

A Billboard Publication

The International Newsweekly Of Music & Home Entertainment

June 23, 1984 • \$3 (U.S.)

Four Labels Ink Vidclip Deals With MTV

By TONY SEIDEMAN

NEW YORK—MTV says that it has reached agreement with four major record companies for exclusive broadcast rights to selected video clips, for periods ranging from one week to 30 days.

A statement issued Thursday (14) by the 24-hour video music channel reported the deals had been signed "within the past 10 days."

CBS, RCA, MCA and Geffen are the labels involved, industry sources have told Billboard, but neither the

companies nor MTV will confirm this information—an action thought to be the result of confidentiality clauses built into the contracts.

Exclusivity length will vary with product, sources say, with MTV getting the vast majority of clips for the full 30 days, and some top titles for shorter periods.

The accords are said to give the labels multi-million-dollar payments in both cash and advertising time in exchange for exclusivity. They also receive guaranteed MTV exposure for a certain number of videos of their

choice.

CBS Records, which currently produces about 200 videos annually, will receive \$8 million over a two-year period, insiders say. The \$4 million it will be paid during the first 12 months (after which there is an option for a further year) is expected to fully cover the company's video production costs for the period.

The exclusivity apparently covers the full spectrum of video clip distribution from tv stations to nightclubs, and some club pools are already reporting impact from the agreements.

Under the terms of the deal with CBS—already in effect, according to sources—MTV has the automatic right to select 20% of the label's annual video clip production for exclusive use. CBS also has the right to place another 10% of its videos on MTV's playlist in light or medium rotation categories.

Last week's MTV statement indicated that negotiations have been in progress with labels that supply 70% of the videos used on the network. The four agreements that have been reached will guarantee the web exclusivity on 35% of the clips in use, it says.

Details of the different contracts are said to vary dramatically from label to label, although a most-favored-nations condition exists with respect to cash, insiders suggest. This will match the deals of the other labels with those of CBS, with dollar sums scaled down to reflect their lower video clip outputs.

Assistance in preparing this story provided by Leo Sacks.

RCA and MCA will each receive about \$2 million for the full, three-year span of their agreements, sources say. MCA's pact is thought likely to go into effect July 1, while

the Geffen deal is apparently operative now. Startup date for the RCA arrangement is not known.

There are said to be no provisions for giving a portion of the exclusivity income to artists. Some industryites fear this will spur considerable controversy, since artists traditionally pay 50% of a clip's production costs out of record royalties.

Performers who own the rights to their videos will not be required to give MTV exclusivity on them, but will likely be under considerable

(Continued on page 67)

RCA, Bertelsmann See Global Tie

By MIKE HENNESSEY

LONDON—The somewhat diffident courtship of RCA Corp. and the West German conglomerate Bertelsmann AG, initiated almost a year ago (Billboard, July 16, 1983), flowered into a firm engagement Tuesday (12). That was when the announcement was made that the two groups had reached a preliminary accord to merge their worldwide record, music publishing and music video businesses.

A jointly issued statement said that

the proposed venture was on the basis that each company would continue to exercise autonomous control in the creative area. There would be rationalization of manufacture, distribution and administration.

Arista, the U.S. company jointly owned since last June by RCA and Bertelsmann, would become a part of the new venture and would continue to operate in the same way as it does now. The smooth-running and financially successful relationship between RCA and Arista is seen as a major impetus behind the desire of RCA

and Bertelsmann to further expand their dealings. In addition, RCA has been marketing Ariola's Latin product in the U.S. since January.

The statement issued by the two companies noted that the execution of a final agreement is subject to approval by the boards of both parties.

Although both Ariola president Monti Lueftner and RCA Records president Robert Summer declined to elaborate on the press statement, it is understood that the structure of the deal would vary from country to

(Continued on page 67)

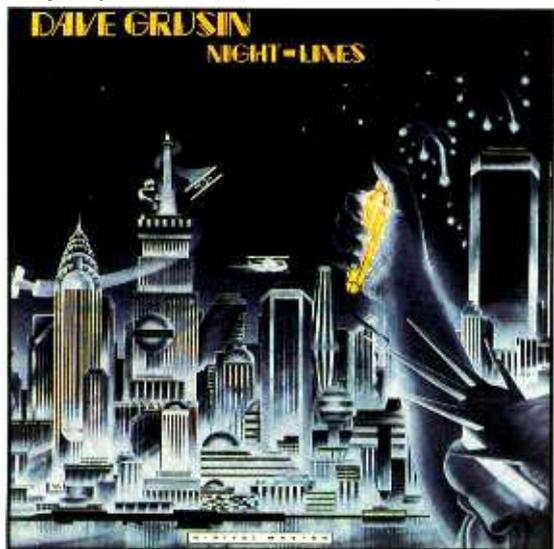
Other Clip Outlets Blast MTV Pacts

This story prepared by Leo Sacks and Tony Seideman in New York and Bill Holland in Washington.

NEW YORK—Uninformed about the contractual details of the MTV/record label pacts, the music video industry reacted with confusion and uncertainty to news of the exclusivity agreements.

Reflecting the high stakes involved, record executives declined to comment for the record about the

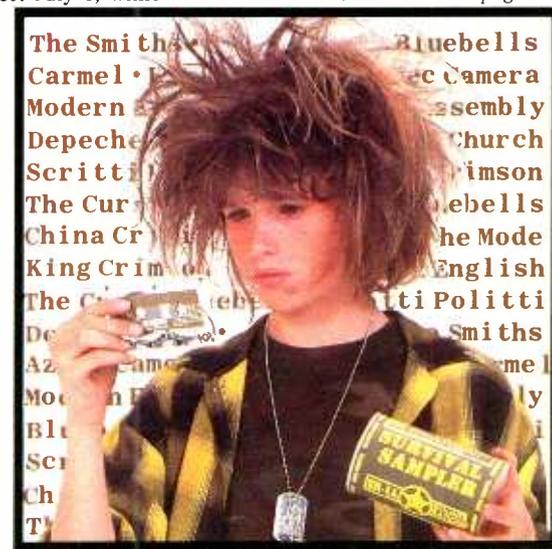
(Continued on page 67)



"Night-Lines" (GRP-A/C-1006), Grammy-Award winner Dave Grusin's new album, is exploding! An incredible mix of jazz/pop and R&B, featuring Phoebe Snow, David Sanborn, and songwriter, singer Randy Goodrum. A stunning "state-of-the-art" 32 track digital recording, "Night-Lines" is a dazzling display of recording magic. Available on GRP Records, Cassettes, and Compact Discs (GRP-D-9504). (Advertisement)

