

RPM

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Sony promo man
Jeff "Deep" Woods
on galactic Starkicker promotion.

See Page 2

PART ONE - Pre-Christmas and boxing week sales encouraging end to '96

Majors enter New Year with positive outlook

by Sean LaRose

The music industry can be unpredictable at the best of times and '96 was no exception. The first three quarters seemed to have retailers and labels a little weary with evident soft sales. The international and domestic success of artists like Bryan Adams, Celine Dion, Alanis Morissette and Shania Twain did little to enhance the disposition of the industry with the bevy of multi-platinum certifications awarded, including double-diamond for Morissette's Jagged Little Pill.

Fortunately the year always ends with a high energy buying period of Christmas and boxing week sales, which gave marketing departments a chance to show their stuff and bring attention to priority product and to end the year on a high note. For the most part December did exactly that. Though the first two weeks were slow, the last two, particularly with Christmas falling midweek, generated enough sales to have even the most pessimistic executives smiling while browsing over the Soundscan numbers.

For MCA Music Entertainment, now Universal, the success of '96 wasn't dependent on terrific sales throughout the holidays. They had already reached new heights in '96 with the largest

market share the last few weeks of December, their Interscope act Bush X was atop the charts for the month and acts like No Doubt, Blackstreet, Garbage, Beck and Elton John were selling significantly.

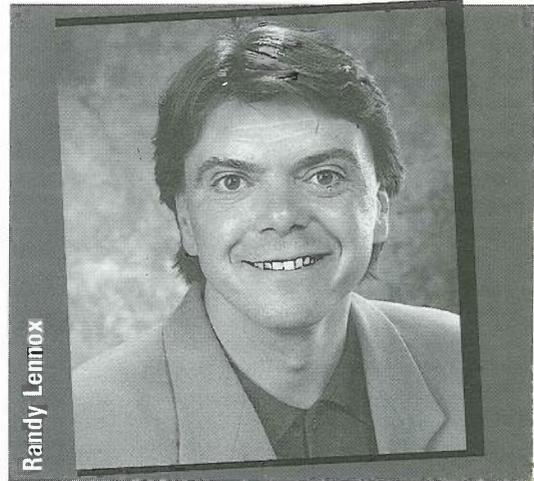
However, the last two weeks of December just accelerated the momentum at Universal and their big selling product made the numbers astronomical. Universal Senior Vice president and General Manager Randy Lennox says "Our big releases throughout the holidays were Bush X, No Doubt and MuchMusic's Big Shiny Tunes." According to Soundscan reports No Doubt sold in the neighborhood of 90,000 units in one week and subsequently sold close to 200,000 copies in the month of December.

Other notable sellers throughout the holidays for Universal were Elton John's Love Songs release, Blackstreet, Garbage and the latest Jeff Beck release entitled Beck. A justifiably excited Lennox, who is enjoying the #1 position his label currently holds and coming out of their best year to-date asserts "Beck made many many year end lists as critics' number one choice and it is really selling, the Beck album is well over platinum. Blackstreet is platinum and a half and the single No Diggity is still really flying. Another act that just continues to sell well is Garbage, which is now double platinum."

On the heels of such a stellar year, Universal has no intentions of sitting back and enjoying its stay at the top, its release roster for January and

February could lengthen its position there for sometime. Live is the first of many priorities on Lennox's post Christmas list with good reason: "Live is one of those bands, not like an Aerosmith where you think they sold that much," says Lennox, "but they really sell-through, they sold more than 800,000 units on their last album, Throwing Copper, domestically."

On the home front Lennox reveals "We have



Randy Lennox

a number of Canadian signings we're very excited about, Laura Smith comes to us February 25. Laura is a first class artist from the Maritimes we signed her worldwide." Also "MADE comes out January 28 and it is an MCA worldwide priority from Toronto and the album is called Bedazzler. We're

MAJORS continued on page 3

Canadians making record certifications - CRIA

Canadian artists achieved unprecedented sales figures in the passing year according to statistics released by The Canadian Recording Industry Association. Year-end statements on certifications for outstanding sales of sound recordings in Canada for 1996 revealed a 27% increase over 1995 in the number of Canadian artists included, a rise which occurred in spite of a drop in the total number of certifications (462 for '96 compared to 628 for '95).

The list was, not surprisingly, dominated by Warner artist Alanis Morissette whose Jagged Little Pill garnered a historical Double Diamond Award for sales in excess of two million units. Sony's Celine Dion followed with Diamond certification

for Falling Into You, a 6X Platinum Award for her French-language album D'eux and a Platinum Award for Live a Paris. Mercury's Shania Twain achieved Diamond for The Woman In Me and MCA's The Tragically Hip came through with a whopping four; Up To Here (8X Platinum), Road Apples (7X Platinum), Trouble At The Henhouse (4X Platinum) and their self-titled debut (Double Platinum).

"The unprecedented success of Canadian artists in the international marketplace in 1996 was clearly reflected in the record levels of CRIA gold, platinum and diamond awards they accumulated," stated CRIA President Brian Robertson.

COVER STORY

Starkicker promotion out of this world

Sony Music Canada's promo rep Jeff Woods was trying to encourage radio and television to "make space" for Starkicker's current single Neil Armstrong and thanking those for already supporting the track.

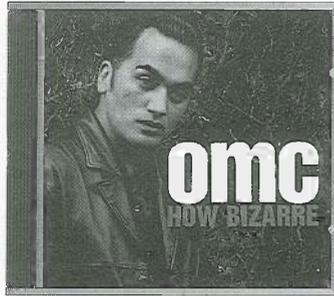
Among his stops Woods visited with such radio personalities as Mix 99.9's MD Wayne Webster, 102.1 The Edge's MD Kneale Mann and Q107's Rock Report host Steve Warden and Music Director Debra Svicki. (more photos next week)

NO. 1 ALBUM



NO DOUBT
Tragic Kingdom
Trauma/Interscope 90003-J

NO. 1 HIT



HOW BIZARRE
OMC
PolyGram - Q

ALBUM PICK



BEVERLY HILLS NINJA
Various Artists
EMI - 55204-F

HIT PICK



LAKINI'S JUICE
Live
Radioactive-J

MAJORS continued from page 2

on a mission there, we are going to kick butt on that record. Age of Electric's new album comes out February 18 which was produced by Gill Norton of the Counting Crows. Superfriendz new album (TBA), there's a nice little buzz on that, it comes out the same day. Holly McNarland is just finishing up her album as well."

Sony Music Canada's Senior Vice-president Sales Don Oates was extremely pleased with his labels sell-through during December. Along with his staples Celine Dion, Amanada Marshall, The Fugees and Oasis, Oates was a little surprised by some of Sony's numbers. Oates commented on the holiday extravaganza in high spirits "I think everybody across the country should be very happy with what happened in December with one possible exception, I do think that the unfavorable weather on the far west coast really negatively impacted their boxing week sales and I think that previous to that they were having a fantastic December. For the most part speaking generally, not just about

Sony Music, that the first couple of weeks of December started out a little slow and people were for the most part a little bit behind last year, but then it kicked in to full gear the week before Christmas, and then they had an exceptional boxing week.

Sony launched a huge television promotion to promote some of their more notable releases for the record buying consumer. Oates feels the advertising directly affected the figures that came in each week of December. "When we take a look at the shipments out on a number of titles, we confirm that as well, the combination of the TV advertising and a number of other things we had Celine Dion, Amanda Marshall, Oasis and The Fugees just kicked into really high gear in the 2nd, 3rd, 4th week of December and sold exceptionally well so we're very very pleased with not only the Christmas traffic and the number of people that went into music outlets, but the fact that they did choose or appeared to choose the titles that we had aggressively advertised on television as good gift givers. It worked out well for us and certainly the

momentum on Amanada and Celine will continue through the New Year here, Oasis and The Fugees got to get some more singles established to continue at the same pace, they certainly got longevity, but maybe not the same pace they had in December.

In addition to the really big sellers Oates was also excited about the attention Corey Hart received at retail and added "Corey Hart did really well which was nice for us, and with that we take the momentum of Christmas and move it forward with the fact that we have February dates for him across the country, that will certainly help us out there."

Oates is so confident with his roster that he commented "Little or no surprises quite frankly, Journey, Babyface, Ghost Face Killers and Genuine right across the gammit, Mary Chapin-Carpenter it didn't matter whether it was country, rap, dance old rock with Journey or new rock with Oasis it did well and that shows that a lot of the purchases were for gift giving." Another big seller through

MAJORS continued on page 10

Thomson has bag of goodies for MIDEM

Backstage president Steve Thomson who has been attending MIDEM for 16 years, will be presenting a Canadian jazz artist and a Canadian patented invention at this year's gathering in Cannes, France (Jan. 19-23).

Thomson arranged for Canadian jazz artist Carol Welsman and her quartet to launch her new CD, entitled *Inclined*, in the posh Carlton Hotel. She was scheduled to perform nightly in the Carlton Casino's Club Otéro and for an invitation only concert on Jan. 22 at the Carlton Casino Club.

The new album features a collection of classic songs performed by Welsman in her own distinctive piano/vocal style as well as three originals. Welsman made an immediate impression with her debut album, *Lucky To Be Me*, which earned her top honours in 1996 from *The Jazz Report* as best female vocalist and a Juno nomination that same year for best contemporary jazz album.

Welsman has also created a niche for herself in the international jazz market. She spent six years

performing and studying music in Europe during which time she co-wrote 26 songs with well-known European composer Romano Musumarra (Celine Dion). Among the artists she wrote songs for were Ray Charles, Dana Dawson, Jeanne Mas and Princess Stephanie of Monaco.

Welsman's international success has been attributed to her fluency in English, French and Italian. She also speaks a number of other languages which gives her an edge when performing foreign repertoire.

Prior to going to MIDEM, Welsman appeared at the Barbados Jazz Festival (Jan 8-12) where she shared the stage with Grover Washington Jr., Al Jarreau, Patti LaBelle and Roberta Flack.

Thomson will also introduce The Transformer Adaptor (TM), patented and manufactured by GLOBALtec Corporation, of which he is director of marketing. The Transformer Adaptor has already made significant inroads into the grip product industry where it made a major impact on the photo,

film and video markets.

Now, for the first time, GLOBALtec Corporation, has joined forces with TRE-D Corporation of Italy, to launch the Transformer Microphone Stand at MIDEM. Thomson also points out that the more than 170 bands from 27 countries who will be performing 49 concerts during MIDEM "will all be using the latest in microphone stand technology."

Thomson explains that this new adaptor "offers an instant solution when changing stands into versatile and convenient boom stands." The stand can be used as a straight stand or instantly as a boom stand and features a 180 degree tilt which allows for optimum use while maintaining a telescopic design. The adaptor is sold separately allowing owners of traditional stands to instantly transform them into boom stands by using the existing hardware of the stand and by just replacing the coupling that guides the centre column with the Transformer Adaptor.

As a footnote, Thomson reveals that Welsman will be using the stand for her Carlton Casino Club engagement.



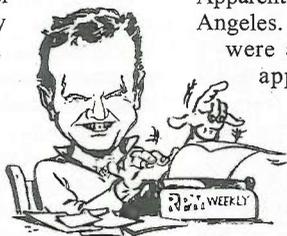
Crash Test Dummies receive platinum awards for *A Worm's Life* during their hometown show at Winnipeg's Walker Theatre from BMG's Bob Tait, Cameron Carpenter and Jim Campbell.



SuperGARAGE's Rob Passero, Mike Palermo, Roger Habel and Marco Difelice seen at Iron Music signing with IS Music's Tony Muscolo, Frontline Talent's Brian Stutz and David Bluestein, attorney Greg Stephens and Iron Music's Aubrey Winfield.

WALT SAYS...!

Unsettling times!!! However cruel it may sound, it doesn't pay to become comfortable in any job. The axe can come down at any time. One year, five years, 15 years and yes, even 25 years. Senior executives with salaries and perks amounting, in some cases, to more than \$800,000, are just as vulnerable as the dedicated and devoted service employee.



with Elvira Caprese

Sure, the severances are great, but after fashioning your lifestyle to accommodate your company's needs and demands, often at the risk of destroying the family ties, it's all over. Come Monday morning, you're looking for another career, and if you're over 45, that's going to be tough. The unsung heroes that probably relate to this scenario best are the on-air personalities, particularly those who are on the morning team. Just imagine after 15, 20 or 25 years of getting up in the morning at 4 or 4:30 to get on the air at 5:30, and suddenly, it's over. All those years you've sacrificed your social life, getting to bed at a decent hour to be bright and bushy-tailed for your morning audience. You miss out on the kids growing up, attending programming meetings after your shift, emceeing charities, squeezing in as many record industry functions you possibly can, all the time keeping an eye on the clock, so as not to be out too late. In many cases, the wife and kids see you coming and going. They hear you on the air more than they see you. And then it happens. The big crunch. You're out the door. Oh yes, the severance is probably very nice in some cases. But not enough to pay off the mortgage or some of the outstanding bills. And then, it's Monday morning. You've got time to spend with the kids, but, they're not around. Someone once said "the only thing that's constant is change. It depends on when during your life that "change" happens. The greatest danger is getting too comfortable. (It's a "jagged little pill" to swallow!!!)

The Dixons Care!!! I was pleasantly surprised to discover that over the past few years, Deanna and Neill Dixon, who head up Chart Toppers and Canadian Music Week, have raised more than \$200,000 for Variety's Kids. I don't think Variety has ever coupled a man and wife team for a Heart Award, but they should look seriously at doing something for these caring parents, who constantly go that extra mile for this great and worthy cause. Their latest venture was 1050 CHUM's annual Rock Roll'n'Remember and Casino, which was held New Year's Eve in the Metropolitan Ballroom of Toronto's Westin Harbour Castle Hotel. What a great night. For a hundred bucks we had a sumptuous roast beef dinner and all the trimmings, and champagne at midnight plus the show. Monies raised at the Casino went to Variety. Watching more than 2,000 people dancing in the New Year was worth the ticket price. It must have been the biggest New Year's Eve party in Toronto. And, surprise of surprises, the guy who was supplying the talent was Johnny Driscoll, remember from the good old days at Quality Records? He now heads up his own Skyline Music company. (EC: Obviously a survivor!!!)

U2 winner??? If you were wondering who was first to air that heavily guarded U2 single, get ready.

Apparently the single was leaked by KROQ in Los Angeles. The A&M/Island/Motown promo guys were all poised to hit the radio stations at approximately the same time, but, of course, they had to move the date up a week. The first to air the single in Toronto was the Mix 99.9 on the Rob Christie morning show, just minutes before the 9 am embargo time. The rest of the stations were just minutes behind, but the last was Q107. However, the first station in Canada to air the single was Windsor's 89X. So what does the label do to the station that leaked the single and the stations that didn't adhere to the embargo time? (EC: Cut off their advertising???)

Tight times??? Rumour has it that one record exec is so anxious to attend the East Coast Music Awards and Conference, he's paying his own way. (EC: By bus or Maritime Overnight???)

Another rumour!!! There's a rumour floating around the Big Apple that VA is so anxious to come back to the boardroom safety of Canada, he might even consider a sizeable chop in salary and a junior, senior management post. (EC: Sounds like a crazy Canuk to me!!!)

Tits up??? Veteran broadcaster Jeremy Brown apparently got himself in trouble with Classical 96FM just before Christmas. He was commenting on the Ontario Appeal Court's decision allowing women to go topless in public places, and closed his comment with "tits up". The Toronto Star's Sid Adilman sniffed out some interesting news about the incident, contacting the station's general manager Peter Webb. He confirmed that Brown was no longer with the station. Adilman closed in and Webb suggested that Brown's daily morning commentary on entertainment food and news "was an experiment." And he went on. "It was a probationary period. We just felt his stuff didn't fit into our programming. It wasn't coming together the way we wanted it to. We didn't think it was working out." Adilman pressed on, asking Webb if in fact Brown's use of those two words wasn't the real reason for firing Brown. Webb apparently didn't "want to comment on that." Well, with that kind of great press from a newshound with a nose for news, I'm surprised Brown wasn't welcomed back at his old CFRB digs. They need the publicity, good or bad. (EC: How about as a talk show host in the early evening... with Madonna and Ashley as his first guests!!!)

More Toronto talk??? With CHUM 1050 in Toronto shredding its morning show, does that mean the next step is news and information, like talk? The Globe and Mail carried an interesting piece in its Dec. 17 issue which was headed "CHUM looks to talk shows to boost radio." Apparently CHUM-owned AM stations in Halifax and Winnipeg have gone all-network talk and, according to reports, are building very nicely. Could the Toronto station be moving in that direction? I guess the writing's been on the wall for sometime. Overheard at the station's annual New Year's Eve party, "There's more people on the dance floor than listeners to the station." (EC: Times really are a-changinging!!!)

Richard Branson's flying!!! Well, not quite. He had to dump his latest hot air balloon after only

24 hours into his round the world trip. But, does this guy have balls or what? At 46 he attempts what those in their teens wouldn't do. Aside from his crazy stunts, they all seem geared toward promoting his most famous brand name, Virgin. He even supplies articles to the Economist, giving hints as to how he succeeds in business. Although he's out of the record label business, temporarily, the name Virgin just goes on and on and on; Virgin Atlantic Airways, Virgin mega record stores, Virgin Direct, Virgin Travel Group, Virgin Vodka, Virgin Cola, a deal he struck with Cott when he was in Toronto last year. By the way I passed the time of day with him when he was in Toronto at Centros, and got one of those toffy-nosed pretend smiles when I asked if he was the one who crash-landed the balloon on the roof. He's also involved with a movie house chain in the UK, and he's got a finger in the pie that's going to operate the train route between London and the Channel Tunnel. And how's this for a little ingenuity. He's pushing for refreshment stands to be set up in his movie houses that will sell Virgin Cola plus mini-Megastores where you can buy the movie you've just seen. (EC: How about a mega-whore house... he's got a great sign???) Virgin Cola is Cancon???)

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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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RPM

Songs of death and devotion for Greg Keelor's solo debut**Through the past, darkly**

by Rod Gudino

Greg Keelor might not be the man we thought he was. The nonchalant, frazzled singer for Blue Rodeo, who has made a career belting out some of the top rock singles this country has heard is apparently also a study in the quiet life, a peek into which will be available to fans for the first time this February with the release of his solo debut, titled *Gone*. Keelor has taken full advantage of the album to share much of his personal life, including his interests in spirit consciousness, his coming to terms with a recent accident which

required cranio-therapy and triggered diabetes in his body and his recent discovery that his real name is actually Francis McIntyre (Keelor was adopted) and that his original home is in Inverness, Cape Breton, where his natural mother currently resides.

Understandably the album metes out some pretty sombre territory for the singer songwriter, much of which is explored and communicated through a persistent theme of death and devotion. In this respect, *Gone* is an album which accurately describes itself; much of it transpires through a whispered exchange between Keelor's lonesome guitar and Sarah McLachlan's cavernous piano over which their vocals, one earthy the other

angelic, are imposed to beautifully melancholic effect. The album's reluctant emergence from its quiet inner sanctum eventually materialises Pierre Marchand on bass and McLachlan's percussionist Ashwin Sood on drums to deliver songs like *White Marble Ganesh*, which is receiving some attention not least because of a chorus that runs 'Hare Rama, Krishna Krishna.'

The 41-year-old Keelor, whose newly grown beard has given him the appearance of an aged yogi, traces that tune and the majority of the album to a spiritual awakening he experienced in India, when he visited in April of '96.

"I was sitting on this tarmac in New Delhi waiting to take off," he explains, "and in a comical sort of way I thought, I'd

hate to die on this plane ride going home and have this residue desire to do this solo record. So I wrote down a list of songs that I had written in India and a couple before and I thought, well this would be pretty interesting."

Interestingly, it was Keelor's preoccupation with death which initially drew him to India, in the tradition of man searching for himself in the wisdom of an ascetic guru, in Keelor's case, a hindu teacher by the name of Papaji. Keelor met and lived with Papaji for five weeks prior to returning to Canada, and the visit left him with an indelible impression.

"Once I got there I realized [Papaji] had been calling me my whole life," he says.

Keelor, who contends his hobby is consciousness, not music, also says that the meeting with Papaji was as significant as finally meeting with his natural mother, whom he traced to Cape Breton sometime following the completion of Blue Rodeo's *Nowhere To Here* last year.

"In some sort of Jungian sense I was meeting the archetype of motherhood and the archetype of father and sort of meeting with the image of my perfection for both of those," he reflects. "It's been very beautiful."

Much of the beauty Keelor found in those meetings, which by the way included (after a lifetime of being a self-described lone wolf) the knowledge that he is the eldest of seven siblings, has translated well onto the record, making the songwriter's meditation on death a positive one.

"I think that a lot of those songs were inspired because of events in the last few years," he admits. "For me, a song has often been a vehicle to give voice and to release personal trauma, and I use the song as a way of scrubbing it out. Somewhere along the road I learned that you don't have to attach to all this shite if it comes up, you just let it go through you, and if you don't attach to it, if you don't get all hung up in it, you can just let it go and so that's what a lot of this record is; it's letting go of a lot of things."

Greg Keelor will be embarking on a cross-Canada tour throughout the next month to promote *Gone* and to allow fellow Rodeo members Jim Cuddy and Glenn Milchem to finish their respective solo records. And by the way, Keelor insists the sudden burst of solo activity shouldn't be a cause for alarm regarding the band's future.

