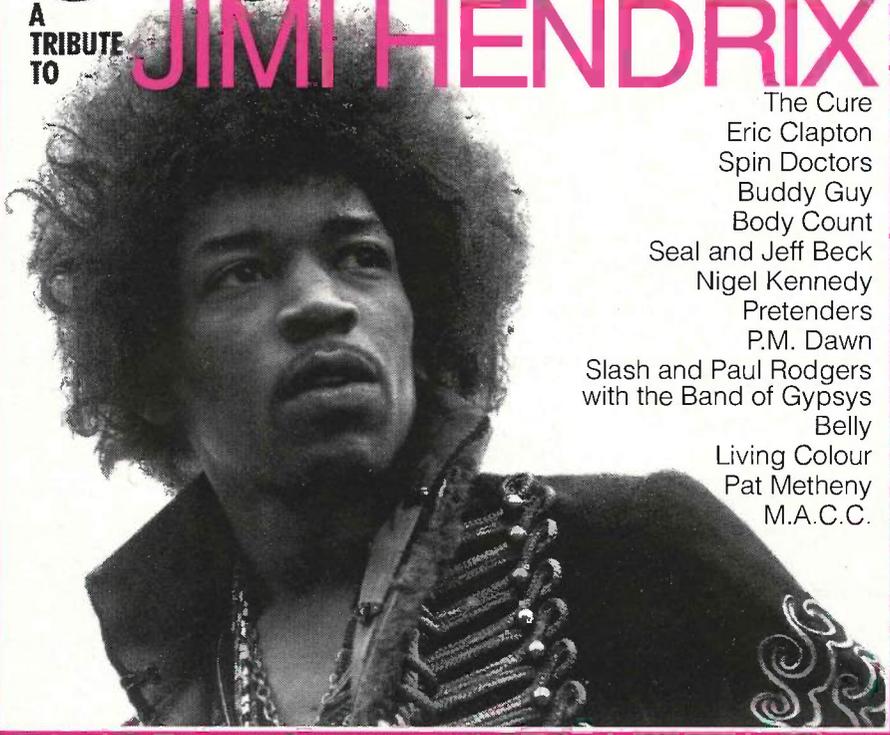
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by

ERIC CLAPTON



Rita MacNeil's Once Upon a Christmas



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Rita MacNeil

The Barra MacNeils

Martini & Underhill

and

Youth Outreach Mass Choir

SUN. DEC. 12 - 8 PM

CBC  Public
Broadcasting

Season's Greetings

*Music
is the
Speech
of Angels*



Hear
HMV
Here



by Stan Klees

From 78s to CDs : It's been a progressive industry

In the days of the 78 rpm claybased records, it was often necessary to put together sets of 78s to make up a Broadway show or a complete opera or a series of works by a composer. These were called albums.

When the LP came into prominence, one disc could take care of a whole show, the opera excerpts or a composer's work. Now, it was the complete opera that often turned into a deluxe set of discs and often these were packaged in boxes.

I can remember in the late '50s marvelling that Gotterdammerung complete was eight LPs in a box. The cost was something like \$60,

and this seemed like a lot (A&A on Yonge Street ordered two).

More and more LPs would show up in boxes and often included elaborate books and once I can remember a box set with a gold LP to keep and a black LP to play.

With the invention of the CD, there was two reasons to repackage old product in box sets. One was the remastering and improvement of old masters, and the other was the fact that consumers were willing to reinvest in CDs to replace their LP collections.

The demand for very elaborate sets grew. The Beatles works were put together on 15

CDs in a roll-front wooden box. This is now a collector's item.

Discographies of artists like Frank Sinatra contain as many as 12 CDs and sell for \$250. Operas and Broadway shows were released complete with every word, sung or spoken.

The CD collections became so elaborate that they became the coffee table books of the '90s.

In the book publishing business, it was nothing to come up with a book of art reproductions or photographs for hundreds of dollars. One of my closest friends, the late Roloff Beny, became the toast of Europe because of his photography and coffee table books.

Lori Bruner, of The Book Cellar/ Yorkville in Toronto, thinks nothing of selling the Art Of Florence for \$500 or the Sistine Chapel for \$1300.

I personally own a book that retailed for \$1,000. It's a numbered limited edition entitled This Is My Beloved . . . Sometimes.

In the case of CD collections, if they are avid fans they want to collect as many of the songs they can by their favourite artists.

To the record company, it is a natural evolution to remaster and repackage those past recordings that led to the large collections and box sets.

Not only at Christmas, but anytime an expensive gift is needed; aunt Martha may like Led Zeppelin, Uncle Harry likes the Beatles, and your nephew might like Metallica. For only \$100, your nephew would be a very happy birthday boy.

While they're in the habit of buying boxed sets...

Keep the customers satisfied.

Frankie... for the first time!

AN AD FROM THE PAST

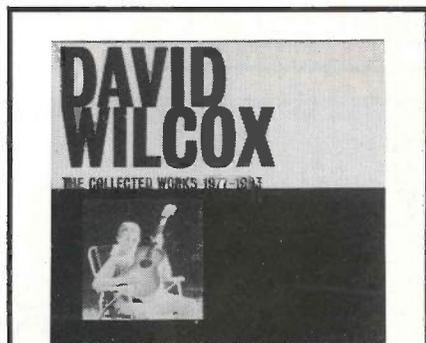
...American Popular Music... completely annotated and illustrated with rare photographs of the fabulous Columbia years.

...singer... Sinatra is the greatest music... Now, at last, his 72 reputation-making 1943-1952 Columbia recordings have been digitally remastered and, for the first time, packaged together. Gift boxed with photo book and extensive notes, this is one collection you'll be proud to give, and even prouder to own.

FRANK SINATRA. "THE VOICE" AVAILABLE ON 6 RECORDS OR 3 DOUBLE-LENGTH CASSETTES. ON COLUMBIA.

FRANK IN • THE • BOX

A reduction of a CBS full page ad from the RPM issue dated Dec. 6/1986



DAVID WILCOX -Rock
The Collected Works 1977-93
3 CD Boxed Set
EMI-26700-F

It seems hard to believe that this favourite of the college circuit and club scene has been making records for 16 years. This 3-CD set is comprised of all five Wilcox studio albums, along with a series of previously unreleased songs, live tracks and new recordings specifically for the box set. Thus, every classic Wilcox tune is here: Do The Bearcat, Bad Apple, My Eyes Keep Me In Trouble, Riverboat Fantasy, The Grind, Breakfast At The Circus and The Natural Edge. Among the extra tracks, check out the live version of Hypnotizin' Boogie, and the remarkably mellow Ecstasy. Although the packaging isn't extensive (one 24 page booklet is included), it doesn't really need to be. This set is straight ahead rock and roll, and will appeal to Wilcox's tremendous suburban popularity. -RR

Major labels on

BOX SETS

by Ron Rogers

Record companies find box sets have their place

As the yuletide season approaches, and consumers suddenly manage to dig up a great deal more cash than they thought they had, record companies find it an ideal time to plug their latest box sets.

But, as box sets become more and more the rule, rather than the exception, the majors find themselves looking more and more for new packaging ideas and selling points, to find a place in a rapidly expanding market.

Every record company has its pet project sets, the one or two boxes guaranteed to sell over the holidays. But surprisingly, even the most obscure artists can find a niche in the marketplace with a box set.

According to PolyGram's David Freeman, "Whether it be The Temptations, Donna Summer or Third World, they find their market. It's actually a very affordable option, particularly for people who are buying CD players for the first time."

Sony Music will be featuring both a Janis Joplin and a Frank Sinatra-Columbia

Years set, and as Sony's Don Oates indicates, "The person giving or receiving the Sinatra box is in a different demographic than the Janis Joplin fan."

This thought is echoed by a number of record company executives, who feel the consumer has the money, but isn't ready to throw it out the window at any passing fancy.

"As more CD players are sold to an older demographic, things like a Perry Como, Glen Miller or Jim Reeves are going to do very well, because people can get the whole collection at once," notes BMG's Tim Williams.

"Consumers are very smart, and they want to see value," said Williams. "The most expensive box sets are about \$100, which at retail can be sold for around \$80 - that's a pair of sneakers. So it's not like they can't get the money, but they want to see what the package is about."

Williams goes on to point out that shopping the product to retail can be a tricky

proposition, since box sets don't exactly sell by the millions.

"Retail is smart. You can't just go in there and say, 'well I've got a new box set of such and such', and they go, 'Wow!, give me a hundred'. They want to know exactly what the set is about, because there are so many of them."

However, record companies are realistic when it comes to releasing their product, recognizing that box sets are the kind of

items that are tailor-made for gift-giving. As MCA's Randy Lennox points out, "Let's face it, they're seasonal at best. There's no surprise that everyone releases these things in the fall."

But whenever box sets are discussed, the inevitable question arises - are there simply too many? From every company, one gets a different response.

"I think the market is on the borderline of being flooded," says Lennox. "We don't want to release a multitude of box sets. We want to release fewer sets, with a higher priority given to those."

"The minute it becomes a collection of B-sides and not a definitive greatest hits package, then I think it's defeated the purpose of the thing. This should be, for 79-80 dollars, the A-Z catalogue, whether it's Steely Dan, Led Zeppelin or Pink Floyd. And if that isn't the message that's delivered, then it's pointless."

Some companies feel however that as long as they're selling, and the company is getting a return on its investment, then it is totally economically viable.

"From our standpoint, there are definitely benefits of repackaging some of the repertoire, remastering the songs, and putting it into an affordable package for the consumer, particularly around Christmas time," says Freeman.

"I think there are artists who deserve box sets, such as Ella Fitzgerald or James Brown - their repertoire warrants that kind of treatment. There might be some box sets that are questionable, in terms of the actual value. But I think the bottom line is that successful sets continue to sell. We have an Eric Clapton set that's been around maybe four or five years, and consistently it's a big seller for us."

