

# TICKERTAPE



WES, JOE, BILL & EEC's JIM MARTONE

**ENIGMALUTION:** All those hirings and firings in Culver City make sense now. Following nearly six months of negotiations, **Capitol-EMI Music, Inc.** has acquired half of **Enigma Entertainment Corp.**, another step in the evolution of the seven-year-old company from indie to major status. Apparently, Enigma's autonomy will be in no way threatened by the agreement. "You might describe this as an equity deal," Enigma president **Wesley Hein** explained. "We're very lucky in the fact that we did this deal with [Capitol-EMI Music prez/CEO] **Joe Smith**. Without prompting, Joe said, 'I'm not gonna do anything that's gonna keep you guys from running the business, 'cause that's what we're buying.' So the deal is structured very loosely. If anything, as Bill [Enigma chairman **William Hein**] has said, we may be gaining a little bit more independence, because we're not at the whims of cash-flow needs." Not surprisingly, Enigma has been flooded with applications for A&R positions in the wake of its recently announced intention to start an A&R department. But don't get too excited, would-be talent scouts—initially, there will be only two positions, one for an experienced A&R exec, the other for a new-kid, street-level type. In order to establish itself as a full-service operation, Enigma is also in the process of beefing up its sales and promotion staffs.



A&R GUYS CHERTOFF & NOVIK

**CBS BROADENS A&R STAFF:** **Rick Chertoff** and **Dave Novik** have been named senior vice presidents, A&R, **Columbia Records**. The move is intended to "strengthen its day-to-day A&R activities as well as providing even broader support for its artists' roster." Said Columbia president **Don Jenner**, "With their guidance we intend to expand our A&R staff on both coasts and aggressively pursue new talent while at the same time continuing to work with the great hit artists on the Columbia label." Chertoff had been vice president, executive producer, East Coast A&R, for Columbia since '85. Novik had been vice president, A&R, West Coast, Epic/Portrait since last June. Chertoff said, "Don Jenner's arrival at Columbia Records signals the beginning of a new era. By choosing a producer to be a leader of his A&R department, the message is clear. Sensitivity to the

music and to the record-making process will play an increasingly important role as Columbia moves into the next decade." He intends, he says, to continue to produce albums for Columbia "on a limited basis." **Ron Oberman**, vice president, West Coast A&R, and **Cecil Holmes**, vice president, black music A&R, will continue in their roles. "For administrative purposes only," Columbia notes, "they will report to **Mickey Eichner**, senior vice president, A&R, however, Mr. Jenner will be totally involved, working directly with the new A&R team." From an ideological standpoint, Columbia's repositioning of Chertoff would seem to indicate the label's desire to establish a creative-sector emphasis similar to that found at such A&R-driven companies as **Warner Bros.**, **Elektra** and **Geffen**.

**BMI GETS RHYTHM:** **BMI** held its annual **Pop Awards** last Tuesday evening at the Beverly Wilshire Hotel, hosted by **BMI CEO Frances W. Preston**. Awards were given to the 66 most performed songs of 1988 with **BMI** affiliated writers and publishers. The 600-odd in attendance saw **Miami Sound Machine's Gloria Estefan** named Songwriter of the Year. The award is a significant indication of the kind of influence Latin-influenced pop had on radio play last year, loosening the boundaries between CHR and Latin formats. Estefan's big hits were, "Anything for You," "Can't Stay Away from You," "1-2-3," and "Rhythm Is Gonna Get You." **Steve Winwood** and **Will Jennings'** "Valerie" was honored as Song of the Year, a surprisingly big hit when re-released on **Island's** Winwood compilation, *Chronicles*. (The song was originally written for the '82 Winwood LP *Talking Back to the Night*.) **Warner/Chappell Music** was given the nod as Publisher of the Year, receiving eight citations. (The **BMI** score made it a sweep for **Warner/Chappell**, which nabbed the **ASCAP** award the week before.) **Virgin Songs, Inc.** took second place in the publisher category with six citations. Multiple award-winning writers with three citations each were **Michael Jackson**, **Will Jennings** and the writer-producer team of **Stock, Aitken & Waterman**. Receiving two citations each were **Ritchie Cordell**, **Terence Trent D'Arby**, **Kenneth "Babyface" Edmonds**, **Kiki Garcia**, **Christine McVie**, **Ellen Shipley** and **Steve Winwood**. The **Otis Redding-Steve Cropper** classic "Sittin' On The Dock of the Bay" received its fourth award for **Michael Bolton's** cover.

**CANADEALS:** **WEA Canada** has been restructured into two parts—the U.S. Repertoire Division and the Domestic & **WEA International** Division. The reorganization parallels those of **WEA International's** British and Australian companies.... While we're in the neighborhood, **Delos**, the mostly classical label, has signed a dis-

tribution deal with **A&M**, covering the U.S. and Canada. **A&M** will also make the **Delos** catalog available.



