September 5, 1992

**WEEKLY**

$3.00

$2.80 plus .20 GST

Volume 56 No. 10

August 1992

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Enid

Barenaked Ladies

**BIG HITS**

INSIDE OUT

Sue Medley

HUMPIN’ AROUND

Bobby Brown

A PENNY MORE

Skydiggers

MY DESTINY

Lionel Richie

HAVE YOU EVER NEEDED

SOMEONE SO BAD

Def Leppard

SHE-LA

54-40

THORN IN MY PRIDE

Black Crowes

ALL SHOOK UP

Billy Joel

AM I THE SAME GIRL

Swingout Sister

HUNGER STRIKE

Temple Of The Dog

JEREMY

Pearl Jam

BANG ON

Rik Emmett

LAYLA

Eric Clapton

BREAKING THE GIRL

Red Hot Chili Peppers

ONCE IN A LIFETIME

Love & Sas

**GUNS N’ ROSES**

Use Your Illusion I

2 UNLIMITED

Get Ready

DANCE MIX’92

Various Artists

JOE SATRIANI

The Extremist

GUNS N’ ROSES

Use Your Illusion II

TLC

Oooh... On The TLC Tip

SHABBA RANKS

Rough N’ Ready

SHAKESPEAR’S SISTER

Hormonally Yours

HONEYMOON IN VEGAS

Soundtrack

ROGER DALTREY

Rocks In The Head

**LIVIN’ IN THE 90S**

Barney Bentall

START THE CAR

Jude Cole

DEEP KISS

Mitsou

HOT FUN IN THE SUMMERTIME

The Beach Boys

SHAKING

Infidels

**BIG, BAD & GROOVY**

Bootsauce

END OF THE ROAD

Boyz II Men

REAL LOVE

Slaughter

**No. 1 ALBUM**

BARENaked LADIES

Gordon

Sire/Reprise - CD-26955-P

**ALBUM PICK**

PATTY SMYTH

Patty Smyth

MCA - MCASD-10633-J

**HIT ADDS**

THE ONE

Elton John

MCA

**No. 1 HIT**

DIGGING IN THE DIRT

Peter Gabriel

**HIT PICK**

NO ONE ELSE ON EARTH

Wynonna

NEXT THING SMOKIN’

Joe Diffie

LORD HAVE MERCY

ON THE WORKING MAN

Travis Tritt

IF I DIDN’T HAVE YOU

Randy Travis

MOTHER’S EYES

Matthews, Wright & King

KEEP ON WALKIN’

Mike Reid

IF THERE HADN’T BEEN YOU

Billy Dean

ALL I NEED

Kenny Hess & Darlara Moffatt

Tim Taylor has won awards for his songwriting and his work with wife, Anita Perras. Now, after releasing his debut Savannah Music album, Big Plans, he hopes his solo performing career will bring him further acclaim.

- Page 7
A&A's credit line doubled to increase inventories

A&A Music and Entertainment Inc. should have enough stock to see it through the Christmas season after recently negotiating a doubling of its credit line.

A&A’s line of credit had been $7 million, but is now up to $14 million. Toronto’s Lincoln Capital Corp., partial owners of the home entertainment chain, has guaranteed up to $2 million of the credit line. Securing the bank financing was aided in part by a July deal in which A&A obtained $2.5 million in financing from a numbered company controlled by three Lincoln directors. That move reduced Lincoln’s ownership to 36 per cent and gave the numbered company a 51 per cent stake in A&A.

Lincoln also owns a 25 per cent share of Pioneer-Cango Petroleums, but A&A is considered the company’s most important asset. For the three months ended May 31, Lincoln reported a net loss of $2.1 million on revenues of $11.6 million. Almost all of the revenue was from the company’s investment in A&A.

Lincoln took over A&A in April, 1991 after the chain’s previous owner, Sound Insight Ltd., went bankrupt in January of that year and collapsed under $60 million in debt from rapid expansion. But because suppliers lost millions of dollars when A&A originally folded, they have been reluctant to extend credit for stock, making it difficult for the chain to maintain adequate inventories.

In May, A&A presented a business plan to Lincoln which called for inventory levels that would both drive sales towards 1992’s target amount and give the owners an acceptable return on their equity. The recent deal is expected to do just that, says Dan Whitt, president and chief operating officer of A&A. “Because we’re basically paying cash for our product and have been since April of 1991, with very limited terms, we were not able to inventory our stores properly.

“By not having inventory, sales weren’t there. And when sales aren’t there, profits don’t measure up to what you expect. But the good news is, if that’s your main problem, then that’s a fixable problem. And we’ve got the tools to fix it with now.”

Restocking of the stores is expected to be complete by mid-September and the installation of a new computer system that will allow inventory to be managed from the head office is also nearing completion.

In June, A&A closed six of its seven street front, freestanding stores and Whitt credits the moves for eliminating a drain on the company. There are 140 stores located in malls and those locations are where the company will primarily focus its attention in the future, despite a recent article in Billboard headlined, Music Sales Shrinking From Mail To Freestanding Stores.

Whitt obviously disagrees with the headline. “If you’ve got an achievable marketing plan, good inventory, prompt replenishment of stock and you’re reasonably priced, then I think you can do business in either a street front store or a mall.

“We’re not excluding any freestanding locations. If another opportunity came along that was freestanding, we’d take a look at it and, if it made sense, we’d open that store.”

Whitt had just returned from last week’s “successful” meeting of sales managers from across the country, and he was impressed by the attitudes of the major labels toward the chain.

“We were very encouraged by the amount of support we got from the labels, in both attending our meeting and in giving us the information about their new releases, and just being supportive. It was a welcomed feeling to have that team effort displayed by the labels.”

Guns N' Roses fans seek class action against DKD

It still has not been decided whether a class-action suit launched against concert promoter Donald K. Donald Productions and Olympic Stadium officials for breach of contract will be allowed to proceed.

During a recent concert at the Montreal stadium by Guns N' Roses, the band’s lead singer, Axl Rose, reportedly gave the finger to his audience after 55 minutes on stage, and told them to get a refund. DKD has not offered a refund to ticket holders, which prompted the petitioning of the court. The show, including Faith No More’s 55 minutes, 75 minutes by Metallica, and the 55 minutes by Guns N' Roses, clocked in at just over three hours.

Apparently there was no on-stage time specified in the Guns N' Roses contract. They have been known to perform for an hour-and-a-half up to three hours, but contractually, they weren’t obligated or locked into an on-stage time for this particular date. Rose has built his popularity, at least in part, on being unpredictable.