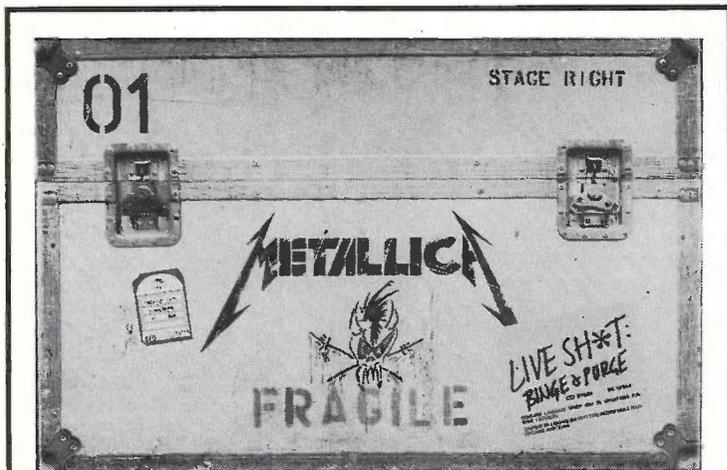
And as Tim Williams points out, the box set is truly made with the collector in mind. And if a collector likes a particular artist enough, they will buy anything that artist puts out.

"Since everything went crazy in box sets, there's a lot of, well, shitty ones. They're just taking a few CD's and throwing them in a box and putting it out there. But consumers know. They want to see added value in it. That's where the Elvis box set comes in. It's got a beautiful book inside and a collector's stamp. It's got all the goodies the collector wants."

This feeling was reiterated by Sony's Don Oates, saying "When you package a box set, you have to give that artist's fan something that they've never had the opportunity to have before, or you're just prostituting the whole concept."

Box sets used to be something of a status symbol within the recording industry. When the first sets came out - Sinatra, Elton John, Springsteen, Rod Stewart - they were signifying the longevity and importance of the artists.

And now? Whereas we used to have greatest hits albums, now we have box sets. Artists who have two or three albums to their credit are putting out boxes, hoping to cash in on the current trend. And what was once a



METALLICA
LIVE SH*T: Binge & Purge
3 CD Boxed Set
Elektra-CD 6159 96 15944-F

Metallica fans must be revelling in this brilliantly packaged live session. Three CDs, three VHS tapes, the combination totals almost nine hours of the band, live. All the material was taken from three complete concerts in the last four years. Also included in this moderately priced collection is: a 72-page book; a snakepit pass and a scary skull stencil. Appropriately supplied with "explicit lyrics" sticker. With the recent commercial success of Metallica, a dedicated following and the sight of this boxed set, retailers should see a lot of this attractive package beside their cash registers well past the Christmas selling season.

- SL

status symbol has now been reduced to the proverbial shadow of its former self. But some companies will argue that boxes still hold some weight.

"I think they still are (a status symbol)," according to Don Oates. "I would say there were too many if I thought they were all for the same person. I think we have to recognize that the repertoire is strong enough to carry forward into the future, and ends up being timeless, such as Janis or Pink Floyd. I can't foresee, for example, a set from New Kids On The Block, because the nature of their repertoire won't carry into the future."

It would seem Oates puts the whole subject into a clear perspective when he says "If I were to say there were too many box sets, then I'd also have to say there were too many albums released each year."

And as Warner's Gary Newman says, only half-kidding, "I don't know what the consumer really does with these things. They take up a lot of space on the coffetable. You can't file them anywhere, they just sit around and collect dust."



PINK FLOYD
Shine On
8 CD Boxed Set
Columbia-53180-H

Part of the problem putting together a project like this is deciding what goes and what doesn't. That problem becomes even further complicated when the band no longer exists, and frictions are in abundance. The cover sticker describes Shine On as containing Pink Floyd's greatest releases, which can be a very relative term. The more recent Momentary Lapse Of Reason is included (sans Roger Waters), but The Final Cut, often described as The Wall's sequel, or Roger Water's first 'solo' album, is not included. What this 8-CD set does contain is the band's greatest albums, in full, remastered and repackaged: Saucerful Of Secrets, Meddle, Dark Side Of The Moon, Wish You Were Here, Animals, The Wall and A Momentary Lapse Of Reason. Older fans will be happy to see a bonus digipak, featuring some of the group's early singles, particularly Point Me At The Sky and Careful With That Axe, Eugene. However, they may be disappointed that neither Atom Heart Mother or Ummagumma were included. This set features a 112 page hard-cover book, filled with lyrics, photos, interviews, etc.

-RR

All I want for Christmas is a box set

The majors prime big releases for the holidays

With Christmas fast approaching, and stockings ready to be stuffed, the major record companies are unleashing their prime time players in the box set field, hoping to cash in on the holiday good tidings.

Although the majors won't admit to the fact, all of them prime their biggest box set releases for the late fall, realizing that the 50-100 dollar price tag for most sets is perfectly in tune with holiday gift giving.

"The reason we push everything at Christmas," says Sony's senior vice-president of sales, Don Oates, "is because there are people who want to give a more expensive, more attractive, more thoughtful gift than just a single CD."

So with that sentiment in mind, it's worth canvassing the majors, to find out which presents they hope will be under your tree this Christmas, and which sets they'd like to see emerge in '94 and beyond.

Although Warner has issued a number of sets this season, according to senior vice-president Gary Newman, "Metallica's the big one, I think it's going to be the biggest one this Christmas."

As for his own wish list, Newman

"... they will have enough repertoire in their library to warrant a box set."

indicates he's ready for a Genesis package, or an AC/DC compilation, both of which he feels are long overdue.

PolyGram's David Freeman notes that jazz is the direction his company is taking this year, along with PolyGram's usual classical repertoire.

"Each year we do a five-CD set of classical music, with a different theme, with the magic price at retail of \$29.99. We've done one of Mozart, one of Herbert von Karajan, one of baroque music.

"This year we've also been blessed with a jazz set, that's quite a pricey item. It's an Ella Fitzgerald box set to celebrate her 75th birthday. At 16 CD's it's her entire songbook, remastered, and packaged in original sleeves, obviously reduced to CD size. It's an unbelievable Christmas gift."

BMG's vice-president of national sales, Tim Williams, says that this Christmas, the consumer only needs to say two words when it comes to box sets - The King.

"Obviously our big set is the Elvis 60's Masters, From Nashville To Memphis, which has already gone gold in Canada. The '50s set was one of, if not the biggest set last year, and the '60s will probably do at least as well, if not better."

Williams also points to the Perry Como set (Yesterday And Today - A Celebration In Song) as one of the headliners this year, noting "It was greeted with more enthusiasm than I thought."

So what else should BMG look to package?

"I'd like to see the continuation of the

Elvis. I'm sure there's going to be an essential '60s Masters II. People are surprised because they thought that was a weak time for Elvis."

As for BMG artists Williams himself would like to see boxed, he says "I'd love to see a Whitney Houston box set. I'd love to hear some live stuff from her." He also looks to country superstars Alabama as a logical choice, along with veteran art rock artist Alan Parsons.

While EMI is offering up the likes of David Wilcox and Tom Cochrane this winter, catalogue and jazz marketing manager Warren Stewart says there are others under consideration at the moment.

"We have a Chet Baker four-CD set coming in March. And there's talk of doing an Anne Murray box for the summer or fall of next year, but that's very tentative right now."

Stewart would also like to eventually see an "absolute" Paul McCartney set. And even a George Harrison package, although it would require two record companies getting together on one package, which could cause more than a couple of problems.

MCA's Randy Lennox points out that some of the company's prior sets have done extremely well in the past. The Elton John - To Be Continued set sold over 65,000 copies in Canada, while the Patsy Cline package went over 30,000. This year Lennox looks for quality of box sets, not quantity.

"This year we've got two priority box sets, the Jimi Hendrix and the Steely Dan. The Steely Dan, which is just shipping in the next week or two, has a high level appeal, because their audience is really 24-49 male. Hopefully that group has the discretionary income to afford a comprehensive Steely Dan package."

Lennox says MCA has a number of previous releases that shouldn't get passed over this holiday season - Lynyrd Skynyrd, Chuck Berry, Muddy Waters, Jimmy Buffett, Billy Holliday - just to name a few.

As for what he personally would like to see from MCA's roster, Lennox says that two of the obvious ones, Tom Petty and The Who, will be seen next spring. He'd also like to see a Peter Gabriel set, as well as a package from Joni Mitchell.

Sony's Don Oates says that, instead of singling out current artists who might be worth box set attention, he'd prefer to look at it another way.

"I would like to see every artist that we are currently having success with, to have enough continued success in the years to come, that they will have enough repertoire in their library to warrant a box set."

Having said that, Oates points to Pearl Jam and Celine Dion as just two artists he'd like to see maintain their current success, leading to a box some years down the road.

Finally, for those looking for that serious, big ticket item, look no further than BMG, which offers up the 82-CD Toscanini box set, with a retail price of \$1171.78. It even has a wooden cabinet to store them all in just to make the package complete.