- Inside Billboard -

- **SOUNDTRACK ALBUMS** occupy 13 of the 200 positions on this week's album chart, indicating a resurgence for the format. The boom is paced by "Footloose," the only second soundtrack album besides 1980's "Urban Cowboy" to have produced six top 40 singles. Page 3.
- **WARNER-POLYGRAM MERGER MOVES** continue. Legal representatives of the two companies have met with representatives of the West German Cartel Office, and it is understood that they have been asked to come up with proposals that would deliver a less substantial market share in that territory than originally projected. Page 3.
- **KMGG LOS ANGELES** has moved to improve its sound and image by hiring a producer. Emmis Broadcasting, which acquired the AC outlet in February, has named Rick Leibert Productions to shape the station's overall feel. Radio, page 15.
- **NEW YORK'S KING KAROL** is mulling a deal with Surplus Record & Tape Distributors that would convert the landmark Manhattan chain's flagship store into a surplus home entertainment outlet. Page 78.
- **BRITISH RECORD/TAPE SALES** have shown a long-awaited upturn, according to figures released last week by the British Phonographic Industry. Turnover in 1983 was 5.3% above the previous year's total, the BPI reported. Page 3.
- **ASCAP'S LICENSING DISPUTE** with religious broadcasters has finally been resolved. The settlements reached last year with a group of litigants has been approved by a federal court, and a class action suit brought against the performing rights society has been dismissed. Page 78.



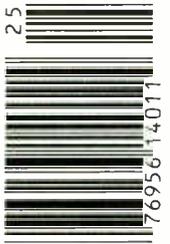
It's the cassette that comes in a can. Sealed in an olive drab can, Warner Bros. Records' Survival Sampler SR-1A (4-25104) contains 56 minutes of music by the Smiths, The Church, China Crisis, Scritti Politti, Carmel, King Crimson, Aztec Camera, The Cure, the Bluebells, Modern English, The Assembly and Depeche Mode. Will you be one of the lucky people to receive a Survival Sampler packed in beans? Available on cassette only. (Advertisement)

EMOJ CONFLICTING EMOTIONS 2MOITO

THE NEW ALBUM FROM
SPLIT ENZ
IS OUT NOW

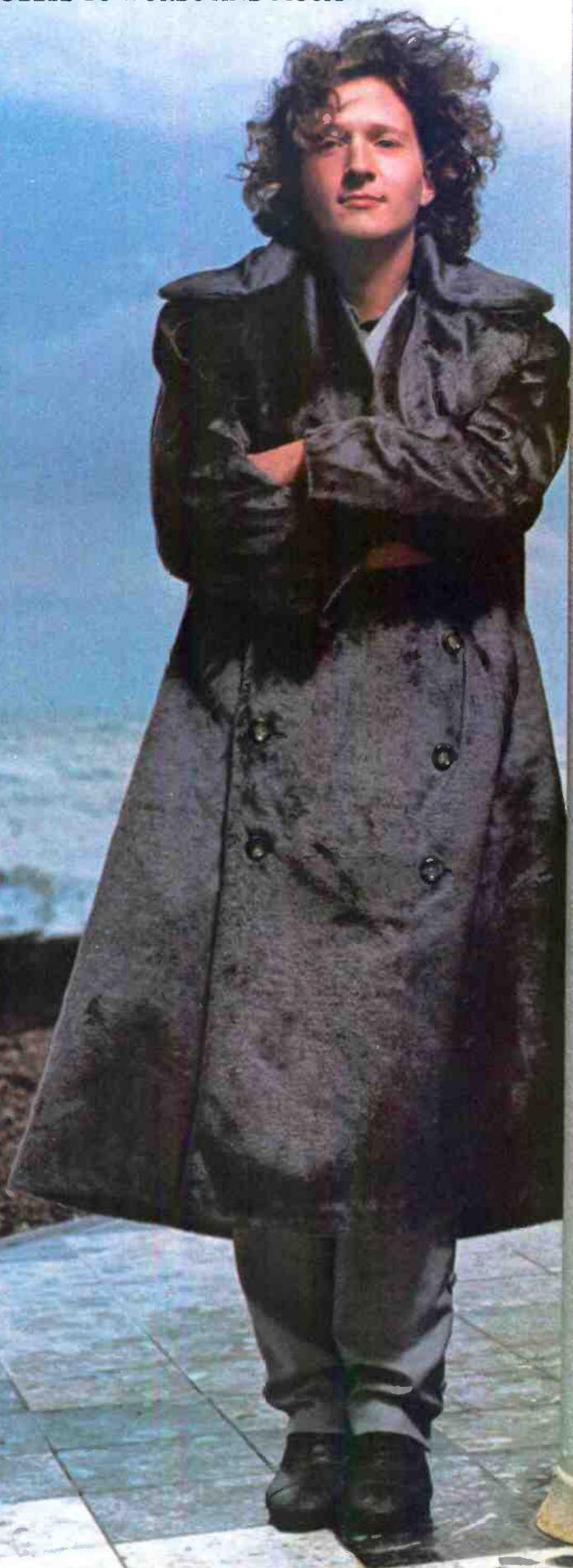
ALSO AVAILABLE ON BASF CHROME CASSETTE

Produced by Hugh Padgham and Eddie Rayner
(SP-4963) © 1984 A&M Records, Inc. All Rights Reserved.



10 NEW SONGS
1 INCOMPARABLE RECORD
FROM THE PHENOMENAL TEAM THAT
PUT SQUEEZE TO WORDS AND MUSIC.

Difford & Tilbrook



Produced by Tony Visconti, E. T. Thorngren, Chris Difford and Glenn Tilbrook
ON A&M RECORDS AND CHROME CASSETTES FROM BASE

SP 4985 © 1984 A&M Records, Inc. All Rights Reserved.

Film Tracks Star On Album Chart 13 Titles In Top 200; 'Footloose' Paces Current Boom

By PAUL GREIN

This is the first of a two-part report on film music, keyed to the start of the summer movie season. This week's report documents the proliferation of soundtracks; next week's analyzes the music/movie tie-in and looks ahead.

LOS ANGELES—Thirteen soundtracks are listed among this week's top 200 albums, tying what is believed to be the record for the rock era, set in September, 1980. A year ago, the chart included only two soundtracks: "Flashdance" (Casablanca) and "Return Of The Jedi" (RSO).

The current soundtrack boom is paced by "Footloose" (Columbia), which is in its 10th week at No. 1. This week "Footloose" also ties a record set by "Urban Cowboy" (Full Moon/Asylum) as the only soundtrack in pop history to generate as many as six top 40 singles.

"Urban Cowboy" was part of the last great soundtrack boom in the fall of 1980, which also included "Xanadu" (MCA), "Honeysuckle Rose" (Columbia), "One Trick Pony" (Warner Bros.) and "Fame" (RSO). The music supervisor on "Urban Cowboy" was Becky Shargo, who filled the same role on "Footloose."

