

Billboard

NEWSPAPER

IN MUSIC NEWS



Jack Logan Rises On 'Mood Elevator'

SEE PAGE 11

Hi-Tech Apple Aids Reprise

BY MARILYN A. GILLEN

LOS ANGELES—Reprise Records and Apple Computer are pooling their strengths and resources as part of a new strategic alliance aimed at jointly promoting and marketing the label's artists and the computer company's technologies.

BILLBOARD EXCLUSIVE

The partnership underscores the increasing role that computers are playing in the music business—from the consumer-targeted flash of enhanced CDs and online sites to the back-room business applications of A&R, art direction, management, recording, marketing, and promotion.

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Christian Acts Enter Mainstream

BY CARRIE BORZILLO and DEBORAH EVANS PRICE

NASHVILLE—Mainstream radio airplay, Lollapalooza-type tours, mosh



DC TALK

pits, and MTV play are things people don't readily associate with Christian music, but DC Talk, Jars Of Clay, Petra, Whiteheart, Newsboys, Guardian, and Geoff Moore & the Distance are just a few of the Christian rock acts dispelling preconceived notions about

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Capitol Sees Rewards Of A&R Strategies More Beatles Product Promised In Wake Of 'Anthology' Series

BY CRAIG ROSEN

LOS ANGELES—The Beatles "Anthology" series may be just the beginning of a batch of new releases, including a previously unissued acoustic version of "The Beatles," the 1968 double record dubbed "The White Album."

Long before the Beatles' "Anthology 1" sailed to the top of The Billboard 200, a series of meetings between top executives at Capitol, EMI, and Apple Corps. were held to pave the long and winding road to new Beatles product.

Prior to 1994's two-CD set "Live At The BBC," there had not been a new Beatles compilation released in the U.S. since 1988, when the label issued the two "Past Masters" CDs, which featured singles and B-sides not included on the British versions of the



THE BEATLES

Beatles' albums.

When Gary Gersh took over as president/CEO of Capitol Records in July 1993, he took stock of the situation.

"When I arrived at Capitol, the relationship between the Beatles and EMI had gotten to the period where it was continually stalled in terms of getting new product out, making a new deal, or trying to move forward with what the potential was for releasing new Beatles' product," Gersh says.

Gersh took his concerns to Charles Koppelman, chairman/CEO of the EMI-Capitol Music Group, and suggested that the executives and their counterparts in the U.K. examine the Beatles' future.

"I said, 'We should take a real serious look at reassessing the Beatles situation with EMI worldwide. We should open our eyes to what the future could

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Artist Development At Record Co. Reflects Gary Gersh's Mission

BY CHRIS MORRIS

LOS ANGELES—As 1995 nears its end, Capitol Records is starting to reap the rewards of its artist development



FOO FIGHTERS



GERSH

strategy. The Beatles' "Anthology 1" is atop The Billboard 200 for the second week in a row, with sales of over 1.3 million units, according to SoundScan (see Between The Bullets, page 118).

But Capitol's mission goes beyond taking its most heavily promoted record of the year to No. 1, according to president/CEO Gary Gersh.

He says, "It's important for me to make sure the Beatles record or the Bob Seger record or the Bonnie Raitt record is at the highest level it can possibly be, and to try and take the

new midlevel artists—the Rosanne Cash and John Hiatt's and Robbie Robertson's—to new levels, and the future of our company is clearly based on the breaking of the young artists."



MICHAEL FRANTI OF SPEARHEAD

In the last 12 months, Capitol has enjoyed some success with its roster of established acts and started to break through with such feisty newcomers as the Foo Fighters, Everclear, Radiohead, and Spearhead. At

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Mexican Biz Seeks Stability In Slump

BY JOHN LANNERT

MEXICO CITY—The Mexican government's ongoing inability to stabi-



FHEY

lize the peso has sent the domestic record business into a profound swoon that most industry executives fear will persist indefinitely.

"Everybody was expecting a come-

back in the market by the end of this year," says Isaac Massry, owner of Mixup, a 13-store chain here. "Things

are worse than people think."

Due to the contracting domestic market, Massry was forced to close three stores of another chain he partially owns, Discolandia.

Rodolfo López, general director of BMG Mexico, describes the current business climate as "a crisis that will last three or four years. But there ex-



TIALIA

ists a hope that the holiday season will help recoup a little of what has been lost during the rest of the year."