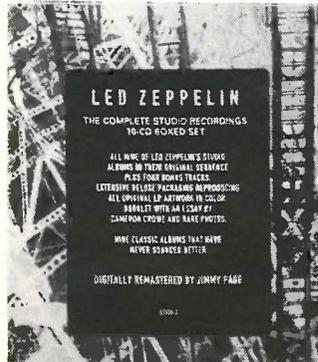
RPM BOX SET Spotlight

under their tree this year. A whopping 10 CD compilation that includes all nine of the band's studio albums in their original sequence. Also included in this set are: four bonus tracks; all original LP artwork in colour; a booklet with an essay by Cameron Crowe and rare photos. Obviously a must for die-hard Zepp fans and serious record collectors. Digitally mastered and produced by Jimmy Page. -SL



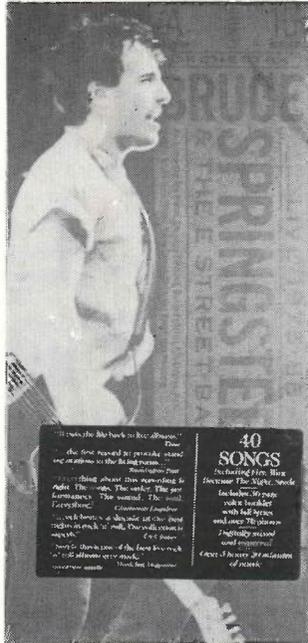
JANIS JOPLIN
Janis
3 CD Boxed Set
Columbia/Legacy-48845-H

The late rock 'n blues diva is captured here on a three-CD package containing 49 of her classics. Includes: Summertime, Me And Bobby McGee, Down On Me, Try (Just A Little Bit Harder), and Mercedes Benz. Also includes eight previously unissued tracks, including rare early acoustic material and the infamous "typewriter tapes." There are also four previously unissued alternate versions and six previously unissued live songs including her Monterey Pop Festival performances and rare live recordings from her 1969 appearance on the Ed Sullivan Show. A 48-page, full-colour book displays essays from well-known writers Ellen Willis and Ann Powers with dozens of rare photos and a complete discography. All tracks have been digitally remastered. The Joplin fan base has increased over the years, which makes this an important item for the holiday buying season. -SL



LED ZEPPELIN
The Complete Studio Recordings
10 CD Boxed Set
Atlantic-7 82526-2-P

I know a lot of people who won't be finding this extra-ordinary, yet understandably pricy package



BRUCE SPRINGSTEEN
Live/1975-85
3 CD Boxed Set
Columbia-40558-H

One of the first notable box sets produced, this mammoth live set was heavily anticipated for years. The Boss has always been considered one of rock's top live performers, so a live album was a natural. And although every rare Springsteen fan probably had a bootleg copy of his famous Winterland-'78 concerts, they probably went wild over this 40 song compilation. Columbia has now repackaged the set, and issued it on CD for the first time. Every classic song is included in the 3 CD's - Thunder Road, Rascalita, Hungry Heart, Darkness On The Edge Of Town, Born In The USA, Born To Run - along with solid covers like This Land Is Your Land, War and Jersey Girl. You may be surprised to find that some of his bigger recent hits aren't included - Glory Days and Dancing In The Dark, most significantly - nor is the Born To Run opus Jungleland. But deciding what to use and what to lose is a tough task when it comes to this artist. Interestingly, this essentially turned out to be his last record with the E Street Band. Comes complete with a 36 page colour booklet with full lyrics and more than 70 photos. -RR



JOHN LENNON
Lennon
4 CD Boxed Set
Capitol-95220-F

Although Paul McCartney is probably the most prolific ex-Beatle, and perhaps the most melody-

mind, John Lennon is the one most considered The Beatles' focal point, artistically. And though his solo career never matched McCartney's, it still comprises an impressive catalogue of music. The fact that Lennon produced only four solo records doesn't detract from the importance of this collection, as is obvious from the enormous sales of this package. The set features virtually every Lennon solo hit, from the anthemic Give Peace A Chance and Happy Xmas (War Is Over), to songs from the Double Fantasy album (Starting Over, Watching The Wheels, Woman). Ironically, the final song in the set is entitled Grow Old With Me. -RR



STAX/VOLT
The Complete Stax/Volt Singles 1959-1968
9 CD Boxed Set
Atlantic-82218-2-P

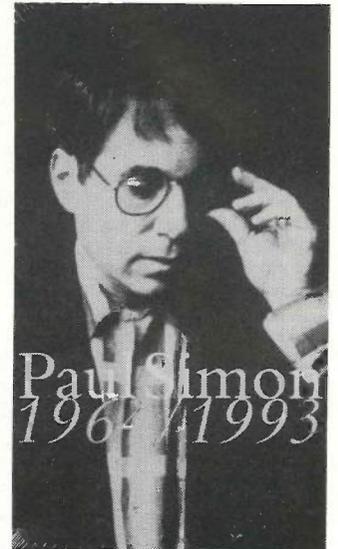
As with Elvis, the Stax/Volt record label set the groundwork for what we know as today's popular music. Stax was nicknamed Soulville USA. This exhaustive nine-disc set looks at the first nine years distributed by Atlantic. It's a lively reminder of the relevance of soul music. The mainstays of Stax are all here: Otis Redding, Rufus Thomas, Carla Thomas, The Mar-Keys, William Bell, Sam and Dave, Eddie Floyd, and of course the incomparable Stax house band, Booker T. and the MGs. Included are classics like Hold On! I'm Comin', Try A Little Tenderness, Soul Man, Knock On Wood, Groovin', When Something Is Wrong With My Baby, and even The MGs soulified version of Jingle Bells. The packaging is a simple affair, and the crucial liner notes were written by Rob Bowman. This set should appeal to Christmas buyers of all types, from the serious collector to those interested in buying great music. -CT



BOB MARLEY
Songs Of Freedom
4 CD Boxed Set
Island-512-280-2-N

Bob Marley, started the popularization of reggae worldwide. This set ranges from his earliest releases and follows his career through his numerous albums and live recordings. The four-disc collection, with 78 tracks, includes a booklet that documents his career, eight previously

unreleased tracks, and a variety of original versions and remixes of Marley's songs like One Love/People Get Ready, Rastaman Chant, Get Up Stand Up, and an interesting acoustic medley of seven songs including Guava Jelly, Stir It Up and I'm Hurting Inside. Part of the proceeds from this package will go to the establishment of the Berhane Selassie School in Ethiopia, a school dedicated to children-scarred by Ethiopia's Civil War. For a history of Jamaican Music, check out Island's Christmas release Tougher Than Tough: The Story Of Jamaican Music that spans the 1958-1993 period and includes 95 tracks ranging from Folks Brothers all the way up to Shaggy. Both this and Songs Of Freedom are definitive collections. -CT



PAUL SIMON
1964/1993
3 CD Boxed Set
WEA-45394-P

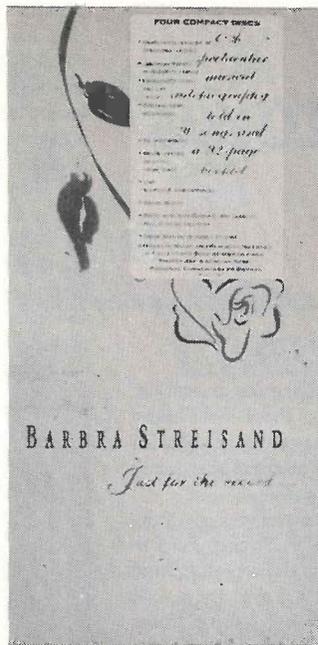
This 3-CD set includes Tom And Jerry's first single, Hey, Schoolgirl. Tom And Jerry would eventually revert to their original names, Simon And Garfunkel, and make musical history. This release is essentially a comprehensive look at that history. This is the box set for those fans who realized that, while Garfunkel had a great voice, Simon was the creative genius behind the success. This package moves right to the present, including Thelma, Simon's latest single released in conjunction with this compilation. Fans may be surprised to note that while Homeward Bound, Scarborough Fair and Wednesday Morning Three A.M. aren't included, several tracks from the less-than-dynamic Rhythm Of The Saints album are (Can't Run But, Further To Fly, She Moves On, Spirit Voices). Also worth noting is the original demo version of Bridge Over Troubled Water, and live versions of Still Crazy After All These Years and The Sound Of Silence. Comes with a 44 page book featuring photos, notes from Philip Glass, Kevin Howlett and Paul Zollo, and an interview with Simon. -RR

ELVIS PRESLEY
The King Of Rock'n'Roll:
The Complete 50s Masters
5 CD Boxed Set
RCA-07863-66050-2-N

This staggering box set reaffirms Elvis Presley's status as one of the prime innovators of popular music. Today's charts would be much different had Elvis never been around. The '50s were Elvis' prime years, and this collection of 140 songs on 5 CDs is thick with all of his work from this decade. The set's first song, My Happiness, was his first-ever recording. It was recorded at Sun Records for five dollars as a birthday present to his mother. After this is every Elvis song you ever needed: Mystery Train, Heartbreak Hotel, Blue Suede Shoes, Don't Be Cruel, Love Me Tender, All Shook Up, That's When You



Heartaches Begin, and even nine Christmas songs. Also included are 14 previously unreleased tracks, a 92-page booklet, complete sessionography and discography, liner notes written by renowned musicologist Peter Guarlnick, and a sheet of four-colour stamps depicting his '50s record covers. Overall, an extraordinary collection: this is why the box set was invented. -CT



BARBRA STREISAND
Just For The Record...
4 CD Boxed Set
Columbia-44111-H

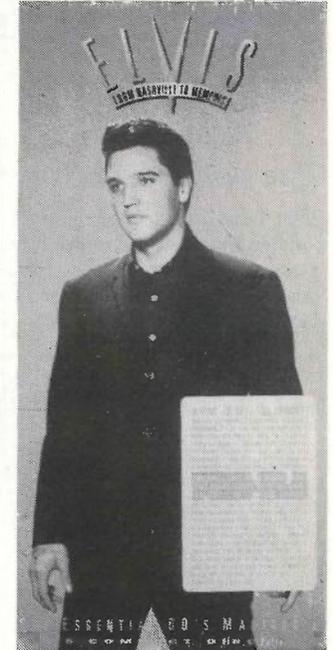
Although released last year, this exceptional and very personal musical autobiographical look at one of today's top pop performers should maintain its popularity with the late Christmas gift buyers. Contains 90 songs, including unreleased versions of her classics, unreleased studio and live tracks, and original demo recordings, as well as never-before released show tunes and live nightclub performances. Also includes a year by year 92-page booklet highlighting Streisand's 30-year career. One of the featured tracks is a 1955 recording of You'll Never Know, and the songs that brought her into prominence, including My Man, Funny Girl, I'm Always Chasing Rainbows, Don't Rain On My Parade, Cry Me A River, and A Good Man Is Hard To Find, to name just a few. Streisand's legacy has grown since this release, but this package best sums up a remarkable career. -WG



