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FOLLOWS PAGE 42

THE INTERNATIONAL NEWSWEEKLY OF MUSIC, VIDEO AND HOME ENTERTAINMENT

MAY 23, 1992

ADVERTISEMENTS



The debut album from Luke
I GOT S**T ON MY MIND (91830)
Over 350,000 copies sold!! Contains "I
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coming 5/27!! In June look for the debut
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"SEVEN STEPS TO HEAVEN"
"SPAIN"

Sampling Safeguards Follow Suit Biz Markie Ruling Prompts Labels' Action

■ BY MELINDA NEWMAN
and CHRIS MORRIS

NEW YORK—In direct response to the federal court ruling in December that resulted in Biz Markie's album being pulled from retailers' shelves, many labels say they are implementing additional safeguards to prevent

unauthorized samples from cropping up on finished product.

Changes range from merely paying stricter heed to existing guidelines to adding a buffer zone between artist and label by sending written reminders to those involved in the record's creation that the responsibility of obtaining clearances is theirs, not

the record companies'.

"The idea of getting an injunction has really scared some of the big companies, and I don't blame them," says Delicious Vinyl GM Rick Ross.



L.L. COOL J



BIZ MARKIE

Recession Leaves Surviving Retailers In Better Shape

■ BY ED CHRISTMAN

NEW YORK—The gut-wrenching recession that has plagued the U.S. economy over the last 18 months ironically has resulted in a stronger account base as weak retailers have either disappeared from the scene or become better merchants, according to label and retail executives.

"Customers with problems have either corrected them or have gone away," says Jim Caparro, executive VP with PolyGram Group Distribution. "Now, we have a much stronger and financially viable customer base, which makes the entire industry healthier."

Among the large merchandisers that have been eliminated from the U.S. retailing landscape over the last two years are Wall To Wall, a 100-plus-unit, New Jersey-based chain; Record World, a 95-unit, Port Washington, N.Y.-based chain; and Lieberman Enterprises, a Minneapolis-based rackjobber. The bulk of the

Wall To Wall and Record World stores were acquired by Philadelphia-based Wee Three, while Lieberman was absorbed by Troy, Mich.-based Handleman Co.

Moreover, a number of smaller
(Continued on page 73)

In the Biz Markie case, a New York federal judge issued an injunction barring sales of the Cold Chillin'/Warner Bros. artist's "I Need A Haircut" album because it contained an unauthorized sample of Gilbert O'Sullivan's "Alone Again Natural."
(Continued on page 80)

Techno Music Becoming Mainstream Rave In U.S.

■ BY CRAIG ROSEN
and LARRY FLICK

LOS ANGELES—Techno, the music most associated with the much-heralded rave scene, is starting to reach a mainstream audience—a prospect that alarms some of its devoted adherents.

L.A. Style's "James Brown Is Dead," No. 90 this week on the Hot 100 Singles chart, is the first techno record to make a dent in the U.S. pop market. Meanwhile, U.S. radio programmers are

finally beginning to notice that listeners have an appetite for the resonant, synth-heavy dance music.

Yet sensational reports about the alleged heavy drug use at rave-style parties here are popping up on television. Meanwhile, techno is showing signs of fading in such one-time hotbed countries as Italy and Belgium, but the style is growing stateside in Los Angeles, Maine, New York, Texas, and Detroit, which is often cited as the birthplace of the music.
(Continued on page 48)



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WEA Adds Cog To Vid Wheel Via LIVE Distrib Deal

■ BY JIM McCULLAUGH

LOS ANGELES—WEA Corp. is moving into a new relationship with the home video business as a result of its just-signed, three-year distribution deal with LIVE Home Video, which will also raise its share of the video market from a quarter to
(Continued on page 80)

IN THE NEWS

Product Awareness Is Key At Latin Confab

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No. 1 IN BILLBOARD

HOT 100 SINGLES		
★ JUMP	KRIS KROSS	(RUFFHOUSE)
THE BILLBOARD 200		
★ TOTALLY KROSSED OUT	KRIS KROSS	(RUFFHOUSE)
HOT R&B SINGLES		
★ MY LOVIN' (YOU'RE NEVER GONNA GET IT)	EN VOGUE	(ATCO EASTWEST)
TOP R&B ALBUMS		
★ TOTALLY KROSSED OUT	KRIS KROSS	(RUFFHOUSE)
HOT COUNTRY SINGLES		
★ SOME GIRLS DO	SAWYER BROWN	(CURB)
TOP COUNTRY ALBUMS		
★ ROPIN' THE WIND	GARTH BROOKS	(LIBERTY)
HOT DANCE CLUB PLAY		
★ LOVE YOU ALL MY LIFETIME	CHAKA KHAN	(WARNER BROS.)
HOT DANCE SALES		
★ IN THE CLOSET	MICHAEL JACKSON	(EPIC)
TOP VIDEO SALES		
★ 101 DALMATIANS		(WALT DISNEY HOME VIDEO)
TOP VIDEO RENTALS		
★ THE LAST BOY SCOUT		(WARNER BROS. HOME VIDEO)

Future Focus

BILLBOARD SPOTLIGHTS
CES & KARAOKE
MAY 30 ISSUE



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