"It takes a little bit of the pressure off Blue Rodeo to be the artistic focus for six people," he says. "I think that the respite will enhance and relax the whole thing a bit."



by Rod Gudino

Jumpin' Jack in the web<http://www.bmgcanada.com/jackgrunsky>

Premiere children artist Jack Grunsky is heralding the new year by jumping into the world wide web in continuing support of his latest album, titled *Jumpin' Jack*. Grunsky, who is currently basking 'neath the BMG sun, has wrapped up what his publicists call a remarkable year with sell-out performances, special appearances, workshops and a strong Christmas at retail.

Sony releases**on the 'net**<http://www.sony.com>

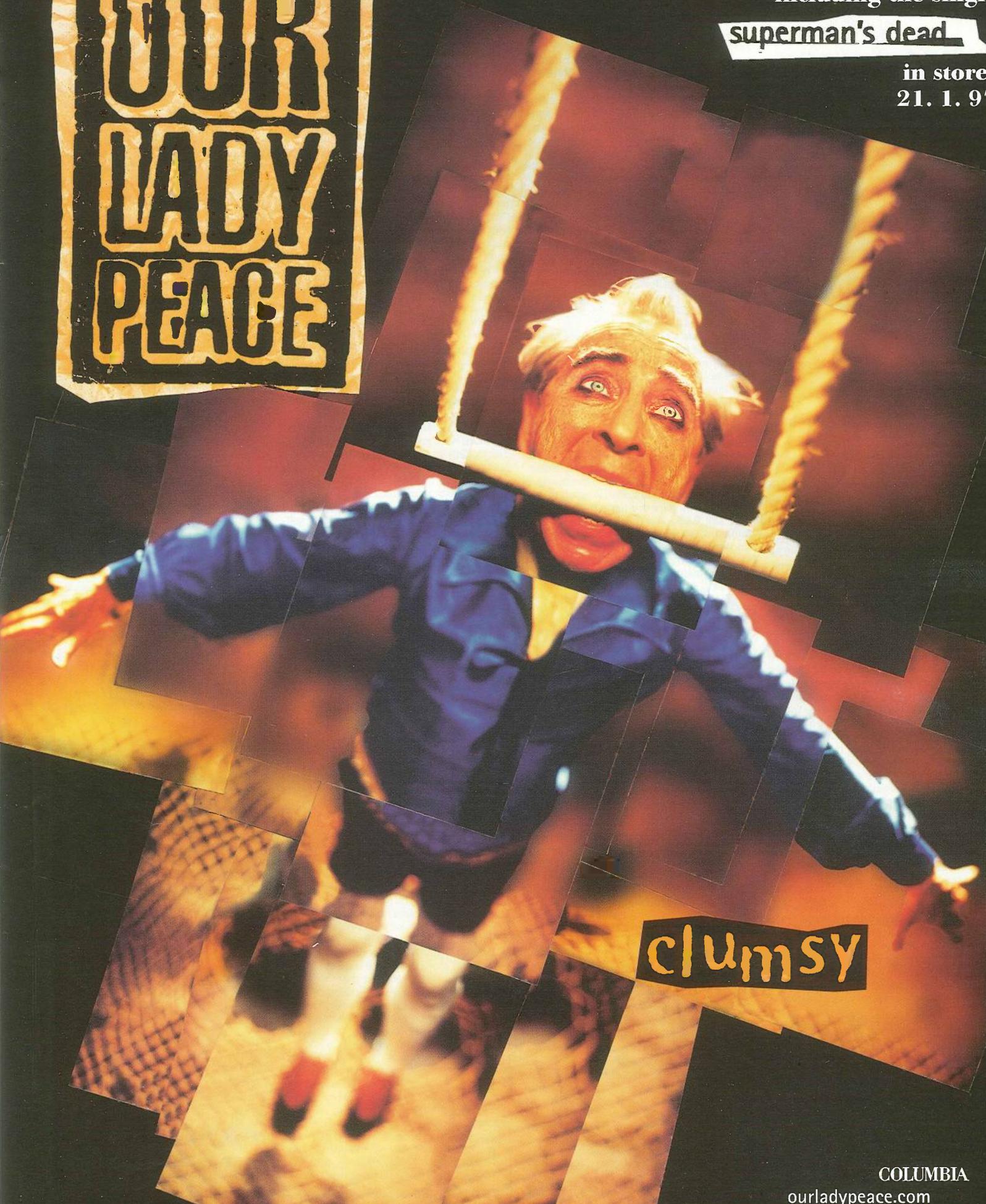
Sony Music is taking their big three first quarter releases to the internet, to beef up sales through some interactive promotion. Websites for The Offspring, Silverchair and Our Lady Peace will promote new albums from each of the groups with video clips, tour info and miscellaneous paraphenalia set to keep compu-dweeps plugged in for the ride. Silverchair's *Freak Show* will also benefit from a CD extra which will allow fans a full-blown interactive freak show with the Bearded Lady, the Siamese Twins and the other oddities which populate the disc.



OUR LADY PEACE

11 new tracks
including the single
superman's dead

in stores
21. 1. 97



clumsy

COLUMBIA
ourladypeace.com

New Releases



BJORK -Alternative
Telegram
Elektra 61897-P

It was inevitable the Icelandic pixie herself would eventually become subject to the modern marvel of re-mixes, with so much electronic music in her wake and a working relationship with the culture that invented the form. With a career now spanning fifteen years and the starlet of countless major events, it is difficult to come to terms with the fact that Bjork has only released two solo records. The important material from those albums, including Possibly Maybe and Army Of Me, has been tampered with here to the point of reinvention, none really for the better or worse, just for the sake of it. The main difference is that the motivating factor behind these remixes is the electronic clothing rather than the nakedness of Bjork's vocals (usually absent on these remixes), the latter which has been the undoubted impetus behind the artist's success. A little too far out for the alternative mainstream and unrecognizably Bjork will keep radio quiet until her next release proper, but the private and public rave scene will give the release noticeable buying power at the street level. All things told, an artistically momentous if commercially unnoticed release from the princess of progress. Remixes by Brodsky Quartet, Evelyn Glennie, Graham Massey, Bjork and others. -RG

HELLOWEEN -Metal
High Live
Castle 125

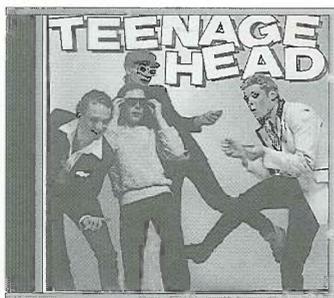
While heavy metal has largely gone the way of the Pacer in Canada (at least, in so far as high commercial status is concerned), the phenomenon has remained commercially vibrant in Europe, even while essentially solidified into its mid-eighties incarnation. You will remember the movement was stitched together by fast chops, showcased



leads and a foreboding lyrical text, all of which are preserved to reminiscent wonder here on Helloween's first and only domestic live album (recorded in Italy and Spain in June of '96). Much of the material from last year's Master Of Rings re-release and their recent Time Of The Oath is played out here with longer leads, sustained vocals and a few more crashing cymbals, a tried recipe with flavour enough to warrant a massive international tour part of which has been recorded for High Live. Whatever has been or may be their fate in North America, Helloween have obviously gained a significant following overseas on the strength of big shows and loud guitars. A two CD package of 15 tracks and a 20-page colour booklet replete with glossy live shots a la Iron Maiden at the height of their powers goes a long way to arguing that the scene has far from cooled, especially on the live circuit. Includes We Burn, Soul Survivor, The Time Of The Oath, Power, Where The Rain Grows and Steel Tormentor. -RG

TEENAGE HEAD -Punk
Teenage Head

Other People's Music 2107-Outside Music
One look at racoon-eyed Frankie Venom on the inner sleeve of this disc and the remembrance of punk past comes to gritty life; that classic domestic punk, unlike any other, that beset the Toronto underground in the late seventies. Amidst the rank smells of spilt beer, sweat and puke, the Talking Heads twisted their way into semi-cult status with a force that is preserved on this re-mastering of the band's self-titled debut, essentially as it was released in the spring of 1977 (with some additions). Among the 15 tracks offered here are party faves like Get Offa My Back, Ain't Got No Sense and Bonerack, as well as the Head's first two singles Picture My Face/Tearing Me Apart and Top Down/Kissing The Carpet. As the premiere event in the first six instalments of



OPM's Punk Hole Of Fame Series, the recording is sustained by an almost scratchy vinyl encased sound indicative that those who transferred it to digital wisely decided not to bother about cleaning the sound up a hell of a lot. A timely release from a band that has long awaited tribute as the original contributors to Toronto's version of the now historical punk explosion. A gem. -RG

PAT METHENY GROUP - Jazz/Instrumental
Quartet
Geffen 24978-J

Although heralded as one of the world's greatest jazz guitarists and a winner of nine Grammy awards, it's unfortunate that Pat Metheny is best known for his collaborative effort with David Bowie, This Is Not America, for the film score of The Falcon And The Snowman. Don't get me wrong -- that was an incredible song. But Metheny has been consistently churning out great albums since 1974 and it's just too bad that more people outside of the jazz world don't recognize more of his work. But maybe Quartet, the latest and tenth, release from the Pat Metheny Group will do something to change all that. Recorded in 1996 at New York City's Right Track Studio following a year-long tour and produced by Metheny, Quartet is a 15-track album of eclectic spontaneity and



harmonious jazz fusions. Metheny, Lyle Mays, Steve Rodby and Paul Wertico, using mainly acoustic instruments, have recorded a collection of songs in a quickly-organised and spur of the moment manner. The resulting product is an interesting combination of sounds and melodies that will draw in listeners from the moment the opening strains of Introduction begin this odyssey of musical exploration. Making Quartet worth its retail cost are Dismantling Utopia, an absorbing track with a cleverly scattered structure, the somewhat tribal sounding Mojave and Badland, an ominous track with a decided Eastern flavour. -LT

RIPPED EMOTIONS -Rock/Alternative
Ripped Emotions

Barely Legal 1996-BLR

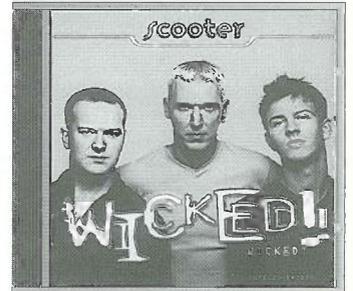
The mosh pit forms to the right...Ripped Emotions have spent years paying their dues on the alternative rock scene but this Burlington band may finally have found their niche having nabbed former Cult bassist Jamie Stewart to produce this 7 track CD of raw energy, ethereal vocals, pounding rhythms and crunchy guitar riffs. This self-titled second release from the indie band has an intriguing sound created out of a hybrid of goth metal and late '70s punk which makes for a great slam-fest of a time. With the exception of one rockin' cover, the album was written entirely by lead vocalist Sandi Olender and lead guitarist Iain "Moody" Carroll. The Sex Pistols' No Feelings stands out as the final track here and Ripped Emotions have created a version that stays true to the original with its raw energy and vocals that oftentimes resemble a combination of Siouxsie Sioux and Joan Jett. The only thing missing here is Johnny Lydon's whiny howl of a voice and Sid

Vicious' complete lack of talent. And although the band comes from a mainly punk background, one listen will tell you this band has mass appeal and is headed to other venues that could easily hit the mainstream. Listen for Aphrodite, the second track, as a standout original. -LT

SCOOTER -Dance/Techno
Wicked

Edel/Attic 1468-J

Remember Kraftwerk, the German group that pioneered the cyber-sounds of techno almost two decades ago? Well it would be safe to say that Scooter, the new rave sensation from the same country, has taken some serious study sessions of the aforementioned band -- and created an enhanced, turbo-fast version of computerized techno that their predecessors would be proud to have inspired. Wicked is the name of the 11 track CD bringing the name Scooter across the ocean to North America. The trio has already been lauded by DJ pools across Canada for the album's first single, I'm Raving. The track takes Marc Cohn's Walking In



Memphis, adds a few bagpipes, a few computers and synthesizers, about 140 beats per minute and a few new lyrics to create an entirely new and original song that pays homage to today's massive rave scene. And not to be lumped in with every other Euro-synth band out there, Scooter has slowed down their almost impossibly-fast rhythms for their latest single, Break It Up, to create what is being dubbed the first-ever techno ballad. Interestingly enough, the song's softly sung vocals and its lyrics lend themselves well to being sped up and re-released as a full-fledged techno raver. But in the meantime, this single is just mellow enough to help the boys cross over into the purely pop market. -LT

ALBUM PICK

BEVERLY HILLS NINJA O.S.T. -Rock
Various Artists

EMI 7243 8 55204-F

Granted this movie won't be nominated any Oscars or given any kudos at next year's Cannes Film Festival, but that should hold no bearing on the popularity of this soundtrack from the new TriStar release Beverly Hills Ninja. Starring Chris Farley, the big man with the highly effective self-effacing brand of physical comedy, fellow Saturday Night Live alumnus Chris Rock, Nicollette Sheridan and Soon-Tek Oh, the film focuses on an inept clod of a ninja master. The soundtrack, however is anything but inept. Featuring some classic hits of yesteryear, including Blondie's One Way Or Another, Baltimore's Tarzan Boy, War's Low Rider and the quirky I'm Too Sexy from Right Said Fred, the Beverly Hills Ninja soundtrack might even be more fun than the movie itself. However, Farley fans will delight in the snippets of actual movie dialogue that are included throughout. Of course, what movie that spoofs the martial arts would be complete without the '70s disco classic Kung Fu Fighting by Carl Douglas? Not only is the original included here, but an incredible, pumped-up, radio-friendly version done '90s style by alt-diva Patti Rothberg. Also here and lending itself well to radio is another cheesy classic, Turning Japanese, redone much better than the original in a heavier rock fashion by The Hazies. And as far as remakes go, the most outstanding one on this soundtrack would have to be Lene Lovich and her Japanese version of I Think We're Alone Now. -LT



REMY 100 ALBUMS

(CD's & Cassettes)



Record Distributor Codes:

BMG - N EMI - F MCA - J Quality - M
 Polygram - Q Sony - H Warner - P Koch - K

TW LW WO - JANUARY 20, 1997

1	1	15	NO DOUBT Tragic Kingdom (Interscope) 90003-J	
2	2	14	BACKSTREET BOYS Backstreet Boys (Jive/Zomba) 15981-N	
3	4	15	CELINE DION Falling Into You (Columbia) 33068-H	
4	3	6	MUCHMUSIC BIG SHINY TUNES Various Artists (MCA) 81026-J	MA PL
5	5	8	BUSH X Razorblade Suitcase (Interscope) 90091-J	
6	7	9	SPACE JAM O.S.T. Various Artists (Atlantic) 82961-P	
7	6	11	ROMEO & JULIET O.S.T. Various Artists (EMI) 37715-F	
8	8	15	MUCHMUSIC DANCE MIX '96 Various Artists (Quality) QRSPD 1255-M	MA PL
9	9	15	ALANIS MORISSETTE Jagged Little Pill (Maverick) 45901-P	MA PL
10	11	15	TONI BRAXTON Secrets (La Face) 26020-N	
11	10	15	AMANDA MARSHALL Amanda Marshall (Columbia) 80229-H	MA PL
12	19	15	SHERYL CROW Sheryl Crow (A&M) 314 540 587-Q	
13	17	9	EVITA O.S.T. Various Artists (Warner Bros.) 46346-P	
14	13	4	GROOVE STATION 3 Various Artists (Ariola) 43119-N	MA PL
15	15	9	ROD STEWART If We Fall In Love Tonight (Warner Bros.) 46452-P	
16	12	15	ELTON JOHN Love Songs (MCA) 11481-J	
17	20	15	SHANIA TWAIN The Woman In Me (Mercury) 314 522 886-Q	MA PL
18	14	15	MOIST Creature (EMI) 7243 8 36188-F	MA PL
19	18	12	VAN HALEN Best Of Vol. 1 (Atlantic) 46332-P	
20	16	15	KENNY G. The Moment (Arista) 18935-N	
21	24	13	COUNTING CROWS Recovering The Satellites (DGC) 24975-J	
22	30	36	THE RANKIN FAMILY The Rankin Family Collection (EMI) 52969-F	MA PL
23	21	30	CELINE DION Live A Paris (Columbia) 80238-H	MA PL
24	34	15	LEANN RIMES Blue (Curb) 77821-F	
25	23	4	CHRIS SHEPPARD Pirate Radio Sessions Vol. 6 (Pirate) 77009-M	MA PL
26	38	15	BRYAN ADAMS 18 Till I Die (A&M) 314 54 05521-Q	MA PL
27	29	15	BLACKSTREET Another Level (Interscope) INTSD 90071-J	
28	22	5	NO MERCY No Mercy (Arista) 18941-N	
29	32	11	ALAN JACKSON Everything I Love (Arista) 18813-N	
30	25	14	MARILYN MANSON Antichrist Superstar (Nothing/Interscope) 90086-J	
31	33	15	BUSH X Sixteen Stone (Interscope) 90000-J	
32	36	15	THE TRAGICALLY HIP Trouble At The Henhouse (MCA) 81011-J	MA PL
33	26	5	SPICE GIRLS Spice (Virgin) 42174-F	
34	35	15	FUGEES The Score (Columbia) 67147-H	
35	27	15	THE SMASHING PUMPKINS Mellon Collie And The Infinite... (Virgin) 40861-F	
36	56	11	DEANA CARTER Did I Shave My Legs (EMI) 960601-F	
37	39	15	OASIS (What's The Story) Morning Glory (Epic) 7361-H	
38	53	15	TRACY CHAPMAN New Beginning (Elektra) 610850-P	
39	37	7	ENIGMA Le Roi Est Mort, Vive Le Roi! (Virgin) 42066-F	
40	28	15	NIRVANA From The Muddy Banks... (Geffen) 25105-J	
41	47	8	ROCH VOISINE Kissing Rain (RV International) 51418-N	MA PL
42	44	15	CMT CANADA '96 Various Artists (RCA) 0603-N	MA PL
43	31	15	HIT ZONE Vol. 2 Various Artists (BMG) 40602-N	
44	40	7	THE PREACHER'S WIFE O.S.T. Various Artists (Arista) 18951-N	
45	43	15	THE CRANBERRIES To The Faithful Departed (Island) 314524234-Q	
46	51	12	OMC How Bizarre (PolyDor) 314 533 435-Q	
47	46	15	GARBAGE Garbage (Almo Sounds) 80004-J	
48	41	15	I MOTHER EARTH Scenery And Fish (Capitol) 32919-F	MA PL
49	64	10	TERRI CLARK Just The Same (Mercury) 32879-Q	MA PL
50	45	15	DANCE HITS ALL STARS '96 Various Artists (Popular) Z3063-P	
51	98	15	MARILYN MANSON Smells Like Children (Interscope) 92641-J	
52	71	10	REBA McENTIRE What If It Is You (MCA) 11500-J	
53	42	15	KEVIN PARENT Pigeon D'Argile (Select) 950322-Select	MA PL
54	50	15	R.E.M. New Adventures In Hi-Fi (Warner Bros.) 46320-P	
55	59	15	RETRO NIGHT Various Artists (Warner Bros.) 34695-P	
56	65	15	PAUL BRANDT Calm Before The Storm (WEA) 46180-P	MA PL
57	116	11	MICHAEL BOLTON This Is The Time (Columbia) 67621-H	
58	60	15	BECK! Odelay (Geffen) 248231-J	
59	57	15	TOOL Aenima (Zoo) 31087-N	
60	62	15	DONNA LEWIS Now In A Minute (Atlantic) 82762-P	
61	61	15	METALLICA Load (Elektra) 61923-P	
62	58	12	JOCK JAMS Vol. 2 Various Artists (Quality) 11251-M	
63	54	9	CHRIS SHEPPARD Destination Dance Floor II (Pirate) 7007-M	MA PL
64	52	9	LL COOL J All World (Def Jam) 34125-Q	
65	49	10	FRANCOIS PERUSSE L'Album Du Peuple Tomes (Zero) 90008-J	
66	70	8	THE MIRROR HAS TWO FACES O.S.T. Various Artists (Columbia) 67887-H	
67	80	8	BEAVIS & BUTT-HEAD DO AMERICA O.S.T. Various Artists (Geffen) 25002-J	
68	55	7	MOBB DEEP Hell On Earth (Loud/RCA) 66992-N	
69	69	12	QUEEN The Very Best Of (Hollywood) 40080-Q	
70	94	15	SET IT OFF O.S.T. Various Artists (Elektra) 61951-P	
71	NEW		CLASSIC DISNEY Vol. 1 Various Artists (Disneyland/Buena Vista) 60865-Disney	
72	63	9	SNOOP DOGGY DOG The Doggfather (DeathRow) 90038-J	
73	67	9	PAVAROTTI & FRIENDS War Child (London) 452900-Q	
74	66	15	NEW EDITION Home Again (MCA) 11480-J	
75	122	6	WALLFLOWERS Bringing Down The... (MCA) 90055-J	
76	74	11	JOURNEY Trial By Fire (Columbia) 67514-H	
77	77	11	THE BEATLES Anthology 3 (Capitol) 34451-F	
78	92	15	JEWEL Pieces Of You (Atlantic) 82700-P	
79	76	12	PHIL COLLINS Dance Into The Light (Atlantic) 82949-P	
80	68	15	PEARL JAM No Code (Epic) 67500-H	
81	86	11	BABYFACE The Day (Epic) 67293-H	
82	82	12	SIMPLY RED Greatest Hits (WEA) 16552-P	
83	110	12	WESTSIDE CONNECTION Westside Connection (Virgin) 42505-F	
84	85	9	MTV PARTY TO GO Vol. 10 Various Artists (Tommy Boy) 11250-Denon	
85	75	13	PATRICK NORMAN Grands Success (Star) 78083-Select	MA PL
86	73	10	MAKAVELI Don Kiuminati (Deathrow) 90039-J	
87	NEW		DANIEL LAVOIE Bebe Dragon (Musc) 80679-Select	MA PL
88	183	14	NEW COUNTRY 3 Various Artists (WEA) 34222-P	MA PL
89	109	11	JAMIROQUAI Travelling Without Moving (Columbia) 91109-H	
90	79	7	FOXY BROWN III Na Na (Def Jam/Mercury) 33684-Q	
91	78	13	LARA FABIAN Pure (Arpegge Musique/Gam) 961015-Select	MA PL
92	84	10	THE PRESIDENTS OF THE U.S.A. II (Columbia) 67577-H	
93	NEW		CLASSIC DISNEY Vol. 3 Various Artists (Disneyland/Buena Vista) 60907-Disney	
94	93	15	MINDY McCREADY Ten Thousand Angels (BNA) 66806-N	
95	NEW		COUNTRY HEAT X Various Artists (RCA) 40091-N	
96	NEW		PARTY MIX Vol. 3 Various Artists (Quality) 12100-M	
97	120	7	ULTIMATE SOUL COLLECTION Various Artists (Warner Bros.) 34851-P	
98	120	15	BROOKS & DUNN Borderline (Arista) 18810-N	
99	89	15	TRAINSPOTTING O.S.T. Various Artists (Premiere) 37190-F	
100	114	15	KEITH SWEAT Keith Sweat (Elektra) 61707-P	

MAJORS continued from page 3

the holidays Oates mentioned was the soundtrack for *The Mirror Has Two Faces*, as a result of the success of the Barbara Striesand and Bryan Adams cut, *I Found Someone*, but that really caught us by surprise as to the overall potential of this thing, it is done exceptionally well."