As one observer pointed out, as presenters of concerts, promoters aren’t involved in the artistic production of the show.

There have been other artists who have angered fans in Montreal. The 55-minute concert by Harry Connick Jr. at Place Des Arts and the 62-minute performance by Cher were denounced as being too short, while the three-hour concert by Bruce Springsteen was criticized as being too long.

Since the court has not yet made its decision, no one at DKD’s offices would offer any comment. It’s not believed, however, that Rose’s comment of “get a refund” prompted him to return any money to the promoter.

Quite often, promoters come under fire for their profit-motivated and bullying tactics, much of which could be eased with a little public relations and openness to the press. The profit margin for concerts by superstar acts is known to be very slim. It has been estimated that the Guns N’ Roses concert grossed $1.9 million, but expenses were more than $1.7 million.

Adams cancels free Labour Day concert

The proposed free Bryan Adams concert to be held at Vancouver’s Stanley Park on Labour Day has now been officially cancelled after the Vancouver parks board refused a demand by Adams’ manager, Bruce Allen, to lift an administration deadline in the proposed free concert.

According to A&A executives, the proposed free concert would have been financially unviable without the free admission, and that would both drive sales towards 1992’s target amount and give the owners an acceptable return on their equity. The recent deal is expected to do just that, says Dan Whitt, president and chief operating officer of A&A. “Because we’re basically paying cash for our product and have been since April of 1991, with very limited terms, we were not able to inventory our stores properly.

“By not having inventory, sales weren’t there. And when sales aren’t there, profits don’t measure up to what you expect. But the good news is, if that’s your main problem, then that’s a fixable problem. And we’ve got the tools to fix it with now.”

Keith James to take over Rawlco's Toronto station

There is nothing official at press time, but it has been strongly rumoured that Keith James will exit his post of general manager of 820 CHAM Country in Hamilton to take over similar duties at Rawlco’s soon-to-go-on-the-air FM country stereo station in Toronto.

Sources close to the Hamilton operation expect the transfer will take place over the next two weeks.

With the CRTC shelving the much sought after old CKO frequency, which Rawlco had hoped to save for its as yet non-operational Toronto frequency, it’s expected the western-based group will be serving the Toronto market with FM stereo country before the end of the year.

Randy Lennox, MCA Canada’s vice-president of sales, presents a platinum award to Elton John for sales exceeding 100,000 units on his album, The One, before his Aug. 19 show at Toronto’s Exhibition Stadium.
Canadian unity tackled by new single recording

A lot of songwriters produced songs to celebrate Canada’s 125th birthday earlier this year, and now another song has been written to promote national unity. There’s a difference with this one, though. The composer is a banker.

Duaine Hamilton of Belleville, Ont. was watching the nightly news last November when he asked himself, “What in the world is wrong with this country?” He immediately sat down and put his answer into a song. Twenty minutes later, the first draft of What’s Wrong With Canada Today was completed.

Soon after, Hamilton was inspired to write a second song, Canada For Me, which he hoped would unify Canadians.

Canadian acts to perform at European showcases

Canadian acts will receive international exposure at three upcoming European showcases.

Toronto’s Acid Test, Rail T.E.C. and Teknicolor Raincoats will join Halifax’s Sloan for a Sept. 14 bill at the University of Manchester in England.

London’s Marquee Club will host Tribal Son, Box Meat Revolution, Waiting For Jane, The Stomp, Slayed Angel and Morbidex on Oct. 4. Tickets are to resemble Canadian passports and Canadian beer will be available.

Rita Chiarelli and Long John Baldry have been invited to Berlin’s fifth annual Independent Days music festival from Oct. 26-29. Additional Canadian acts may also be invited.

CRTC accolades and licence renewal to YTV

The CRTC has granted a full seven-year renewal of YTV’s licence for its national English-language specialty service.

The commission also gave approval for a one-time rate increase in YTV’s anglophone and francophone markets (Decision CRTC 92-571). The new licence term is effective from Sept. 1, 1992 to Aug. 31, 1999.

In announcing the renewal, CRTC chairman Keith Spicer pointed out that “YTV’s diverse line-up of programming is one of the Canadian broadcasting system’s real success stories, offering Canadian youth an important alternative designed to meet their specific interests and needs.”

Spicer also pointed to the off-screen contribution YTV is making to the country through its Youth Achievement Awards and other programs that recognize and support young Canadians. “It is an excellent example of the valuable impact television can have when it is used as a positive force in our society.”

Through the CRTC decision, YTV is granted a one-time wholesale rate increase of three cents in anglophone markets and one cent in francophone markets, bringing the maximum allowable rates to 35 cents and 9 cents respectively. The rate increases will be effective Jan. 1, 1993.

Sphere Clown Band beefs up tour schedule

Toronto-based Sphere Clown Band, one of the most active and popular in the field of children’s recordings, is currently featured on Kids’ World Stage daily at Toronto’s CNE.

The band also boasts a gold record, rare in the field of children’s recordings. The gold award, for their second album called Sharing, was presented to the band by Bob Dawson of Western Publishing, who made the presentation on June 24 at Ontario Place’s Festival Stage.

On hand to accept the award were band members Bumper (John Erlendson), Patty (Patricia Silver), Gizmo (Allan Baedak), Pookey (Larry Potter), and John Michael Erlendson, son of Patty and Bumper, who guested on the album.

The band is also set for an appearance on the Jerry Lewis Telethon on Sept. 7, followed by the Orillia Fair (12-13), the Brampton Fair (18-19), and the KidStreet Stage of Word On The Street in Toronto (27).

They are currently on release with their third album, Kid Stuff, distributed through Whitman Golden.

Riedeau and Pyton make changes at Shorewood

Anna Pyton has been appointed sales manager for Shorewood’s Montreal office.

Pyton has been employed by Les Emballages Shorewood for 13 years as a clerk and sales service co-ordinator. She takes over the position relinquished by Richard Riendeau, who takes the first step in his planned retirement. After 15 years with Shorewood and a total of 40 years in Canada’s recording industry with Capitol and London, Riendeau becomes an account executive with Shorewood on a three-day a week basis until 1993, when he will officially retire.

The Riendeau name, however, won’t retire with Dick. From the same family, Francois Riendeau takes on the position of sales service co-ordinator for Les Emballages Shorewood. He brings 15 years experience in management at music retail to his new position, and he recently completed his MBA studies. He will be Pyton’s assistant and co-ordinator of the Montreal office.