ABB GETS AAD TREATMENT

**ABSOLUTELY ALL THE ALLMANS YOU'LL EVER NEED:** Move over, **Eric Clapton**, here comes the **Allman Brothers Band**. On June 20, **PolyGram** will release *Dreams*, a 55-track, five-hour, four-CD, six-LP/cassette retrospective of the Southern rock veterans in all their various formats. We're talking pre-Allman Brothers Allman Brothers (**Allman Joys, Hour Glass, 31st of February**), pre-Allman Brothers **Dicky Betts** (the **Second Coming**), Allman Brothers, post-**Duane Allman** Brothers, solo **Betts**, solo **Gregg Allman**, tons of the stuff. Two hours of it is previously-unreleased—live things, studio things, alternate tracks. We mean comprehensive, we mean a lot of Allman Brothers (and we mean that a lot of it sounds real, real good, although a lot of the early stuff sounds real, real cheesy). Now we hear that the **Band** will get the archival once-over soon. We're waiting for the **Elvis Costello** retrospective boxed-set, that's what we're waiting for.

**FRIENDLY ANIMALS:** In a related note, **Rhino Records** has supplied **Warner Bros.** with mucho copies of its just-released **Todd Rundgren** compilation. Why would the wabbit want it? Simple: **WB** wants to educate its promotion staff in **Toddophilia** so as to enable them to more effectively push its own just-released **Rundgren LP, Nearly Human**. The Rhinos, on the other hand, figure it can't hurt their cause to have **Warners** field people making reference to the spiffy *Anthology: 1967-1985* in their travels. So logical, and at the same time so real, man.

**NO LAUGHING MATTER:** So **HBO** announces it's going to start an all-comedy cable channel later this year—sort of an **MTV** for yocks—and what does **MTV** do? Well, they announce that, hell, they've been planning to do the same thing for a year and a half already. Theirs is called **HA** and is set to start sidesplitting early next year. So, you see, there's this Jewish guy and this Cuban guy and this Polish priest and they're pawing through the **TV Guide** when suddenly a naked black guy....

**MORE BIZ:** **MCA** and **Bon Ami** (not the scouring powder, the record label!) have inked a distribution deal. **Bon Ami** Entertainment Group was formed last year by **Joey Robinson Jr.**, who is chairman/CEO, and by **Sylvia Robinson**, who is president. (Yes, they're the same Robinsons who owned the infamous **Sugarhill** label.) Nine groups

are to be distributed through the giant **MCA**, including rappers **King Mike C**, the **New Style** and **Almighty Gee**. In addition, **B.A.E.** has formed a new indie label, **New Day Records**, with **Joe Medlin** and **Norman Rubin** as VPs of operation and sales & marketing, respectively. First acts to be released (through indie distribution) will be **Grandmaster Melle Mel & the Furious 5** with a new album called *Piano* and a 12" single called "White Lines '89—Part II." We'll also see LPs by rappers **MC Unique** and **Chill E.B....** And **Jerry Kramer Productions**, owned by the *Moonwalker* director, has merged with **Visualize**, a Santa Monica-based production company. Said Kramer, "I picked these guys 'cause they were close to my house."

**NEWS LITE:** You say *Cash Box* doesn't cover the latest news in the rapidly growing new age market? Well, dig—the new age news this week is the recent release of *No Blue Thing* by quasi-New Age superstar **Ray Lynch** on the **Music West** label. Lynch doesn't cozy to the new age tag, but we're stumped for what else to call his witty, electronic keyboard classicisms. His previous release, *Deep Breakfast*, was a monster, the only gold album ever by a new age artist on an indie label.... **London Records**, which considers itself a "proud and prestigious bastion of great classical recording," is beginning a catalog of releases it calls (gulp) "nu view—new directions in sound." We're talking light—really light, meringue light—classics here, European electronic pop stuff, and "imaginative new electronic interpretations of classical standards." **Anthrax** it's not.

**ART AND ARTISTS:** **Ziggy Marley and the Melody Makers** will have a new **Virgin** release, *One Bright Day*, out on August 1. **Chris Frantz** and **Tina Weymouth** are once again producing (with **Ziggy** and engineer **Glenn Rosenstein** (he's the burly curly in the photo above) pitching in.... The **Beach Boys**, bless their balding hearts, have returned to **Capitol**, with *Still Cruising* (which "may or may not include **Brian Wilson**") due in July. And the domestic CD release of *Pet Sounds* has now definitely been set for July 14, 1997, if **Brian** gets to it by then.... The **The** will release its new album, *Mind Bomb* (**Epic**) on June 27. Boss **Matt Johnson** is joined by **Johnny Marr**, **Dave Palmer** and **James Eller** on this one; all of them, says **Johnson**, are "in love with their own instruments." (Is there a scientific name for that?)... **Paul Shaffer's** debut **Capitol** album, *Coast to Coast* has an August 1 release date. **Paul** and his **Letterman** cohorts explore different cities' musical styles and personalities, with aural trips to **New Orleans** (featuring **Allen Toussaint** and **Jessie Hill**), **New York** (**Dion**, **Johnny Maestro**, **Carole King**), **Memphis** (**Don Covay**, **Wilson Pickett**, **Bobby Womack**), **Chicago** (**Koko Taylor**, **Eric Burdon**, **Buddy Guy**), **Philly** (the **Fresh Prince**), etc., etc. Get the picture?



ZIGGY & THE ONE BRIGHT DAY MAKERS