When discussing huge numbers and his expectations Sony's two domestic divas come too mind. Dion received yet another diamond award during the holidays and Amanda Marshall's debut release continues to make waves at both radio and retail. Oates shares the same enthusiasm when checking the Soundscan figures for Dion and Marshall "Both Amanda Marshall and Celine Dion performed beyond our expectations even though we did expect big numbers out of them in the months of November and December because of television, but they outperformed those numbers to the point where we were extremely pleased with them. Dion specifically is a hard one to judge because our expectations are so high to begin with and we take a platinum plus month for normal these days with October, November and December reaching that mark. In the month of December Soundscan figures for Dion showed that *Falling Into You* sold double platinum."

Oates offers his feelings on the new retail monitoring system which is represents point-of-sales across the country "That's one nice thing about Soundscan, not only do you know how many units you've shipped, you can determine roughly how many sell. I know 250,000 *Falling Into You*'s were shipped out and 200,000 sold through, which makes me feel good."

It's common knowledge that all of the major retailers across the country haven't gone on board with Soundscan, so the picture isn't 100% accurate as of yet. Oates comments on the Soundscan position "Some of it is guesstimated, while in the

past from where we sat 100% had to be guesstimated. We used to say 'okay we shipped 100,000 of one particular title. But how many are still in the stores? How much of that has sold through? Now we don't have to say that because now we know how much is accurate and how much is guesstimated so it gives us the chance to know what the momentum is. You know the momentum in November where it is platinum and the momentum the month of December when it's double platinum"

Oates concludes with a preview into some of Sony's priority releases for the New Year, "Not only have we come off an excellent December, in January alone we're going to ship new releases from *Our Lady Peace*, *Off Spring* and *Silver Chair*. We also have got our compilation album *Pure Attraction II*, with heavy television advertising. So the combination of the 4 of them will only add to the momentum that we currently got. It makes a nice kickoff to a new calendar year following the success of the other titles.

Mercury/Polydor's Vice-president of promotions Ken Ashdown says that the label sold much of their developing product remarkably well.

"Bands like OMC, Foxy Brown, The Cardigans and 3-11 *Cake* a real nice handful of records started to pick up steam in the last quarter and of course Christmas gave them all a kick in the butt and sold them through nicely at retail"

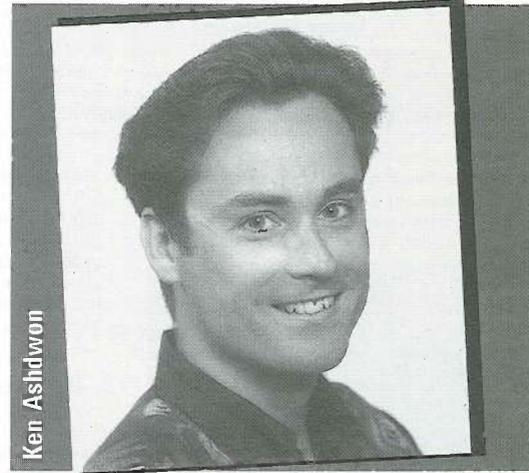
In regards to big numbers and surprises at retail Ashdown asserts "most definitely OMC, were probably at 80,000 plus and that's off the back of one single, that was our big surprise also the Mark Knopfler, not to be misleading because the record hasn't been released in the States yet, its slated to be released in the US this month, but right now we hold the number one position."

RADIO

live for the top prizes. Each of the finalists will have songs included on the Vancouver Seeds Twelve CD. They will also be invited to take part in the Demo Vision-Project Discovery TV series. Top bands will share in \$10,000 worth of Roland Canada and Boss equipment from Tom Lee Music. The aggressive station has taken into consideration that listeners might like to know the birthdays of its personalities and published a list of 99.3 The

The so-called baby acts (developing artists), he says, added significantly to established product from country acts Shania Twain and Terri Clark.

"Twain's *The Woman In Me* started to taper off in early September following the CCMA's, but as we approached Christmas it started to pick up again. Of course we released that CD/EP with *God Bless This Child* and the re-mixes on it, and that did huge for us, in fact if we're not already platinum on that CD/EP than we will be shortly."



Ken Ashdown

When discussing priority releases for the New Year Ashdown states PolyGram is gearing up for some aggressive strategies for the new year, among them a new James album which Ashdown expects will do very well (their last very quietly snuck up to the gold mark), Texas, INXS, Widespread Panic, who are starting to break in the US, Zuckerbaby and the soundtrack to Greg Aracky's *Nowhere* which features rare tracks from Marilyn Manson, The Clash and Radiohead.

Fox's celebrity birthdays. Interesting is the age demographics. The oldest is news director Kerry Marshall, who was born Dec. 4, 1948. The youngest is all nights/weekender Graham Scott, born Jan. 18, 1973.

Geoff Pevere has joined CFRB as the new entertainment reporter and movie critic. A veteran critic, journalist and broadcaster, Pevere is well

RADIO continued on page 13

Outside Music commemorates Canadian punk classics

Toronto's Outside Music has teamed up with Other People's Music, a restoration label specializing in vintage punk circa 1977-78, to release *The Punk Hole Of Fame*, a series of remastered Canadian punk classics from the period. *Punk Hole Of Fame's* initial six instalments, which include full-length albums from Teenage Head, The Ugly, The Mods, Demics, Forgotten Rebels and Viletones, saw release just before Christmas with an additional six (the first three comprised of all-girl groups) planned for the first quarter.

"We're really focusing on Toronto's original punk scene," says Peter Hardman, Outside's Director of Marketing. He says that with further releases the series will eventually broaden to include material from across Canada. Many of the albums scheduled for the series are first-time

releases with original cover art and additional material, more comprehensive liner notes and extra photos. There are also some completely new packages with a combination of previously heard and unheard material.

Other People's Music will be releasing a feature film documentary in support of the recordings and a fictional literary work written in the oral historical style of the movement, as well as pushing syndicated radio programming. A compilation album is also scheduled sometime in the future, in part, says Hardman, to provide "a tool to represent some of the artists whose output really wasn't all that prolific."

Outside is shipping conservative numbers (5,000 for Teenage Head, the strongest title thus far in the series), and Hardman says that sales figures here and in the US, where the album is

being distributed through the San Francisco-based Mordam label, are garnering satisfactory and consistent responses.

"When you look at what's happened with Offspring, Green Day and Rancid and also the general success of the labels in that scene today like Epitaph and Nitro, there's no doubt that it's been very vibrant and exciting over the past few years," he says. "As much as there has been an audience out there who are saying 'oh great, Teenage Head remastered with extra tracks,' there's also a whole other audience that wasn't quite old enough at the time."

Outside Music announced last week that it had acquired exclusive distribution rights for Nefer Records, a Vancouver-based punk specialty label previously distributed by Cargo. Titles from d.b.s. and Anti-Flag as well as a 30-song compilation of European punk will be released later this month to inaugurate the deal.

CONFERENCE • EXHIBITION • FESTIVAL

CMW '97

INTERNATIONAL

A small circular icon of a globe showing the Americas, positioned between the '97' and the word 'INTERNATIONAL'.

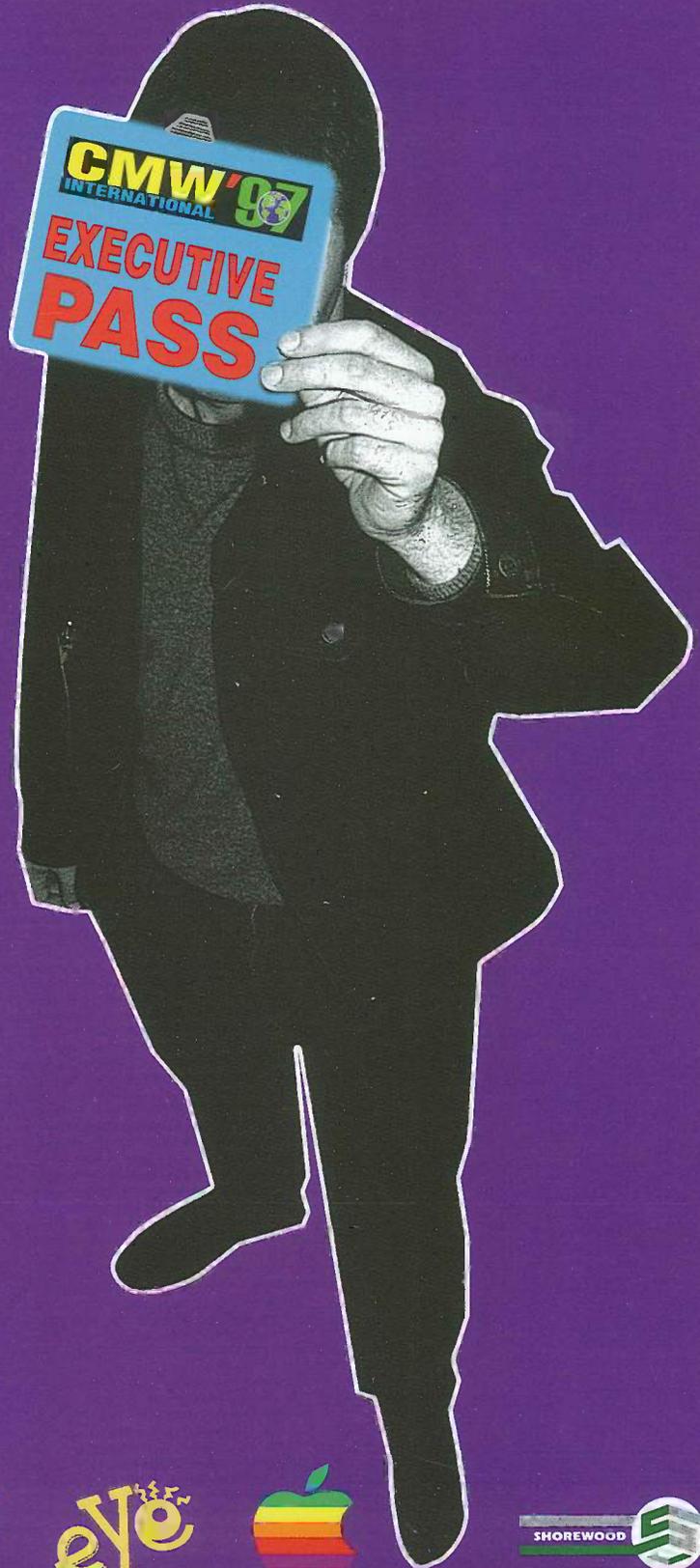
MARCH 3 - 9, 1997
TORONTO, CANADA

HEAR THE PROS

MAKE THE DEALS

FLASH THE PASS

CMW '97
INTERNATIONAL



CMW'97 INTERNATIONAL



WHERE
MUSIC
MEANS
BUSINESS

This is the week! A week long event that leads up to Canada's premiere music awards show—the Junos. A week of showcasing World talent and launching new careers. Of schmoozing, signing contracts and cutting deals. Everyone from agents, artistic directors, to record executives, marketers and of course the people who play the music are here. The city's humming with cellular phones, strumming with electricity and moving to a 4/4 beat. In fact, anyone who's anyone in the music industry makes it a point to be here. Find out what's happening in the way of new technologies, new music directions, and new stars. If you're involved in the music industry in any way, shape or form, this is the one place in the world you want to be.



CONFERENCE • EXHIBITION • FESTIVAL

'97 SPOTLIGHT ON ASIA 亞洲焦點

Asia is an exploding market with ballooning potential. It's becoming increasingly difficult for North American music producers to ignore a market that encompasses two-thirds of the world's populations, half of which are 25 and under. A marketer's dream come true, or what! Learn the inside story from some of Asia's leading experts. Sponsored by the Asia-Pacific Foundation.

MARCH '97 CMW INTERNATIONAL AT A GLANCE

monday 3	tuesday 4	wednesday 5	thursday 6	friday 7	saturday 8	sunday 9
REGISTRATION			CONFERENCE			Caras presents THE JUNOS
			TRADE EXHIBITION		CONSUMER EXHIBITION	
FESTIVAL						

This Event is made possible with the generous support of:



March 6-9

CONFERENCE

CONFERENCE

'97 The 4-day forum represents information overload, featuring a series of seminars, debates, keynote speakers, and discussions about the burning issues of the day. This is where you'll meet the trailblazers who shaped today's music scene, and the visionaries leading us into tomorrow.

SPECIAL GUESTS



The Honorable
Sheila Copps, Dep. PM (inv.)



The Honorable
Marilyn Mushinski, MPP



Pamela Wallin
CBC Newsworld



Stuart Watson
Chairman, SWAT Enterprises

CONFERENCE CONTENT DESIGNED FOR PROFESSIONALS BY PROFESSIONALS...

Once again the CMW Conference has been assembled with great care to provide you unlimited opportunity to learn how to make existing business more effective, exchange ideas and network with the entire world of Entertainment business and technical professionals. Plus, the conference will incorporate a number of *Special Tracks* dedicated to specific agendas:

CAMP

The first ever live music promoter symposiums put on by the Canadian Association of Music Presenters.

CBA

The Canadian Bar Association presents a series of lectures featuring issues affecting entertainment law.

CRIA

Canadian Recording Industry Association members, which include EMI, Polygram, Sony, Warner, BMG and Universal, preview Spring Releases.

OAB

Ontario Association of Broadcasters presents a forum on *convergence* and the future of broadcasting.

RMAC

A Major Retailers program staged with the Retail Music Association of Canada.

CMW INDUSTRY AWARDS

Thursday, March 6, 1997 CMW honours its own, in a gala opening event. The CMW awards have the distinction of generating votes from and for industry insiders only. The lists of entries—everyone from program directors to publicists—are being voted on by their peers.



Hosted by comedian
Mike Bullard

MARCH 6

8:00 am

RMAC Annual General Meeting 8:00 am

9:00 am - 12:00 pm

The Music Industry - A Year in Review
Hosted by Pamela Wallin 9:00 am

Brilliant Promotions

A Case Study of successful entertainment marketing promotions 9:30 am

Polygram Group Presentation 10:45 am

Selling a Star

Sponsorship from a celebrity's point of view with Mark Tewksbury 11:15 am

12:00 - 2:30 pm

How to Drive Your Competition Crazy
Luncheon Keynote by Guy Kawasaki 12:00 pm

See You at this Seminar or See You in Court

Amendments to the Competition Act
Mock trial 1:30 pm

EMI Music Presentation 1:30 pm

2:30 - 4:30 pm

Counter Intelligence

Market research presentation on "T.A.P. system"—acquiring behavioral and demographical data of record consumers via the Internet 2:30 pm

Declaration of Independents

A panel of indie label heads discusses the state of the industry 2:30 pm

Warner Music Presentation 3:30 pm

The Ultimate Guide to Entertainment Sponsorship 3:45 pm

4:30 pm

What's in Store

The changing face of music retail 4:30 pm

Keynote: Michael Greene 4:45 pm

Smells like team spirit

How the music industry cares 5:00 pm

MARCH 7

8:00 am

OAB Annual General Meeting 8:00 am

Hot Issues in Copyright Law 8:30 am

9:00 am - 11:00 am

FOCUS: The Future of Your Co. Depends on it
Keynote Al Reis, bestselling author, speaks on the importance of FOCUS in marketing 9:15 am

Anatomy of a Negotiation

Practical maneuvers through negotiating nightmares and horror clauses 10:00 am

Tuning-In 10:15 am

Angus Reid debuts the research results of its national survey on radio listening habits

Canadian TV Programming 10:15 am

11:00 am

Sony Music Presentation 11:00 am

Guide to Theatre & Merch Rights Negotiations
Legal panel 11:00 am

Multimedia on Trial 11:00 am
CD-ROM and Enhanced CD development rights

12:00 pm

OAB Awards Luncheon

Keynote address by Françoise Bertrand on convergence in broadcasting 12:00 pm

RMAC Presidents' Luncheon

Presentation by Soundscan—sales tracking system 12:00 pm

1:15 - 5:00 pm

Universal Music Presentation 1:15 pm

Survival of the Fittest

Tales of the survivors of the '96 music retail bloodbath in North America 2:15 pm

Radio Group Heads: Meeting the Challenge of Change

Top executives in radio discuss the future of radio broadcasting 2:15 pm

TV in Ontario

Broadcast regionalization in Ontario 2:15 pm

Legal Issues of Recent Internet Developments

Patrolling the information superhighway

Money for Nothin'

FACTOR discusses funding for Canadian musicians 3:00 pm

BMG Music Presentation 3:30 pm

The Six Minute Solution

Legal experts walk through key clauses in publishing, film, TV, sports contracts 4:00 pm

Signing of the Times A & R Panel 4:30 pm

Future of AM Radio 4:45 pm

Look Out: Here Comes Tomorrow

Sam Geist challenges issues affecting the future of your company 5:00 pm

Celebrity Interview with Walter Yetnikoff

Hosted by Ed Bicknell 5:00 pm

6:00 - 7:00 pm

OAB President's Reception 6:00 pm

Date with a Tape 6:00 pm

Open forum: play your demo tape to top A&R reps

MARCH 8

8:30 am

All Request Breakfast

Meet top radio consultants and program directors 8:30 am

9:00 am

Promoting Festivals

5 views from the inside 9:00 am

The Royal Treatment

Intensive royalty workshop 9:00 am

Get it in Writing

Legal panel on book publishing 9:00 am

10:00 am - 12:00 pm

Servicing Festivals

5 views from the outside 10:30 am

Neighbourly Rights

The great radio/record debate of CanCon 10:30 am

Funding Mechanisms for Film and Television

Raising money for Hollywood North 10:30 am

12:00 pm

FACTOR Luncheon

Keynote by Sheila Copps, Deputy Prime Minister (inv.)

Words & Music

Presented by SOCAN 12:00 pm

Top songwriters perform and share their secrets

1:00 - 3:00 pm

CanDance Coalition AGM 1:30 pm

Promotions Promotions Promotions

Great radio promotional ideas under \$2,000

CAMP Annual General Meeting

Chaired by Donald Tarlton 1:45 pm

Higher Ground

Key players in the Urban scene discuss the future

Asian Spotlight

Keynote by Stuart Watson 2:15 pm

3:00 - 5:00 pm

The Future of Dance Music

The Next Big Beat 3:00 pm

Vocal Tips

Basics for building and maintaining a sound voice

Juke Box Jury

The Hit or Miss of new music—judged by the experts

Live & Kicking

CAMP presents the ultimate guide to promoting and producing live music in Canada

Internet & Broadcasting

Emerging opportunities for broadcasting on the Net

The Mouths that Roar

Morning radio shows you wish you'd discovered

5:00 - 7:00 pm

Keynote by Patti Smith 5:00 pm

Star Search '97 5:00 pm

A & R Panel

I'm a Producer, Here's my Card 6:00 pm

The technology and secrets of record producers

MARCH 9

1:00 pm - 2:00 pm

Sign on the Dotted Line

A & R Panel 12:30 pm

Continued Adventures in Babysitting

What it takes to manage a band in today's music industry 1:30 pm

3:00 pm - 4:00 pm

Waiting to Inhale

Presented by High Times
Sex, drugs, rock & roll in the music industry 2:30 pm

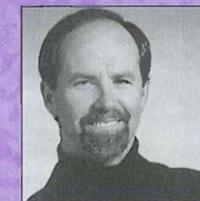
As Heard on TV

Fred Mollin discusses the business of composing music for film and television 3:30 pm

*Subject to change



Françoise Bertrand
Chairperson, CRTC



Michael Greene
President, NARAS



Guy Kawasaki
Bestselling Author
Apple Fellow



Al Ries
Bestselling Author



Patti Smith



Walter Yetnikoff
Chairman and CEO
Velvet Musical Industries

KEYNOTE SPEAKERS

CONFERENCE

EXHIBITION

FESTIVAL

TRADE
March 6-7

CONFERENCE • EXHIBITION

CONSUMER
March 7-9

CMW TRADE SHOW '97

No convention would be complete without the opportunity to do business to business at a trade exhibition, and with last year's demand for trade only booths spilling into the hotel's hallways, we have decided it's time to formalize the experience. The CMW trade floor for convention delegates and invited guests only is designed to make deals happen!