While "Footloose" is the year's biggest soundtrack—in fact, it's had the longest run at No. 1 of any soundtrack since "Grease" in 1978—five other soundtracks are bulleting up the current chart: "Breakin'" (Polydor) at 18, "Beat Street" (Atlantic) at 35, "Indiana Jones And The Temple Of Doom" (Polydor) at 51, "Streets Of Fire" (MCA) at 90 and "Star Trek III—The Search For Spock" (Capitol) at 136.

Also listed on this week's chart are a pair of soundtracks that spawned top five single hits—"Against All Odds" (Atlantic) at 40 and "Hard To Hold" (RCA) at 47—and two platinum carryovers from last year: "The Big Chill" (Motown) at 67 and "Flashdance" (Casablanca) at 68.

The other charted soundtracks are "More Songs From 'The Big Chill'" at 105, "This Is Spinal Tap" (Polydor) at 160 and "Terms Of Endearment" (Capitol) at 194.

While the "Terms" soundtrack was a respectable hit, it didn't sell as well as expected, given the film's Oscar sweep and huge boxoffice grosses. The likely reason is that traditional

symphonic scores are out of commercial favor. Most of the soundtracks currently on the chart are collections of contemporary-style songs.

The only other traditional symphonic soundtracks on the chart are "Indiana Jones" and "Star Trek III," both of which are sequels to smash film hits. The latter album also features a 12-inch techno-pop disk.

In addition to the 13 soundtracks on the current chart, five other soundtracks are being tracked by Billboard's chart department and may debut over the course of the next few weeks: "Where The Boys Are"

(RCA), "Moscow On the Hudson" (RCA), "Hotel New Hampshire" (Capitol), "Once Upon A Time In America" (Mercury) and "The Karate Kid" (Casablanca).

Prince's soundtrack to "Purple Rain" (Warner Bros.) promises to be one of the year's top sellers, especially judging by the early action on the single "Where Doves Fly," which is already in the top 10 on the pop and black charts.

Eddy Grant's title song to "Romancing The Stone" (Portrait/Ice) and Ray Parker Jr.'s "Ghostbusters" (Continued on page 70)

Warner, Poly Huddle With Cartel Office

By MIKE HENNESSEY

LONDON—Discussions continue between the legal representatives of Warner Communications and PolyGram and the Cartel Office in Berlin over the proposed merger of the two companies' record interests. It is understood that the record groups have been invited to come up with proposals that would deliver a less substantial West German market share.

Says Siegfried Loch, WEA president of European operations: "We are still optimistic that a solution can be achieved. As far as I'm concerned, the two remaining hurdles are West Germany and the U.S. We have a hearing in San Francisco on July 2,

Assistance in preparing this story provided by Peter Jones in London and Wolfgang Spahr and Jim Sampson in West Germany.

and we are expecting a decision from Berlin shortly.

"After all, contraction in today's music industry is inevitable. If you look back to the '60s, there were only five or six major international record companies. Then came the boom and the proliferation of record firms. With the recession and sharp decline in sales, it is natural that the number of operating companies should be reduced."

One of the major obstacles in the way of resolving the two firms' merger problems is the fact that PolyGram is now 100% owned by Philips. The Cartel Office is said to be unhappy about this, and it has been suggested that, had former co-owner Siemens negotiated for the sale of its share directly with the third party in-

stead of selling it first to Philips, prospects of a speedy conclusion would have been brighter.

Furthermore, the financial investment required by Philips to buy out Siemens and the need for cash flow to develop the Compact Disc market have undoubtedly contributed to the decision to sell PolyGram's publishing empire, Chappell/Intersong.

Sources in Germany indicate that a sale is imminent, with potential buyers now narrowed down to two: a management group headed by Nick Firth, president of Chappell International in the U.K., and a group of in-

(Continued on page 70)



DASHING DECOYS—Miles Davis and friends celebrate the release of his Columbia album "Decoy" during a party at Manhattan's Tower Gallery. Shown from left are Bill Cosby, Columbia senior vice president and general manager Al Teller, Davis and his wife Cicely Tyson, and Dr. George Butler, vice president of jazz and progressive music for the label.

Good News From BPI: U.K. Sales Rose In '83

By MIKE HENNESSEY

LONDON—After four years of gloom, the British record industry is at last seeing a break in the clouds and enjoying a significant upturn in sales. Turnover in 1983 was \$396.2 million (287.1 million pounds), up 5.3% on 1982's figure, and the recovery has continued through the first quarter of 1984. January-March sales were up 9.5% on the figure for the same quarter last year (Billboard, June 9) at roughly \$82.27 million (59.6 million pounds).

The good news was announced Wednesday (13) to members of the British Phonographic Industry (BPI) by John Deacon, director general, when he presented his annual report at the industry group's key meeting here. Other bright spots in the report:

- Foreign sales in 1983 were more than double the domestic turnover figure.

- British music and British artists occupied "a solid 35%" of the Billboard Hot 100 and album chart.

- BPI membership, currently at 110 companies, is expanding more rapidly than at any time since the early days of the organization's incorporation in 1973.

- The year saw "unparalleled activity" by the BPI antipiracy unit in curtailing the activities of a number of record pirate rings.

- There is now "a very real possibility" that a bill will be introduced in the next session of Parliament to require importers and manufacturers

of blank tape to pay copyright owners a royalty as compensation for home taping.

Deacon acknowledged that factories had closed and jobs had been lost, but said that the British record industry is today a leaner and fitter one, having emerged from the years of recession as a healthy and creative business. "That's something we should be proud of," he said.

He added that 1983 had seen a further consolidation of the improved working relationships between various factions of the U.K. music industry.

The rapport between record producers and music publishers, he said, has been further cemented by agreement on a joint imports scheme. The Musicians' Union has joined the BPI and the Mechanical Rights Society in helping to fight piracy by agreeing to contribute substantially toward the fighting fund. And the BPI has set up a dialog with the retail trade to help meet the challenges of today's marketplace.

"With the BPI statistics for the first quarter of 1984 clearly indicating the prerecorded cassette accounting for well over 40% of our total album market, we feel that the problem of effectively displaying cassettes in stores is one important topic worthy of discussion," Deacon said.

On the problem of home taping, Deacon noted that the sixth bi-annu-

(Continued on page 70)

Debut For In-Store 'Video Kiosk'

By JOHN SIPPEL

LOS ANGELES — An in-store "video kiosk," designed to show hour-long music video compilations, debuts Monday (18) at the Sam Goody Rockefeller Plaza store in Manhattan.

The jukebox-like console is six feet high, three feet wide and two feet deep, and utilizes a laser disk player and 25-inch monitor. It is provided free to selected record/tape retailers. There is no charge to those firms supplying each month's selection of promo videos. Such commercial sponsors as Pepsi-Cola, Warner Bros. Pictures, Warner Lambert, Sony Video 45s and Nike sportswear have bought spots which are interspersed through the opening program.