Siberry with Brian Eno In Westbury Studios.

RPM - September 5, 1992 - 3
with Elvira Caprese

Gino's list still unchallenged . . . ! When it comes to having a handle on the beautiful, the powerful, and the media-attracted people of Toronto, there's no better list than Gino Empy's. Who would come out to a noonday birthday party for a Toronto restaurateur? The beautiful, the powerful and the media-attracted people . . . that's who. The occasion was to celebrate the 71st birthday of Shoppy's Delicatesen, and the 70th birthday of Izzy Shopowitz, the youngest son of his late parental founders Harry and Jenny Shopowitz, who does the greetin' and seatin' at the new location across from the O'Keefe Centre. Gino had them all there. The former mayors -- Allan Lamport and Phil Givens -- and the former mayor himself, Paul Godfrey. But not the shadow mayor of Toronto, whoever she is. Even Barrys Bay's favourite son, Gary Dunford, dropped by. Also very visible was Sarah Waxman with hubby Al in tow, and Dusty Cohl, Louise Jannetta, Martin Onrot, David Garrick, Bob Hall, Jeremy Brown, Al Dubin, Reg Bovaird, Stan Klees, Mike Foley, George Cohen, all the little Shopowitz's, including Karen who used to work for RPM, and wait . . . Bill Ballard. (EC: Not THE Bill Ballard . . . ?)

A bed and breakfast deal . . . ? Have you heard about Hawkstone Manor, the palatial digs of one Ronnie Hawkins? Seven bedrooms yet with maid's quarters, and two cottages all on 198 acres of rolling hills on Stoney Lake. (EC: Sounds like it's for rent !). It's for rent. Not really, but Ronnie and Wanda want to share their beauty spot with travellers. They're offering a bed and breakfast deal. Gino Empy tells me they'll have two suites and eight singles available. Sounds like a great location for R&R. That is, if Ronnie isn't there, of course. (EC: I'll always remember Ronnie's famous lines: "It's Friday night, let's get drunk and let's rock 'n roll . . .")

Keith James to the rescue . . . I could be that Rawlco can capture the Toronto market unscathed, in spite of all the posturing that's been going on since they landed on, what turned out to be, the unsuccessful 99.5 frequency. Keith James will head the station as general manager, and if he does for the new FM country stereo station what he did for 820 CHAM Country in Hamilton, then Canada's largest market will be counterfeited in no time. The call letters for the new station haven't been revealed, but apparently there's a flurry of excitement in pushing to have the station on the air by mid or the end of November. (EC: Country keeps going, and going, and going . . .)

Michael Crawford's a showstopper!!! I thought I was in for a boring symphony orchestra-type of evening with Michael Crawford and the music of Andrew Lloyd Webber. Nothing could be further from the truth. Although he was suffering from a throat problem, the 50-year-old Crawford, who created the title role in The Phantom of the Opera, was vocally impeccable. Granted, the audience was pre-sold, but Crawford didn't rest on his fan base. He projected into the very eaves of the O'Keefe Centre, which brought the audience to its feet on too many occasions. He's there until Aug. 30, which isn't too long to run here. He's not bad. I can recommend him as a writer for a trade, but not this one. (EC: There's another one . . . ?)
Lollapalooza reflects new youth listening patterns

by Steve McLean

The Lollapalooza '92 travelling rock and roll circus has now left its two Canadian stops behind but, for radio's sake, the impression these shows left should be a lasting one.

More than 30,000 fans attended at Vancouver's Thunderbird Stadium and the same number attended at Molson Park in Barrie. The Barrie show sold out in a matter of hours and twice as many tickets probably could have been sold if the event was at a larger venue.

And what kind of groups were attracting all this attention? It wasn't Bruce Springsteen or Paula Abdul. Instead there was the atmospheric guitar sound of Lush, the heavy yet melodic Pearl Jam, the feedback-laden Jesus And Mary Chain, the aggressive grunge rock of Soundgarden, the controversial gangster rap of Ice Cube, the wailing wall of industrial noise of Ministry, and the sex-drenched funk-rap of the Red Hot Chili Peppers. Not exactly household names, are they? Well, maybe not yet.

Sure the Chili Peppers had a monster hit with the beautiful ballad, Under The Bridge, but I wonder how many people bought the Blood Sugar Sex Magik album after just hearing that song and then almost had heart failure when they listened to the rest of the incendiary, hard-pumping tracks. Aside from that one song, the Chili Peppers haven't received that much airplay. Not enough to propel the album to No. 1 on the RPM 100 Albums chart and to being just a stone's throw away from triple-platinum status, anyways. But that's exactly what's happened.

Admittedly, the Chili Peppers were the headliners of the show. But let's take a look at the other acts that were on the bill and the response they've been getting in the marketplace. Epic/Sony reps were at Lollapalooza to give Pearl Jam a platinum album for surpassing 100,000 units sold for their Top 5 album, Ten. Soundgarden has sold in excess of 60,000 copies of their Badmotorfinger album in Canada, giving our home and native land the distinction of being the first country in the world to take the album to gold status. Ministry has sold almost 35,000 copies of their aka Psalm 69 album in just a month. The sales figures for Jesus And Mary Chain and Lush fall short of the above groups but are still consistent and respectable enough, considering they've been labelled "alternative" acts.

These groups are now selling even more because of the interest generated by Lollapalooza. But commercial radio doesn't seem to have caught on yet.

We can take this even further. Temple Of The Dog, a band made up of members from Pearl Jam and Soundgarden, released a self-titled album in April, 1991 which did very little. But with the current success of its two constituent bands, it has rocketed onto the charts. In just four weeks it has vaulted from No. 88 to No. 35 to No. 24 to No. 14 on the Albums chart. The soundtrack from the upcoming film Singles recently entered the chart at No. 47. Who's on the soundtrack? The two above-mentioned bands and such other new, cutting-edge acts as Alice In Chains, Mudhoney, Screaming Trees, and smashing Pumpkins.

Groups like Megadeth, Faith No More, Sonic Youth, Dantzig and Suicidal Tendencies have all enjoyed underground success and are now making dents on the charts -- also without any significant commercial airplay.

And who were the 30,000 people who came to dance, become entranced and lose their pants (I swear this happened to a few people) at Molson Park? There was a handful of 30-somethings but, by an overwhelming margin, the demographics fell into the 13-24 range. In fact, Clearasil was dousing it out with sun tan lotion and pot smoke for the title of most predominant odor of the day. And it wasn't any one youth culture segment that accounted for the flailing bodies in the mosh pit in front of the stage or the more relaxed subdudes lying on blankets hundreds of feet back.