Julio Sáenz, who was recently 83) (Continued on page 83)

BB Awards Honor Joni, TLC, Hootie

BY BRADLEY BAMBARGER

NEW YORK—LaFace/Arista's TLC, Atlantic's Hootie & the Blowfish, and Tommy Boy's Coolio earned top honors at the sixth annual Billboard Mu-



GABRIEL AND MITCHELL

sic Awards here. The event was broadcast live Dec. 6 by the Fox Broadcasting Co. from the New York Coliseum in midtown Manhattan.

The Century Award, Billboard's highest honor for creative achievement, was presented to Joni Mitchell (Continued on page 117)

HEATSEEKERS

Seven Mary Three Has Mammoth No. 1

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Billboard would like to thank everyone who helped to make

the 1995 Billboard MUSIC awards

a tremendous success!

Joni Mitchell Receives Billboard Century Award

The remarks of Peter Gabriel upon introducing Joni Mitchell as the winner of the 1995 Billboard Century Award.

"I'm here to honor one of the very few artists I believe has been a real pioneer. I'm a songwriter, and for something like 20 years, this writer's work has been a regular inspiration. It is unique. With her melodies, harmonies, guitar tunings, lyrics, extraordinary voice, and arrangements, she has continuously and courageously experimented, putting substance before style, passion before packaging, and all the time creating wonderful pictures with her songs.

"She's been a major influence on my work, as she has on many other artists as diverse as Seal, Madonna, Sting, Natalie Merchant, Annie Lennox, and the Artist Formerly Known As The Artist Formerly Known As.

"When I think of her music, I think of imagination, invention, intelligence, and, most important, a lot of soul. I was very happy to have had the chance to work with her, and tonight I'm delighted that all her remarkable work is being recognized with the Billboard Century Award. Ladies and gentlemen, here is the 1995 Billboard Century Award honoree, Joni Mitchell."

Joni Mitchell's comments upon acceptance:

"Thank you. I want to thank Billboard very much for his honor, and especially Tim White, who championed the last three, at least, of my projects, as far as I know. Oh, there's so many people I should thank, but I've been thinking a lot about arrogance and humility—trying to find some genuine humility to bring to this situation, but I feel like I'm emerging from the McCarthy era in a certain way. I never thought of it as difficult being a woman in this industry, but it has been pointed out to me in the last few days how few women there really were, and there were some strikes against us in the beginning.

"The people that I need to especially thank are the people who love my music, because it's the record-buying people who keep you in this business. Through the sea of misunderstandings and rejections and dismissals, there were always those people who came forward in the street to tell me that they love one song or another or to tell me sometimes a story of a particular lyric that affected their life, and to those people I'm so grateful, because they are the ones who kept me wanting to make another album. Thank you, music lovers."

BB AWARDS HONOR JONI, TLC, HOOTIE

(Continued from page 5)

by Peter Gabriel. In his presentation, Gabriel called Mitchell a "true pioneer" and "great influence."

Two special awards went to Michael Jackson and Janet Jackson. Because Michael was rushed to a hospital after collapsing on stage at New York's Beacon Theatre, where he was rehearsing for an upcoming HBO special, neither of the Jacksons appeared at the event. At press time, Michael was in stable condition in the intensive-care unit.

"From a creative and artistic point of view, this year's show was a high water mark," says Howard Lander, president and publisher of the Billboard Music Group. "Additionally, it was quite gratifying to reverse the downward ratings trend currently being felt by all the music awards shows. We met with senior Fox executives immediately following last year's presentation to plot our strategy for combating the downturn. It was a terrific team effort, and we are very encouraged by the results."

The awards broadcast was No. 1 in five key television markets and enjoyed a 9.8 overnight major-market Nielsen rating and 15 audience share, according to Fox. Those figures are up 7% in rating and 1% in share from last year's overnight 9.2 rating/14-share. The best previous overnight numbers were 12.4 rating/18 share in 1990, the show's first year.

The awards are based on rankings in Billboard's year-end charts. Complete year-end charts will appear in

Billboard's Dec. 23 issue.

Presented by Billboard's top producer and songwriter Babyface, the honors for artist of the year went to TLC. The Atlanta trio's "CrazySexyCool" is the best-selling album ever by an all-female group at 4.8 million units, according to SoundScan. The only act to collect more than two awards this year, TLC also picked up the top R&B single award for "Creep" and was named R&B artist of the year.

Hootie & the Blowfish, which won album of the year for "Cracked Rear View," and Coolio, who won single of the year for "Gangsta's Paradise," both performed their biggest hits live on the show.

