

ARTIST DEVELOPMENTS

HARFORD'S OTHER SIDE

As a record executive by day and musician by night, Chris Harford learned the music business from the inside. Harford, who, along with his band the First Rays Of The New Rising Sun, has just released his Elektra debut, "Be Headed," broke into the business at Carthage/Hannibal Records.

"I was in charge of the mail-order catalog for Carthage/Hannibal, sending out Fairport Convention records out of Carthage's farmhouse in Skillman, N.J.," says the Princeton, N.J., native.

Harford eventually became Carthage's director of marketing and promotion, also handling press and tour visas for its East European acts.

"I learned what's expected from an artist from the record company's point of view," says Harford. "It also

opened up the doors for me musically, because we had artists like Nick Drake, Sandy Denny, Fairport Convention—and, of course, Richard



HARFORD

Thompson—and world music like the Budapest folk group Muzsikás."

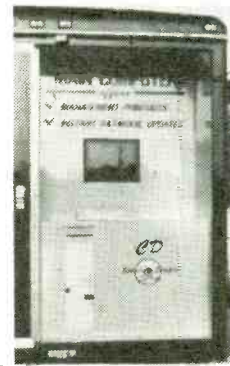
Harford cut a couple of demo tapes, ultimately landing the future "Be Headed" track "Take Me (For All I'm

Worth)" on a New Music Seminar compilation. Frequent club gigging attracted A&R interest, including that of Elektra's Steve Ralbovsky, who signed Harford.

Harford also paints, and did the cover art for "Be Headed," opting for a solo head rather than a visual pun

(Continued on next page)

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BOXSCORE TOP 10 CONCERT GROSSES

ARTIST(S)	Venue	Date(s)	Gross Ticket Price(s)	Attendance Capacity	Promoter
U2 PUBLIC ENEMY SUGARCUBES	Mile High Stadium Denver	Oct. 21	\$1,654,390 \$38.50/ \$30.25	54,450 sellout	Fey Concert Co.
U2 SUGARCUBES	Arrowhead Stadium Kansas City, Mo.	Oct. 18	\$1,154,944 \$30.50	37,867 40,000	Fey Concert Co. New West Presentations Contemporary Prods.
U2 PUBLIC ENEMY SUGARCUBES	Sun Bowl Univ. of Texas- El Paso El Paso, Texas	Oct. 27	\$1,066,920 \$30	35,564 39,500	Fey Concert Co.
U2 PUBLIC ENEMY SUGARCUBES	Sun Devil Stadium Arizona State Univ Tempe, Ariz.	Oct. 24	\$1,055,310 \$30	35,177 40,000	Fey Concert Co.
NEIL DIAMOND	Delta Center Salt Lake City	Oct. 8-9	\$1,018,975 \$25	40,759 two sellouts	United Concerts
BRUCE SPRINGSTEEN	Shoreline Amphitheatre Mountain View, Calif.	Oct. 21-22	\$1,008,000 \$28.50/ \$23.50	40,000 two sellouts	Bill Graham Presents
NEIL DIAMOND	McNichols Sports Arena Denver	Oct. 11-12	\$957,473 \$27.50/ \$22	35,392 two sellouts	Fey Concert Co.
MORRISSEY GALLON DRUNK	Hollywood Bowl Los Angeles	Oct. 10-11	\$839,855 \$45/ \$27.50/ \$20	27,720 32,966, two shows, one sellout	Bill Silva Presents Andrew Hewitt
JETHRO TULL	National Auditorium Mexico City	Oct. 20-21	\$678,726 (2,121,020,000 Mexican pesos) \$57.60/ \$48/ \$25.60/ \$16	19,804 two sellouts	Opkon
BRUCE SPRINGSTEEN	Target Center Minneapolis	Oct. 31	\$447,575 \$25	17,903 sellout	Jam Prods. Company 7

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