There were punks, hippies, skateboarders, skinheads, suburban yuppies, long hairs, freaks, metal heads, bikers ... and just plain, old curious high school kids who just may have felt like relishing their freedom and rebelling for a day by getting a temporary tattoo or having their hair shaved or briddled. Why? Simply because -- at Lollapalooza -- they could.

And despite buying tickets that cost almost $30, these kids still had money left over to buy lots of food, drinks, clothes, arts, crafts and the obligatory souvenir concert T-shirt of their favourite band. More than a couple were even spotted with T-shirts from half-a-dozen of the acts. Despite the recession, there still seems to be a lot of disposable income among today's teens. Advertisers, take note.

Finally, one of the more surprising occurrences of Lollapalooza was the crowd's response to Ice Cube. Here was an almost entirely white Canadian audience jumping up and down, chanting and dancing to an often profane inner-city African-American rapper whose latest album, Death Certificate, isn't even available in Canada.

All of this just happened to occur on the same day that Warner Music announced that it would release Ice-T's Body Count album in Canada without the controversial song, Cop Killer. The debate about that song's contents and artistic merits is sure to rage on, but it can't be denied that Soundgarden drew a frenzied cheer when they performed the song whose latest album, Death Certificate, isn't even available in Canada.

For Those About To Rave, We Salute You.

Chris Sheppard adds club clout to Dance 108

Chris Sheppard, affectionately known as the King of the Clubs, will bring his legion of fans to Dance 108 Burlington/Hamilton, the little station that keeps growing and growing and growing.

Sheppard, who gained much of his popularity not only at the club level but through seven years at CFNY, joins Lee Carter in leaving the station because of new programming directives from CFNY's new management.

Sheppard is the latest jock to leave the Toronto station for Dance 108. Skot Turner recently joined the station as assistant program director and music director. He will be on the air in September. Ironically, Sheppard and Turner were regarded as the two most successful on-air personalities at CFNY. They both had #1 shows in the Toronto market.

Sheppard will be heard Friday and Saturday evenings beginning Sept. 18, shortly after he returns from Manchester, England, where he will take part in a music festival. Sheppard has also been busy on the recording scene. He was the collaborator behind the successful techno compilations, Techno Trip 1 and 2 (Sheppard's Revenge) on Quality Records.

A third in the series, Sheppard's Tripping Again, is scheduled for a September release. He will also shortly release an album of his own material under the moniker of BKS titled For Those About To Rave, We Salute You.

Traditionally teen-oriented CHR stations on AM radio are threatening to go the way of fruit-flavoured potato chips because of low ratings, yet they still pour thousands of dollars into the pockets of middle-aged consultants who they hope can rescue them. Wouldn't it be cheaper and easier to just take a step back and take a look at what's happening in the marketplace? If they're already down, why not take a chance? This doesn't have to mean a total revamping of formats, just widening playlists a bit would be a start.

BMG Music appointments for Valade and Williams

BMG Music Canada has appointed two new vice-presidents.

Ray Valade has been named vice-president of operations services. He will oversee all activities in production inventory control, marketing services, national distribution, quality control and special distribution. Valade joined RCA in Smith Falls in 1954 and moved to Toronto in 1972 where he has held three positions, the most recent being director of operations services.

Tim Williams has been named vice-president of national sales. He joined RCA in 1977 as a sales and promotions representative in Winnipeg. Since then he has worked in Calgary and Toronto and has made his way up the ranks to his most recent position of director of national sales.
Canada's Only National 100 Hit Tracks Survey

Achy Breaky Heart

Billy Ray Cyrus - Some Gave All

Memory-11:01 (PolyGram comp. early June-Q)

Teardrop

Hood Monkey - In The Running

East West U.K. - 75306 (Warner comp. # 143-P)

Love Vibe

Last Loughedh - World Wide

Warner-75451 (Warner comp. # 139-P)

Falling Angels

Buffy Sainte-Marie - Collected & Lively Stories

Chrysalis-21911 (Capitol comp. # 19/92)-F

Cry (If You Want To)

Papillon-21961 (Capitol comp. # 149-P)

Once In A Lifetime

Love & Soul - Don't Change

RCA-9162 1012 (PolyGram comp. # 149-P)

Keep On Movin'

Ce Ce Peniston - Finally

AMA-75301 53791 (AMA comp. # 592-Q)

2001

Melissa Etheridge - Never Enough

Island-510 120 121 131 (BMG comp. # 552-Q)

Warm It Up

Kiss Kiss - Totally Kissed Out

Columbia-47054 (Sony comp. # 45-H)

Hold On My Heart

Genesis - We Can't Dance

Atlantic-82344 (Warner comp. # 145-P)

Love Is Alive

Joe Coolie - Night Calls

Bryan Adams - Waking Up The Neighbours

Columbia-52473 (Sony comp. # 1)-H

Perfectly Groovy

171-77 (Sony comp. # 45)-H

Ninna - Nothing Better But My Heart

Celine Dion - Celine Dion

Columbia-50497 (Sony comp. # 1)-J

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The One

Elen John - Tha Ooo

Columbia-1041 (Sony comp. # 1)-H

Hurtin' Around

Bobby Brown - Bobby

MCA-1041A 610 630 (PolyGram comp. early June-Q)

Come To Me

Bonnie Raitt - Luck Of The Draw

Warner Bros-111 (Capitol comp. # 143-P)

A Penny More

Skyhooks - Radio Liscio

Pre-00102 (PolyGram comp. simple)

My Destiny

Lionel Richie - Dancing On The Front

MCA-668 303 (PolyGram comp. early August-Q)

Call Me

Sue B. Haggard - Tongues & Tails

Columbia-47057 (Sony comp. # 1)-H

A Good Stuf

B-Boy - Count Out

Epic-80173 (Promo CD single)-H

Sent By Angels

Angels & Angels - DGG-04486 (MCA comp. # 139-J)

White Lies/Black Truth

Steely Dan - The Royal

Capital-93115 (Capitol comp. # 149-F)

Is It Really Love

Dan Zanes & Dance Of

Quasi-2001 (PolyGram comp. simple)

In The Mood

Sherron Smith - Hearing You

Atlantic-82394 (PolyGram comp. # 124-Q)

Walk On Broken Glass

Paul McCartney - Hey Jude

Motown-374 636 320 (PolyGram comp. early Aug/92)-0

In Your Eyes

George Michael - Red Hot & Dance

Columbia-52950 (Sony comp. # 45-H)