The concept, called SRO Music Video, is a joint venture between H&H Movie Score, the Rip Pelley-Marv Helfer marketing firm in Tarzana, and Cimarron Productions, a Hollywood producer of commercials

and trailers. Pelley says that video suppliers are invited to send their products to him for possible usage on the four-week programs. Depending on the length of the clips, Pelley expects to use from six to 13 video clips in an hour's show.

The opening "menu" consists of Duran Duran's "The Reflex," the Cars' "You Might Think," Billy Idol's "Eyes Without A Face," Rick Springfield's "Love Somebody," Steve Perry's "Oh Sherrie" and Prince's "When Doves Cry."

Helfer says that SRO Music Video is negotiating with such chains as Musicland, Harmony House, Peaches Southeast, Record Factory, Sound Odyssey, the Record Bar, Big Daddy's, Big Apple, Budget Tapes & Records, National Record Mart and Record Theatre for mall locations. Latter exposure is vital, says Helfer, because SRO requires high traffic to give sponsors significant viewership potential. Helfer expects more than

100 video kiosks to be on location before the end of 1984.

The video kiosk is equipped totally computerized switching. If a store customer wishes, he can select a preferred video clip from a printed "menu," provided each month with the new laser disk to the location. If none of the 20 possible selector buttons are pushed, the machine continues to play automatically throughout the store's day.

Pelley, chief operating officer of SRO Music Video, will be in charge of both programming and advertising sponsorship. He expects there to be a two- to three-week time lag between receipt of an acceptable music video and its insertion into the next monthly program.

Helfer, executive vice president, will arrange retail locations, with two Cimarron executives, Bob Farina, vice president of business affairs and finance and Chris Arnold, vice president of technical operations.

Merger Case Set For Pasadena Court

WASHINGTON—The Ninth Circuit U.S. Court of Appeals will hold oral arguments in the Federal Trade Commission bid to block the Warner Communications/PolyGram merger July 2 in Pasadena rather than San Francisco.

Commission sources had earlier indicated the case would be heard in San Francisco. "We attach no significance to it," says an FTC lawyer working with the case, although a source points out that different judges sit in the various locations within the large Ninth Circuit district, which includes Los Angeles, San Francisco, Portland and other cities.

The FTC says it is not aware of any petition from Warner or PolyGram asking for a specific site or for a site change.

In This Issue

BLACK	56
CANADA	65
CLASSICAL	58
CLASSIFIED MART	60, 61, 62
COMMENTARY	10
COUNTRY	51
GOSPEL	58
INTERNATIONAL	9, 65
JAZZ	59
LATIN	59
PRO EQUIPMENT & SERVICES	41
RADIO	15
RETAILING	26
TALENT	45
VIDEO	34

FEATURES	
Boxscore	47
Chartbeat	6
Executive Turntable	4
Industry Events	76
Inside Track	78
Lifelines	76
Most Added Records	16
Nashville Scene	51
New Companies	76
Now Playing	31
Stock Market Quotations	76
The Rhythm & The Blues	56
Video Music Programming	33
Vox Jox	15
Yesterhits	23

CHARTS	
Hot 100	72
Top LPs & Tape	75, 77
Black Singles, LPs	57, 56
Computer Software	31
Country Singles, LPs	52, 54
Rock Albums/Top Tracks	24
Adult Contemporary Singles	25
Inspirational	58
Bubbling Under	76
Hits Of The World	65
Videocassette Rentals, Sales	36, 39
Dance/Disco	48
Videodisk	34
Video Games	32
Latin LPs	59

REVIEWS	
Album Reviews	71
Singles Reviews	68

10 Millionth CD From PolyGram Completion Of Hanover Plant's Setup Stage Marked

By JIM SAMPSON

HANOVER—Less than two years after starting mass production of Compact Discs, PolyGram's manufacturing center here turned out its 10 millionth laser-read disk on June 7. Hanover managing director Karl Tuch said this marked completion of the facility's setting-up stage. Current annual capacity is more than 14 million disks.

C.J. van der Klugt of the board of directors of parent company N.V. Philips, based in Eindhoven, Holland, expressed satisfaction with the CD launch so far. He said it proved that European technological know-how was still internationally competitive, adding that under no circumstances should the Japanese be allowed to dominate consumer electronics development by default.

"It's not necessary to fear a Japan syndrome," said van der Klugt, whose firm recently intensified cooperation with the U.S. firms AT&T and Warner Communications. He said Philips had three reasons for increasing its American presence: "The U.S. is still the major world market, where the competition is strong, we want to be strong; and when you make key decisions about your own future, you must make them from a position of strength."

At the same time, van der Klugt called on the Japanese to "change their attitude towards the rest of the world," referring to import barriers in that country. "As someone once said, we can't tolerate it when Japan exports its unemployment to Europe."

Unemployment has not been a problem at PolyGram's Hanover plant, which now employs more than 300 people in CD production alone. Startup investment costs have been

pegged at in excess of \$30 million in Hanover. Since last month, the plant has done all of its own mastering, a step previously handled by Philips in Holland, further reducing PolyGram's CD manufacturing timetable from six weeks to four.

"One of our biggest problems was with simultaneous releases," admits Tuch. "Now, we can offer simultaneous LP/cassette/CD release in most cases to PolyGram companies and to third parties." His current daily net production of 50,000 disks is expected to jump to 80,000 in September, a total Tuch claimed would be the largest output of any CD plant in the world.

"Last year, we provided 40% of the world's CD supply," Tuch said. "This year it will be 50%." By 1986, PolyGram plans to make 27 million CDs annually in Hanover.

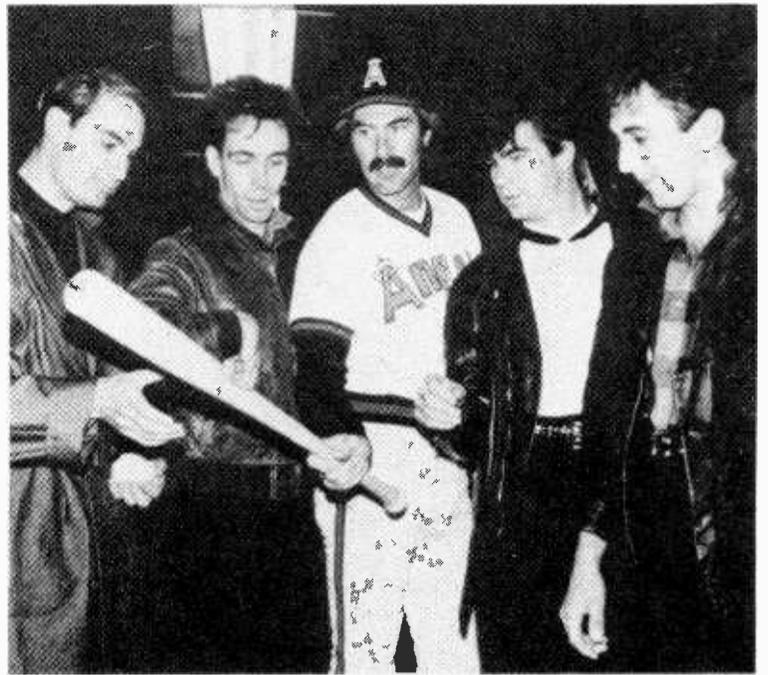
PolyGram says its quality standards have not been reduced as ca-

capacity increased. Each CD is still given a quick laser check automatically. According to Wolfgang Munczinski, PolyGram's CD coordinator, the firm anticipated a defective rate of up to 0.3% on its net output, although actual defective disks have been limited to about one per thousand.