Providing the show with a rousing opening, Hootie & the Blowfish played "Hold My Hand," as well as the classic "Take Me To The River" with soul legend Al Green and a gospel choir. Later in the evening, Coolio lent the program its musical highlight, singing "Gangsta's Paradise," his top 5 hit from MCA's "Dangerous Minds" soundtrack and the title track from his latest Tommy Boy album, with featured singer L.V., a youth choir and string section, and special guest Stevie Wonder. A portion of Wonder's song "Pastime Paradise," from his album "Songs In The Key Of Life," is sampled in Coolio's single.

Other performers at the event were rockers the Goo Goo Dolls, who played "Name"; Mercury Nashville's Shania Twain, who sang "I'm Outta Here"; Atlantic artist Brandy, who sang "Brokenhearted" with Wanya Morris from Motown's Boyz II Men; and Columbia's Michael Bolton, who strung together a medley of his greatest hits. Virgin artist Tina Turner gave the final performance of the evening, singing the theme song to the new James Bond film, "Goldfinger."

Michael Jackson earned a special Hot 100 award for making chart history with his single "You Are Not Alone." The song is the only single to debut at No. 1 in the 37 years of the Hot 100. Issued from Jackson's Epic

set "HIStory," "You Are Not Alone" entered the chart at the top on Sept. 2 and is at No. 51 after 16 weeks. Turner presented and accepted the award for Michael.

The Artist Achievement Award went to Janet Jackson, celebrating her many Billboard chart accomplishments. Jackson has notched more than 100 weeks on seven Billboard charts, including seven No. 1 singles on the Hot 100. Her 1993 Virgin album, "Janet.," debuted at No. 1 on The Billboard 200 and the Top R&B Albums charts. Basketball superstar and Jive/BMG recording artist Shaquille O'Neal presented and accepted the award for Janet.

The award for country album of the year went to Garth Brooks for "The Hits" (Capitol Nashville). Thanking country radio programmers, Brooks accepted the award via satellite from Washington, D.C., where he was appearing as a guest on "Larry King Live." Country single of the year went to "Sold" by Atlantic's John Michael Montgomery, who was also named country artist of the year.

For the second straight year, honors for top rock track went to Atlantic act Collective Soul. Winning for "December" this year, the band was honored for "Shine" in 1994. Rock artist of the year went to Radioactive/MCA act Live.

The award for R&B album of the year went to Uptown/MCA diva Mary J. Blige for "My Life." The rap single of the year was "One More Chance" by Bad Boy/Arista's Notorious B.I.G., who was also named rap artist of the year.

In other awards, Kenny G was voted contemporary jazz artist of the year for the second year in a row. Real McCoy was dubbed new artist of the year, Brandy was named new R&B artist of the year, and Martin Page earned top adult contemporary single honors for "In The House Of Stone And Light."

Nearly 300 million viewers around the world will have the opportunity to watch the Billboard Music Awards as the program airs internationally from Monday (11-17).

Backstage At The Billboard Awards

A backstage report by Larry Flick, Melinda Neuman, and Paul Verna from the Billboard Awards.

BILLBOARD CENTURY AWARD winner Joni Mitchell said she was excited to begin work on a new album, possibly to be followed by a tour. "I'm playing with this extraordinary young drummer, Brian Blade, and we're about to start recording the next album with optimism to tour," she said. "So I'm excited to perform with him in front of people. We did a little gig here at the Fez, just Brian and I. We sound like a whole orchestra." Mitchell has six new songs thus far.

DESPITE having sold more than 11 million copies of "Cracked Rear View" and winning honors for album of the year, Hootie & the Blowfish lead singer Darius Rucker said he feels relatively unknown. "Honestly, the first time I ever felt remotely famous was last week, when I got mentioned on 'The Gossip Show' on E!" The tabloid-style program linked Rucker romantically with tennis player Monica Seles. For the record, Rucker says he's never met Seles, although he has talked to her once on the phone.

IN BETWEEN signing autographs for kids backstage, Coolio said that the increased attention from young people to recordings like "Gangsta's Paradise," which was named single of the year, is "a good feeling, but scary enough to make me watch how I act and speak in public." He said it also drives him to write songs like his new Tommy Boy single, the safe-sex anthem "Too Hot." "I'm not trying to save the world, because I know I can't. But if I can reach a few people, then I've done something right."