Give Him Something He Can Feel

En Vogue - Family Affair

Columbia-30721 (Warner comp. # 140-J)

Jesus Knows Me

Genesis - We Can't Dance

Atlantic-82344 (Warner comp. # 145-P)

Walking On Broken Glass

Anne Lennox - Diva

Atlantic-82394 (PolyGram comp. # 124-Q)

Not Enough Time

Toad The Wet Sprocket - Fear

MCA-510 241 (PolyGram comp. early Aug. 92)-Q

Voice Of A Woman

SueDee - Inside Out

Mercury-314 527 (PolyGram comp. # 149-J)

We Got To Come

Glenn Frey - Streetlife

MCA-10599 (MCA comp. # 112-J)

Mad Mad World

Tom Cochrane - Mad Mad World

Capitol-93772 (Capitol comp. # 198-F)

How Do You Do

Sara Jones - Running

Arista-51964 (Capitol comp. # 198-F)

I've Got Mine

Glenn Frey - Streetlife

MCA-10599 (MCA comp. # 112-J)

In Your Eyes

Leslie Sloane Trew - Book Of Rejection

Capitol-5066 (Capitol comp. # 88-F)

Baby When I Call Your Name

Supreme - 3022-1 (Capitol comp. # 198-F)

Love & War

Barry Manilow - B-E-A-U-T-I-F-U-L

Columbia-52950 (Sony comp. # 1)-H

Move This

Techno_cats - Pump It Up

Columbia-52790 (Sony comp. # 45-H)

Hit Tracks & Where To Find Them

SONY MUSIC

POLYGRAM

WEA

WARNER MUSIC

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Q

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P

SAKSON

POLYGRAM

WEA

WARNER MUSIC

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COVER STORY - by Steve McLean

Big Plans for Tim Taylor’s Savannah Music release

Tim Taylor may still be best-known to country fans as Anita Perras’ duet partner and husband, but he has Big Plans for a solo career, too. Tim and Anita Perras released three albums together and were named Duo of the Year for consecutive times at the Canadian Country Music Association (CCMA) Awards. Taylor also wrote One Smokey Rose for Perras and the song was named both Single of the Year and Song of the Year by the CCMA in 1988.

But despite their success as a duo, the two decided to split up their recording relationship and pursue their own individual musical styles by launching solo careers. Taylor independently released Farewell Ave., a collection of singles that he consolidated into one album, in 1990. And this spring he released Big Plans on the Savannah Music label, which is distributed by Warner Music Canada.

Taylor wrote or co-wrote all 10 songs on Big Plans, nine of them within a 15-month period which also saw him arrange, record and produce the album in Nashville with the help of engineer Mike Bridges and a group of session players. The influence of late-’50s and early-’60s country and rockabilly is stamped all over the album. “It’s a contemporary country based on a little bit of that flavour,” Taylor says.

The first single from the album, Look Who’s Loving You, peaked at No. 21 on the RPM 100 Country Tracks chart and currently sits at No. 22. The follow-up, Wild One, has just been released. Taylor thinks there are five potential singles on the album. “I hope each time a single goes out it will spark interest,” he says.

Taylor hasn’t made videos for the first two singles but tentative plans are in the works for two songs, No Better Than This and We Were Fallin’, which he feels lend themselves well to the medium.

Since he does have a distinctive style, Taylor decided to produce Big Plans himself because he knew the kind of sound he wanted on the album. While he enjoyed the experience, producing others isn’t a priority for him. “I don’t have aspirations to produce a lot of people. I’d rather concentrate on singing and songwriting.”

“Performing and writing are of equal importance. Writing is more like work. You sit down and do it and then when it’s finished there’s a lot of satisfaction in it. But when you perform it’s immediate.”

The 40-year-old has been doing a lot of writing lately, including some with other songwriters, though none of the songs have been demoded or pitched to anyone yet. “I’d like to get more material to other artists because I really haven’t done too much of that in the past,” Taylor says.

Taylor has been playing dates at festivals and clubs in southern Ontario this summer but he would welcome the opportunity to tour on a larger scale to raise his profile among country fans.

That public exposure could also be helped if a planned Savannah Christmas album materializes later this year. Taylor has a song written, recorded and ready to go for the project.

More country customers a priority at HMV

HMV has launched a major campaign to bring a greater prominence to country music with its stores in English Canada.

Toronto’s Yonge Street superstore has even opened its doors to country showcases and autograph sessions. Says HMV president Paul Alofs, “I think the move to country is a trend, not a fad. A fad is something that comes and goes very quickly. A trend is something that’s with us for a long time.”

“Think the growth and interest in country will be with us for a very long time.”

HMV’s campaign is to get more people, who traditionally have been buying through mail order, into the stores. “We have to merchandise and make our stores more customer friendly for those country fans. We also have an opportunity to expand our range and selection as we move out of cassettes and look for more good things to put in the stores. Expanding the catalogue is something HMV will definitely be doing. The range in selection of back catalogue now in the country area is getting much improved.”

Alofs also pointed out that the HMV stores in the west, where country sales have been good, have their own in-store 1 through 10 charts, which he hopes to expand across the rest of the chain.

The new breed of young country artist and their message songs have become very important during these recessionary times. “They’ve captured the people’s imagination with their songs. People can relate to the lyrics, which are interesting and involving and they grab people’s hearts. They’re just good songs.

“Country artists are dealing with issues in their song material they never dealt with before: wife abuse, domestic violence. Their songs are relevant today, and to a younger audience.”

With the move toward more recognition of country music, sparked by the phenomenal U.S. success of Garth Brooks and, more recently, Billy Ray Cyrus, Alofs views this as a vehicle toward more recognition for Canadian country artists.

“Michelle Wright is an affluent Canadian treasure. The country-influenced bands like Blue Rodeo, Prairie Oyster and Cowboy Junkies are, in turn, influencing another group of bands like the Skydiggers and others that are coming along in the next generation.”

“I firmly believe that country music is going to be an important and very influencing factor in the music we’ll be hearing in the future. Retailers should be paying particular attention to the opportunities that country music can offer at the retail level.”

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THE INDEPENDENT SPECIALISTS
Sony Kids’ Music launched in Canada

Celine Dion and Bruce Springsteen may attract the baby boomers to Sony Music Canada, but now the company wants to cater to their children, too.

Sony Kids’ Music and Sony Kids’ Video aim to entertain and educate both children and their parents. “We’re focusing on the family,” says Therese Garnett, associate product manager of special marketing for Sony.