"User Friendly Show Times"

The Trade Show is open at designated hours on Thursday and Friday of the annual convention. Exhibit hours are scheduled to ensure maximum exposure and participation, and in addition to convention delegates that attend the Trade Show, hundreds of retailers, radio and print media contacts are invited.

Distributor/Label One-on-One Meetings

Distributor/Label meetings are designed to match new record labels with prospective distributors—to assist label and distributor personnel in "meeting" rather than having to search out unfamiliar faces. A list of participating distributors is compiled along with a profile of the styles of music they carry, and their sales territories. CMW will be happy to schedule meetings on behalf of independent labels, but contact us early as space is limited, and filled on a first request basis.

METRO TORONTO CONVENTION CENTRE



Arguably the finest exhibition/convention site in North America. Centrally located in the heart of downtown Toronto.

Indoor access to the Crowne Plaza Hotel, the site of this year's CMW conference.

CMW TRADE SHOW '97



APPLE MUSIC & MULTIMEDIA SHOW '97

The largest consumer/trade exhibition of its kind in Canada, and a must to attend, whether you cater to musicians, music consumers or multimedia users—this is the place to show off your latest. Over

150 exhibitors feature: Multimedia; Home Entertainment; Musical Instruments; Audio Gear; and, Computer

Hardware/Software. Plus, there are special showcases highlighting Virtual Reality, Interactive Games, the Internet, Instructional Books & Videos, and Home Theatre. The show explores the growing world of integration with Enhanced CDs. And to top it all off, live bands!

Appearances by Todd Rundgren, Henry Rollins, Jann Arden, Burton Cummings, Lee Aaron, Larry Gowan and Rik Emmett have wowed attendees in the past.



Todd Rundgren



Henry Rollins

FEATURES

Indie Café Free live concerts by Canada's hottest new bands.

Canada's largest music store When musicians are in the market for new tools, Steve's is the place they gear-up. Best selection of the best in guitars, keyboards, percussion and more.

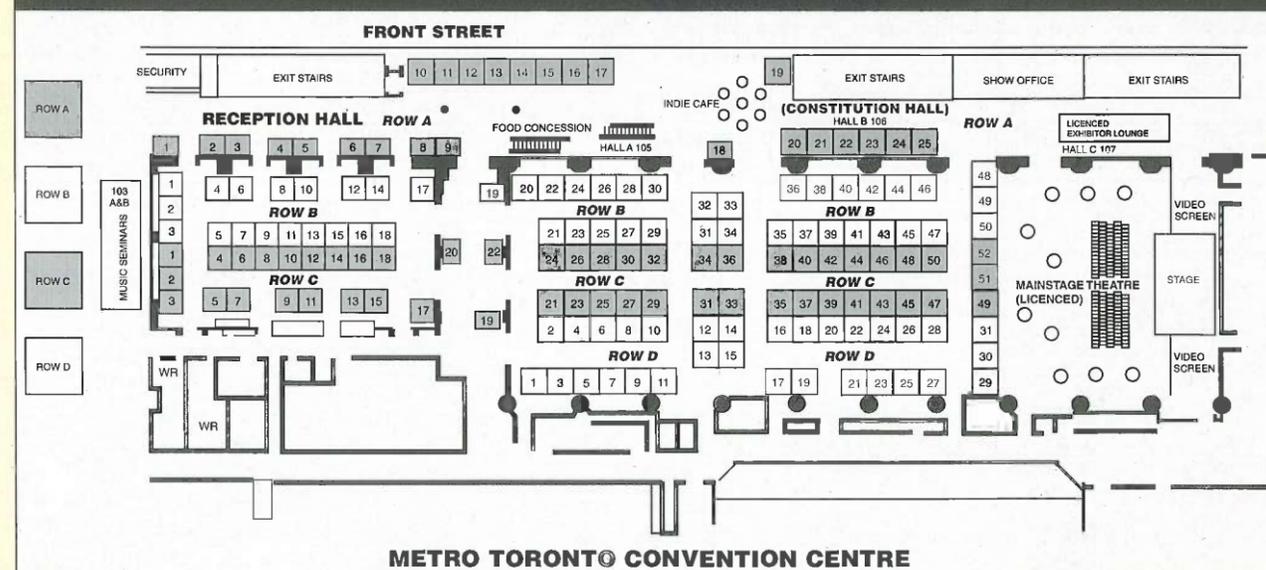
Virtual Reality Check this out—in 3D! A popular feature of the Music & Multimedia Show is the special presentation of Virtual Reality & Interactive games from the Vivid Group at The Vivid-Digital Cafe.

Home Entertainment The hottest new trends in home theatre systems. Experience everything from LCD front projection to Surroundsound. Enjoy out of this world entertainment systems for inside the home.

Clinics What an opportunity! Learn new licks and pick up a few tricks from the masters of the music trade.

Words & Music Back by popular demand! Most of us know the words to our favourite tunes. But it's a real treat to hear the actual artists perform unplugged, then listen to them explain what events inspired them. Sponsored by Socan.

APPLE MUSIC & MULTIMEDIA SHOW



EXHIBITION

CONFERENCE • FEST



NEW MUSIC FESTIVAL '97

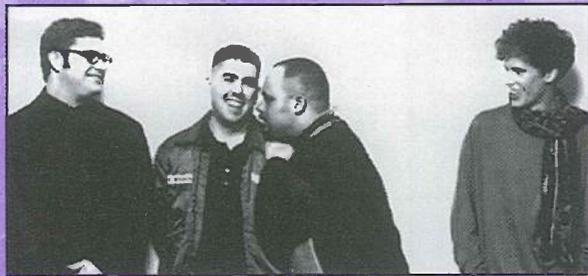


Treble Charger

CMW is the one week of the year when the decibels rise to record highs in Toronto's usually quiet streets. Over 400 bands and individual performers take over 30 of the city's hottest clubs. The hundreds of talented unsigned up & comers are music to the ears of A & R reps on the lookout for next year's stars.



Deborah Cox



Bare Naked Ladies

Canadians have been making quite an impression in the music business throughout the world. Hot international superstars, from Celine Dion, Alannis Morissette & Bryan Adams to Deborah Cox & Shania Twain, are proof-positive that Canadian music talent is becoming one of our most lucrative exports. And the CMW New Music Festival is where it all starts. From garage bands and unsigned talent to local bands & rising stars, get an earful of the next *Canadian* Big Thing over 7 nights during Canadian Music Week.

JUNO AWARDS The Whole World Is Listening

Don't miss this year's
Juno Awards at
Copp's Coliseum
in Hamilton, Ontario.

The Juno Awards mark their 26th anniversary
and 22nd telecast with CBC Television.

Juno Pre-telecast Awards 6:30 pm

Juno Live Telecast 8:00 pm

To order tickets, please call C.A.R.A.S. at (416) 485-3135



Alanis Morissette

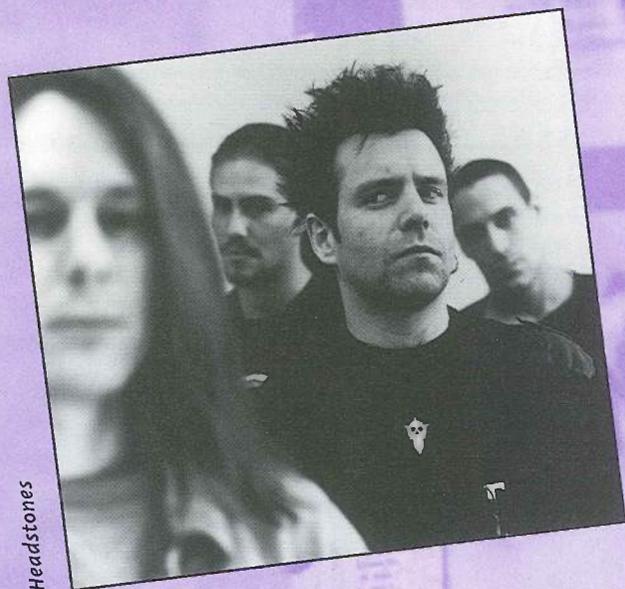


Celine Dion

March 3-9

IVAL

EXHIBITION



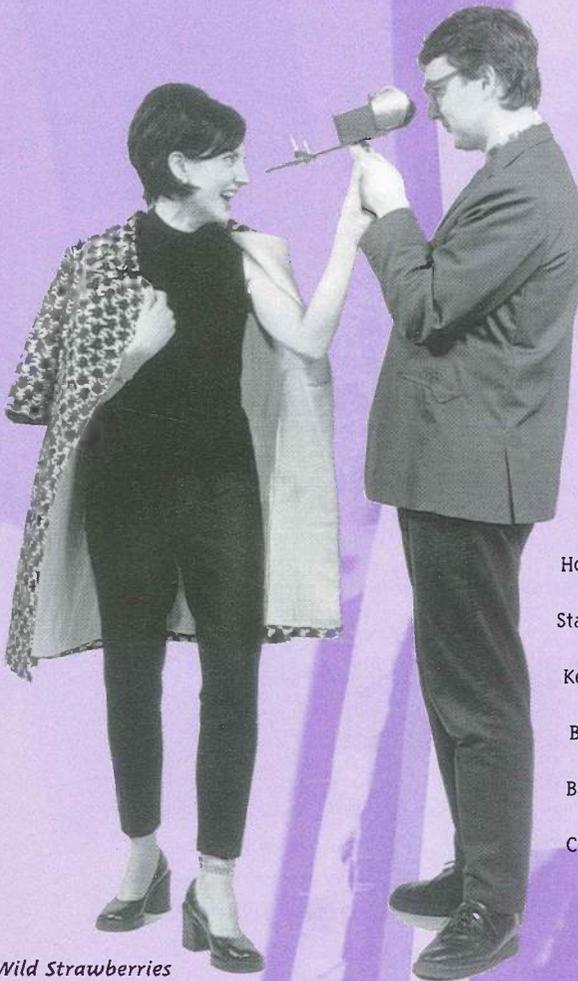
Headstones

CMW uses virtually all of Toronto's hottest live venues including Massey Hall, The Music Hall, The Horseshoe, The Phoenix, The Guverment, Hard Rock Café, The 360, The Rivoli, Lee's Palace, Bamboo... and more...

**OVER 400 BANDS...
30 CLUBS...
7 NIGHTS...**



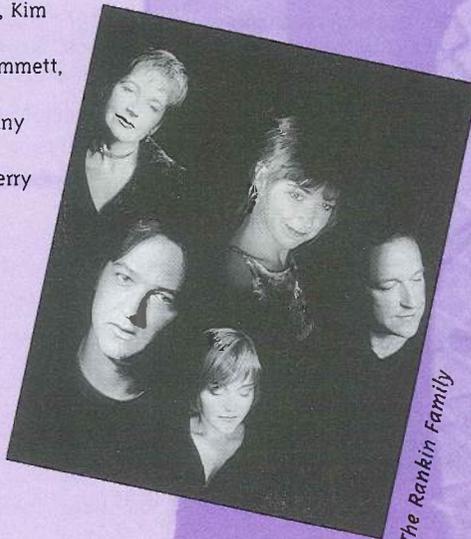
Colin James



Wild Strawberries

Canadian stars Colin James and BareNaked Ladies, along with special guest Wild Strawberries were last year's headline performers at the New Music Festival.

In previous years CMW has honored and hosted such acts as April Wine, Junkhouse, Headstones, The Tea Party, Larry Gowan, Jann Arden, Susan Aglukark, Philosopher Kings, Oscar Peterson, Treble Charger, The Skydiggers, The Rankin Family, The Killjoys, Deborah Cox, Rainbow Butt Monkeys, Base is Bass, Molly Johnson, Allen Frew, Lee Aaron, Art Bergman, Gordon Lightfoot, Buffy St. Marie, Bara MacNeils, Kim Stocwood, Rawlins Cross, Rik Emmett, Holly McNarland, Laura Smith, Kinny Star, Ron Hynes, Parachute Club, Terry Kelly, Snow, Burton Cummings, Bootsauce, Blue Rodeo, Randy Bachman, Robbie Robertson, Celine Dion and many more...



The Rankin Family

FESTIVAL

ADVERTISING OPPORTUNITIES

OFFICIAL CONSUMERS GUIDE

Trumpet your product or service in the complete schedule for all consumer events—includes Apple Music & Multimedia Show, Clinics, The New Music Festival, and additional events. Distributed at the exhibition, all festival venues and inserted in EYE Weekly (February 27th issue).

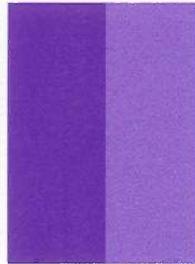
Rates	Full page	\$3285.00	BACK COVER	\$6487.00
	Half page	2026.00	FRONT INSIDE	5458.00
	1/4 page	1073.00	BACK INSIDE	5238.00
	1/8 page	548.00	DOUBLE SPREAD	6349.00
	2 in. x 2 1/2 in.	215.00	CENTRE DOUBLE SPREAD	9537.00



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(No bleed)



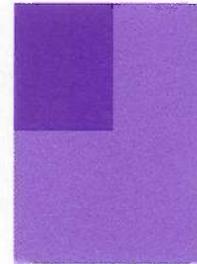
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(Horizontal)



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(Vertical)



Quarter page
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(Horizontal)



Quarter page
3-11/16" x 5-1/16"
(Vertical)



Eighth page
2-7/16" x 3-11/16"
(Horizontal)

LIVE MUSIC GUIDE

Pocket guide to the schedule of festival events and band bios. The only official Festival schedule, it will be widely available at scores of participating clubs and venues throughout Toronto.

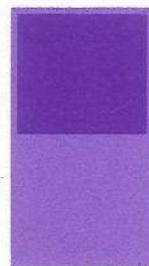
Rates	B&W		4-color		BACK COVER	\$4000.00
	Full page	\$1500.00	Full page	\$2200.00	FRONT INSIDE	3300.00
	Half page	950.00	Half page	1500.00	BACK INSIDE	3200.00



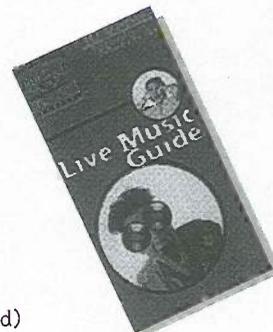
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Half page
3-1/2" x 3-1/2" (No Bleed)



CMW EXECUTIVE CONFERENCE DIRECTORY

Executive attache with conference schedules, list of delegates and leave behinds. CMW lasts but seven days, but the Conference Directory has a shelf-life of a whole year. This comprehensive publication has become a handy office reference throughout the industry, and cited by many of our delegates as the most valuable piece of literature they acquire.

Rates	B&W		4-color		Tab Binder	\$3000.00
	Full page	\$1500.00	Full page	\$2200.00		
	Half page	950.00	Half page	1500.00		



Full page
7-1/2" x 10" no bleed
8-1/2" x 11" bleed



Half page
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(Horizontal)



Half page
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(Vertical)



Tab Binder
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8-1/2" x 11" bleed



HOTEL INFO

CROWNE PLAZA

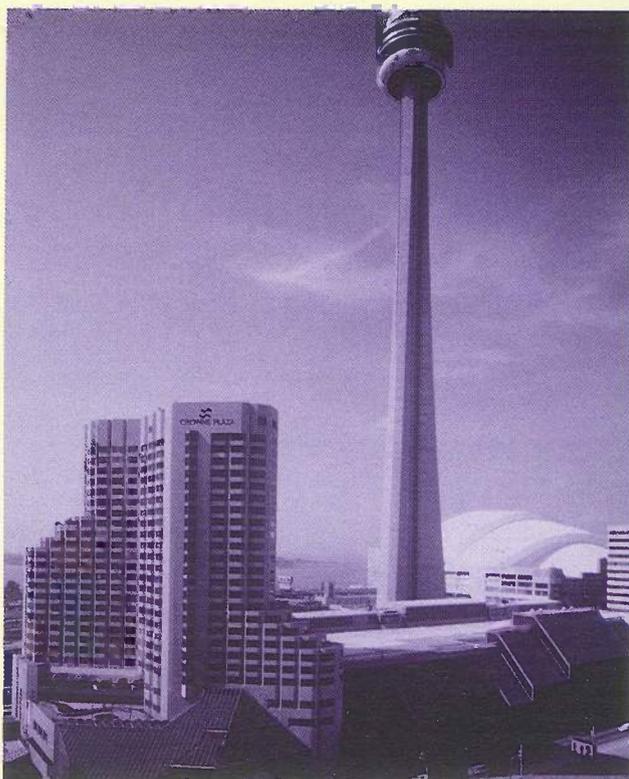
The Crowne Plaza Hotel is the CMW Conference site and is offering preferred rates for CMW delegates and exhibitors. The Crowne Plaza Hotel offers convenient indoor access to the Metro Toronto Convention Centre.

For reservations call: (416) 597-1400 or 1-800-405-4329;

Fax (416) 597-8128; or write: 225 Front Street West

Toronto, Ontario, Canada M5V 2X3.

Mention CMW for preferred rates.



Other Hotels and RATES

	SINGLE	DOUBLE	TRIPLE	QUAD		SINGLE	DOUBLE	TRIPLE	QUAD
Deluxe Hotels:					Economy Hotels:				
Crowne Plaza (Official Conference Hotel) 225 Front St. W. (416) 597-1400 Phone (416) 597-8128 Fax 1-800-405-4329	\$139	\$139	\$154	\$169	Executive Inn 621 King St. W. (416) 504-7441 Phone	62.95	62.95	65.95	69.95
Four Seasons 21 Avenue Road (416) 964-0411 Phone	260	290	—	—	Days Inn 30 Carlton St. (416) 977-6655 Phone	69	69	74	79
First Class Hotels:					Comfort Inn 15 Charles St. E. (416) 924-1222 Phone	75	75	85	95
Skydome Hotel 1 Blue Jays Way (416) 341-7100 Phone	120	135	155	175	Strathcona Hotel 60 York St. (416) 363-3321 Phone	75	75	80	80
Hilton 145 Richmond St. W. (416) 869-3456 Phone	129	129	149	—					
Holiday Inn 370 King St. W. (416) 599-4000 Phone	114	114	129	144					

MARKETING OPPORTUNITIES

Sponsorships

CMW is pleased to offer custom sponsorships tailored to your promotional needs. Our resources include direct mail to as many as 40,000 registered music professionals on our database. We also offer a full line of promotional opportunities through which to display your logo—conference bags and other merchandise, laminates, sponsored seminars, receptions, hospitality lounges, etc.

Inserts

CMW Conference Delegate "Tote Bag"

1500 Bags will be distributed to Delegate pass holders, selected VIPs and Exhibitors during the Music Industry Conference. Distribution of promotional material will be prohibited except via approved channels. (Approval by directors for suitability of material is required.) Deadline for reservation: February 28th, 1997. Tote Bag Insert \$750.00 plus 7% GST.

CMW Musician Swag Bag

1500 Swag Bags will be given to festival artists.

Deadline for reservation: February 28th, 1997. Swag Bag Insert \$500.00 plus 7% GST.

CMW CD Sampler — NORTHERN EXPOSURE

Limited edition compilation distributed to all conference delegates and selected international A&R reps.

Deadline for submissions: February 15th, 1997. Price per track \$175 plus 7% GST.

CONFERENCE REGISTRATION FORM

March 6-9

COMPANY _____ CONTACT NAME _____

TYPE OF BUSINESS _____

ADDRESS _____

CITY _____ PROV/STATE _____ COUNTRY _____ POSTAL CODE _____

PHONE () _____ FAX () _____ E-MAIL _____

PLEASE PRINT NAMES AND TITLES BELOW:	DESCRIPTION OF PASS	AMOUNT
NAME 1 _____ TITLE _____		
NAME 2 _____ TITLE _____		
NAME 3 _____ TITLE _____		
NAME 4 _____ TITLE _____		
	Additional Awards Dinners _____ X \$125.00 =	
	VIP Keynote Lunches _____ X \$50.00 =	
	Additional Festival Passes _____ X \$28.03 =	
<input type="checkbox"/> Display Ad in Consumer Guide <input type="checkbox"/> Display Ad in Live Music Guide <input type="checkbox"/> Display Ad in Industry Directory	SUBTOTAL	
	plus 7% GST (Subtotal x .07)	
	TOTAL	

PRE-REGISTER AND ENSURE YOUR LISTING IN THE '97 PROGRAM DIRECTORY

- I HAVE ENCLOSED MY PASSPORT PICTURE FOR CMW DIRECTORY
- I WOULD LIKE MY HOTEL LISTED IN THE DIRECTORY

FAX REGISTRATIONS WILL BE ACCEPTED UNTIL FEBRUARY 28; AFTER THIS DATE REGISTRATION WILL BE ON-SITE ONLY, COMMENCING MARCH 3.