JOHAN MICHAEL MONTGOMERY, who nabbed the awards for best country artist and best country single ("Sold"), has an interesting way of coping when one of his songs comes on the car radio. "I get embarrassed if a song of mine comes on in the car. Everyone [else in the car] gets really quiet and wonders if they should be talking while it's on or if we should turn it up. So I completely get it out of their minds and turn to an old-time rock'n'roll station."

BONE THUGS-N-HARMONY traveled with a virtual army of protégés, all of whom are due to record for the Ruthless/Relativity rap posse's newly formed Mo' Thugs Records. Currently being courted by several majors for distribution, the act will run the label "family style." Group member Flesh 'n' Bones, who will cut his solo debut

for Mo' Thugs, said there is no other way for the label to function. "We won't let the devil near us—we count on each other and stay tight."

ATLANCIC RECORDS act Collective Soul, which won the Billboard rock track of the year award for the second consecutive year, plans to begin recording a new album in early 1996, according to lead singer Ed Roland. But first, two band members have some personal business to take care of. Roland said, "I got married during all this, and the bass player got married, too, so the two of us need to go on honeymoons before our wives leave us!"

SEEN HANGING OUT backstage were Michael Bolton and Stevie Wonder, both of whom performed at the show. Bolton, who has started writing for a new album, says that he and Wonder have discussed writing together. "I used to think if God chose a voice to represent him, Stevie Wonder would be the guy. I'd never heard range, emotion, and spirit. Singing along with [his records] made my voice more malleable."

NO. 1 NEW R&B ARTIST Brandy said she is still pinching herself over her good fortune in 1995. In a year that included a world tour with Boyz II Men and three top 10 hits, the 17-year-old singer said that one of her more daunting moments came when she was asked to record Michael Jackson's "Rock With You" for Quincy Jones' "Q's Jook Joint" opus. "It was kinda scary at first. But it turned out to be a lot of fun. Now I feel like it's one of my songs, too."

ED KOWALCZYK of Live, winner of rock artist of the year, remembers exactly where he was when he heard that "Throwing Copper" went to the top of The Billboard 200. "We were playing this possessed place in Boston at Brandeis University. It's like it was built over an ancient burial ground or something. We'd found out earlier in the day that we'd gone to No. 1 exactly a year after we'd first appeared on the chart, we'd gotten an advance copy of our cover story in Spin, and I jumped into the crowd and was scared to death that I'd never get back out, so April 26, 1995, is a day I will never forget."

JON SECADA presented a posthumous award to Selena, who was named Latin artist of the year. "She was a very sweet girl; I knew her very well. We were always in touch," he said. "We had talked about working together, but it never materialized."

EMIL CHAU

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million people across Asia.

The talents of Hong Kong-native Chau as a singer/songwriter have segregated him from such huge-selling pop idols as Lau and Jacky Cheung, yet his records invariably top Mandarin charts in Taiwan, Singapore, and Malaysia. One of his 21 albums has passed the 1 million-unit mark. His current Mandarin release, "Love Will Follow," also is edging toward that level.

Chau, signed to independent Rock Records, has honed his unique ballad arrangements through a longtime collaboration with Jonathon Lee, one of Chinese repertoire's most gifted and successful producers. He is the only Taiwan artist to sell consistently in Hong Kong's competitive Cantonese market; his album "You Stand By Me," released this summer, spent a remarkable 12 weeks in the IFPI's top 10.

Chau learned his trade playing gigs at universities and cafes around Taiwan. He tried his hand as an assistant producer before settling down with his self-taught guitar skills, becoming one of Rock Record's top solo acts in 1987. He now splits his time equally

between Taipei and Hong Kong and has acted in six movies.

Lau is a pan-Asia household name. Also 34, he is best known throughout the world as a movie star—with 85 titles to his credit—but it is his highly emotional love ballads that endear him to virtually every record-buying demographic.

Now signed to his manager's Music Impact label, Lau made his mark in both Mandarin and Cantonese with Warner Music International. His biggest sales have been in Taiwan, where he has twice passed the 1 million-unit mark, most recently with his new release, "Real Forever."

Alisa Chinai is one of India's rising Hindu pop stars. Her second album, "Made In India," has remained at the top of India's pop charts for six months and has passed the 1 million-unit sales mark.

As with many Indian artists, Chinai got her start in the industry by singing in local films. She made the jump to pop when her label, Magnasound, put her together with top writer/producer Biddu.

MIKE LEVIN