“It’s not only the children, but the parents as well. I think people are starting to realize that the family core is very important.”

Sony’s New York City offices started Kids’ Music just over a year ago, while Canadians have gotten involved in the pass six months. There are more than a dozen new titles out and Garnett is aiming for a catalogue of 40 titles by the end of the year.

Initial releases on the Kids’ Music label have come from such artists as Tom Chapin, Dan Crow, Tom Paxton, Kevin Roth, Rory, Lois Young, and Pete Seeger. Sony will also re-issuing catalogue material from its roster of front-line talent. Artists including Gloria Estefan, Roseanne Cash and Mary-Chapin Carpenter have contributed to a compilation of lullabies. Another album featuring material by Billy Joel, Bruce Springsteen, James Taylor and others is scheduled to be re-issued within the next couple of months.

Sales have been encouraging so far and Garnett says, “It’s a market that’s growing. There is a market out there that really has not been tapped to its fullest degree.”

So far, Sony has hired a publicist and sent out press kits to attract attention to Kids’ Music. The company is also planning retail promotions and organizing tours of the label’s artists. A large advertising campaign will be launched after the catalogue is built up a bit more.

“Children’s music is important and it’s something to be taken seriously,” Garnett says. Sony also distributes Oak Street Music, the home of popular children’s entertainer, Fred Penner.

The audio and video titles will be available through a variety of retail channels, including national and independent music and video retailers, book stores and toy stores.

Barbara Fogler boosts Elephant PR image

Barbara Fogler has been appointed publicist of Elephant Records. The appointment was announced by Steve McNie, who himself joined the Sharon, Lois and Bram organization just recently as marketing director.

Fogler’s first major chore will be the mounting of “an aggressive publicity stance” for Sharon, Lois & Bram’s upcoming season. A priority for Fogler will be a major promotion push for the trio’s first ever made for home video, Sing A to Z, plus a greatest hits audio collection of 31 favourite songs, entitled Great Big Hits. Over its 14 year career, the trio has released 10 albums, which collectively have sold more than 2.3 million copies in North America, of which 1.3 million were sold in Canada.

Both releases, to be distributed by A&M, will be supported by the most ambitious tour ever mounted by the trio. They have been confirmed for 36 concerts in 17 cities.

After an appearance at Vancouver’s PNE on Aug. 31, they will officially begin their tour on Nov. 5 at the Winnipeg Concert Hall, followed by Regina’s Centre of the Arts (6), Saskatoon Place (7), Edmonton’s Jubilee Auditorium (9-10), The Corral in Calgary (11), Kelowna’s Memorial Arena (14), the Riverside Coliseum in Kamloops (15), Victoria’s Royal Theatre (16), Vancouver’s Orpheum Theatre (17), Toronto’s Massey Hall (21-22), Montreal’s Theatre St. Denis (29), Hamilton Place (Dec. 1-2), Ottawa’s National Arts Centre (5-6), the Moncton Coliseum (8), the Halifax Metro Centre (9), and London’s Alumni Hall (Jan. 24).

McNie, no stranger to the promotion and publicity which is paramount with the Sharon, Lois & Bram organization, says, “Publicity plays a major part in our plans. We’re going for synergy. The hits album, the new video and our tour combine to present some exceptional opportunities that put the number of impressions we’ll make into the millions.”

Fogler will be concentrating on feature coverage in not only the visible media, but will also be targeting 1,200 community newspapers “where family values are a particularly strong focus.”

Mackey and Q’s Vendetta host YTV’s Rock’N Talk

Janis Mackey and Joey Vendetta have been named co-hosts of YTV’s Rock’N Talk entertainment and news magazine show.

The new season begins Sept. 7 with weekday updates on entertainment news, music and interviews, as well as reviews of current movies, albums, and fashion trends.

Mackey is already known to YTV viewers as one of its more popular program jockeys. A native of Owen Sound, Ont., Mackey joined YTV after being chosen from 450 applicants to host a new video/talk show called Rec Room in 1989.

Vendetta, recently appointed program director of Toronto’s Q107, is no stranger to the Rock’N Talk series, having been a regular contributor over the past two years.

Also joining the Rock’N Talk team as a field reporter based in Toronto is Marrett Green. A graduate of broadcasting at Ottawa’s Algonquin College, Marrett was awarded the CHEZ 106 FM Best On-Air Performance Award of 1992.

The first segment of the new series begins with an interview with Blue Rodeo and a profile of actor Nicholas Cage of Honeymoon in Vegas. Acosta/Russell are on tap along with Barenaked Ladies for Sept. 8, with a profile of actress Sarah Jessica Parker of L.A. Story and Honeymoon in Vegas on the 9th.

The hosts look at the alternative band/tour event Lollapalooza on the 10th and a behind-the-scenes look at YTV’s Swans Crossing series. The week’s wrap (11) features a visit to Winnipeg’s Sunfest Festival with Tom Cochrane, Colin James, Sue Medley, 54-40, and more. There will also be a feature on the movie Bob Roberts starring Tim Robbins.

Rock’N Talk is currently searching for stringers to file reports from cities across Canada. For further information contact YTV’s Ruth Dyer at 416-534-1191.

Atlantica to distribute Denon in the Maritimes

Lloyd Nishimura, manager of Denon’s Music Division, has announced the appointment of Atlantica Music as representative for the Maritime provinces for all Denon distributed music products.

Atlantica Music is considered the leading independent distributor in the Maritimes. The Halifax-based firm has been instrumental in the success of Lennie Gallant, Denis Ryan, Wayne Rostad and The Gospel Heirs.

In making the announcement, Nishimura stressed that “the challenge of matching Denon Canada’s sales growth in the rest of the country can now be met with sales representation by Atlantica Music.”

Nishimura also revealed an impressive lineup of local releases from Atlantica Music “that reflect the marketplace of the Maritimes.” These projects include The Colour Of Amber by Anita Best and Pamela Morgan and a new release by Acadian fiddler Emile Benoit “which will be important cornerstones for establishing Denon Canada’s credentials in the territory.”
He’s been a Superstar for nearly thirty years, yet he’s never been hotter or his influence more pervasive than now.

His MTV Unplugged special from earlier this year was a sensation, mixing traditional blues with his own compositions in an acoustic setting to stunning effect.

By popular demand Eric Clapton Unplugged is now available commercially on compact disc, cassette and video, featuring his recent top five single “Tears In Heaven” and of course “Layla” - the “new” single already blowing out phones nationally.