Executive Pass

- The Conference: 4 days of seminars
- Tote bag
- Industry Awards Dinner & Cocktail Reception
- Festival Pass
- Exhibition/Trade Show Pass
- Private Industry Functions
- Register before February 28, 1997
\$475.00 + 7% GST
- Register On-Site
\$525.00 + 7% GST

Delegate Pass

- The Conference: 3 days of seminars
- Tote bag
- Festival Pass
- Exhibition/Trade Show Pass
- Register before February 28, 1997
\$350.00 + 7% GST
- Register On-Site
\$400.00 + 7% GST

One Day Pass

- (Thursday, Friday or Saturday)
- One day of seminars
- Exhibition/Trade Show Pass
- Register before February 28, 1997
\$225.00 + 7% GST
- Register On-Site
\$275.00 + 7% GST

Industry Awards Dinner

- Cocktail Reception, Dinner and Industry Awards
\$125.00 + 7% GST

VIP "Keynote" Lunches

- For Conference participants only
\$50.00 + 7% GST

Festival Pass

- Canadian Music Festival Showcases at Participating Venues
\$28.03 + 7% GST

PAYMENTS MUST ACCOMPANY REGISTRATION. ALL REGISTRATION PAYMENTS ARE NON-TRANSFERABLE AND NON-REFUNDABLE

METHOD OF PAYMENT:

- Cheque or Money Order enclosed payable to CMW
- Please bill my Credit Card: VISA MasterCard AmEx

Credit Card #: _____

Expiry Date: _____ Amount of Payment: \$ _____

Name on Card: _____

Authorized Signature: _____

**3 Easy Ways
to Register**

1

FAX:
(416) 695-9239

2

PHONE:
(416) 695-9236

EXHIBITION/TRADE SHOW REGISTRATION FORM

Apple Music and Multimedia Show
March 7-9

CMW Trade Show
March 6-7

PLEASE INDICATE IF YOUR COMPANY IS APPLYING FOR THE CONSUMER EXHIBITION, OR TRADE EXHIBITION OR BOTH.

PLEASE INDICATE IF YOUR COMPANY IS INTERESTED IN ANY ADDITIONAL PROMOTIONAL OPPORTUNITIES SUCH AS:

- SPONSORING A PRODUCT/ARTIST CLINIC SPONSORING A CONCERT
 SPONSORING A SEMINAR SEND ME INFORMATION ON THE ABOVE.

Please complete the information below. It will appear in the Official Consumer Guide. If you would like correspondence sent to a different address, please attach address separately.

Company Name: _____ Alphabetize Under the Letter: _____
 Type of Business: _____
 Street Address: _____
 City: _____ Province/State: _____ Postal Code: _____
 Phone: _____ Toll Free: _____
 Fax: _____ Website: _____
 Contact to list in the Official Consumer Guide: _____ Title: _____
 Exhibit Contact Name: _____ Title: _____
 Exhibit Contact Phone: _____
 Fax: _____ E-mail: _____

METHOD OF PAYMENT:

Certified Cheque or Money Order enclosed payable to CMW **OR** Please bill my Credit Card: VISA MasterCard AmEx
 Credit Card #: _____ Expiry Date: _____ Amount of Payment: \$ _____
 Name on Card: _____ Authorized Signature: _____

Standard booth size: 5 ft. x 10 ft. = 50 sq. ft. - **TRADE SHOW**

Standard booth size: 10 ft. x 10 ft. = 100 sq. ft. - **APPLE MUSIC AND MULTIMEDIA SHOW**

Desired exhibit size: _____ ft. by _____ ft. for a total of _____ sq. ft.
 Booth number preferences: 1st _____ 2nd _____ 3rd _____ 4th _____

Premium exposure configurations: Island Peninsula Corner
 Choice of Location: Reception Hall Outer Lobby Constitution Hall Sound Rooms (upper level)

The total cost of exhibit space is computed as follows:

_____ total sq. ft. X \$ _____ per sq. ft. = \$ _____

Dinner ticket for Music Industry Awards (Optional. Cost: \$125.00 plus GST.): _____

Display Ad in Official Consumer Guide (Optional. See previous pages for details.): _____

Subtotal: \$ _____ + 7% GST (Subtotal X .07): _____ = Total: \$ _____

Exhibit Space Rates

\$15.00/sq. ft. up to 200 sq. ft.
 \$13.00/sq. ft. 201 to 400 sq. ft.
 \$12.00/sq. ft. 401 to 600 sq. ft.
 \$11.00/sq. ft. 601 to 800 sq. ft.
 \$10.00/sq. ft. 801 sq. ft. and up
Premium Exposure:
 Corner add \$350.00
 Peninsula add \$500.00
 Island add \$700.00

Sound Rooms

Sound rooms approximately 930-1080 sq. ft. are available, starting at \$3,300.00.

Terms

50% deposit must accompany contract.
 Balance due by February 1, 1997.
 Applications received after February 1, 1997 must include full payment.

Booth Includes:

- One Delegate Pass to Industry Seminars and Festival Showcases
- 100 complimentary passes (for Apple Music & Multimedia Show only)
- Media Exhibitor Lounge
- Listing of Booth ID number
- 8 ft. high drapery back wall and two 3 ft. high sidewalls
- 24-hour security
- Carpeting
- Drayage, save \$\$\$
- Complimentary Show Guide listing

Show Days

TRADE:

- Thursday, March 6, 1997
4:30 pm to 7:00 pm
- Friday, March 7, 1997
4:30 pm to 7:00 pm

CONSUMER:

- Friday, March 7, 1997
2:00 pm to 9:00 pm
- Saturday, March 8, 1997
11:00 am to 8:00 pm
- Sunday, March 9, 1997
11:00 am to 5:00 pm



MAIL: Canadian Music Week
5399 Eglinton Ave. W., Ste. 301, Toronto, Ontario, Canada M9C 5K6

KOCH

INTERNATIONAL

THE MAJOR ALTERNATIVE

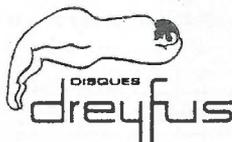
SEE YOU AT CMW IN MARCH '97



WWF (Gold)
Hackers Soundtrack (Silver)



Phil Coulter
Lucky Dube



Allan Stivell
Jean Michel Jarre



Dar Williams
Cledus T. Judd



Elements of Jazz
Hard Leaders



Dance Vibes
Hasta La Vista



Janacek: Makropulos Case
Smetana: The Bartered Bride



Sweethearts of the Rodeo
Doc Watson



Ashford & Simpson
with Maya Angelou



Annie Ross
A Room With A View



Level 42
Great White



The Unknown Beethoven



Rhythm Method (Silver)
Natalie Choquette (Silver)



Bob Marley (Silver)



Jane Siberry
Amy Rigby

Bar None, Smithsonian Folkways, Tzadik, OR W Woolf, KOCH International Classics, Knitting Factory, Telegraph Records, Lyrichord, Flying Records, Ondine, Music Club International, Setanta, Zero Hour, KOCH Schwann

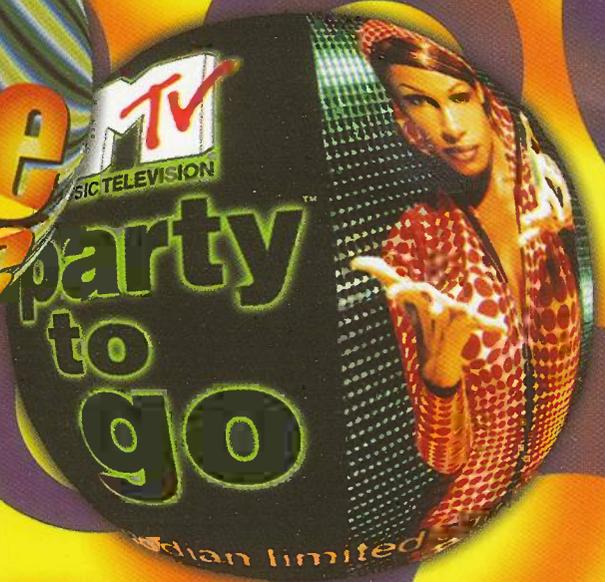
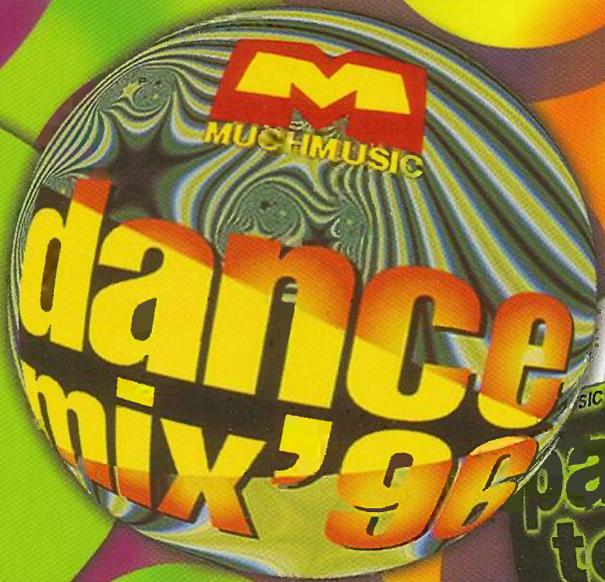
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CMW'97
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Tel: (416)695-9236 Fax: (416) 695-9239
www.cmw.com/cmw



MARCH
6-7TH, 1997

RMAC
Retail Music Association of Canada
PRESENTS

MINDING THE STORE '97

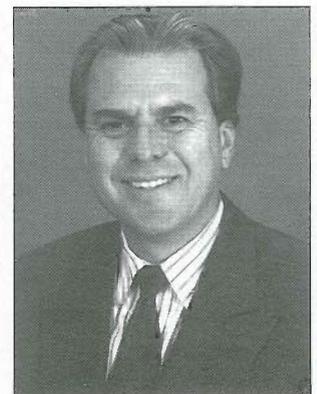
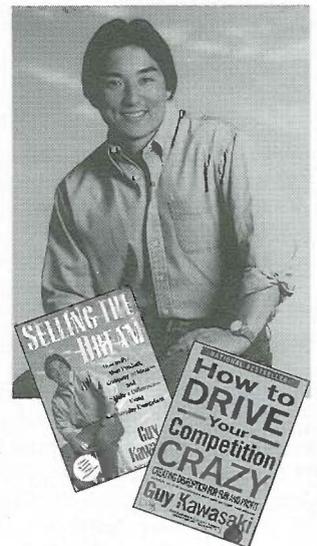
3rd National Retail and Distribution Professionals Track at

CMW'97
INTERNATIONAL
CONFERENCE
March 6-9th, 1997. Crowne Plaza Hotel, 225 Front St. West, Toronto



Michael Dreese
CEO, Newbury Comics Inc.

Guy Kawasaki
Marketing Maverick



David Lang
President, Compact Disc World

Thursday March 6th

Retail Music Association Of Canada AGM	8:00am-9:15am
A Year in Review	9:15am-10:30am
Host: Pamela Wallin Panelists will include: • David Basskin, President, Canadian Musical Reproduction Rights Agency • Brian Chater, President, Canadian Independent Record Producers Assoc. • Denise Donlon, Program Director, Much Music and Bravo • Bill Henderson, President, SOCAN/Songwriters Assoc. of Canada • Leonard Kennedy, President, Retail Music Assoc. of Canada • Michael McCabe, President, Canadian Assoc. of Broadcasters • Robert Pilon, VP, Public Affair Assoc. Quebecoise de l'industrie du Disque, du Spectacle, et de la Video • Victor Rabinovitch, ADM, Cultural Development, Dept. of Canadian Heritage • Brian Robertson, President, Canadian Record Industry Assoc.	
Polygram Group Canada Presentation	10:45am-11:45am
Strategy Keynote Luncheon, "How to Drive your Competition Crazy"	12:00pm-1:30pm
• Guy Kawasaki, Marketing Maverick.	
EMI Music Canada Presentation	1:30 pm-2:00pm
'Counter Intelligence': Presentation of TAP Market Research	2:30pm-3:30pm
• David Lang, President, Compact Disc World N.J. • Alyson Brown, Systems Administrator, Compact Disc World N.J.	
Warner Music of Canada Presentation	3:30pm-4:30pm
'What's in Store' The Changing Face of Music Retail	4:30pm-5:45pm
• Moderator: Larry LeBlanc, Canadian Editor, Billboard Magazine • Ross Reynolds, President, Universal Music Canada • Stan Kullin, President, Warner Music Canada • Ian Duffell, President, Virgin Entertainment Group • Harry Atwall, Sr. VP, Columbia Record Club Canada (inv) • Jason Sniderman, VP, Roblan Distributors Ltd.	
TRADE EXPO	4:30pm-7:00pm

Friday March 7

Look Out Here Comes Tomorrow	9:30am-10:45am
Presentation by Sam Geist, President, Geist and Associates Inc.	
Sony Music Entertainment Presentation	11:00am-12:00pm
RMAC's First Annual President's Luncheon (by ticket only) with address by Mike Shalet, CEO Soundscan	12:00pm-1:15pm
Universal Music Canada Presentation	1:15pm-2:15pm
Survival of the Fittest	2:15pm-3:15pm
The Retail Blood Bath of '96 Michael Dreese, CEO/Co founder Newbury Comics Inc. Allston, Mass.	
BMG Music Canada Record Presentation	3:30pm-4:30pm
Celebrity Interview with Walter Yetnikoff	5:00pm-6:15pm
• Walter Yetnikoff, Chairman and CEO of Velvet Music Industries Inc. • Host: Ed Bicknell	
TRADE EXPO	4:30pm-7:00pm

DELEGATE PASS

Register before
Feb 28, 1997

\$350.00

INDUSTRY AWARDS DINNER

\$125.00

KEYNOTE LUNCHES

\$50.00

EACH

Don't Miss This Annual Industry Event! Call (416)695-9236 or Fax (416)695-9239 to register today!



Nominees for Canadian Music Industry Awards

Nominees for Canadian Music Industry Awards in a total of 35 different categories were announced today (January 6). The categories cover every area of Canada's growing music industry - from artists' managers to radio personalities, from music retailers to music talent buyers, from record company executives and promotion staffers to agents and publicists.

The awards will be presented at the Industry Awards Dinner, set for the Metro Convention Centre on Thursday, March 6. A highlight of the evening will be a presentation of the Canadian Music Week Lifetime Achievement Award to Gerry Lacoursiere, the recently-retired chairman of PolyGram Group Canada, one of the six major multi-national record companies operating in this country.

PERSONAL MANAGER

BRUCE ALLEN - Anne Murray, Bryan Adams
RENE ANGELIL - Celine Dion
TOM BERRY - Holly Cole, Kim Mitchell
RAY DANNIELS - Rush, Van Halen, Tea Party
JAKE GOLD - The Watchmen, The Tragically Hip
SHERRI JONES - Ashley MacIsaac, Laura Smith, Frank Wiepert (Courage)

INDIE PROMOTION PUBLICITY

SHELLY BRESLAW (Shelly Breslaw Promotion)
RICHARD FLOHIL (Richard Flohil & Associates)
BOBBY GALE (Plug Enterprises)
SHELLY HINES (Shelly Hines Creative)
LAURA HOPCROFT (Boundless)
MIRA LAUFER (Ethan Russell Promotions)
LINDA NASH (Crosso ver Promotions)
JOANNE SMALE (Joanne Smale Productions)
GREG SIMPSON (Mindbenders)
YVONNE VALNEA (Last Tango)
ANYA WILSON (Anya Wilson Productions)

DANCE POOL

BAD VIBE
BOMBS N' BASS
CHEER
CLUB SERVICE INTERNATIONAL
KEYSTONE
NRG RUSH
POOL EAST
POOL WEST
SPINNERS

MUSIC PUBLISHER

ATTIC/PONDWATER
BALMUR MUSIC
BMG
EMI
POLYGRAM
PEER
TMP
UNIVERSAL
WARNER/CHAPPELL

RECORDING STUDIO

CHALET STUDIOS - Clarendont
GRANT AVENUE - Hamilton
LE STUDIO - Morin Heights
MANTA EASTERN - Toronto
MCCLEAR PATHE - Toronto
METALWORKS - Mississauga
MUSHROOM - Vancouver
NUMBER NINE - Toronto
ORCA PACIFIC - Vancouver
REACTION STUDIO - Toronto
SOLAR - Halifax
SUNSHINE - Winnipeg

CAMPUS STATION OF THE YEAR

CFMU (McMaster) - Hamilton
CFRC (Queens) - Kingston
CITR (UBC) - Vancouver
CIUT (U of T) - Toronto
CJAM (U of W) - Windsor
CJSF (Simon Fraser) - Burnaby
CJSW (U of C) - Calgary
CKCU (Carleton) - Ottawa
CKDU (Dalhousie) - Halifax
CKUT (McGill) - Montreal

SECONDARY MARKET MUSIC DIRECTOR

(Pop. under 300,000)
SEAN BARRETTE (Q92) - Sudbury
DEBRA BIRMINGHAM (OZ-FM) - St John's
CASEY CLARK (SILK) - Kelowna
DAWN GALLANT (KHJ) - Fredricton
GEORGE GREGORY (CJCB) - Sydney
JEFF HOLLICK (CKRX) - Lethbridge
KRISTY KNIGHT (HTZ-FM) - St Catharines
RICH NICKEL (CKGY) - Red Deer
MIKE ROSE (The River) - Brockville
JIM SCANLON (CKLZ) - Kelowna

SECONDARY MARKET

PROGRAM DIRECTOR
(Pop. under 300,000)
TOM BLIZZARD (KHJ) - Fredricton
MURRAY BROOKSHAW (Radio 4) - Windsor
MIKE BROOKS (Q93) - Charlottetown
ROB BYE (CKLZ) - Kelowna
JOHN CARTER (CJCY) - Medicine Hat
DAVE FAROUGH (Q100.3) - Victoria
GREG HINTON (The River) - Brockville
BOYD LEADER (CKGY) - Red Deer
MIKE SHANNON (C103) - Moncton
MALCOM SINCLAIR (WOLF) - Peterborough
RANDY TAYLOR (HTZ-FM) - St Catharines
JEFF WALTER (B101) - Barrie

SECONDARY MARKET STATION

(Pop. under 300,000)
B101 - Barrie
CHAT - Medicine Hat
CHOI - Quebec
CIOQ (The Ocean) - Victoria
CJCY - Medicine Hat
CKGY - Red Deer
CKLZ - Kelowna
HTZ-FM - St Catharines
New Country KHJ - Fredricton
OZ-FM - St John's
Q100 - Victoria
Q93 - Charlottetown
Q92 - Sudbury
Rock 95 - Barrie The River - Brockville
WOLF - Peterborough

NETWORK/SYNDICATOR

CHUM Satellite Network
Pelmorex Radio Network
Rock Radio Network
Sound Source
Telemedia Network

RADIO PERSONALITY

BEAU, TOM & FRAZIER (Q94)
BRUCE BOWIE (CISN)
ROB CHRISTIE (Mix 99)
DON DAYNARD (CHFI)
TERRY DIMONTE (FM96)
CLIFF DUMAS (CISS)
GERRY FORBES (CJAY)
JESSE & GENE (Q107)
KIM HUGHES (The Edge)
HUMBLE & FRED (The Edge)
LARRY & WILLY (CFOX)

MAJOR MARKET MUSIC DIRECTOR

GUY BROUILLARD (CKOI) - Montreal
PHIL KALLSEN (CKRY) - Calgary
KNEALE MANN (The Edge) - Toronto
MATT MAULER (The Bear) - Edmonton
ROB ROBSON (CFOX) - Vancouver
ANDY ROSS (Q94) - Winnipeg
ERIC STAFFORD (Q104 FM) - Halifax
BARRY STEWART (CHUM FM) - Toronto
CURTIS STRANGE (Z95) - Vancouver
BARRY TAYLOR (CITI) - Winnipeg
JANET TRECARTEN (CISS) - Toronto
SCOTT TURNER (Energy 108) - Toronto
WAYNE WEBSTER (Mix 99.9) - Toronto
BILLY WILLIAMS (CISN) - Edmonton

MAJOR MARKET PROGRAM DIRECTOR

Steve Colwill (CHEZ FM) - Ottawa
Paul Fisher (CHFI) - Toronto
Ford Gardner (CITI) - Winnipeg
Greg Haraldson (CKRY) - Calgary
JJ Johnston (Mix 99.9) - Toronto
Howard Kroeger (Q94) - Winnipeg
Stu Meyers (The Edge) - Toronto
Bob Mills (CFOF) - Vancouver
Eric Samuels (Z95) - Vancouver
Bob Spitzer (CISN) - Edmonton
Scott Turner (Energy 108) - Toronto
Ross Winters (CFMI) - Vancouver

STATION (News/Talk/Sports)

CFRA - Ottawa
CFRB - Toronto
CHED 630 - Edmonton
CHML - Hamilton
CJAD - Montreal
CJBK - London
CJOB - Winnipeg
CKAC - Montreal
CKNW - Vancouver

STATION (Country)

CFQX - Selkirk/Winnipeg
CHAM - Hamilton
CHFX - Halifax
CISN - Edmonton
CISS - Toronto
CJJR - Vancouver
CKBY - Ottawa
CKQM - Peterborough
CKRY - Calgary
CKXM - Victoria

STATION (Dance /CHR)

CHIQ - Winnipeg
CKOI - Montreal
CKMF - Montreal
Energy 108 - Toronto
Hot 103 - Toronto
Kool FM - Ottawa
Power 92 - Edmonton
Mix 96 - Montreal
Z95.3 - Vancouver

STATION (AC)

C100 - Halifax
CHFI - Toronto
CHFM - Calgary
CHUM FM - Toronto
CIQM - London
CITE - Montreal
CKIS - Calgary
CKKS - Vancouver
K-lite - Hamilton
Majic - Ottawa
Mix 99.9 - Toronto

STATION (Rock)

CFOX - Vancouver
CHEZ - Ottawa
CHOM-FM - Montreal
CITI - Winnipeg
CJAY - Calgary
CKIK - Calgary
HTZ-FM - St. Catharines
Q104 - Halifax
The Bear - Edmonton
The Bear - Ottawa
The Edge - Toronto

BROADCAST EXECUTIVE

Hal Blackadar (Shaw)
Bill Brady (Blackburn)
Ross Davies (Chum Ltd.)
Denise Donlon (Much/Bravo)
Doug Pringle (Rawlco)
Duff Roman (Chum Ltd.)
Sandy Sanderson (Rogers)
Don Shafer (Pelmorex)
Allan Slaughter (Standard)
Gary Slaughter (Standard)
Terry Strain (Shaw)
Bob Templeton (Newcap)
Jim Waters (Chum Ltd.)