DIANA ROSS
Musical Memoirs
4 CD Boxed Set
Motown-374 636 357-2-Q

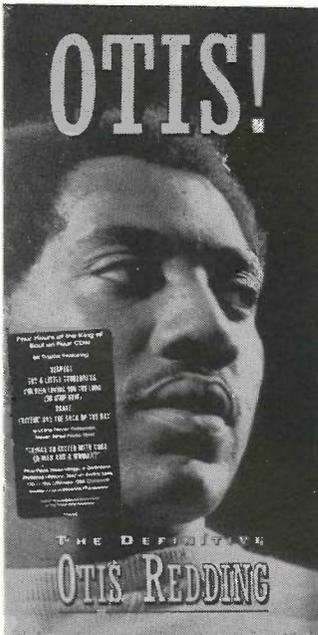
This four-CD package is truly a work of art. Inside the cover box is an elegant hard-cover book that would look great on a living room coffee table. Of course, it isn't really a book. Inside are the four CDs along with a 96 page colour booklet written by Ross. It includes many terrific pictures of one of the most photogenic people in the business. The collection covers almost everything Ross was involved in during her 30-year career. This is a wonderful package that would be best served if proudly on display, not in a cabinet with the rest of the CDs. -TE

set deals with the beginning of the Motown sound in Detroit. This package picks up in the transitional years of Motown when the sound came from LA. There is a 68 page booklet included, which is filled with artist biographies and a chronicle of important Motown events over the past two decades. With 76 songs from 46 artists, this is package where the music sells itself. -TE



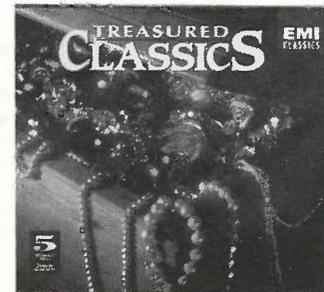
ELVIS PRESLEY
From Nashville To Memphis:
The Essential 60s Masters I
5 CD Boxed Set
RCA-07863-66160-2-N

The second set of The King's greatest music is a must for all fans of rock'n'roll. Again, there are five CDs, containing 130 tracks of the majority of his (or is that 'His?') music recorded in the 60s period, including the absolutely smoking 1969 Memphis sessions. There are a number of original masters and unreleased songs, like Beyond The Reef, Guitar Man/What'd I Say and Hi-Heel Sneakers. Disc five is chalk full of alternative takes of songs such as In The Ghetto, Kentucky Rain, Big Boss Man and Surrender. There are two highlights, among many, to be found here: the Love Me Tender/Witchcraft duet with Frank Sinatra, and the version of Suspicious Minds that includes the unforgettable horn riff not available on previous Elvis greatest hits packages. Liner notes (Peter Guarlnick), sessionography, discography and a full-colour booklet are also included in this second outstanding Elvis set from RCA/BMG. -CT



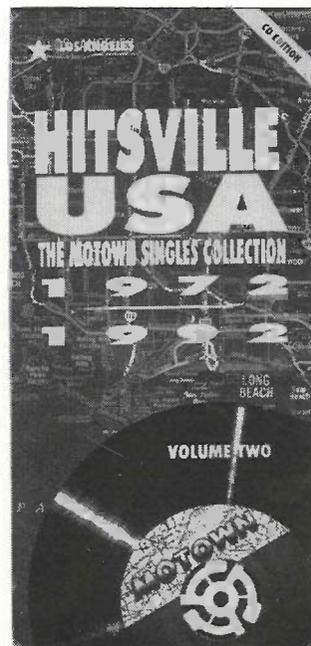
OTIS REDDING
The Definitive Otis Redding
4 CD Boxed Set
Rhino-R2-71439-P

Otis Redding is referred to as the King of Soul. This four-disc collection proves his reputation is well-founded. Redding's now-famous take at Try A Little Tenderness, as well as his live version of The Stones' Satisfaction, are worth the price of this box set. This collection features 96 tracks that define Redding's career, including Respect, Fa-Fa-Fa-Fa-Fa (Sad Song), (Sittin' On) The Dock Of The Bay, and Shake. The never-before released radio spot Things Go Better With Coke (A Man And A Woman) is included, as are the usual rare recordings, a pictorial history, and a full disc of live tracks. This is the ultimate Otis buy, for collectors and music fans alike. -CT



TREASURED CLASSICS
Various Artists
5 CD Boxed Set
EMI Classics-68066-F

For those still trying to find their way through the masses of classical recordings, EMI offers this 5 disc compilation of some of the more notable classical pieces, done by a variety of artists and orchestras. It features every form of orchestral music, from baroque to opera to modern classical. In a collection like this, filled with over six hours of music, it's impossible to indicate highlights. But for the casual listener, they'll be happy to find classics like Bach's Air On The G String, Beethoven's Moonlight Sonata, Handel's Water Music Suite, selections from Puccini's La Boheme and Verdi's La Traviata. It features performances by Von Karajan, Ormandy, Stokowski, Gino Quilico and Maria Callas, among others. -RR



HITSVILLE USA
The Motown Singles Collection 1972-1992
4 CD Boxed Set
Motown-374 636 358-2-F

This is a no-nonsense straight-ahead package. No fancy packaging, no special gimmicks, just four CDs filled with most of the best Motown music over the past 20 years. It is the perfect companion to the 1959-1971 package. The first

BB KING
King Of The Blues
4 CD Boxed Set
MCA-10677-J

If there ever was a king of the blues, B.B. is definitely it. This 4-CD set features an enormous 77 tracks, many of which have never been on CD before. The five hours of classic King includes such blues classics as Everyday I Have The Blues, How Blue Can You Get, The Thrill Is Gone, Five Long Years and Let The Good Times Roll. Thrown in for good measure are 7 previously unreleased performances, and 12 rare tracks. Some of the previously unreleased include the solo Play With Your Poodle, Make Love To Me, Many Miles Travelled and Fools Get Wise. There are also some additional live tracks, including Sweet Little Angel, Gambler's Blues, Goin' Down Slow, Sweet Sixteen and Please Accept My Love. Modern King fans will be happy to see Right Time, Wrong Place (with Bonnie Raitt), When Love Comes To Town (with U2) and Since I Met You Baby (with Gary Moore). Contains a 70 page book of photographs, liner notes, and personal comments from King. -RR

BOX SETS

in the stores

by *Tim Evans*

The selling of box sets -- Problems and solutions

With box sets becoming more and more popular, the problems with selling them also become more complicated. Which titles do you order? How many do you order? Where do you put them? How do you prevent people

from stealing them? The list goes on and on.

For each problem, there are many philosophies on the correct approach. As for the problem of theft, many retailers have taken drastic measures.

Luella Ward, assistant manager of the Sam's store in the Eglinton Square mall in Toronto explains they keep all box sets behind the counter. "We don't have them out accessible so the customers can just pick them up. If they want to see one, we just get it for them.

"We photocopy the box set and put it in the section with a message that states 'please see cashier for selection.' It's sad when you have to do this." That type of solution was deemed necessary by many retailers after finding box sets empty with all the discs stolen.

The high price of box sets also leads to problems with stocking. One manager of a Music World store in the west commented on the difficulty in racking all the different sizes and artists on such a big-ticket item. "they are a pain in the ass to merchandise, they're too big and too much of a high-priced item to just toss in with everything else."

A manager of an HMV outlet noted the selling period for box sets is very short. "At Christmas time, a great big display is warranted, but any other time they take up too much room for the amount of money they bring in."

Of course, the size of the store has a lot to do with the problems in stocking. David Boyle of the Sam's store on Bayer's Road in Halifax has a completely different feeling. "They're definitely worth it. It's like selling three or four full priced albums in one fell swoop."

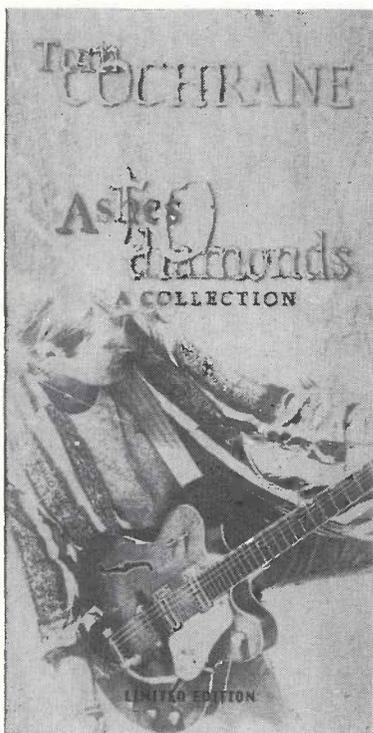
That store also displays the larger box sets behind the counter and Boyle says they're often mistaken for LPs. He says the smaller packages sell better. "If you can put a Prince in the section, the likelihood of it selling is greater than something that is just a little too big to put in with your regular stock."

Store size has a great deal of impact on which titles get ordered as well. Ward explains that they have to be very careful when ordering. "We have to be very selective in what we get in because we don't want to be stuck with them."

The difficulty in ordering has become a much bigger problem in recent years as more and more artists put out box sets. One store manager, who wishes to remain anonymous,

comments that box sets should be similar to a Hall of Fame, in that only the best artists should put them out. "If the artist has been around long enough and warrants a box set, the more the merrier, but the little tiny bullshit artists who are putting out box sets, there is no point to it."