PolyGram claims quality, speed and flexibility have been its main selling points to an increasing number of third party clients, which now number 37, including Telarc, Orfeo and Teldec, which previously ordered from Japan. Over 1,700 different releases have been manufactured by PolyGram so far.

Tuch presented copies of the 10 millionth CD (a Karajan recording of the Pachelbel "Canon") to PolyGram president Jan Timmer, to van der Klugt on behalf of investors Philips and Siemens, and to Richard

(Continued on page 66)



LIFE WITH THE ANGELS—Members of MCA group Real Life get some batting instruction from Bobby Grich, infielder for the California Angels. The band's single "Send Me An Angel" was adopted by the club as a theme song for the season. Pictured from left are Real Life's Richard Zatorski and David Sterry, Grich, and the group's Allan Johnson and Danny Simcic.

ANALOG/DIGITAL BREAKDOWN PolyGram Initiates CD Code

HANOVER—Responding to complaints about unclear Compact Disc recording information, PolyGram has introduced a code to indicate whether CD source material was analog or digital. Starting this month, all new PolyGram releases will carry the code.

Located on the back of the CD package, the code has three letters. The first is for the original recording, either studio or concert; the second letter stands for mix method, and the third reflects mastering. Any of these three steps can be either analog or digital, as shown by an A or a D.

Thus, a completely digital production will carry the code DDD, while an analog recording and mix which was digitally mastered will be coded AAD.

This code has been recommended to all CD licensees, but only PolyGram has announced its use in actual production. The firm continues to emphasize that the word "digital" is not in itself a guarantee of superior quality.

PolyGram points to its biggest selling CD, "Love Over Gold" by Dire Straits, whose sound attributes have gained much critical praise in Europe. The album, the company notes, was an analog recording.

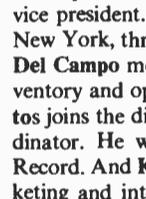
Executive Turntable

Record Companies

Eddie Reeves is appointed general manager of Warner Bros.' Nashville division. He was vice president and general manager of Chappell Music there . . . In Beverly Hills, Barney Ales is named president and general manager of Pablo Records. He was head of Penthouse Records . . . Jim Lewis is upped to senior vice president of international repertoire for PolyGram in New York. He was marketing



Reeves



Ales

vice president. At PolyGram Special Imports, New York, three appointments are made. Paul Del Campo moves up to manager. He was inventory and operations coordinator. Tom Faitos joins the division as classical product coordinator. He was with International Book & Record. And Kenny Levine joins as sales, marketing and international product coordinator. He was with Peters International.

Pat Pagani is upped to electronic data processing operations manager for Atlantic and Elektra. She was a computer operator. And Stella Onida is named manager of production for the labels. She was assistant to the company's director of production. Both women are based in New York . . . Gramvision recruits Tom Finch as production manager in New York. He had held a similar post at Boardwalk . . . Intersound Inc., the Minneapolis-based company that owns the Pro Arte, Quintessence, Sinfonia and Classics For Joy labels, promotes Steven Vining to vice president. He continues his duties as director of a&r activities . . . Kevin Capps moves up at London Records, New York, to manager of publicity and promotion. He was in the advertising and public relations department . . . Peter Garris joins TVI Records, New York, as promotion vice president. He had operated his own consulting business.

Several appointments are made at WEA, Burbank. Rene Esquibel is appointed promotion marketing manager for the Southwest region. She was an independent consultant to Elektra/Asylum. Peter Hurd is upped to video products sales representative. He was an assistant buyer. And Coleman Rehn is upped to project manager. He's been with WEA since 1975.

Video/Pro Equipment

Richard Berman is promoted to executive vice president and general counsel for Warner Amex Satellite Cable Communications in New York. He was director of legal and business affairs for WASEC . . . Brett Jay Markel is named vice president, programming, for the U.S.A. Home Video and Monterey Home Video labels in Canoga Park, Calif. He was manager of acquisitions for the Disney Channel.

Two appointments are made at National Video, Portland, Ore. Tom Todd is named purchasing manager of special projects. He was a buyer for Fred Meyer, Inc. And William Mapes is appointed president, chief executive officer and member of the board of directors. He was president and chairman of the board of the Wemar Corp.

Related Fields

Dennis Gordon is named senior director of operations at Creative Horizons, the Los Angeles-based club and promotion firm. He was national 12-inch product manager for PolyGram in New York . . . Nadine Meyers joins Left Bank Management in Los Angeles as a manager. She was manager of West Coast administration for April-Blackwood Music . . . Mark Wexler is upped to senior vice president of Mobile Fidelity Sound Lab in Chatsworth, Calif. He was vice president of sales.

NEW SYNDICATED VIDCLIP SHOW

'HOT' Offer: Jacksons Tickets

By FAYE ZUCKERMAN

LOS ANGELES—A new syndicated music video show has attracted some 80 stations and is receiving attention during its first week's airing with two Jacksons' concert tickets up for grabs.

The show, "Hits Of Today (HOT)," requires that viewers vote to determine which promotional video clips will air each week. Participating viewers will have a chance to win two concert tickets, says Stephen Pouliet, the show's producer.

Prior to the series' premiere on Monday (11), "HOT" received additional notoriety because its executive producer, Bob Banner, is a 30-year

veteran of music-related television shows. Banner has two currently successful syndicated shows, "Solid Gold" and "Star Search."

"HOT," a joint venture between Bob Banner Associates and Group W Productions, airs either in the late afternoon or at 11 p.m., depending on the individual stations' scheduling requirements. For now, it will be appearing on all Metromedia stations, including New York's WNEW and Los Angeles' KTTV. WFLD Chicago and KNBN Dallas are also planning to carry the show.

According to Banner, the potential number of viewers for the show is about 50 million. "That is many more than the 17 million MTV

claims," he adds.

As for MTV receiving exclusivity on clips, he says, "That's life. There are plenty of other sources that carry clips we can premiere on the show. Besides, by the time a clip reaches the level where our viewers are voting for it, the required exclusive windows will be over."