RETAIL STORE

A&B Sound - Calgary
Archambault Music - Laval
CD Warehouse - Ottawa
HMV - Toronto (Yonge St)
HMV - Vancouver (Robson)
Music Plex - Winnipeg
Music World - Toronto (Yorkdale)
Sam The Record Man - Toronto (Yonge St.)
Sunrise - Toronto (Yonge St.)
Tower Records - Toronto
Virgin - Vancouver

RACK JOBBER/SUB DISTRIBUTOR

Handleman
Pindoff Record Sales
Roblans
Saturn Distributors
Total Sound

INDEPENDENT DISTRIBUTOR

Cargo
Duckworth
Festival
Koch
Page
Select

RETAILER

A&B Sound
Archambault Music
CD Plus
Hmv Canada
Music World
Sam The Record Man
Sunrise

RETAIL EXECUTIVE

ROSAIRE ARCHAMBAULT (Archambault)
TIM BAKER (Sunrise Records)
DAVE CUBITT (CD Plus)
LEONARD KENNEDY (Saturn Distributors)
RICK LOTMAN (Pindoff Record Sales)
PETE LUCKHURST (HMV Canada)
LANE ORR (A&B Sound)
KRIS PINDOFF (Pindoff Record Sales)
JASON SNIDERMAN (Sam The Record Man)
SAM SNIDERMAN (Sam The Record Man)
ROGER WHITEHEAD (HMV Canada)

RECORD SALES TEAM

BMG
EMI
PGS
Sony
Universal
Warner

MARKETING TEAM

A&M/Island/Motown
BMG
EMI
Mercury/Polydor
Quality Music & Video
Sony
Universal
Virgin
Warner

PROMOTION TEAM

A&M/Island/Motown
BMG
EMI
Mercury/Polydor
Sony
Universal
Virgin
Warner

LABEL PUBLICIST

CAM CARPENTER (BMG)
CORI FERGUSON (Universal)
ANGELA HERNES (Koch)
LIZ MCELHERAN (EMI)
SAMANTHA MILLER (Mercury/Polydor)
LORRAINE QUATARO (Columbia)
ELENA RABINOVITCH (A&M/Island/Motown)
STEPHANIE ROBERTSON (Anthem)
KEVIN SHEA (Attic)
STEVE WAXMAN (Warner)
NANCY YU (Virgin)

INDEPENDENT LABEL

Alert
Anthem
Atlantica
Attic
Handsome Boy
Iron Music
Mint
Murder
Netterk
Numuzik
Pirate
Quality
Sonic Unyon
SPG
Star
Stony Plain
Stubble Jumper
True North

MAJOR RECORD COMPANY

BMG
EMI/Virgin
Polygram
Sony
Universal
Warner

MUSIC EXECUTIVE

Paul Alofs
Deane Cameron
Rick Camilleri
Doug Chappell
Sam Feldman
Stan Kulin
Randy Lennox
Alexander Meair
Garry Newman
John Reid
Ross Reynolds
Joe Summers

RPM

ALTERNATIVE

Canada's only
national weekly
alternative chart

30

Record Distributor Codes:
 BMG - N EMI - F MCA - J Quality - M
 Polygram - Q Sony - H Warner - P Koch - K

	TW	LW	WO	JANUARY 20, 1997
1	5	6		#1 CRUSH Garbage - Romeo & Juliet O.S.T. EMI 37715-F
2	7	6		THIRTY-THREE The Smashing Pumpkins - Mellon Collie & The Infinite... Virgin 40861-F
3	4	8		LOVE ROLLERCOASTER Red Hot Chili Peppers - Beavis And Butthead...O.S.T. Geffen 25002-J
4	1	10		SWALLOWED Bush X - Razorblade Suitcase MCA 90091-J
5	2	10		LADY PICTURE SHOW Stone Temple Pilots - Tiny Music...Songs From The... Atlantic 82871-P
6	3	13		BLOW UP THE OUTSIDE WORLD Soundgarden - Down On The Upside A&M 314 540 526-Q
7	6	12		THE DISTANCE Cake - Fashion Nugget Capricorn 314 532 867 (promo CD)-Q
8	8	13		THE BEAUTIFUL PEOPLE Marilyn Manson - Antichrist Superstar Interscope INTSD 90086-J
9	14	6		DON'T SPEAK No Doubt - Tragic Kingdom Interscope 90003-J
10	18	5		RESURRECTION Moist - Creature EMI 7243 8 36188-F
11	17	5		ALL MIXED UP 311 - 311 Capricorn 42041-Q
12	9	16		STINKFIST Tool - Aenima Zoo Ent. 17209 (promo CD)-N
13	24	2		SUPERMAN'S DEAD Our Lady Peace - Clumsy Columbia 1209 (Promo CD)-H
15	11	9		TATVA Kula Shaker - K Columbia 67822 (promo CD)-H
14	16	4		SOMEONE WHO'S COOL Odds - Nest WEA 96303-P
16	19	4		HELLO Poe - Hello Modern 96306 (comp 306)-P
17	20	3		DESPERATELY WANTING Better Than Ezra - Friction Baby Elektra 61994-P
18	21	3		THE LINES YOU AMEND Sloan - One Chord To Another Murderrecords 023 (comp 20)-J
19	NEW			DISCOTHEQUE U2 - Pop Island 7316 (promo CD)-Q
20	10	11		IF I COULD TALK, I'D TELL YOU The Lemonheads - Car Button Cloth Atlantic 92726 (comp 3011)-P
21	22	3		IF I HAD MY WAY Big Sugar - Hemi-Vision A&M 314 540 600 (promo CD)-Q
22	25	2		BARREL OF THE GUN Depeche Mode - Barrel Of The Gun Warner 43828 (CD single)-P
23	26	2		GOD MADE ME Chantal Kreviazuk - Under These Rocks And Stones Columbia 80246 (promo CD)-H
24	NEW			ABUSE ME Silverchair - Freak Show Epic 67905 (promo CD)-H
25	30	2		ALL I WANT The Offspring - Lxxy On The Hombray Columbia 67810-H
26	12	9		DAMAGE I'VE DONE The Heads - No Talking Just Head MCA 11504-J
27	13	8		SHE'S A FREAK Bloody Chiclets - Presenting... Ariola 41406-N
28	15	7		BOUND FOR THE FLOOR Local H - Good As Dead Island 314524202-Q
29	NEW			LITTLE WONDER David Bowie - Earthling Virgin 42627-F
30	NEW			LIKINI'S JUICE Live - Secret Samadhi Radioactive 11590 (promo CD)-J

RADIO continued from page 10

known in the industry. His background includes hosting CBC Radio's Prime Time from 1989 through 1993, and eight years as the movie critic for CTV's Canada AM. He has also written movie reviews for the Globe & Mail and co-authored Mondo Canuck: A Canadian Pop Cultural Odyssey. Pevere is featured weekdays at 5:30 and 9 on Ted Woloshyn's morning show.

Pat Cardinal should be in place as program director at Q107 by the time you read this. He comes to the Toronto station from Edmonton's Power 92. Expect some big changes as Q gears up to celebrate its 20th anniversary.

Joey Vendetta, who was sometimes music director, sometimes program director, but always a popular on-air personality at Q107, is on the loose. Over the period of 10 years he was at the Toronto station, he gained a lot of respect from the people in the record business. He was one

of the guys, showing up at and at times playing in the industry hockey games. He was a great conduit between radio and records.

CISS-FM's Music Notes has become a popular item, particularly its Friday night segment that allows a "record weasel of the week," five minutes of airtime. Kristy Knight, who hosts the series that airs daily at 6 pm, sets the record promotion guy up, and then they're on their own telling listeners what's coming, what's hot and any general news they can squeeze in. You can't buy that kind of promotion.

CHUM 1050 Toronto has trimmed its staff, letting four on-air personalities go, including the whole morning show, Denny O'Neil (aka Bob Magee), who has been with the station since 1972, Samantha Houston and Robbie Evans. Also gone is Mark

RADIO continued on page 19

Obituary

FM veteran Bill Ballentine dies suddenly

William Richard Ballentine, passed away suddenly on Jan. 10 at North York General Hospital after a brief illness.

A pioneer in FM radio, Mr. Ballentine was named Broadcaster of the Year in 1979 by the Central Broadcasters Association (CCBA). The award recognized his role in the development of FM radio policy and in building CKFM into one of Canada's most successful radio stations. Mr. Ballentine also served as president of the CCBA in 1980.

Beginning his radio career in 1955 as part-time announcer at CBC Radio and TV, he moved to CKGM in Montreal in 1961, rising to the position of assistant manager and program director of CKGM-FM after supervising the application and launch of the new FM radio station.

He moved to CKFM in Toronto in

1964 as assistant manager and program director. In 1975 he was appointed vice-president of CFRB and general manager of CKFM and was named vice-president of Standard Broadcasting in 1984.

Mr. Ballentine was also noted for his successful negotiations with the CRTC on various licensing applications, most notable being his efforts in 1985 that resulted in Redmond Broadcasting obtaining a heavily-contested FM license for Toronto. He went on to be instrumental in the start-up of CJEZ-FM. He remained active in the industry until his semi-retirement in 1992.

Mr. Ballentine is survived by his sons Bill, David and Gary and grandsons Robert and Jeffrey.

Obituary

Radio newsman Larry Wilson is dead at 55

Larry Wilson, who became one of Canada's best-known newscasters and on-air personalities during the late '60s through the early '80s, died suddenly at his daughter's home in Toronto on Jan. 11. He was 55.

Born in Stanstead, Quebec, Mr. Wilson began his radio career when he was 18. He did on-air work for stations in Kingston and Chatham before moving to CHUM in Toronto in the late '60s.

He quickly established himself as one of the more popular disc jockeys at the station, but his yen was for newscasting, which he moved into fulltime. It was while working in the newsroom in the mid-eighties when he contributed to the award-winning documentary Walking In The Rain, a dramatic news event on teen

suicide.

Mr. Wilson left radio in 1988, moving to the Dominican Republic where he set up a motorcycle rental operation in the popular tourist area of Sosua. He later branched out into the contracting business, installing pools in private homes and motels.

Mr. Wilson returned to Toronto seven months ago and began work as a movie projectionist. He is survived by his daughter Heather-Sue Quinn, two sons Kevin of Omeme, Ontario and Steven, who lives in the Dominican Republic, and four grandchildren.

Funeral services were held in Scarborough, Ontario, followed by cremation.



Iron Music signs superGarage. 1997 is starting off with a bang for this band who named themselves after their rehearsal space in a Thorold Automotive Collision Shop, with the announcement of signing with Iron Music. After a successful 6 song EP, Duct Tape, and live performances live across the country, Q107 Homegrown contest winners superGarage are set to enter the studio to record their first full length album. (See photo page 3)

Sony rolls out red carpet for multi-diamond artist Celine Dion. During our extended holiday in December, Sony Music Canada flew a select group of media representatives to Montreal for a Celine Dion extravaganza. A successful press conference was followed by a stellar sold-out performance at the Molson Centre. Following the concert, attendees were invited to an intimate meet & greet, where Dion was presented with a diamond award for her *Falling Into You* release. A great little get away from the Christmas bustle at home.

Speaking of Christmas, looks like there weren't too many surprises at retail or for the majors throughout the holidays and boxing week. All of the heavyweights met or surpassed their respective quotas. And after what seemed to be a dismal year for retail, the consumers picked up the pace during the last couple of weeks in December, and gave the majority of the label representatives and retail outlets something to smile about during the festivities.

New Years Eve with Jaymz Bee ... again??? BMG/Leisure Lab recording artists, Jaymz Bee and The Royal Jelly Orchestra figured that you can never have too much of a good thing (that's also Martha Stewart's credo) so here we go again. 1997 is the year of the Ox and/or the Cocktail (take your pick) and the gang makes a return to The Opera House on Saturday, January 25 at 9 pm. Tickets are \$10.00 at the door. The New Year is, of course, celebrated at different times by different cultures, and with that in mind we are catering to most everybody on this earth on January 25th. After

this date the entire Jaymz Bee entourage is getting a month off for good bee-haviour. The new album, with the working title *Groovy Movie* will be released on the BMG/Leisure Lab label March 4th. As always, with Jaymz Bee at the helm of an evening, there will be several attractions to lure you to The Opera House: DJ Senor Alvarao will once again spin the discs; Michelle and Laura of The Martini Club will be tending bar and at midnight there will be confetti cannons and a giant video screen to handle the countdown. Also, to add that celebratory feel, the room will be oozing love, Smirnoff and polyester. So for all those who (a) were forced to work on December 31, (b) had too much fun, but can't remember, (c) didn't have any fun but are now ready to party or (d) are gluttons who can never have too much fun, come to The Opera House.

Backstreet Boys return to Toronto for a date at Maple Gardens. After their triumphant and completely sold-out Toronto debut in early January at The Warehouse, Backstreet Boys return to town March 29 in an attempt to satiate their increasing numbers of fans. BB mania continues to take over Canada; their debut BMG release has currently sold 500,000 copies in Canada and Backstreet Boys-The Video shipped diamond (100,000 copies.) The first single, *Get Down*, is presently residing at the #3 position on the MuchMusic charts, and on a quick climb to the number one slot. Their December-January tour of Quebec and Toronto sold out in record time. Due to the unprecedented demand for tickets (The Corel Centre in Ottawa sold out in three hours!)

Songs for Leonard Peltier benefit to be staged at Toronto's Phoenix Concert Theatre. On Tuesday, February 11, Blue Rodeo and Sarah McLachlan will participate in a night filled with music and some important words. This is an ongoing call to awareness-raising and, hopefully, a just resolution to the terribly unjust situation in which Leonard Peltier continues to spend his life. This concert is meant, along with other efforts, to urge Canada's Justice Minister to formally protest the use of false affidavits in Peltier's 1976 extradition to the US to stand trial for the murder of two FBI agents. In an ongoing effort to make right something that is so wrong, *Pine Ridge: An Open Letter To Allan Rock*, spearheaded by Blue Rodeo's Greg Keelor was released by Warner Music last October and supported creatively by 16 Canadian artists including Sarah McLachlan, Ashley MacIsaac, The Tragically Hip, The Skydiggers, Jane Siberry, Jim Cuddy and acclaimed author Michael Ondaatje who contributed a spoken-word piece.

Cherie Sinclair joins Alert Team. Tom Berry, President of Alert Music Inc., is pleased to announce the hiring of Cherie Sinclair to the position of Executive Director of Artist Management. Sinclair's two artists, Universal Honey on Alert and Melanie Doane on Sony, will

join Holly Cole, Kim Mitchell and The Breits under the Alert Management umbrella. Berry states "Cherie Sinclair exhibits the intelligence, drive and integrity necessary to be a major player in this business and I fully expect her to be a significant asset to the Alert team and its artists".

Tarig Abubaker and the Afro Nubians CD Launch at the Bamboo Club, 312 Queen St W, Saturday Feb 15th. Tarig Abubaker and the AfroNubians launch their new CD *Hobey Laik* at the Bamboo Club on Saturday Feb 15th during the Folk Alliance Conference. Formed in 1992, the group is headed by Tarig Abubaker, the Sudanese-born bandleader/singer/composer who was one of the first to bring African music to attention of Canadian audiences nationwide. For this his third album, Tarig Abubaker has continued his exciting pan-African blend of soukous, rumba, reggae and makossa. On *Hobey Laik* the bandleader sets his crack 8 piece group loose on a new set of compositions which invoke the passion and love that Abubaker feels for his homeland, his music and his life here in Canada. *Hobey Laik* was recorded at Studio 211 at CBC Toronto, and was produced by Abubaker and Todd Fraracci.

Smashing Pumpkins want \$10 million in law suit. The Smashing Pumpkins are suing their publishing company to the tune of \$10 million. According to The Hollywood Reporter, the Pumpkins have filed a breach of contract suit against Chrysalis Music Group, with whom they had a four-album contract. The band, whose members are Billy Corgan, James Iha and D'Arcy Wretzy, claim Chrysalis has already earned publishing income from five albums yet is demanding two more. The Hollywood Reporter said that Pumpkins attorney Bert Fields wants \$10 million in compensatory damages plus a declaration that the contract is void.

Oscar Peterson accuses CBC of "butchery" Canadian jazz great Oscar Peterson has accused CBC - TV of "butchery" for the way it edited his music on the Governor General's Awards special last month. In a letter to CBC president Perrin Beatty, Peterson says he was "humiliated" by the program. A copy of the letter was also sent to a Toronto newspaper. Peterson said he will never again appear on the CBC. CBC executive George Anthony said it was "quite challenging" to edit three hours of tape from the awards show into a 100 - minute TV special.

KISS tour top grossing concert event '96. The 1996 tour by the glam-rock band KISS has turned out to be the top grossing concert event of the year in North America. An international trade magazine reported Thursday that the reunion of the band's founding members, who returned donning full makeup, grossed \$43 million in 75 cities, with 1.2 million fans seeing the elaborate shows. Even more people -- nearly 2 million -- saw country star Garth Brooks perform on his 41-city tour. But because he charged less for tickets, he came in second with a gross of \$34 million. Other top-grossers are Neil Diamond, Rod Stewart, Bob Seger, Jimmy Buffett and Reba McEntire. The total gross revenue from ticket sales in North America was more than \$1 billion. That's up from last year's \$950 million gross, but the magazine says concert promoters reported "a generally lackluster year." Adding "escalating financial demands from touring artists resulted in increased ticket prices which were too often rejected by the public."

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RPM

COUNTRY

Kevin Sharp makes that final jump into the #1 slot from #10 with Nobody Knows after 11 weeks of charting. The track was taken from Measure Of A Man, his debut album on the Asylum label. The song was written by Joseph Richards and Don DuBose. The album was produced by Chris Farren.

Paul Brandt, who scored another #1 single last week with I Meant To Do That (#3), is closing in on double platinum for his Reprise debut, Calm Before The Storm. A new single, Take It From Me, is now being readied for radio.

Farmer's Daughter bounce back with another chart runner. Lonely Gypsy Wind, the follow-up to Cornfields Or Cadillacs (#59), is the biggest mover this week. Taken from their Makin' Hay album, the first to be distributed by MCA, the single jumps up to #46 from #74. The song which qualifies as Cancon, was written by the trio's manager Gerry Leiske, Greg Barnhill, Aidrie Kelman and S.R. Samograd. Monroe Jones produced the album which was recorded at Vancouver's Armoury Studios and The Factory.

Regina Regina, a new band, has the most added single this week with More Than I Wanted To Know which enters the chart at #84. The track was taken from their self-titled album released on the Giant label.

Steve Jones is the new program manager for both CFQM-FM and CKCW in Moncton. He was former program and music director at Thunder Bay's CJLB. Steve Power is also lending a hand with programming.

Cindy Church got buried in the Christmas releases that created havoc with some chart analysts. Her latest single, Sweet Dreams Of You, returns to the chart at #86. The single is the title track from her Stony Plain album.

Emilio has released a gangbuster cover of Van Morrison's Have I Told You Lately. Several smaller market stations instantly recognized the potential

of this release which enters the chart at #88. Watch for the "new" country stations to kick in. The single was taken from his Capitol Nashville release, Life Is Good which was produced by Barry Beckett.

Poverty Plainsmen could hit big with their latest Poverty/Royalty release, Makin' Up For Doin' Time. Written by the band's lead vocalist Mark Smith who is also featured on lead vocals, the single enters the chart at #90. The single is four-parts Cancon. Born in 1992, besides Mark Smith, the band comprises brother Sean (bass, vocals), Kurt Neis, lead guitar, vocals), and Brad Johnson (drums, vocals). The Poverty label is distributed by Edmonton-based Royalty Records. Recorded in Edmonton, the album was produced by Louis Sedmak.

Sean Hogan has a new single, Slow Turning, the follow-up to Vulnerable, now descending the chart (#34) after 13 weeks of Written by John Hiatt, the new single, which is two-parts Cancon (AP), enters the chart at #91. Hogan has made a good impression on country programmers with his last releases and this one is starting for him much quicker. Both tracks were taken from his self-titled album which he produced with Rick Erickson. Vulnerable is now on heavy rotation at CMT. The album was recorded at Victoria's Canadian Concepts. Hogan is one of the more aggressive country acts in the business when it comes to playing the club circuit. He has regular gigs up and down Vancouver Island. On tap for the not too distant future is an engagement at the Esquimalt Inn, nicknamed the Halfway House because it's halfway between Victoria and the Esquimalt navy base. Also coming up is a date at Coast Westerley in Courtney. He will be playing some dates as well on the mainland in the coming weeks. Firmed is Boom County in Coquitlam and Gabby's in Langley.

Montrealer Ray Bonneville is making inroads both with country and A/C programmers with his unique brand of country blues. His latest Musik Marketing single, Nothing To Lose, enters the country chart this week at #97 and the A/C chart at #59. He is scheduled for a Jan 23 date at Toronto's C'est What for the launch of his album, Solid Ground.

George Fox tied the knot this past December with longtime friend Monica Presta (see photo). Up next is Fox's new album, a Greatest Hits release that contains two new songs, I Give You My Word, and The Night The Barn Burned Down. Both songs were written by Fox and Kim Tribble, his collaborator on his #1 hit What's Holding Me. I Give You My Word, which was written for his wedding song, goes to radio next week. The album, produced by Tribble, will be at retail on March 4.