Boyle agrees. "There are too many box sets in some respects. We don't need one for an artist who only recorded three albums in the first place!" He is also quick to point out that when a big-name artist puts out a box set and it sells, it's terrific. "We just got the Metallica box set in and I can praise it because it's blowing through there at a great rate."



TOM COCHRANE
Ashes To Diamonds
3 CD Boxed Set
EMI-E2 80743-F

Riding the success of Mad Mad World, the timing appears to be perfect for the release of a Tom Cochrane Box Set. It would be great to get such hits from that album as the title track, No Regrets, Washed Away, along with some rarer stuff like Cochrane's very first charted song way back in 1974, You're Driving Me Crazy (Faith Healers). The only problem is that none of those songs are included in this set. Still it is a very interesting package. Most of Cochrane's material, with and without Red Rider, is somewhere in the three CD set, including a few unreleased, demo and live versions. The package has a rustic flavour with an interesting booklet outlining Cochrane's career. -TE



JOHNNY MATHIS
The Music Of Johnny Mathis
A Personal Collection
4 CD Boxed Set
Columbia/Legacy-48932-H

Contains 86 performances on four CDs, spanning Mathis' entire career. Probably the most comprehensive collection ever compiled and so neatly packaged from this pop veteran. Among the favourites like Chances Are, Friends In Love (with Dionne Warwick), I Look At You, Maria, The Twelfth Of Never, Tonight, Wonderful! Wonderful! and I Have A Love/One Hand, One Heart (with Barbra Streisand), are three never-before-released tracks; Baia (No Baixa do Sapateiro), Photograph, and The Island. The 68-page booklet includes extensive song-by-song commentary and biographical conversations with Mathis as well as previously published and never-seen photos from his personal archives, and a comprehensive discography. Sony has issued a "personal sampler" containing tracks from this package as well as its companion Christmas Collection which will spark interest at retail with in-store play. - WG

RPM

BOX SET

Shopping List

(A sampling of the best selling box sets listed alphabetically)

AEROSMITH

Pandora's Box
Columbia-46209-H

CHET ATKINS

The RCA Years
RCA-61095-N

BEAU DOMMAGE

Beau Dommage
Capitol-56358-F

JEFF BECK

Beckology
Epic/Legacy-48661-H

TONY BENNETT

Forty Years: The Artistry Of Tony Bennett
Columbia/Legacy-46843-H

JIMMY BUFFET

Boats Beaches Bars & Ballads
Margaritaville-10613-J

CHESS BLUES

Various Artists
MCA/Chess-9340-J

CHRISTMAS IN THE COUNTRY

Various Artists
Quality-1176

PATSY CLINE

The Patsy Cline Collection
MCA-10421-J

TOM COCHRANE

Ashes To Diamonds
EMI-80743-F

NAT KING COLE

Nat King Cole
Capitol Masters-99777-F

PERRY COMO

Yesterday & Today
A Celebration In Song
RCA-66098-N

CONCERTO

Various Artists
RCA Victor-09026 61677-N

MILES DAVIS

The Blue Note And Capitol Recordings
BlueNote/Capitol-27475-F

ANNETTE FUNICELLO

Annette
Walt Disney-60010

HITSVILLE USA

The Motown Singles Collection 1959-1971
Motown-374636312-Q

HITSVILLE USA

The Motown Singles Collection 1972-1992
Motown-374636358-Q

BILLIE HOLIDAY

The Complete Decca Recordings
GRP-601-J

HOWLIN' WOLF

Howlin' Wolf
Chess Box/MCA-9332-J

IMPULSE JAZZ

A 30-Year Celebration
GRP-101-J

WAYLON JENNINGS

Only Daddy That'll Walk The Line:
The RCA Years
RCA-66299-N

ROBERT JOHNSON

The Complete Recordings
Columbia-46222-H

JANIS JOPLIN

Janis
Columbia/Legacy-48845-H

B.B. KING

The King Of The Blues
MCA-10677-J

LED ZEPPELIN

Boxed Set 2
Atlantic-82477-P

LED ZEPPELIN

The Complete Studio Recordings
Atlantic-82526-P

LED ZEPPELIN

Led Zeppelin
Atlantic-82114-P

JOHN LENNON

Lennon
Capitol-95220-F

LYNYRD SKYNYRD

Lynyrd Skynyrd
MCA-10390-J

BOB MARLEY

Songs Of Freedom
Tuff Gong/Island-512 280-Q

JOHNNY MATHIS - The Music Of

Johnny Mathis/A Personal Collection
Columbia/Legacy-48932-H

METALLICA

Live Sh*t: Binge & Purge
Elektra-61594-P

MIKE OLDFIELD

Elements
Virgin-39089-F

DOLLY PARTON

The RCA Years 1967-1986
RCA-66127-N

PINK FLOYD

Shine On
Columbia-53180-H

THE POLICE - Message In A Box:

The Complete Recordings
A&M-31454 0150-Q

ELVIS PRESLEY - The King Of

Rock N' Roll - The Complete 50s Masters
RCA-66050-N

ELVIS PRESLEY - From Nashville

To Memphis The Complete 60s Masters I
RCA-66160-N

QUALITY'S TREASURY OF

CHRISTMAS - Various Artists
Quality-1175

OTIS REDDING

Otis! The Definitive Otis Redding
Rhino-71439-P

JIM REEVES

Welcome To My World:
The Essential Jim Reeves Collection
RCA-66125-N

DIANA ROSS

Musical Memoirs
Motown-374636357-Q

PAUL SIMON

1964/1993
Warner Bros.-45394-P

FRANK SINATRA

The Capitol Years
Capitol-94317-F

FRANK SINATRA - The Columbia Years

1943-1952: The Complete Recordings
Columbia/Legacy-48673-H

BRUCE SPRINGSTEEN & THE E

STREET BAND - Live/1975-85
Columbia-40558-H

STAX/VOLT

The Complete Stax/
Volt Singles 1959-1968
Atlantic-82218-P

STAX/VOLT

The Complete Stax/
Volt Soul Singles 1968-1971
Stax/A&M-4411-Q

STIFF

The Stiff Records Box Set
Demon/Rhino-71062-P

BARBRA STREISAND

Just For The Record . . .
Columbia-44111-H

TOUGHER THAN TOUGH

The Story Of Jamaican Music
Mango/A&M-161 539 935-Q

TREASURED CLASSICS

Various Artists
EMI-68066-F

DAVID WILCOX

The Collected Works 1977-1993
EMI-26700-F

BOX SETS

at retail

by Craig Thompson

The question remains: What to sell and how to do it?

Box sets and retail face new challenges

The box set portion of the record industry remains significantly small, yet large enough to warrant concern over a number of issues that have come to light in recent discussions with a few of the industry's key retail personnel.

Perhaps the foremost characteristic is the increasing success of box sets during the Christmas season. They make one of the more ideal gift items, especially if they are reasonably priced and packaged in an attractive way. Roger Whiteman, vice-president of product management at HMV, concurs.

"I think with box sets there has been a huge surge over the past three years, especially during the Christmas season."

Since the first major push for box sets, with Bruce Springsteen's 1975-85 live compilation, the use of the box set as a legitimate marketing tool has steadily increased.

"Box sets are another way of marketing and repackaging back catalogue," continues Whiteman. "Put individual CDs in a package and they sell."

An example of is are the packaging of classical CDs. A number of retailers have had considerable success with these, as with some of the jazz samplers. "A lot of the cheaper classical box sets are a good introduction for people who want to get into classical music."

The Christmas season is ripe for box set sales, and works even better when a catalogue-style box set coincides with a new release. Frank Sinatra is a perfect example. The 12-CD release, *The Columbia Years*, has benefitted from the success of *Duets*, Sinatra's latest release on Capitol.

Extensive collections like this, containing more than four or five discs, do not sell in high quantity, however. This is one notable discrepancy between the record companies and the retail chains.

"This is a volume business," explains Vito Ierullo, president of Records On Wheels. "We prefer to stock gift-giving items, something that moves more on a regular basis."

He notes how box sets have gone beyond the collectors stage and are now targeted more towards fans and music lovers in general. "If you have a good, wide variety of product, then the odd key title is unnecessary. We've established over the last two years a box set catalogue. Half of it we stock, and the

other half is special order."

Whiteman thinks along similar lines. "A chain has to be careful what to buy. Our store managers make the decision whether to buy or not. I think box sets are a good idea, however."

In this case, the final say seems to be in the hands of the retail chains. If the stores do not stock the product, then it no longer becomes feasible for record companies to package it. Does this mean there is a glut of product?

According to Tim Baker, head buyer for Sunrise Records, "I think we've reached a glut."

Citing a number of artists whose careers are relatively short but enormously popular, or who are popular only with a select audience, he shares a concern with most of the retailers who feel there is too much product.

"You knew it was bound to happen, that with artists who have a large catalogue, it becomes legitimate to make a box set for them. But eventually, you're going to see artists who sell 25,000 copies in Canada are all having box sets."

Sets like Elvis Presley's '50s and '60s packages, Led Zeppelin's four-CD collection, and the Pink Floyd release are all worthwhile, says Baker.

But there is another problem when it comes to stock and warehouse space. It seems as if the record companies and retail chains, while not fighting each other, are not necessarily working on the same level. The abundance of new sets this season, from Led Zeppelin to David Wilcox, Tom Cochrane to Annette Funicello, has created a demand for space, that may not exist.

"The retailers are tying up a lot of inventory dollars on box sets. Not only this, but the record companies also don't want to tie up their warehouse space. There has to be a solution somewhere in the middle."

Baker poses an interesting suggestion to the current problems facing the labels and the retailers.

"What I would really like to see is the withdrawal of box sets from January to the fall. By bringing them out in the fall in all markets, you create a demand for them. It freshens up the stock."