Musical clips are not a new notion to Banner. In 1952, he recalls putting together film clips to be shown on network television shows or as filler during station identification. "Back then, we were not concerned with who the artists were doing the song. It was the song itself that was popular.

"I remember 'How High The Moon' was performed by many artists. We made a clip for each rendition of the song."

Banner believes that the success of "HOT" will ride on audience participation. "We want to get people to watch videos, and then call or write in with lists of their favorite ones. I'm hoping that it will become a family effort."

In a style reminiscent of "Your Hit Parade," the 30-minute show airs Monday through Friday. Viewers are polled weekly to discern the top 30 videos. Says Banner, "On Monday, we will start with number 30 and then countdown to No. 1."

During a week-long test in May, seven markets, including New York, Los Angeles and San Francisco, revealed better viewer participation than expected.

Audio Rental Markup Put Off

WASHINGTON — There were a few long faces in the halls of the Rayburn House Office Building after a planned markup on the so-called audio rental bill was postponed Thursday (14).

Recording industry officials arrived expecting a quick markup of the non-controversial legislation, which would restrict rental of records and tapes without authorization. But they listened as members of the subcommittee on courts, civil liberties and the administration of justice asked chairman Robert Kastermeier (D-Wisc.) for more time to study the language in another bill up

for markup exempting cable system operators from paying higher compulsory license fees for carrying additional long distance signals. Members indicated they found the bill's language complicated.

The chairman acquiesced. When some members asked if the markup would continue on the audio rental bill, H.R. 1027, Kastenmeier replied, perhaps with some sarcasm, that the audio rental bill was also "complicated," and gaveled the meeting to a close. There are plans to reschedule the markup for next week, but no date has been announced.

From CANNON to POLYGRAM, with love

THANK YOU GUNTHER HENSLER, RUSS REGAN, AND THE POLYGRAM TEAM FOR YOUR OUTSTANDING EFFORTS ON THE "BREAKIN'" SOUNDTRACK ALBUM.

ORIGINAL MOTION PICTURE
SOUNDTRACK

Breakin'



ON THE STREETS FOR ONLY 5 WEEKS,

"BREAKIN'" HAS SOLD OVER 700,000 ALBUMS

AND IS SELLING AT A RATE OF 150,000 ALBUMS A WEEK.

"BREAKIN'...THERE'S NO STOPPING US NOW" ³⁰
(Ollie and Jerry)

"FREAKSHOW ON THE DANCE FLOOR" ⁸³
(Bar-Kays)

"99 1/2"
(Carol Lynn Townes)

**2
HIT SINGLES
WITH A
THIRD ON THE
WAY**

**"BREAKIN'" IS GOLD
AND ON ITS WAY
TO PLATINUM**

Hal Leonard Publishing In Computer Software Move

By FAYE ZUCKERMAN

LOS ANGELES — Hal Leonard Publishing, the giant print music publisher, has begun distributing music-related computer software and books and has signed an agreement with California's Passport Designs to develop computer music programs.

According to Hal Leonard's Jack Schechinger, the first products to be distributed, to an estimated 6,000 musical instrument stores, will in-

clude Datamost's books, Scarborough's "Songwriter" and "Computer Sheet Music," the first completed project by the joint venture with Passport Designs.

Passport Designs, based in Half Moon Bay, Calif., is one of the oldest computer music firms. Its flagship product, Soundchaser, was one of the first keyboards designed to hook onto a microcomputer.

Why has a \$20 million publishing firm hooked up with a \$3 million computer music outfit? Schechinger explains: "We think that computers are rapidly becoming a center for home entertainment. There is more and more evidence that computers and music are a good mix. We see it as an important new area."

The president of Passport Designs, David Kusek, gives a much more direct answer to the question: "If music publishers want to stay in business, then they must get into computers. It's the direction music publishing is taking."

Under the terms of the agreement, Passport will act as a research and development firm, while Milwaukee-based Hal Leonard will take charge of publishing user's manuals and related books.

The first product, "Computer Sheet Music," comes with software, recorded music and custom music books. An instructional package for beginning keyboard students, the program can be used with both the Apple II and Commodore 64 computers in conjunction with any MIDI (Musical Instrument Digital Interface) keyboard.

Michael Jackson's "Thriller" album is featured in the package, which Passport and Hal Leonard report is the first of a series. It retails for \$29.95.

Survey Calls For Standard Carton Counts

NEW YORK—Industrywide standards for carton counts and the development of universal invoices, RAs and packing slips are top priorities for retailers and distributors, according to a recently completed National Assn. of Recording Merchandisers (NARM) survey.

Conducted by the NARM operations and information processing committee in conjunction with the Recording Industry Assn. of America (RIAA), the survey asked NARM retail members to order the priorities manufacturers should have to improve the processing of orders.

Standard carton counts—which are currently split at 25 or 30 pieces per box—placed first. Standardized invoices, return authorizations, packing slips and requests for return forms placed second, third and fourth among the 12 possible responses. Indication of price was deemed fifth most important.

The original standardization forms are now being reassessed by the RIAA data processing committee under the chairmanship of Marita Slobko, vice president of data processing for WEA Corp.

MOSS DISTRIBUTING CELLULOID

French Label At Home In U.S.

By KIM FREEMAN

NEW YORK — Five-year-old French progressive label Celluloid/OAO is making itself welcome in the States through a distribution and marketing deal with the Moss Music Group, a 30-year veteran of the classical market. The union is MMG's second venture into the pop field, the first being Storyville, a Swedish jazz logo Moss distributes in the U.S. and Canada.

Approximately 10 Celluloid sin-

gles and five OAO albums have been released since the independent's link with Moss last June. Best sellers so far are Shango's "Shango Message" and "Zulu Groove," two Material/Afrika Bambaataa productions which have reportedly sold 30,000 and 45,000 copies respectively. Shango's current release is another Material/Bambaataa effort, "Let's Party Down." Part of the "Beat Street" soundtrack, it has received 18,000 orders in its first two weeks on the street, according to Moss national

sales manager Sonny Kirshen.

Celluloid founder/president Jean Karakas' contract with Moss gives him control over both signings and product releases. This, coupled with the company's direct-to-dealers distribution setup, led Karakas to the U.S. company.

Future releases include a three-album series of unreleased Jimi Hendrix material, remixed by Bill Laswell, and an album by Grandmixer D. St., who did the scratching on Herbie Hancock's "Rockit."

The label's claim to fame is Material, Laswell's network of producers, musicians and songwriters. While Material does not have an exclusive contract with Celluloid, Laswell and Karakas maintain a collaborative relationship that began seven years ago. Karakas says Laswell/Material uses Celluloid as a home base and appears in various capacities on most of the label's records.

Material co-wrote and co-produced "Rockit," and has worked with Nona Hendryx, Laurie Anderson, Yellowman and others. Laswell is currently producing Mick Jagger's first solo album.