Kent Matheson, former music director at CFQM-FM in Moncton, sends news that he has been "granted parole from his lifetime sentence to radio, after serving 17 years in the business." He spent the last 12 years in Moncton where he established himself as one of Canada's top country music directors. He now heads up his own Canadian Music Directions (CMD) based in Moncton. The new company will provide artist support services for independent Canadian artists, as well as tracking, promotions and bio production. He will be working closely with his wife Wendy, a professional writer and owner of Cornhill Communications. "I was surprised at the ease of leaving radio," says Matheson, "but realized that I couldn't turn my back on a music industry I have grown to love and respect. Matheson's leaving radio is timely in view of this year's East Coast Music Awards and Conference being held in the "Hub City" next month. Matheson can be reached at 506-877-1913 or fax 506-877-1914.

Chris Cummings, who holds in the Top 10 (#6) this week with Somewhere Inside, his latest release from Warner Bros., has been firmed for three dates with Kevin Sharp. They'll be playing Cowboys in Calgary (Feb.10), Ft. McMurray (11), and Edmonton (13).

COUNTRYPICKERS

JANET TRECARTEN

CISS-FM - Toronto
More Than I Wanted . . . - Regina Regina

RAY BERGSTROM

CFMK-FM - Kingston
More Than I Wanted . . . - Regina Regina

BRUCE ANDREI

Q91 - Drumheller
More Than I Wanted . . . - Regina Regina

BILL MALCOLM

KIXX 105 - Thunder Bay
More Than I Wanted . . . - Regina Regina

CAL GRATTON

CJVR - Melfort
Lonely Gypsy Wind - Farmer's Daughter

STEVE JONES

CFQM-FM - Moncton
Unchained Melody - LeAnn Rimes
"SHOTGUN" FRANK McGWIRE

1150 KIX - Brandon
Makin' Up For Doin' Time - Poverty Plainsmen

GARTH STONE

MX 92.1FM - Regina
Everything I Love - Alan Jackson

CHUCK REYNOLDS

CHYR - Leamington
Everything I Love - Alan Jackson

JAY HITCHEN

CHAT - Medicine Hat
If She Don't Love You - Buffalo Club

PHIL KALLSEN

CKRY-FM - Calgary
If She Don't Love You - Buffalo Club

BRUCE LEPERRE

CKDM - Dauphin
Emotional Girl - Terri Clark

RICK FLEMING

CKQM-FM - Peterborough
Emotional Girl - Terri Clark

PETE WALKER

KX96 - Durham
Emotional Girl - Terri Clark

DAN MITCHELL

CKCQ - Quesnel
Heartbroke Every Day - Lonestar

DAVE "WALTER" McLAUGHLIN

CKGB - Timmins
Godspeed - Ron Hynes

RICK KELLY

CKKN-FM - Prince George
Godspeed - Ron Hynes

DOUG HARRISON

CJNB - North Battleford
This Crazy Heart Of Mine - Charlie Major



George Fox and bride Monica

100 COUNTRY TRACKS

Canada's Only National 100 Country Survey

Record Distributor Codes:

BMG - N EMI - F MCA - J Quality - M
Polygram - Q Sony - H Warner - P Koch - K

Artist/Album Title/Where to find it
(Songwriter) Producer (Label)



TW LW WO JANUARY 20, 1997

1	10	11	NOBODY KNOWS Kevin Sharp/Measure Of A Man/comp 300-P (J.Richards/B.DuBoise) D.Farren (Asylum)	35	21	14	EVERY LIGHT IN THE HOUSE Trace Adkins/Dreamin' Out Loud/pro single-F (K.Robbins) S.Hendricks (Capitol)	68	76	2	UNCHAINED MELODY LeAnn Rimes/Blue/CD track-F (A.North/H.Zaret) W.C.Rimes (Curb)
2	28	6	FRIENDS John Michael Montgomery/What I Do .../CD track-P (J.Holland) C.Petocz (Atlantic)	36	55	3	A MAN THIS LONELY Brooks & Dunn/Borderline/CD track-N (R.Dunn/T.L.James) D.Cook/K.Brooks/R.Dunn (Arista)	69	77	2	SHE DREW A BROKEN HEART Patty Loveless/The Trouble With .../pro single-H (J.McElroy/N.McElroy) E.Gordy Jr. (Epic)
3	1	9	I MEANT TO DO THAT Paul Brand/Calm Before The Storm/comp 304-P (L.G.Chater/K.Chater/P.Brandt) J.Lee (Reprise)	37	39	7	I CAN'T DO THAT Faith Hill/Matters To Me/comp 301-P (A.Jackson) S.Hendricks/F.Hill (Warner Bros)	70	78	2	WHEN I CLOSE MY EYES Kenny Chesney/Me And You/CD track-N (M.A.Springer/N.Musick) B.Beckett (BNA)
4	7	10	SOMEWHERE INSIDE Chris Cummings/Title track/comp 302-P (C.Cummings) R.Scott/J.E.Norman (Warner Bros)	38	23	12	SADIES KITCHEN Don Nelson/Or Is It Just Me/pro single-N (D.Nelson) D.Nelson (Epic)	71	71	5	COLD COLD RAIN Barry Brown/No album/pro single (B.Brown) R.Prescott S.Harris/B.Brown (BBMP)
5	6	14	BIG LOVE Tracy Byrd/Title track/comp 6-J (M.Clark/J.Stevens) T.Brown (MCA)	39	20	14	POOR, POOR PITIFUL ME Terri Clark/Just The Same/pro single-Q (W.Zevon) K.Stegall/C.Waters (Mercury)	72	72	6	KISS THE GIRL Little Texas/Disney Country/CD track (A.Manken/H.Ashman) G.Burr (Disney)
6	8	9	ONE WAY TICKET (Because I Can) LeAnn Rimes/Blue/CD track-F (J.Rodman/K.Hinton) W.Rimes/C.Howard (Curb)	40	29	19	STRAWBERRY WINE Deana Carter/Did I Shave My .../comp 19-F (M.Berg/G.Harrison) C.Farren (Capitol)	73	82	2	EVERY COWBOY'S DREAM Rhett Akins/Somebody New/comp 9-J (R.Akins/R.Boudreau/K.Williams) M.Wright (MCA)
7	14	6	GOD BLESS THE CHILD Shania Twain/The Woman In Me/pro single-Q (S.Twain/R.J.Lange) R.J.Lange (Mercury)	41	34	11	AMEN KIND OF LOVE Daryle Singletary/Because Of You/comp 301-P (T.Bruce/W.Tester) J.Stroud/D.Malloy (Giant)	74	86	2	HOW WAS I TO KNOW Reba McEntire/What If It's You/CD track-J (C.Majeski/S.Russ/S.Smith) R.McEntire/J.Guess (MCA)
8	4	9	MAYBE WE SHOULD JUST SLEEP ON IT Tim McGraw/All I Want/CD track-F (J.Laseter/K.K.Phillips) J.Stroud/B.Gallimore (Curb)	42	43	13	ANOTHER YOU, ANOTHER ME Brady Seals/The Truth/pro single-P (T.Seals/W.Jennings) R.Crowell/B.Seals (Reprise)	75	88	2	POLITICS, RELIGION AND HER Sammy Kershaw/Title track/CD track-Q (T.Martin/B.Hill) K.Stegall (Mercury)
9	11	9	HER MAN Gary Allan/Used Heart For Sale/pro single-Q (K.M.Robbins) M.Wright/B.Hill (Decca)	43	58	3	ME TOO Toby Keith/Blue Moon/pro single-Q (T.Keith/C.Cannon) N.Larkin/T.Keith (Mercury)	76	79	2	ALL OF THE ABOVE Ty England/Two Ways To Fall/CD track-N (J.Robbin/C.Waters) J.Stroud/B.Gallimore (RCA)
10	12	7	IS THAT A TEAR Tracy Lawrence/Time Marches On/CD track-P (J.Jarrard/K.Beard) T.Lawrence/T.Anderson (Atlantic)	44	47	8	ONE DAY OF RAIN Randy J. Martin/Workin' Overtime/pro single (R.J.Martin) S.Baggott (Fleet)	77	87	2	THAT'S HOW I GOT TO MEMPHIS Deryl Dodd/One Ride In Vegas/comp 343-H (T.T.Hall) C.Young/B.Chancey (Columbia)
11	13	11	MAYBE HELL NOTICE HER NOW Mindy McCready w/Richie McDonald/Ten .../pro single (T.Johnson) D.Malloy/N.Wilson (BNA)	45	54	4	RUNNING OUT OF REASONS TO RUN Rick Trevino/Learning As You Go/pro single-H (G.Teren/B.Regan) S.Buckingham/O.Johnson (Columbia)	78	80	3	TALK ABOUT LOVE Richard Samuels/New/pro single (R.Samuels/J.Acosta/G.Anderson) M.Gerrard (Coral)
12	19	6	SHE'S TOUGH Duane Steele/P.O.Box 423/pro single-Q (S.Bogard/J.Stevens) J.D.Clute/S.Bogard (Mercury)	46	74	2	LONELY GYPSY WIND Farmer's Daughter/Makin'Hay/comp 9-J (Barthil/Leiske/Kelman/Samogard) M.Jones (MCA)	79	89	2	THAT'S THE WAY IT GOES Desert Dolphins/Hang On .../CD track (G.Heywood/D.P.Rogers) R.Prescott (Quality)
13	5	14	LET ME INTO YOUR HEART Mary Chapin Carpenter/A Place In The .../pro single-H (M.C.Carpenter) J.Jennings/M.C.Carpenter (Columbia)	47	41	9	KING OF THE WORLD Blackhawk/Strong Enough/pro single-N (J.Black) M.Bright (Arista)	80	81	3	A TENDER HEART Curtis Blayne/No album/pro single (C.Blayne/O.Blackman) O.Blackman (Blayne)
14	16	8	PRETTY LITTLE ADRIANA Vince Gill/High Lonesome Sound/pro single-J (V.Gill) T.Brown (MCA)	48	50	8	HIGH LOW AND IN BETWEEN Mark Wills/Self-titled/CD track-Q (D.Kent/H.Campbell) C.Chamberlain/K.Stegall (Mercury)	81	92	2	THAT WOMAN OF MINE Neal McCoy/Self-titled/CD track-P (D.Cook/T.Mensy) B.Beckett (Atlantic)
15	2	11	LITTLE BITTY Alan Jackson/Greatest Hits/CD track (T.T.Hall) K.Stegall (Arista)	49	57	3	SHE'S TAKEN A SHINE John Berry/Faces/pro single-F (G.Barnhill/R.Bach) C.Howard (Capitol)	82	83	4	CAUSE I LOVE YOU Silver Wings/Title track/CD track (L.D.Wells) Silver Wings (Earth Star)
16	27	5	HALF WAY UP Clint Black/Greatest Hits/CD track-N (C.Black/H.Nicholas) J.Stroud/C.Black (RCA)	50	60	4	SHE WANTS TO BE WANTED AGAIN Ty Herndon/Living In A Moment/pro single-H (S.D.Jones/B.Henderson) D.Johnson (Epic)	83	84	3	AMERICA'S CRYIN' Gene Williams/No album/pro single (G.Williams) G.Williams (TM Music)
17	3	12	THAT OL' WIND Garth Brooks/Fresh Horses/CD track-F (L.Reynolds/G.Brooks) A.Reynolds (Capitol)	51	52	5	I WILL TAKE CARE OF YOU Amy Sky/Cool Rain/CD track-N (A.Sky/D.Pickell) A.Vanderburgh/D.Pickell (Iron)	84	NEW		MORE THAN I WANTED TO KNOW Regina, Regina/Self-titled/pro single-P (R.Regan/N.Noble) J.Stroud/W.Wilson (Giant)
18	9	12	THE CRAZIEST THING Rick Tippe/Get Hot .../CD track (R.Tippe) D.Pomeroy (Moon Tan)	52	62	5	FALLEN ANGEL Jamie Warren/Title track/CD track-Q (J.Warren) J.R.Huff/F.Hill (River North)	85	93	2	HOLDIN' Diamond Rio/IV/CD track-N (Garrett/Wiseman) Clute/DuBois/Diamond Rio (Arista)
19	30	4	WHERE CORN DON'T GROW Travis Tritt/The Restless Kind/comp 306-P (R.Murray/M.A.Springer) D.Was/T.Tritt (Warner Bros)	53	32	16	WILD AND FREE Joan Kennedy/A Dozen Red Roses/pro single (J.Leary/J.A.Sweet) J.Kennedy (JKP)	86	RE 6		SWEET DREAMS OF YOU Cindy Church/Self-titled/comp 304-P (Kennery/David) Tinkham/Wilson (Stony Plain)
20	31	4	EVERYBODY KNOWS Trisha Yearwood/Title track/comp 8-J (M.Berg/G.Harrison) G.Fundis (MCA)	54	63	3	YOU CAN'T STOP LOVE Marty Stuart/Honky Tonkin's What .../comp 8-J (M.Stuart/Kostas) T.Brown/J.Niebank (MCA)	87	90	2	YOU JUST GET ONE Jeff Wood/Between The Earth .../pro single-J (D.Schlitz/V.Gill) M.Bright (Imprint/BMG)
21	24	8	THAT'S ANOTHER SONG Bryan White/Between Now And Then/CD track-P (Daniel/Powell/Pincock/Medders) Walker/Lehning (Columbia)	55	65	3	HEARTBROKE EVERY DAY Lonestar/Title track/pro single-N (B.LaBounty/C.King/R.Vincent) B.Cook/W.Wilson (BNA)	88	NEW		HAVE I TOLD YOU LATELY Emilio/Life Is Good/pro single-F (V.Morrison) B.Beckett (Capitol)
22	36	6	WHAT IF JESUS COMES BACK ... Collin Raye/I Think About You/pro single-H (B.Punch/D.Johnson) P.Worley/J.Hobbs/E.Seay (Epic)	56	37	15	LONELY TOO LONG Patty Loveless/The Trouble .../pro single-H (M.Lawler/B.Rice/S.Rice) E.Gordy Jr. (Epic)	89	NEW		EVERYTHING I LOVE Alan Jackson/Title track/pro single-N (H.Allen/C.Chamberlain) K.Stegall (Arista)
23	26	10	IT'S A LITTLE TOO LATE Mark Chesnut/Greatest Hits/comp 7-J (M.Chesnut/S.Morrisette/R.Springer) T.Brown (Decca)	57	69	2	EMOTIONAL GIRL Terri Clark/Just The Same/comp 484-Q (R.Bowles/T.Clark/C.Waters) K.Stegall/C.Waters (Mercury)	90	NEW		MAKIN' UP FOR DINN' TIME Poverty Plainmen/Gotta Be A .../CD track (M.Smith) L.Sedmak (Poverty/Royalty)
24	15	11	CRANK MY TRACTOR Michelle Wright/For Me It's You/CD track (S.D.Jones/M.Narmore) J.Guess (Arista)	58	44	5	GOOD NIGHT SWEETHEART David Kersh/No album/pro single-J (K.Williams/D.Lewis/R.Bendreau) P.McMakin (Curb)	91	NEW		SLOW TURNING Sean Hogan/Self-titled/CD track (J.Hiatt) S.Hogan/R.Erickson (Barnstorm)
25	17	15	ROVING GYPSY BOY The Rankin Family/Collections/pro single-F (J.Rankin) C.Irschick (EMI)	59	40	17	CORNFIELDS OR CADILLACS Farmer's Daughter/Makin'Hay/pro single (M.Hummon/M.Powell/M.Noble) M.Jones (MCA)	92	NEW		IF SHE DON'T LOVE YOU Buffalo Club/Self-titled/pro single-J (T.Bruce/M.Beeson) B.Beckett (Rising Tide)
26	38	4	ONE WAY TRACK Prairie Oyster/Blue Plate Special/CD track-N (R.d.Carle/W.P.Bennett) Prairie Oyster/M.Poole (Arista)	60	49	16	I CAN STILL MAKE CHEYENNE George Strait/Blue Clear Sky/pro single-J (A.Barker/E.Woolsey) T.Brown/G.Strait (MCA)	93	70	21	CHANGE MY MIND John Berry/Faces/pro single-F (J.Blume/A.J.Masters) C.Howard (Capitol)
27	51	3	THIS CRAZY HEART OF MIINE Charlie Major/Lucky Man/pro single-N (C.Major) S.Fishell (Arista)	61	42	17	LIKE THE RAIN Clint Black/Greatest Hits/pro single-N (C.Black/H.Nicholas) J.Stroud/C.Black (RCA)	94	95	2	A LITTLE STRONGER Lynda Scott/No album/pro single (P.Hotchicks/M.Terry) B.Buckingham (no label)
28	35	7	LANDSLIDE The Cruzers/Self-titled/CD track (B.Mathers/C.Tuiman) B.Buckingham (Spinner)	62	48	14	MAMA, DON'T GET DRESSED UP Brooks & Dunn/Borderline/CD track-N (K.Brooks/R.Dunn/D.Cook) Same (Arista)	95	NEW		LIKE THE MOON Stephanie Beaumont/Love And Dreams/CD track (T.M.Sillers/K.Richey) R.Prescott/S.Harris (IronMusic)
29	45	9	DO YOU WANNA MAKE ... Jo Dee Messina/Self-titled/pro single-F (B.DiPiero/T.Anderson) B.Gallimore/T.McGraw (Curb)	63	46	14	CHEROKEE BOOGIE BR5-49/Self-titled/pro single-N (M.Mullican/C.W.Redbird) J.Nuyens/H.Janas (Arista)	96	97	2	ALWAYS LEAVING SOMETHING BEHIND Brent Howard/Self-titled/CD single (T.Rudner/Reid) T.Rudner (Fire)
30	18	11	WOULD I Randy Travis/Full Circle/comp 301-P (M.Winchester) K.Lehning (Warner Bros)	64	53	13	BURY THE SHOVEL Clay Walker/Hypnotize The Moon/comp 299-P (C.Jones/C.Arms) J.Stroud (Giant)	97	NEW		NOTHING TO LOSE Ray Bonneville/Solid Ground/pro single (R.Bonneville) R.Bonneville (Musik Marketing)
31	33	9	ALL I DO IS LOVE HER James Bonamy/What I Live To Do/comp 342-H (S.Ewing/W.Patton) B.Johnson (Epic)	65	73	2	WE DANCED ANYWAY Deanna Carter/Did I Shave My .../CD track-F (M.Berg/R.Scuggs) C.Farren (Capitol)	98	91	13	GOING GOING GONE Neal McCoy/Self-titled/pro single-P (S.Cropper/J.S.Sherill/B.DiPiero) B.Beckett (Atlantic)
32	59		I WOULDN'T BE A MAN Billy Dean/It's What I Do/pro single-F (M.Reid/R.M.Bourke) T.Shapiro (Capitol)	66	68	3	EVEN IF IT'S WRONG BR5-49/Self-titled/pro single-N (G.Bennett/J.Nuyens/M.Janas) (Arista)	99	NEW		GODSPEED Ron Hynes/Face To The Gale/pro single-F (R.Hynes) C.Irschick (EMI)
33	22	12	THE FEAR OF BEING ALONE Reba McEntire/What If It's You/pro single-J (W.Aldridge/B.Miller) R.McEntire/J.Guess (MCA)	67	56	13	THAT'S ENOUGH OF THAT Mila Mason/Title track/comp 297-P (M.D.Sanders/R.Abright/L.Silver) B.Mavis (Atlantic)	100	96	19	IT'S ALL IN YOUR HEAD Diamond Rio/IV/comp 41-N (Martin/Stephenson/Wilson) Clute/DuBois/Diamond Rio (Arista)
34	25	13	VULNERABLE Sean Hogan/Self-titled/CD track (S.Hogan) S.Hogan/R.Erickson (Barnstorm)								

COUNTRY continued from page 15

Bryan White is scheduled for dates in the Great White North. His dates, coupled with Vince Gill, include Ottawa (April 18), Hamilton's Copps Coliseum (19), Regina's Agridome (22), Edmonton (24), Calgary's Saddledome (25), Kamloops (26), Vancouver (27) and Prince George (29). White is currently charting with That's Another Song (#21) which was taken from his Asylum album Between Now And Forever.

J.P. Wasson has released his album, appropriately titled This Here's My Band. Born in Peterborough, Wasson has been living in Toronto for the past 10 years. Wasson's band comprises Al Miller (guitars, vocals), a native of Montreal, now living in Toronto; Reno Jack (bass), who came to Toronto from BC in the early eighties and gained much notoriety as a former member of the Handsome Neds, High Lonesome and the Jack Family; and Neil McGrath (drums), a songwriter and guitarist who hails from Newfoundland by way of Japan. The album was recorded and mixed at Chemical Sound in Toronto. The first single/video release is titled Farmer's Wife. Wasson also recommends Rock And Roll Dream, She's Moving On, First Thing Tomorrow, and Change. He wrote all the material on the album. All tracks are four-parts Cancon.

FACTOR to hold industry consultation meeting

Heather Ostertag, executive director of FACTOR (The Foundation to Assist Canadian Talent on Record), has announced an industry consultation meeting for Feb. 4 at 9:30 am in the Essex Room B&C of Toronto's Essex Park Hotel.

The meeting has been called to discuss existing programs as well as methods by way the industry can "optimize the benefits from the new funds," which will become available April 1.

Ostertag explains: "I feel this meeting will provide an opportunity for the industry to assist in developing program guidelines that will allow the industry to maximize the benefits of the new funding."

Those interested in attending should contact Cheryl Link at FACTOR (416-368-8678) to confirm attendance. Those unable to attend can still have an opportunity for input by forwarding their written comments and suggestions to Ostertag (Fax: 416-363-5021) prior to Feb. 3. Those comments will be discussed and reviewed.