Produced by Russ Titleman
LESLEY SPIT TREECO

Rock of Rejection
Capitol-EMI 99646-F

The eagerly awaited second album from this band shouldn't disappoint old fans and could gain the group new ones. This album is, at different times, both harder and softer than the 1990 debut, Don't Cry Too Hard. The lead track, Angry Lifeline, lives up to its title, while Happy is a sarcastic song the band provided when they recorded a company requested an upbeat song for the album. River Through My Fire and Sometimes I Wish are two more that say it like it is. Say includes strong lyrics about hypocrisy in society. Little Dog combines soothing harmonies with driving rock and roll and also features a cameo by the Treecoe's dog. Tag, She's A Slut's title will probably keep it off the radio but its a seething rocker that allows guitarists Pat Langer and Jack Nicholson to show off their guitar skills. However, it's the voice of Laura Hubert which makes this band stand out. What accentuates the country infections in Hubert's powerful voice and her rounded tones effectively complement Randy Bachman as he guests on lead guitar on the first single, In Your Eyes. The mid-tempo ballad was the biggest mover on the RPM 100 hit charts last chart, vaulting from No. 78 to No. 32 in its second week. Book of Rejection was produced by Chris Woodman and recorded and mixed by Joe Hardy. This album should be displayed prominently at all retail outlets, but it will get a big push at Sam's since the guest keyboardist is none other than Jason Sniderman. - SM

T BONE BURNETT

Folk/ Rock
 yönetim. The Country Universe's First Hit
Virgin - V2-86390-0

Burnett hasn't released a solo album for a few years because he's been too busy producing other artists, but this disc proves that he's lost none of his songwriting skills during his recording hiatus. Burnett has some impressive musicians playing with him here, including Jim Keltner, Van Dyke Parks, Jerry Schaff and Marc Ribot. The instrumentation is primarily acoustic and the arrangements are quite sparse, but the simplicity of the album is its shining point. Evan Burnett's voice, which is at times pretty thin, fits in well with the material. Songs to listen for include Over You, Tear This Building Down, Humans From Earth, Primitives, Any Time At All, and The Long Time Now. Also of note is It's Not Too Late, which Burnett provided when the band's producer Bob Neuwirth, and long-time Burnett cohort, Declan MacManus (Euras Costello), But despite these three writers, the songs sounding like something Kurt Weil might have produced back in his heyday. - SM

P.J.JACKSON

Country
Stony Plain - SPCD-1178-P

The elusive P.J. Jackson has finally been found, although his Walking In A Hard Rain single is on Warner CM's compilation 135. It's the same single that was picked up on the RPM 100 hit charts last chart, vaulting from No. 78 to No. 32. The lead track, Keep On, was produced by Chris Woodman and recorded and mixed by Joe Hardy. This album should be displayed prominently at all retail outlets, but it will get a big push at Sam's since the guest keyboardist is none other than Jason Sniderman. - SM

SHENANDOAH

Country
Long Time Comin'
RCA - 70683-56001-N

The title track perhaps says it best. A new label has obviously given this harmonically perfect fivesome a new lease on life. They're doing too bad with Rock My Baby, the first single, which peaked at #4 on the RPM Country 100 on July 4th. They're at #8 on the RPM Country 100 after just two weeks. The band, which was produced by the Treeo's dog, allows guitarists Pat Langer and Jack Nicholson to show off their guitar skills. - SM

KANSAS

Rock
Live At The Whisky
Mirage - CD1-9107

Produced by Kansas drummer Phil Ehart and Jeff Grainger, this powerful package of Kansas' biggest hits should attract the ladies. The vocal projection and lyric content of this disc is so good that it has nothing to add, sometimes they superimpose their own musical ideas, sometimes they stay out of the way and don't play because the music is so good that they have nothing to add, and sometimes all of the musicians strive to develop new and original cross-cultural collaborations, as on Rossey's version of Fought The Law. This is the first of five collaborations, as on Rossy's version of I'm Single. On their eighth studio album, Australia's INXS have returned to their past in many ways. Welcome To Wherever You Are was produced by the band in tandem with Mark Opitz, who previously produced their 1983 breakthrough album, Shabooh Shoah. The lead track, Questions, is reminiscent of The Beatles' most mystical work with its heavy East Indian and late 60's psychedelic influences. It's followed by Heaven Sent, the first track sent to rock, AOR and new music stations. The full steam ahead guitar rocker is my pick as the top cut on the album. Baby Don't Cry will be aimed at CHRI and should be on the air in a simple rhythmic chorus and backed by a 69-piece orchestra. Not Enough Time is a sexy love song while Beautiful Day is a soothing piece of moving pop. Communication is another highlight track. Lead singer Michael Hutchence's sultry looks, combined with the other band members' strong playing has made INXS one of the world's most popular bands in recent years, and this album shouldn't detract from their popularity. Welcome To Wherever You Are is the second highest debuting album on the charts at No. 1 in the United Kingdom and it should chart strongly here as well. - SM

MARK CURRY

Folk/ Rock
It's Only Time
Virgin - VZ-85398-O

The debut album from this 24-year-old Californian combines folk, rock and blues in songs with lead breaks. Curry's raw-edged vocals and simple acoustic guitar playing are emphasized throughout, with the additional session players (including the ubiquitous Waddy Wachtel on slide guitar) adding fills and unobtrusive backing rhythms. Curry had a poor home life and was kicked out of the house at age 14, so it's no great surprise that the 11 self-penned songs on this album reflect Curry's past experiences of getting hurt and growing up. The lead single, Sorry About The Weather, Discusses world problems and how they're often treated as if they're less important than tomorrow's forecast. Blow Me Down and Somewhere are also affecting. - SM
Canada's Only National 100 Album Survey

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<td>The Missing Song</td>
<td>Reprise</td>
<td>94-10102 (CD)</td>
</tr>
<tr>
<td>50</td>
<td>Tool</td>
<td>L.A. Rocks</td>
<td>Reprise</td>
<td>94-10102 (CD)</td>
</tr>
</tbody>
</table>

**Legend:**
- **Rank:** The rank of the album on the list.
- **Artist:** The name of the artist.
- **Album Title:** The title of the album.
- **Label:** The record label.
- **Catalog Numbers:** The catalog numbers for the album.
Country is front-racked at all 28 Sunrise stores

Tim Baker, head buyer for the 28-store Sunrise Records chain, was one of the first at the retail level to give priority to country product.