"I can remember in March visiting some of the stores with a box set section. Some of

RETAIL continued on page 23

"I consider myself among the luckiest people in the world to have been able to make a career out of what I love to do--interpret wonderful music. For me, it began at Columbia."

FRANK SINATRA

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FRANK SINATRA
The Columbia Years 1943-1952
12 CD Boxed Set
The Complete Recordings
Columbia/Legacy-48673-H

Sinatra's years with Columbia were probably the most grueling but productive in the history of the 78-year old legend. Includes 285 songs, all digitally remastered from original source material on 12 compact discs. Also includes more than 150 songs not available since the 78 rpm era, 25 previously unreleased tracks, and three that were newly discovered. The compact discs, many displaying rare LP jacket designs, are housed in a deluxe, hand-made maplewood box. There is also a 144-page clothbound book with historical essay, session notes and rare photos. Although a little pricey at a suggested \$225, Sinatra fans will line up for this one. An interesting side note was an interview Sinatra gave in June of this year. "I consider myself among the luckiest people in the world to have been able to make a career out of what I love to do -- interpret wonderful music. For me, it began at Columbia." Featured songs include: The Birth Of The Blues, Day By Day, Body And Soul, Laura, Stella By Starlight, People Will Say We're In Love, Sweet Lorraine, Night And Day and much more. A lot of great listening. Feature this one prominently. What a great Christmas gift for uncle Harry.

- WG

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IN CONCERT

THURSDAY, DECEMBER 9TH AT THE PHOENIX CONCERT THEATRE TORONTO.

A Private Fund-Raising Concert to benefit the family of the music industry's friend, the late Brian Eagle

All costs associated with the production of this concert will be waived. 100% of the proceeds will be presented to the Eagle Family

Brian was a veteran of the Canadian music industry, most recently holding the position of Geffen Records Marketing Manager with MCA Records Canada. His prior experience included stints with BMG, Polygram, and radio. His quick wit and sense of humour (even in the midst of his illness), combined with his deep passion and commitment for his work, music, and family, gained Brian great respect from all those who knew him.

Brian passed away on May 27th of this year, losing a valiant battle against a malignant brain tumour. He was 39 years old at the time of his death. He is survived by his wife Sandra, four-year-old daughter Julia, and one-year-old son Spencer. Brian's cancer was diagnosed during the Christmas holidays in 1991. It is a tribute to his determination that he was not only able to see Spencer born, but to be there for his first birthday. Christmas is a time for family, and this year, without Brian for the first time, will be trying for Sandra, Julia, and little Spencer.

In addition to experiencing this year's most exciting concert, donors will also qualify to win one of three outstanding door prizes: a 29" GAOO television (m.s.l. \$1,400.00), a Sega Genesis and CD ROM unit, and a Super Nintendo Entertainment System.

For those people wishing to make a donation, but are unable to attend the show, your invitation will not go unused: arrangements have been made with Covenant House (a hostel for homeless teenagers), Big Brothers of Metropolitan Toronto, and Big Sisters of Toronto, whereby underprivileged teenagers will have access to these invitations.

.....
If you wish to give your support and receive an invitation for this benefit concert, please make a donation (a minimum of \$100.00 per invitation is requested) Complete the information at the bottom of this sheet, and fax the entire page (no cover page required) to (416) 491-1857. Then, mail your cheque to:

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For further information contact Catherine Herd at MCA 416-495-2119.

Cheques should be made payable to "Friends of Brian Eagle". Once your support is received via fax, your invitation(s) will be made available to you (see distribution choices below)

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- I will pick up my invitation(s) at The Phoenix Club box office on December 9th.
- Please send the invitation(s) to an underprivileged teenager.

For the door prizes draw, please indicate what name(s) should be entered (one name per invitation, attach a separate sheet if necessary): _____

FEATURED ARTIST - by Ron Rogers

Warner's Marc Jordan still awaiting his miracle

When Marc Jordan moved to Los Angeles in the early eighties, he left behind a Canadian music industry he thought was still searching for its place in the international sun. Thirteen years later, having recently moved back to Toronto, he knows why he came home.

"I was wondering why I left the greatest country in the world to go and live in a shithole. It's a great place to work, if you're in the business, but it's just an awful fucking place to live."

Jordan is soaking up the success of his

CIRPA spotlights export opportunities abroad

The Canadian Independent Record Production Association is hosting a special workshop, to be entitled Export Opportunities for the Canadian Sound Recording Industry in Germany and the UK.

CIRPA will actually be hosting two workshops. The first will take place at Vancouver's Town Pump, Dec. 11. The second will be in Toronto, Dec. 13, at the Variety Club in the King Edward Hotel.

The workshop is a result of a recently-published report from the Department of External Affairs and International Trade Canada, dealing with the subject of exporting sound recordings to the European market.

Keynote speaker will be Hammer Musik's Ingo Kleinhammer, who has considerable experience in licensing, publishing and promotion within Germany. Also included in the discussion will be Attic Music Group's Alexander Mair, and Brian Chater.

More information can be obtained by contacting Mary Vratsidis at CIRPA.

Reynolds leaves Paragon to form her own company

Carol Reynolds has resigned her post as president of Paragon Productions, in order to create her own independent production company.

The announcement was made by Paragon's CEO Jon Slan. Reynolds was formerly the network program director for CBC-TV, where she handled most of their variety programming, including the Junos.

In her brief stay with Paragon, she developed a number of television movies, series and specials, including the upcoming Celine Dion special, *The Colour Of My Love*. She also was working on television movies with Silken Laumann and Rick Hansen, and a series with David Cronenberg.

The newly-formed Carol Reynolds Productions will develop projects for domestic and international television, and feature film, working closely with Paragon.

Reynolds commented: "I am truly excited about this opportunity, and I'd like to thank Jon for supporting my goal to set up my own company."

latest Warner release, *Reckless Valentine*, which has taken him in a new direction, one he feels very comfortable with.

"I'd been listening to a lot of jazz, and even though I don't consider myself a jazz singer, I wanted to write a record that had the jazz feel."

The album features a stripped-down quartet, with Jordan, pianist Steve MacKinnon, bassist David Piltch and drummer Kevan MacKenzie. And the sound he aspires to, that smoky, 2:00 am nightclub sound, flows from every track.

"I wanted to make a record I could go out and play. I spent so much time messing around with technology in the eighties, I got burnt out on it. Like a lot of people, I wanted to get back to real instruments. Technology reached a point where it got so dry and so boring to be in a studio, in front of a computer screen."

Jordan has considerable familiarity with

"I did some broadcast recordings for CBC, which my manager took to L.A. and played for a bunch of people."

recording studios and mixing boards. It was back in 1977 when Steely Dan producer Gary Katz first heard Jordan's music. He was inspired enough to help him record his first Warner album, *Mannequin*.

"I did some broadcast recordings for CBC, which my manager took to L.A. and played for a bunch of people. Gary Katz was the one who said yes. I was very excited because I was a big fan of Steely Dan in those days."

Mannequin spawned the singles *Survivor* and *Marina Del Ray*. Then came *Blue Desert*, produced by Jay Graydon, which prompted the move to L.A. This also prompted a brief move to RCA/BMG, where he released *Talking Through Pictures* in 1987. But the constant personnel changes at BMG in the US prompted a return to Warner.

Jordan is above all else a songwriter and composer. His songs have been recorded by Chicago, Kansas and Diana Ross, and most recently Rod Stewart, who turned Jordan's *Rhythm Of My Heart* into a monster hit. Stewart will have another Jordan-penned song included on his next studio album, as will *Bette Midler*.

Reckless Valentine is a display of Jordan's best songwriting, from the shuffling *Back Street Boy* and soaring hit *Waiting For A Miracle*, to the jazzy, torchlit *I Must Have Left My Heart* (recently covered by Sheree Jeacocke) and the bluesy *Coronation Street*.

The highlight of the album is *Little Lambs*, a powerful lament inspired by Quebec orphans in the '40s, known as the Children of Duplessis, who were used and abused by the powers that be in the Catholic church. The song, which Jordan says "basically wrote itself", was recently featured on CBC TV's *Man Alive*.

Jordan's new musical direction offers a perfect instrument for conveying the depth of the issue, since the lyrics and the vocals are front and centre on the album.

"Lyrics are the most important aspect of songwriting to me, and I think sometimes in the big production numbers you lose the value of the words."

Although records of this type are often lost in the shuffle of contemporary radio, Jordan feels every type of music has its role and its importance.

"I think record companies tend to put out a little more than they should. I'm not one of those people who thinks all good records are buried, but sometimes they do get buried. Radio's job is to sell audience to the advertisers. They want the common denominator. They're looking for something that's going to grab the most people, and that tends to water it down sometimes."

"Not all records have to be art. Some records should entertain, some should make you want to dance, some should make you afraid to be alive. Sometimes more artistic records get lost because they demand more of the listener."

As a former Los Angeles resident, Jordan also knows the valuable dimension rap music adds to radio.

"I think rap is really important, and I think it's here to stay. If people had listened to rap instead of dancing to it, they would have realized they'd have riots in L.A. Rap music, no matter how offensive it is to some people, is telling it like it is, and that's what music is supposed to do."

And what does he think of Canadian music today, after having been out of the country for so long?

"Canadian music is very different from American music, Bryan Adams and David Foster excluded. Canadian writers tend to be more lyrical, more thoughtful, more like English writers than American writers."

At the moment, Jordan is trying to clean the dust out of his new downtown Toronto home. In the meantime, he and wife Amy Sky await their own little miracle, the birth of their second child.

Jordan is currently touring with *The Holly Cole Trio*, with tour stops upcoming in Ottawa, Montreal, Guelph and Niagara-On-The-Lake. He will also be doing a one-night gig at Toronto's *Ultrasound Showbar*, Dec. 15.