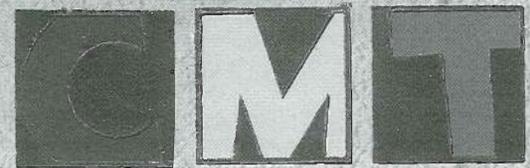
CIRPA elects new slate of officers

Bernie Finkelstein, president of True North Records, has succeeded Anthem's Ray Daniels as the new chair of the Canadian Independent Record Production Association (CIRPA).

Re-elected as vice-chairs are Joanne Smale of Joanne Smale Productions and Keith Whiting of KWMG International. Gary Hubbard of Mu\$icon was re-elected as secretary treasurer.

The above appointments were made at CIRPA's Jan 7th board meeting.

Ottawa's Tony True is on release with his debut album, What The World Doesn't Know, released on his own Tony True label. True solo wrote two of the songs (Let Me, Deep In Our Hearts) and co-wrote five with Sherwood Lumsden (I Wanna Put You Out Of My Misery, Take Me For A Fool, One More Song, What The World Doesn't Know, Boulevard Of Broken Dreams) and two with Lumsden and Alan Cranny (Not Knowing, You're A Jukebox Junkie), and one with Lumsden and Lynn Miles (Only The Shadows). As well, Lumsden solo wrote You Don't Have To Tell Me. The bed tracks were recorded at Lakeside Studio with True and Sidwinder featuring Roy Wallingford (bass), Sam Henry (drums), and True on acoustic guitar. True produced the album with Al Bragg. Also in for the session were Seamus Costello (accordion, piano, B3 organ), Steve Pitocco (guitar), Alan Cranny (guitar, mandolin), Louis Schryer (fiddle), "Wild" Bill Rowat (muted trumpet), Ken Kanwisher (stand-up bass) and Bragg on pedal steel, fender 400 lap steel and keys. Background vocals were supplied by Suzie Vinnick, Mike O'Reilly and True.



COUNTRY MUSIC TELEVISION

VIDEO & INSTANT TOP FIVE

- #1. Little Bitty - Alan Jackson
- #2. Let Me Into Your ... - Mary C. Carpenter
- #3. One Way Ticket - LeAnn Rimes
- #4. Maybe We Should Just ... - Tim McGraw
- #5. I Meant To Do That - Paul Brandt

BREAKOUT VIDEO

She's Taken A Shine - John Berry

PICK HIT

More Than I Wanted ... - Regina Regina

RPM COUNTRY ALBUMS

TW	LW	WO	JANUARY 20, 1997						
1	2	98	SHANIA TWAIN The Woman In Me Mercury-314-522-886-U	MA PL	21	21	18	PRAIRIE OYSTER Blue Plate Special Arista-74321-40042-N	MA PL
2	3	9	THE RANKIN FAMILY The Rankin Family Collection EMI-52969-F	MA PL	22	14	57	GARTH BROOKS Fresh Horses Capitol-32080-F	
3	4	23	LEANN RIMES Blue Curb/EMI 77821-F		23	29	8	TRACY BYRD Big Love MCA-11485-J	
4	1	8	ALAN JACKSON Everything I Love Arista-18812-N		24	20	10	VARIOUS ARTISTS Untamed And True 3 MCA-81022	MA PL
5	6	8	DEANA CARTER Did I Shave My Legs For This Capitol-37514-F		25	17	11	VARIOUS ARTISTS The Best Of Country Sing The Best Of Disney Disney-67092	
6	5	13	VARIOUS ARTISTS CMT CANADA '96 BMG/EMI-74321-40603-F/N	MA PL	26	NEW		JOHN MICHAEL MONTGOMERY What I Do The Best Atlantic-82947-P	
7	7	7	TERRI CLARK Just The Same Mercury-314-532-879-U	MA PL	27	19	18	ANNE MURRAY Self-titled EMI-36501-F	MA PL
8	9	7	REBA McENTIRE What If It's You MCA-11500-J		28	25	21	NEAL McCOY Self-titled Atlantic-82907-P	
9	8	36	PAUL BRANDT Calm Before The Storm Reprise-46180-P	MA PL	29	33	19	RANDY TRAVIS Full Circle Warner Bros-46328-P	
10	16	18	MINDY McCREADY Ten Thousand Angels BNA-66806-N		30	22	23	WILLIE NELSON Spirit Island-524242-U	
11	18	4	VARIOUS ARTISTS Country Heat 5 RCA-298032-N	MA PL	31	31	28	DAVID LEE MURPHY Gettin' Out The Good Stuff MCA-11423-J	
12	39	34	BROOKS & DUNN Borderline Arista/BMG-18819-N		32	30	19	RICOCHE Self-titled Columbia-67223-H	
13	10	11	CLINT BLACK The Greatest Hits RCA-66671-N		33	32	5	DUANE STEELE P.U. Box 423 Mercury-314-532-113-U	MA PL
14	13	8	KEVIN SHARP Measure Of A Man Asylum-61930-P		34	28	18	FRIENDS & LOVERS Various Artists Sony Music Direct-24024-H	MA PL
15	24	5	FARMER'S DAUGHTER Makin Hay MCA-81029-J	MA PL	35	34	18	BILLY RAY CYRUS Train Of Tears Mercury-314-532-829-U	
16	26	10	MARY CHAPIN CARPENTER A Place In The World Columbia-67501-H		36	36	29	VINCE GILL High Lonesome Sound MCA-11422-J	
17	11	21	MICHELLE WRIGHT For Me It's You Arista-18815-N	MA PL	37	38	3	DESERT DOLPHINS Hang On The Heartache Quality-277-M	MA PL
18	15	3	VARIOUS ARTISTS The Best Of Country Heat BMG-40601-N	MA PL	38	NEW		TRAVIS TRITT The Restless Kind Warner Bros-46304-P	
19	12	6	BR5-49 Self-titled Arista-07822-18818-N		39	40	12	DOLLY PARTON Treasures Hising Ide/MCA-53401-J	
20	23	12	JOHN BERRY Faces Capitol-35464-F		40	37	16	TRISHA YEARWOOD Everybody Knows MCA-11477-J	

Over
30
years

RPM

RPM

REW

Adult Contemporary TRACKS

Record Distributor Codes:

BMG - N EMI - F MCA - J M - Quality Polygram - Q Sony - H Warner - P Koch - K

TW LW WO JANUARY 20, 1997

1	3	11	WHEN YOU LOVE A WOMAN Journey - Inal By Fire Columbia-67514 (pro single)-H	21	45	4	DON'T SPEAK No Doubt - Inagic Kingdom Interscope-92580 (comp 18)-J	41	NEW	JUMPING THE SHADOWS Danninat Doyle - Shadows Wake Me Latitude-50422 (CD track)-F		
2	12	7	I FINALLY FOUND SOMEONE Barbra Streisand w/Bryan Adams - The Mirror US1 Columbia-67887 (comp 056)-H	22	15	9	THAT'S WHAT MY LOVE IS FOR Anne Murray w/Aaron Neville - Self-titled EMI-36501 (pro single)-F	42	30	18	I LOVE YOU ALWAYS FOREVER Donna Lewis - Now In A Minute Atlantic-82762 (comp 289)-P	
3	5	6	KISSING RAIN Hoch Voisine - Little track RV International/BMG-43978 (pro single)-N	23	29	5	HURT BY LOVE Bodeans - Blend Slash/Reprise-46216 (comp 305)-P	43	49	6	BITTERSWEET ME R.E.M. - New Adventures In Hi-Fi Warner Bros-46320 (comp 303)-P	
4	4	8	IF WE FALL IN LOVE TONIGHT Rod Stewart - Little track Warner Bros-46452 (comp 304)-P	24	31	4	STILL IN LOVE Lionel Richie - Louder Than Words Mercury-314-532-2403 (CD track)-U	44	NEW	THE GREASE MEGAMIX John Travolta w/Olivia Newton-John - Pure Disco Polydor-314-535-877 (comp 484)-U		
5	7	9	UN-BREAK MY HEART Ioni Braxton - Secrets LaFace/BMG-4200 (pro single)-N	25	37	6	THE TEARS I CRY Gavin Hope - No album Quality (pro single)-	45	NEW	LET IT RAIN Megan Meadette - Little track EMI-36900 (pro single)-F		
6	1	12	IF IT MAKES YOU HAPPY Sheryl Crow - Self-titled A&M-314-540-587 (comp 8)-U	26	21	11	LOVE IS THE POWER Michael Bolton - This Is The Time Columbia-67621 (pro single)-H	46	60	2	GET IT WHILE YOU CAN Lawrence Gowan - The Good Catches Up SPCJ-100 Select (pro single)	
7	11	5	TO LOVE YOU MORE Celine Dion - Falling Into You 550 Music/Epic-67541 (CD track)-N	27	16	22	IT'S ALL COMING BACK TO ME NOW Celine Dion - Falling Into You 550 Music/Epic-67541 (pro single)-H	47	34	20	BEAUTIFUL GOODBYE Amanda Marshall - Self-titled Columbia-80299 (pro single)-H	
8	8	7	FLY LIKE AN EAGLE Seal - Space Jam US1 Atlantic-82961 (comp 305)-P	28	19	17	SO THEY SAY Soul Attorneys - Little track Epic-80234 (pro single)-H	48	50	15	ROVING GYPSY BOY The Rankin Family - Collection EMI-52959 (pro single)-F	
9	2	9	YOU MUST LOVE ME Madonna - Evita US1 Warner Bros-46346 (pro single)-P	29	25	8	WATCHING THE WORLD GO BY Maxi Priest - Man With The Fun Virgin-42104 (pro single)-F	49	51	5	ANY ROAD BACK Universal Honey - Earth Moon Transit Alert-81029 (pro single)-F	
10	17	4	BETCHA BY GOLLY WOW The Artist - Emancipation NPG-11657 (pro single)-F	30	35	2	I BELIEVE IN YOU AND ME Whitney Houston - Preacher's Wife US1 Arista-07822-18951 (comp 11)-N	50	54	3	THE FRONT PORCH LIGHT John & Loyo - Blood Brothers Jandem-96-05-2 (CD track)	
11	18	8	100 YEARS FROM NOW Huey Lewis And The News - The Best Of Elektra-61977 (comp 303)-P	31	39	4	THE FLAME Fine Young Cannibals - Finest MCA-11525 (comp 20)-J	51	52	5	SUNSHINE OF MY LIFE J-Cock - No album Quality (pro single)	
12	24	4	JUST ANOTHER DAY John Mellencamp - Mr. Happy Go Lucky Mercury-314-532-896 (pro single)-U	32	26	13	DANCE INTO THE NIGHT Phil Collins - Little track Atlantic-82949 (comp 300)-P	52	53	4	DON'T LET THE TEARDROPS ... Holly Cole - It Happened One Night Alert-81039 (pro single)-F	
13	10	13	BLACK CLOUD RAIN Corey Hart - Self-titled Columbia-80240 (pro single)-H	33	32	13	HEAD OVER FEET Alanis Morissette - Jagged Little Pill Mavrick-45901 (CD track)-P	53	55	3	STEAL AWAY John McDermott w/Alison Girvan - Love Is A Voyage EMI-34632 (comp 25)-F	
14	23	5	YOU WON'T REMEMBER THIS Kim Stockwood - Bonavista EMI-52356 (comp 24)-F	34	27	17	I FEEL A CHANGE COMING The Boomers - 25,000 Days Alma/Polydor-7597-2103 (pro single)-U	54	57	2	EVERYDAY IS A WINDING ROAD Sheryl Crow - Self-titled A&M-514-540-587 (comp 11)-U	
15	6	11	MOUTH Merrill Bainbridge - The Garden MCA-53109 (comp 14)-J	35	40	4	LEAVIN' Tony High Project - Words LaFace-26002 (comp 10)-N	55	58	2	READY OR NOT Fugees - The Score Columbia-67147 (comp 057)-H	
16	14	9	SAD CAPER Hootie & The Blowfish - Fairweather Johnson Atlantic-82886 (comp 303)-P	36	56	2	FOR THE FIRST TIME Kenny Loggins - One Fine Day US1 Columbia-67916 (pro single)-H	56	NEW	UNDER THE WATER Merrill Bainbridge - The Garden MCA-53019 (pro single)-J		
17	22	2	DARK HORSE Amanda Marshall - Self-titled Epic-80229 (comp 057)-H	37	59	2	I'M NOT GIVING UP ON YOU Gloria Estefan - Destiny Epic-67283 (pro single)-H	57	NEW	BARELY BREATHING Duncan Sheik - Self-titled Atlantic-XXXXX (comp 305)-P		
18	20	8	I'M DOING FINE Dan Hill - Little track MCA-81012 (pro single)-J	38	46	2	WITHOUT LOVE Donna Lewis - Now In A Minute Atlantic-82762 (comp 300)-P	58	41	12	CRAZY LOVE Aaron Neville w/Hobbie Robertson - Phenomenon US1 Reprise-46360 (com 300)-U	
19	9	15	YOU CAN MAKE HISTORY Elton John - Love Songs MCA-11481 (comp 16)-J	39	44	2	SEIZE THE DAY Carolyn Arends - I Can Hear You Arista-08068-83737 (comp 10)-N	59	NEW	NOTHING TO LOSE Ray Bonneville - Solid Ground Musik Marketing-5248 (pro single)		
20	13	20	LET'S MAKE A NIGHT TO REMEMBER Bryan Adams - 18 til I Die A&M-314-54-0551 (pro single)-U	40	28	26	CHANGE THE WORLD Eric Clapton - Phenomenon US1 Reprise-46360 (comp 290)-P	60	47	16	I'M SO HAPPY I CAN'T STOP CRYING Sting - Mercury Falling A&M-31454-0483 (pro single)-U	

REW Dance

TW LW WO JANUARY 20, 1997

1	1	5	JELLYHEAD Crush Isba-Koch	11	6	3	GINUWINE Pony Dance Pool-H	21	18	3	STAMP! J. Healy & Amos Capitol-F	
2	2	9	MY BOO Ghost Town DJs Sony-H	12	8	7	LOUNGIN' LL Cool J Polygram-Q	22	17	4	WATCHING THEWORLD GO BY Maxi Priest Virgin-F	
3	3	9	FIRE UP Funky Green Dogs Twisted/MCA-J	13	26	2	4 YOUR LOVE BKS Pirate/Quality-M	23	NEW	SUGAR IS SWEETER C.J. Bolland Mercury/Polygram-Q		
4	14	5	THA WILD STYLE DJ Supreme Distintva/Quality-M	14	13	6	JAZZ IT UP Real 2 Reel Quality-M	24	NEW	ONE & ONE Robert Miles Arista-N		
5	16	4	WANNABE Spice Girls Virgin-F	15	15	14	THE FUNK PHENOMENA Armand VanHelden Pirate-M	25	NEW	TOUCH France Joli Popular-P		
6	4	8	FALLIN' IN LOVE LaBouche BMG-N	16	11	8	KEEP ON JUMPIN' Todd Terry feat. Martha Wash BMG-N	26	24	14	KEEP PUSHIN' Boris D'Lugosch SPG-P	
7	10	5	UP TO NO GOOD Porn Kings Popular-P	17	12	11	DO YA OWN THING Camille EpicDance-H	27	23	6	COCO JAMBOO Mr. President WEA-P	
8	5	10	STAND UP Love Tribe A&M-Q	18	25	2	I WANT CANDY The Candy Girls EMI-F	28	20	7	BOHEMIAN RHAPSODY The Brads Warner-P	
9	9	13	NO DIGGITY Blackstreet MCA-J	19	27	2	SEVEN DAYS AND ONE WEEK B.B.E. EMI-F	29	21	10	PROFESSIONAL WIDOW Tori Amos WEA-P	
10	7	9	GET DOWN Backstreet Boys BMG-N	20	19	3	ONLY YOU 112 BMG-N	30	22	7	C'MON AND RIDE IT (THE TRAIN) Quad City DJs Atlantic-P	

RADIO continued from page 12

Paine, who held down the 9 am to 2 pm slot. Russ McCleod, who was the afternoon host, has taken over the morning show.

The Bear Rock Sale & Auction raised more than \$53,000 in just seven hours (Dec. 8) with its 4th annual outing. Net proceeds went to The Bear Children's Fund. The highest paid auction item was the AC/DC framed vintage 1965 Gibson SG, personalized by Angus Young, which went for \$6,000. In four years, the station has donated in excess of \$250,000 to such charitable programs as The Royal Alexandra Hospital Neo-Natal Unite, the Kids Kottage, the Boys & Girls Club, the Inner City Hot Lunch Program and many more.

97.7 HTZFM kicked off the first of its new Friday night concert series at Toronto's newly re-opened Big Bop on Jan. 17. DJ's from the St. Catharines,

Ontario station shared the night with Toronto's multimedia rock'n'roll circus Strawman. The band is currently in the midst of new recording sessions for the Power And Industry label.

Steve Ivings is in place as host of the C-FAX (Victoria) breakfast show. There's an interesting story here. When he was 15 years old and in highschool, he phoned C-FAX on a regular basis impersonating the voices of show-biz personalities. As a result he began doing comedy inserts on the station when he was 17, and became a headliner of the legendary Victoria Summer Smile Show. Ivings replaces Barry Bowman, a 28-year fixture on the morning show. Bowman moves "across the street" to Oldies 900 as morning personality. "We have remained one of the great success stories in AM radio in Canada," says operations manager Terry Spence, "by building a strong team and by making program adjustments and changes in response to what listeners are telling us."

Rock 100.3 The Bear stirred things up in Edmonton just prior to Christmas with a Slip Your Disc Promotion that gave away a Packard Bell Legend 816 computer system (Dec. 18) at a local nightclub. Listeners were invited to drop by and enter a draw. Throughout the night a total of 100 names were drawn. At midnight, each of the entrants were called up, one at a time, in the order they were originally drawn. They chose one out of one hundred Tea Party custom-designed double CD cases which included Tea Party's Alhambra, along with a secret diskette, one of which would say "congratulations", when placed in the computer and that was the winner. Rick Creaser of Edmonton walked away with the computer system plus various Tea Party paraphernalia. The Bear's promotions manager Vicky Belfiore says the night was very successful. "The computer was on display throughout the evening and everyone who was drawn was there to Slip Their Disc as midnight."

Advertisers tune in to radio for '97

"1997 will be a banner year for Canada's nearly 500 commercial radio stations," says Brian Jones, president and CEO of the Radio Marketing Bureau. And even though the past few years have brought about great technological advances in the way Canadians receive information, he says that more and more national advertisers are discovering the power of radio and its many advantages in reaching consumers.

The results of a recent Advertising Avoidance Survey conducted by ComQUEST on behalf of RMB have been published with findings that TV viewers actively avoid ads twice as often as radio

Smale's Un-Canadians to air on Citytv

The Un-Canadians, a documentary revealing the sordid Canadian "Blacklist" that existed during the cold war era from the mid-forties to the early seventies, will air on Citytv at 9 pm on Jan 29.

A co-production between Joanne Smale Communications and the National Film Board of Canada, the film documents the blacklisting and harassment of an estimated one-million alleged Canadian subversives. Through the Freedom of Information Act, important documents and the manner in which The Security Panel, an organization that along with the RCMP, shaped and monitored the development of this "blacklist" began to unfold.

This is a subject that has been a gnawing part of the life of director Len Scher who was a member of one of the families that survived that era. His father was one of the "blacklisted." In his efforts to unravel the "whys" of this persecution, Scher discovered his family was only one of several hundred that had been targeted. His research resulted in the publication of the book The Un-Canadians.

Assistance was given to the producers by the Cable Production Fund, Rogers Telefund and Citytv.

viewers.

Jones says that holding the consumer's attention has never been more difficult than today but adds that through the years, radio listening has remained constant. He explains that more than 93 per cent of Canadians, 12 or older, still listen to the radio at least 20 hours a week.

"We also annually conduct a local study in Toronto -- the last one called the Toronto RPM study -- that shows what TV viewers do when the ads come on," says Jones.

The statistics show that 82% of TV viewers will occasionally or often switch channels during commercials, 78% do something else and 74% leave the room. In the same vein, results show that 75% of VCR users more often than not will fast forward through commercials.

Jones is quick to point out that these numbers are a local reflection of the Toronto area but adds that the percentages are pretty much a constant everywhere; the reason being differences in loyalties.

"People listen and stay tuned to their favourite radio stations," he says, "but when it comes to TV,

it's the actual programs and not the stations that they're loyal to."

Interestingly, the study shows that the higher the education and income level of an individual, the less likely he or she will be to avoid radio advertising -- useful information for advertisers developing marketing plans.

"Radio delivers consistency and frequency," says Jones, "which is critical to effective advertising."

He adds that the RMB is determined to build on the fact that, with the exception of Spain, advertisers in Canada already spend a greater proportion of their marketing budgets on radio than in any other country.

Of course, the major coup for advertisers choosing to use radio as a medium is the fact that the cost for creating radio campaigns for radio is significantly less costly than for television.

"The cost per gross rating point (which is determined when reach is multiplied by frequency) for radio is about half of that for tv."

Jones says that the survey's implications for radio advertisers are clear -- radio delivers reliable reach and frequency which are the key to successful advertising.

CLASSIFIEDS

The charge for classified ads in RPM is \$1.00 per word, \$2.00 per word for upper case or bold copy, \$3.00 per headline word. Minimum charge for an ad is \$20.00. There is a \$10.00 service charge for reserving a box number. Please add 7% to the total. Ads containing more than 50 words will run as display ads.

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- ★ **The first single **Hairdown** — at radio now!**
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 - Calgary - February 5
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 - Montreal - February 17
- ★ **Extensive marketing campaign including radio timebuys, print + outdoor advertising**
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