It was while he had his own Record Stop mall store when he discovered no one was front-racking country records. "I experimented with 10 titles and put an attractive price point on them and people actually started to buy them."

That policy carried on quite successfully for two years and when Baker joined the Sunrise chain he established a similar policy with increased titles. Since introducing the front-racking of country product in the chain more than five years ago, the success pattern has been obvious. Now, all 28 stores in the Ontario-wide chain are front-racking country product.

"Country accounts for more sales, percentage wise, than metal or dance."

Baker isn't a die-in-the-wool music fan, per se. It's a business strategem for him. "I believe in all types of music and I pride myself in recognizing trends. Country was one of them, although it has taken five years to see it become now, a much more pronounced trend. It's a very popular music form and we're selling product."

Retailers generally have not been too receptive to country over the years, and as Baker suggests, "One of the reasons we lost a lot of customers as an industry was because we weren't catering to what people wanted. We were too busy shoving rock and roll. At Sunrise, we said, 'Hey! There's a niche here, let's target this customer and see if we can do something.'"

"In the last couple of years, we have been selling a lot of country product. I think it's pretty healthy. The Prairie Oyster album is the one album where we've really seen some great improvement in Canadian country sales. I think they pretty much lead the way, and Michelle Wright and George Fox . . . and we're seeing some great sales for the Rankin Family."

"Country is now the new easy listening . . . and it's not just the older demographics. Kids are buying Billy Ray Cyrus, Dwight Yoakam, Randy Travis, Marty Stuart. The young lions have kicked everybody out of Nashville. Nashville is now all new. Country is going to become just like rock, where the artists are no longer going to have a 20-25 year life span. Their longevity is going to be drastically shortened. Their life span is going to be four, five, or six albums . . . that's it. Then newer people are going to come along." Baker is looking forward to the Rawlco station going on the air in Toronto. "Hopefully it will be before the end of the year. It will definitely help record sales.

Patricia Conroy may have been overlooked by some retailers. Randy Stark, Warner Music's vice-president of marketing and promotion for the domestic and international division, reports that Conroy's album, Bad Day For Trains, is far more active than Neil McCoy, Confederate Railroad, Hank Williams Jr., and Randy Travis. In fact, says Stark, Conroy "has moved more than all of these artists combined."

Susan Graham makes her debut with Take The Keys To My Heart, the title track from her upcoming album. The track is included on a four-track CD, along with Blue All Over You, If He Ever Knew, and Little Boy Blue. The album was produced by Bob Bullock and recorded and mixed at Calgary's Soundwerks Studio in Calgary, and Nashville's Recording Arts Studio. Graham's powerful vocal projection should gain her chart prominence soon. She was backed in the studio by Bruce Watkins (acoustic guitar), Jimmy Carter (bass), Dirk Johnson (keyboards), Kelly Back (electric guitar), Scott Saunders (steel and dobro), and Jerry Koon (drums). Background vocals were supplied by herself, Pamela Nolan, and Deanna Dubbin. Graham's product is available through Bruce Graham Enterprises of Fort McMurray, Alberta.

Lindsay Thomas Morgan is working with Ross Harwood, a rock writer from Toronto. They are collaborating on new material which they will be shopping to publishers in the rock field. Morgan's next album, which he is also working on and for which he wrote all the songs, will be comprised of his usual country fare. His next single, which he wrote and produced, is titled Fly Away, which will be available on Roto Noto's next CD compilation. The single was recorded at Kitchener's CedarTree Studios. He has also been busy on the club circuit. His manager Darlene DeFaw, reports that bookings have now been extended into next year.

Word Communications to distribute Gospel Heirs

Word Communications has picked up exclusive Canadian distribution rights for The Gospel Heirs' most recent recording, In The Light.

In operation in Canada for more than 30 years, Word Communications, a subsidiary of Word Inc. (U.S.), is the largest distributor of Christian music in Canada. Included in its roster are Christian superstars Amy Grant and Michael W. Smith.

The Gospel Heirs have just completed filming a guest appearance on Anne Murray's upcoming CBC-TV special.
Gilles Godard to launch CD compilation service

Bookshop owner Gilles Godard, a native of Cornwall, Ont. who now lives in Nashville, will shortly take the wrap off a brand new venture.

Now one of the highly respected names on Nashville's Music Row, Godard has teamed with Paul Loveless, who was formerly with Capitol/Nashville, to introduce Compact Disc Express International. The unique CD compilation service was launched by Loveless more than a year ago and is now utilized by many of the U.S. majors.

Godard was in Toronto recently and was encouraged by the response he received to his new service from both the majors and major independents.

When in operation, CDXI will ship a CD compilation every other week. Each compilation will cover one genre of music, country, pop or rock. Each track, in alphabetical order by song title, will represent the priority track (single) of an artist or band. Up to 14 tracks are utilized on each compilation. It's Godard's hope to include one indie track on each compilation.

What makes the service unique is the use of the major label logos on both the CD and its outside packaging. For instance, the Volume 37 July 1992 issue of CDX contains three MCA tracks: Reba McEntire's 'The Greatest Man I Never Knew', This Broken Heart By The Mavericks, and Mark Collie's 'Even The Man In The Moon Is Crying'. Besides carrying the MCA logos, information is given on the time, writers and producers.

The compilation also contains two Atlantic tracks (Billy Joe Royal's 'So How Can I Kiss You', Karen Tabin's 'Picture Of Your Daddy'); one from Warner Bros. ('If I Didn't Have You' by Randy Travis); one from Arista ('Shake The Sugar Tree' by Pam Tillis'); one from BNA (John Anderson's 'Seminole Wind'); one from Epic ('Joe Diffie's Next Thing Smokin'); one from Columbia ('Mother's Eyes' by Matthews, Knight & King); and two independent tracks ('Cooter Daniel's Farmer's Wind' by Matthews, Wright & King); and two independent tracks ('Cooter Daniel's Farmer's Rap on Soundwaves, and Help, I'm White And I Can't Get Down' by the Geezinslaw Brothers on Step One Records).

"This service will cut down on the number of CDs going to radio," says Godard. "It will also take a lot of pressure off the record companies. What we are offering on one CD is the priority tracks ... the new singles by new and established artists from various labels."

Besides servicing 650 Canadian radio stations, Godard will ship his CDXI product free of charge to more than 300 media outlets. The cost of being included on the compilation will be in the neighborhood of $1,000 a track.

"It's been working in the U.S. for over a year, and there's no reason why it can't happen in Canada," says Godard.

The new service, which will be based in Toronto, is expected to be launched in the first week in January.