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Adult Contemporary TRACKS

RECORD DISTRIBUTOR CODE

 BMG - N
 EMI - F
 MCA - J
 POLYGRAM - Q
 SONY - H
 WARNER - P

TW LW WO DECEMBER 11, 1993

- 1** 7 4 **THE POWER OF LOVE**
Celine Dion - The Colour Of My Love
Columbia-57855 (CD single)-H
- 2 1 15 **REASON TO BELIEVE**
Rod Stewart - Unplugged... And Seated
Warner Bros-45289 (Warner comp 181)-P
- 3 3 15 **MAKE LOVE TO ME**
Anne Murray - Croonin'
EMI-27012 (EMI comp 16)-F
- 4 4 8 **I'LL ALWAYS BE THERE**
Roch Voisine - I'll Always Be There
Star-8056 (CD single)
- 5 2 18 **THE RIVER OF DREAMS**
Billy Joel - The River Of Dreams
Columbia-53003 (promo CD single)-H
- 6 6 6 **PLEASE FORGIVE ME**
Bryan Adams - So Far So Good
A&M-314 540 157 (CD single)-Q
- 7 8 4 **BOTH SIDES OF THE STORY**
Phil Collins - Both Sides
Atlantic-82550 (Warner comp 190)-P
- 8 5 11 **WAITING FOR A MIRACLE**
Marc Jordan - Reckless Valentine
Sin-Drome-8899 (Warner comp 180)-P
- 9** 17 4 **HERO**
Mariah Carey - Music Box
Columbia-53205 (CD single)-H
- 10** 15 5 **SAID I LOVED YOU... BUT I LIED**
Michael Bolton - The One Thing
Columbia-53567 (CD single)-H
- 11** 14 7 **MMM MMM MMM MMM**
Crash Test Dummies - God Shuffled His Feet
Arista-74321 (CD single)-N
- 12 10 17 **DREAM LOVER**
Mariah Carey - Music Box
Columbia-53205 (promo CD single)-H
- 13 9 12 **SEND ME A LOVER**
Taylor Dayne - Soul Dancing
Arista-07822-18705 (BMG comp 55)-N
- 14 11 12 **AS LONG AS I CAN DREAM**
Expose - Expose
Arista-87822-18577 (BMG comp 55)-N
- 15** 20 6 **I'D DO ANYTHING FOR LOVE (But I...)**
Meat Loaf - Bat Out Of Hell II
MCA-10699 (CD single)-J
- 16 16 9 **LET ME SHOW YOU**
Dan Hill - Greatest Hits And More...
Quality-2016 (Album track)
- 17 12 13 **NOTHING 'BOUT ME**
Sting - Ten Summoner's Tales
A&M-314 540 070 (A&M comp 8)-Q
- 18** 24 3 **I'M ALIVE**
Jackson Browne - I'm Alive
Elektra-61524 (Warner comp 190)-P
- 19 13 14 **HOPELESSLY**
Rick Astley - Body And Soul
RCA-07863 66295 (CD single)-N
- 20 22 5 **5 DAYS IN MAY**
Blue Rodeo - Five Days In July
WEA-93846 (Warner comp 188)-P

- 21 21 8 **RUBBERBAND GIRL**
Kate Bush - Red Shoes
EMI-27277 (EMI comp 1)-F
- 22 23 4 **TRUE LOVE**
Elton John w/ Kiki Dee - Duets
MCA-10926 (MCA comp 29)-J
- 23 18 10 **FIELDS OF GRAY**
Bruce Hornsby - Harbor Lights
RCA-07863 66114 (BMG comp 55)-N
- 24 19 15 **RISE AGAIN**
The Rankin Family - North Country
EMI-80683 (EMI comp 16)-F
- 25 26 8 **AND IF VENICE IS SINKING**
Spirit Of The West - Faithful
WEA-93642 (Warner comp 185)-P
- 26** 31 2 **ALL ABOUT SOUL**
Billy Joel - River Of Dreams
Columbia-53003 (Sony comp 020)-H
- 27 NEW** **ALL FOR LOVE**
Adams/Sting/Stewart - Three Musketeers Soundtrack
A&M-314-540-190 (CD single)-Q
- 28 29 5 **REMEDY**
The Band - Jericho
EMI-26599 (EMI comp 20)-F
- 29 32 2 **NORTH COUNTRY**
The Rankin Family - North Country
EMI-80603 (CD single)-F
- 30** 35 3 **AGAIN**
Janet Jackson - Janet
Virgin-87825 (EMI comp 23)-F
- 31 33 3 **HEARTBEATS ACCELERATING**
Linda Ronstadt - Winter Light
Elektra-61845 (Warner comp 190)-P
- 32 25 10 **ANOTHER SAD LOVE SONG**
Toni Braxton - Toni Braxton
Arista-73008 26007 (BMG comp 52)-N
- 33 37 2 **DARLING BE HOME SOON**
The Barbra MacNeils - Closer To Paradise
Polydor-314-521-106 (PolyGram comp 342)-Q
- 34 38 2 **PAYING THE PRICE OF LOVE**
Bee Gees - Size Isn't Everything
Polydor-314-521-055-Q (PolyGram comp 342)-Q
- 35 NEW** **JUST KEEP ME MOVING**
K.D.Lang - Even Cowgirls Get The Blues
Sire/Warner-45433 (Warner comp 192)-P
- 36 NEW** **HARD TO EXPLAIN**
Cowboy Junkies - Pale Sun, Crescent Moon
RCA-74321-16808 (BMG comp 58)-N
- 37 27 4 **SO LONG JFK**
Hemingway Corner - Hemingway Corner
Epic-80180 (CD single)-H
- 38 RE** 3 **I CAN SEE CLEARLY**
Jimmy Cliff - Cool Runnings Soundtrack
Chaos/Columbia-57553 (CD single)-H
- 39 30 18 **RAIN**
Madonna - Erotica
Maverick/Sire-45154 (Warner comp 179)-P
- 40 36 11 **TWO STEPS BEHIND**
Def Leppard - Last Action Hero Soundtrack
Columbia-57127 (Sony comp 16)-H



COUNTRY ALBUMS

- 1 2 6 **VARIOUS ARTISTS**
The Songs Of The Eagles
Giant-24531-P
- 2 1 13 **THE RANKIN FAMILY**
North Country
EMI-80683-F
- 3 3 21 **CHARLIE MAJOR**
The Other Side
Arista-14864-N
- 4 4 6 **ALABAMA**
Cheap Seats
RCA-66296-N
- 5 5 14 **GARTH BROOKS**
In Pieces
Liberty-80857-F
- 6 6 14 **ANNE MURRAY**
Croonin'
EMI-27012-F
- 7** 10 33 **DWIGHT YOAKAM**
This Time
Reprise-45241-P
- 8 9 9 **MARTINA McBRIDE**
The Way That I Am
RCA-07863-66289-N
- 9 7 12 **RANDY TRAVIS**
Wind In The Wire
Warner Bros-45319-P
- 10** 13 4 **GEORGE STRAIT**
Easy Come, Easy Go
MCA-10907-J
- 11 8 16 **SAWYER BROWN**
Outskirts Of Town
Curb-77626-F
- 12 11 10 **ALABAMA**
For Our Fans
RCA-74321 15337-N
- 13** 29 2 **CLAY WALKER**
Clay Walker
Giant/Warner-24511-P
- 14 12 27 **WYNNONA**
Tell Me Why
MCA/Curb-10822-J
- 15 14 23 **BILLY RAY CYRUS**
It Won't Be The Last
Mercury-314-514-758-Q
- 16** 24 2 **K.D.LANG**
Even Cowgirls Get The Blues Soundtrack
Sire/Warner-45433-P
- 17 20 4 **LEE ROY PARNELL**
On The Record
Arista-07822-18739-N
- 18 17 19 **CLINT BLACK**
No Time To Kill
RCA-07863 66239-N
- 19 15 21 **CARLENE CARTER**
Little Love Letters
Giant-24499-P
- 20** 25 2 **REBA McENTIRE**
Greatest Hits Volume Two
MCA-10906-J
- 21 16 29 **COUNTRY HEAT 3**
Various Artists
RCA-13510-N
- 22** 27 2 **BLUE RODEO**
Five Days In July
WEA-93846-P
- 23 18 18 **MARK CHESNUTT**
Almost Goodbye
MCA-10851-J
- 24 19 17 **AARON TIPPIN**
Call Of The Wild
RCA-07863-66251-N
- 25 NEW** **LORETTA, DOLLY, TAMMY**
Honky Tonk Angels
Columbia-53414-H
- 26 NEW** **LORRIE MORGAN**
Merry Christmas From London
BMG/BMG-66282-N
- 27 22 5 **EMMYLOU HARRIS**
Cowgirl's Prayer
Asylum-61541-P
- 28 21 27 **KICKIN' COUNTRY**
Various Artists
Kickin' Country-24006-H
- 29 26 8 **CONWAY TWITTY**
Final Touches
MCA-10892-J
- 30 23 22 **DOUG SUPERNAW**
Red And Rio Grande
BNA-07863-66133-N
- 31 31 35 **GEORGE FOX**
Mustang Heart
WEA-90933-P
- 32 28 20 **JOHN ANDERSON**
Solid Ground
BNA-66232-N
- 33 30 31 **SAMMY KERSHAW**
Haunted Heart
Mercury-314-514 332-Q