Laswell and Material's manager Roger Trilling handle OAO, Celluloid's experimental logo, whose best known act is the Golden Falaminos. Forthcoming from OAO are albums by jazz/rock guitarist John

(Continued on page 70)

Chartbeat

Bruce Springsteen Debuts In Top 10

By PAUL GREIN

Bruce Springsteen's "Born In The U.S.A." (Columbia) debuts at number nine this week, the highest entry position of any album in the past two years. The last album to debut higher was Stevie Wonder's "Original Musiquarium," which bowed at number five in May, 1982.

"Born In The U.S.A." is Springsteen's fifth album in a row to reach the top 10 in its first or second chart week. Springsteen's breakthrough album, "Born To Run," debuted at number 84 in September, 1975, and vaulted to number eight in its second week; "Darkness On The Edge Of Town" opened at number 39 in July, 1978, and then shot to number 10.

"The River," which introduced Springsteen to the mass pop audience, bowed at number four in November, 1980 and hit No. 1 in its second week. "Nebraska" debuted at number 29 in October, 1982, and zoomed to number four.

"Born In The U.S.A." is being boosted by the hit "Dancing In The Dark," which this week becomes Springsteen's highest charting single to date, vaulting five notches to number four in its fifth week. As such, the song is a good bet to take over the top spot, possibly as early as next week. Springsteen's album could also reach No. 1 by next week, which would give him simultaneous control of Billboard's key charts.

"Born In The U.S.A." is also off to a fast start in the international marketplace. It debuts at number two this week in Britain, coming in just behind a Bob Marley repackaging.

★ ★ ★

Duran Topper: Duran Duran's "The Reflex" (Capitol) moves up to No. 1 on this week's Hot 100, six

weeks after reaching the top spot on the British chart. It's the eighth song to reach No. 1 in both countries since early 1983.

"The Reflex" follows Men At Work's "Down Under," Michael Jackson's "Billie Jean," Bonnie Tyler's "Total Eclipse Of The Heart," David Bowie's "Let's Dance," the Police's "Every Breath You Take," Culture Club's "Karma Chameleon" and Lionel Richie's "Hello."

"The Reflex" is the third top 10 single in the U.S. from Duran Duran's third album, "Seven And The Ragged Tiger," which holds at number 10 again this week. It follows "Union Of The Snake" (#3) and "New Moon On Monday" (#10).

Reader Billy Hartmann of Beaufort, S.C. notes that this makes Duran Duran one of the few acts to reach the top 10 with three singles

since last December, along with Huey Lewis & the News, Lionel Richie and Culture Club.

★ ★ ★

U.K. Report: Frankie Goes To Hollywood's single "Two Tribes" debuts at No. 1 in Britain this week, four months after the group's first hit, "Relax," was No. 1 in the U.K.

Alan Jones, a columnist for Record Mirror in England, notes that Frankie Goes To Hollywood is only the third act in U.K. chart history to reach No. 1 with its first two releases. The group follows Gerry & the Pacemakers (who topped the chart with their first three releases) and Mungo Jerry.

It's not that unusual for a record to debut at No. 1 in Britain. But it's unprecedented for this to happen with

(Continued on page 76)

Louisiana Music Confab Draws Disappointing Crowd

By KIP KIRBY

NEW ORLEANS—Key industry panelists and an agenda of informative seminar topics failed to lure expected registration to the fourth annual Louisiana Governor's Conference On Music, held here June 9-10 at the Hyatt Regency.

The sparse attendance, estimated at barely over 100 people, was particularly ironic since the purpose of the two-day event is to educate and instruct members of the Louisiana music industry and to promote the state's own creative contributions.

Louisiana Music Commission director Lynn Ourso, commenting on the disappointing lack of local industry and media support, says he is considering changing the format of the conference for 1985: "What we're trying to do is expose various segments of our music business to professionals from major music centers who can open up possible new avenues of opportunity for them. We aren't sure why we didn't have better attendance this year."

Ourso coordinates the yearly event with New Orleans attorney Ellis Pallet, vice chairman of the Louisiana Music Commission and chairman of the festival and events committee.

The poor attendance was all the more surprising in light of the panel-

ists themselves. Although director John Landis did not make the conference as scheduled, other speakers included representatives of all facets of the music industry.

Concurrent with the conference, plans were unveiled for a proposed Louisiana Music Hall of Fame to be situated in the capital city of Baton Rouge. Panelists were asked to participate in a pre-conference roundtable discussion on a proposed annual Louisiana Music Awards Show, to be syndicated or packaged for national tv.

A non-profit corporation headed by executive director Del Moon, the Louisiana Music Center Inc., has been formed in Baton Rouge. This museum would house an archive/media resource facility and hall of fame awards for such Louisiana natives as Fats Domino, Jerry Lee Lewis, Louis Armstrong, Gov. Jimmie Davis and Doug Kershaw, and would serve as a statewide center for special projects. Moon estimates it will take \$5 million to develop this concept.

Guests who participated on panels at the Governor's Conference were treated to a VIP tour of the New Orleans World's Fair and taken to several showcases to see local talent.

FLORIDA TAPE BUST

Theft Charge In Piracy Case

LOS ANGELES — Roberto E. Luque Sr. has been charged with single counts of grand theft and dealing in stolen property in an unusual prosecution procedure by the Florida State Attorney's Economic Crimes Unit involving allegedly illicit prerecorded Latin tapes.

In addition, Luque, proprietor of Mexi-Food Distributing Inc., 23708 S.W. 132nd Ave., Princeton, Fla., was accused of dealing in unauthorized tapes. Ken Cohen, assistant Florida state's attorney, said the charges came down after he sifted through evidence produced from a May 23 raid on Luque's business premises.

Florida law enforcement officers entered the food distributorship with a search warrant issued by Judge

Robert H. Newman, acting on evidence of allegedly counterfeit cassettes provided by Bud Richardson of Los Angeles, who consults the Assn. of Latin American Record Manufacturers. Prior to the raid, Dade County investigator Jorge Alonzo had purchased a number of counterfeit Latin tapes in the area.