DANCE

- 1 1 3 **DREAMS**
Gabrielle - Dreams
London-422 828 443 (PolyGram comp early Oct/93)-Q
- 2 2 8 **HEY MR. DJ**
Zhané
Flavour Unit/Sony (Sony comp 19)-H
- 3 4 2 **THE KEY, THE SECRET**
Urban Cookie Collection
Quality
- 4** 6 3 **GOT TO GET IT**
Culture Beat - Serenity
Dance Pool/Epic-90978 (promo CD single)-H
- 5 5 5 **DREAM CATCHER/I'M IN LOVE...**
BKS
Quality
- 6 3 7 **ALL THAT SHE WANTS**
Ace Of Base - Happy Nation
RCA-07822 18726 (BMG comp 54)-N
- 7 7 2 **BOOM SHAK-A-LAK**
Apache Indian - Nuff Vibes
Island-422 862 536 (A&M comp 9/93)-Q
- 8 10 2 **HAPPENING ALL OVER AGAIN**
Lionie Gordon - Bad Mood
SBK-89643 (EMI comp 19/93)-F
- 9 8 4 **GO WEST**
Pet Shop Boys - Very
EMI-97212 (EMI comp 20)-F
- 10 NEW** **COME BABY COME**
K7 - Swing Batta Swing
Attic-1390 (Attic comp 39)-Q



CANCON TO WATCH

- 1 4 4 **BLESS THE WORLD**
David Wilcox - The Collected Works 1977-1993
EMI-E4X2-26700-F (EMI comp 23/93)-F
- 2 1 6 **SORRY WHOLE**
Bootsauce - Sleeping Bootie
Vertigo-314 518 431 (PolyGram comp early Nov/93)-Q
- 3 6 2 **I'M WONDERING**
Skydivgers - Just Over This Mountain
Fre-106 (EMI comp 22/93)-F
- 4 NEW** **ONE FOR THE OLD GUARD**
Ray Lyall - Desert Winds
SPY-1011 (A&M comp 11/93)-Q
- 5 5 2 **LET'S STICK TOGETHER**
Too Many Cooks - Turning To Stone
Star/Select-8055
- 6 NEW** **YOU'RE COMING HOME**
The Jeff Healey Band - Feel This
Arista-07822 18706 (BMG comp 58)-N
- 7 3 6 **FARAWAY STORY**
Tim Thomey - Some Other Time
Them/Epic-80176 (Sony comp 18)-H
- 8 10 2 **JACK HAMMER**
Odds - Bedbugs
Zoo-72445 11053 (BMG comp 58)-N
- 9 NEW** **LITTLE THINGS**
Lisa Lougheed - Peace & Harmony
WEA-93335 (Warner comp 191)-P
- 10 NEW** **TEMPLE**
Jane Sibery - When I Was A Boy
WEA/Reprise-26824 (Warner comp 190)-P

NAFTA is a non-issue for Canadian record industry

After recent discussions with a number of key industry personnel, the passing of the North American Free Trade Agreement (NAFTA) appears to be a non-issue for the Canadian music industry.

According to Ross Reynolds, president of MCA Records, "the major impact was involved with the US free trade agreement. NAFTA doesn't change things dramatically."

The fear within other industrial sectors in Canada is the loss of manufacturing and production centres to low-wage sectors in Mexico and the US. However, these concerns do not necessarily address the current state of the Canadian dollar.

"We can manufacture product cheaper in Canada than in the States. Right now, the major advantage is the low dollar."

Another concern is with the consolidation of operating centres into central units either in the US, or even in Mexico. Reynolds again, though, expresses his confidence in the Canadian industry.

"There are no real advantages to consolidating. To do with marketing and promotion, there is also no real need to consolidate. We are cost-effective and

efficient."

The phrase 'cost-effective' was echoed by a number of other key executives, including Isidore Philosophe, president and chief operating officer of Cinram Inc.

"I am not concerned with NAFTA. The consequences are quite remote for Canada, with our cost-efficient system."

Stan Kulin, president of Warner Music Canada, summarized the general sentiment quite succinctly by saying "I don't think it will have an effect at all. I think we're more efficient, and as long as we're efficient, we'll stay here."

With the closing of trade barriers, the threat of increased retail and manufacturing competition moving into the Canadian marketplace has become quite possible. Once again, however, the NAFTA issue reiterates the confidence of the music industry in Canada.

Sam Sniderman of Sam The Record Man stated that he "would welcome the competition. I am always delighted with the promise of our markets being expanded. It's definitely advantageous for Canadian artists. If we don't (take advantage), we're cutting our own throats."

He also sees the issue of Canadian currency rates as inconsequential. "What's more important is the artists and the way they're marketed. That's got nothing to do with economics."

When asked about the possibility some sort of major US retail chain might move into Canada, Sniderman responded enthusiastically

"the possibilities are good that will happen."

According to Weingolf Mielke, CEO of PolyGram Records, retail and manufacturing competition "would form a different playing field. Our industry depends on the field we're playing on."

As for short-term effects, Mielke sees none. "Mid-term, you never know. We are dealing with rights only pertaining to Canada. Long-term, the effect depends very much on the exchange rates."

Paul Alofs, president of HMV Canada, put the issue into its broadest perspective. "One issue is NAFTA, but the other is the globalization of the music industry."

"Globalization over the next five to ten years will have an effect. There is going to be some turmoil and strife, but I think there will end up being a huge export industry like in the UK, where music is one of the ten largest export products out of the country."

He made a useful comparison with the Canadian wine industry. "Everybody thought that with the US free trade deal the wine industry here would be taken over by the American industry. But the industry co-operated, created the Vinters Quality Assurance, and it is now very healthy and growing internationally. They have been a lot stronger and better off."

On the whole, as the Canadian music industry survived the US-Canada free trade deal relatively intact, it appears ready to weather the opening of the new markets created by NAFTA both efficiently and with the confidence of a strong trade base.

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them had forty titles, but nothing was moving. Unless it's a new artist, they should not be available at other times of the year.

"Take a look at the book industry, let's say with the Narnia Chronicles. They put that set in a box for Christmas and it sells. That's what we should do."

Box sets at the retail level do pose problems for both the companies and the retailers. If the problems of over-saturation and efficient year-round marketing and distribution can be worked out, the box set industry will become a major component of each level of the record business.

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We asked you about Jann Arden back in February. Here is what you told us ...

"Jann has an enormously soulful spirit. In the making of her album, Jann's songs never failed to remind me of my own humanity. It was an experience I will always cherish. When do we start the next one!"

— ED CHERNEY, PRODUCER — BONNIE RAITT, ERIC CLAPTON, RINGO STARR & IGGY POP

"Moving musical textures, haunting melodies and powerful emotional lyrics. Thoroughly enjoyable."

— DEANE CAMERON, PRESIDENT — CAPITOL EMI CANADA

"I can't remember ever being as entertained in the studio with an artist. Jann has everything — beautiful voice, great songwriting chops and I think she oughta have her own sitcom."

— JIM KELTNER, SESSION DRUMMER — LITTLE VILLAGE, TRAVELLING WILBURY'S & JOHN LENNON

"Original et rafraichissant, "Time For Mercy" est synonyme de succès. (Original and refreshing, "Time For Mercy" has success written all over it.)"

— ROSAIRE ARCHAMBAULT JR., PRESIDENT — ARCHAMBAULT MUSIQUE

"Time For Mercy" is one of the most important releases of 1993... great production with compelling lyrics that goes straight to the heart."

— DAVE CHARLES, PRESIDENT — JOINT COMMUNICATIONS

"Everything Joe Summers said and more. Worth getting beat up for."

— LARRY LEBLANC, CANADIAN CORRESPONDENT — BILLBOARD

"Very Classy. I'm just glad we don't have an album competing in the same genre."

— ROSS B. REYNOLDS, PRESIDENT — MCA RECORDS CANADA

"Every so often you hear a song that gives you chills... a song that cuts through. Rarely do you hear a whole record that gives you chills! Jann Arden's "Time For Mercy" is one such record. Great voice! Great delivery! Great songs!"

— RANDY STARK, VICE PRESIDENT MARKETING & PROMOTION — WARNER MUSIC CANADA

"The most important thing for me in music is that it makes me feel something. The first time I heard Jann sing cried. The first time I heard this record. I cried again."

— ALLISON BROCK, DOMESTIC PRODUCT MANAGER — SONY MUSIC CANADA

"I absolutely love this album. It's fresh, holds huge promise not just for this album but for the ones yet to be made. Can't wait to see her live."

— TERRY DAVID MULLIGAN, HOST — MUCHWEST

"Where did you find this woman!?"

— DENISE DONLON, DIRECTOR OF MUSIC PROGRAMMING — MUCHMUSIC

"Jann has the ability to put emotion into words, then hammer it home with stunning vocal performance... she is a true artist."

— DOUG CHAPPELL, PRESIDENT — VIRGIN RECORDS CANADA

"Jann Arden is an extremely talented singer songwriter. "Time For Mercy" is an excellent album. The first single "Will You Remember Me" is great, but I would die for "I Would Die For You". It's a hit!"

— PAUL ALOFS, PRESIDENT — HMV CANADA

"Jann Arden — I see a huge potential in this new rising star, who has one of the most compelling voices I have ever heard."

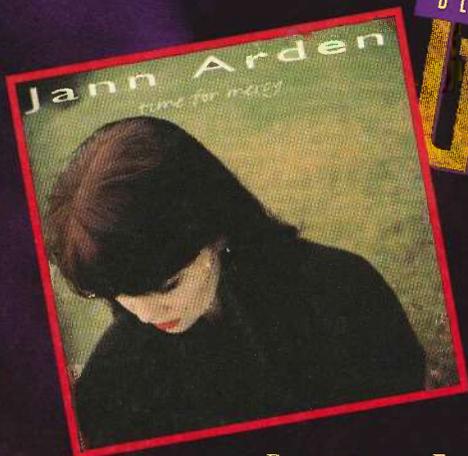
— LEONARD KENNEDY, PRESIDENT — SATURN DISTRIBUTING

"The beauty of Jann Arden's voice could reconcile two broken hearts."

— JASON SNIDERMAN, VICE PRESIDENT — ROBLANS DISTRIBUTORS LTD.

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THANK YOU RADIO, RETAIL, PRESS & VIDEO
FOR YOUR CONTINUED SUPPORT & BELIEF
IN JANN ARDEN'S DEBUT ALBUM,
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