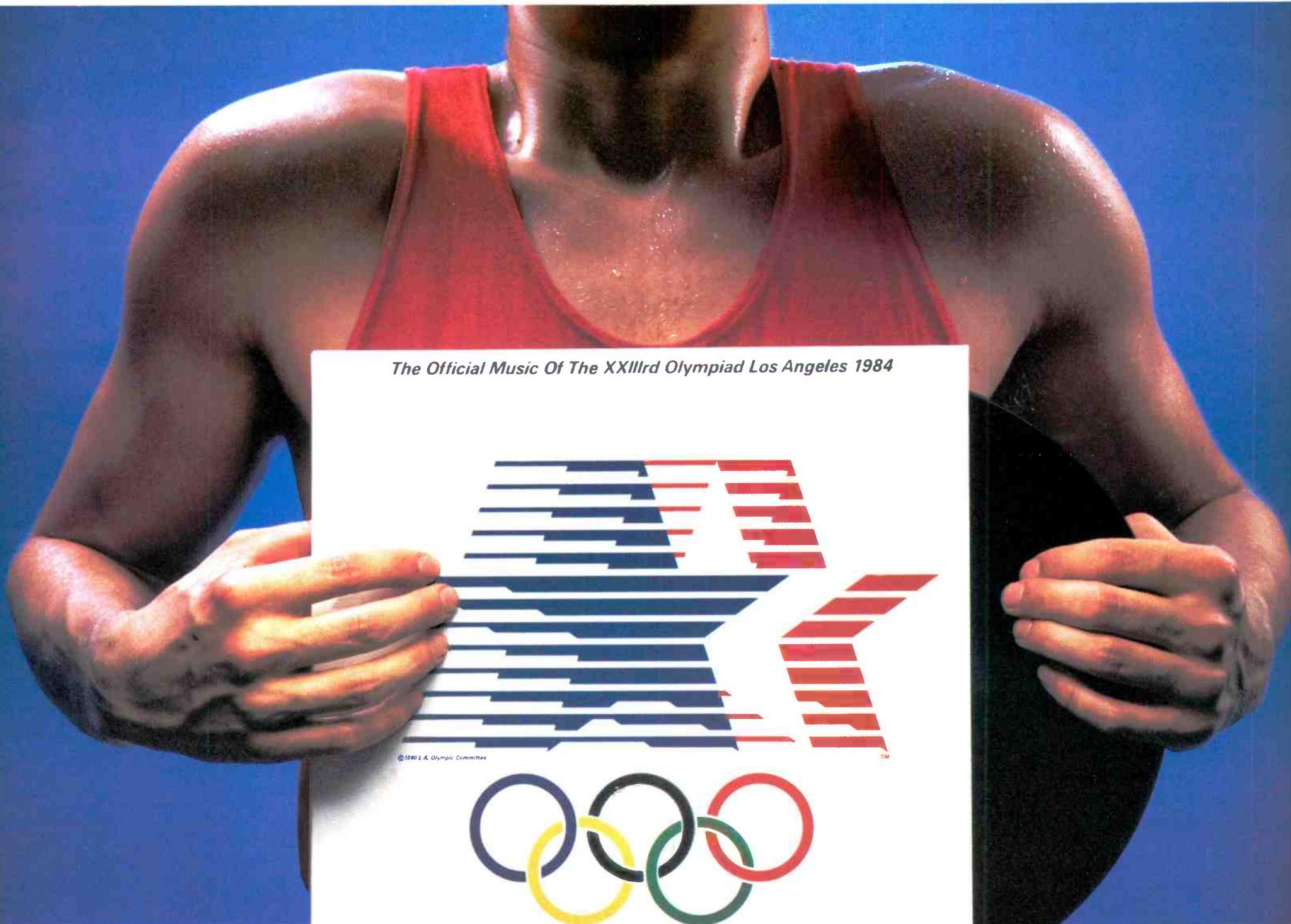
Among the more than 400 counterfeits said to have been found in Luque's warehouse were product originally released by Discos CBS, Fania World Circles, Ramex and Profono. Officers also confiscated business records involved in the allegedly illicit tape marketing.

Cohen said the criminal charges of grand theft and stolen property were the first such applied to illegal recordings by his department.

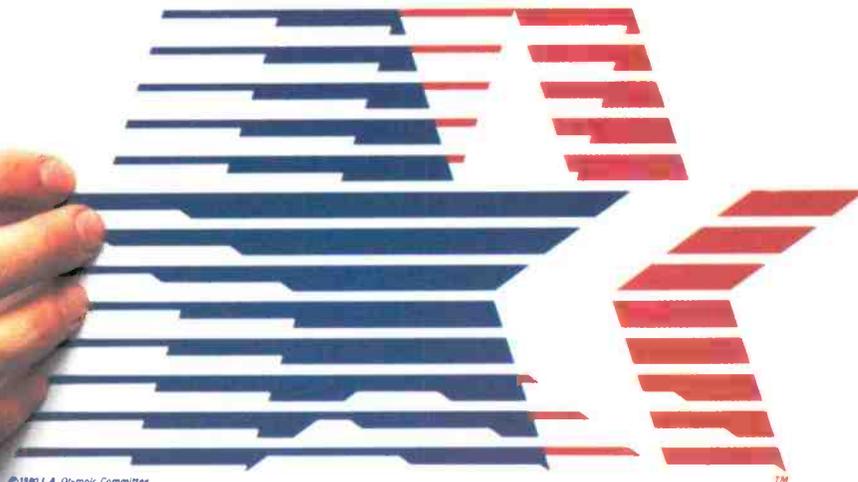


HAVING IT HER WAY—Debbie Reynolds greets fans at a K-Mart outlet in Buena Park, Calif., during a promotional tour for her K-tel exercise album "Do It Debbie's Way." Pictured with her from left are Handleman supervisor Trudy Zykwa, K-tel's Dominion Music regional manager Mark Reynolds, Cerami, store manager Richard Quionen, and Handleman sales rep Dian Fenoglio and branch manager Ken Yastic.

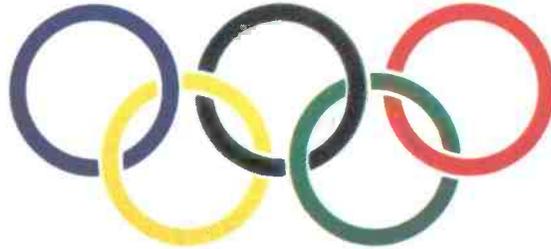
THE ALBUM THAT GOES FOR THE GOLD... AND BEYOND.



The Official Music Of The XXIIIrd Olympiad Los Angeles 1984



©1984 L.A. Olympic Committee



JS 39322

For the first time ever, 11 of the world's best-known artists have been commissioned to create original music for the 1984 Olympics.

Bill Conti "Power" (Power Sports Theme)

Christopher Cross "A Chance For Heaven" 38-04492
(Swimming Theme)

Foreigner "Street Thunder" (Marathon Theme)

Philip Glass "The Olympian—Lighting The Torch"

Herbie Hancock "Junku" (Field Theme)

Bob James "Courtship" (Basketball Theme)

Quincy Jones "Grace" (Gymnastics Theme)

Loverboy "Nothing's Gonna Stop You Now"
(Team Sports Theme)

Giorgio Moroder "Reach Out" (Track Theme) 38-04511

Toto "Moodido (The Match)" (Boxing Theme)

John Williams "Olympic Fanfare And Theme"

Plus the traditional Olympic Theme, "Bugler's Dream."

THE OFFICIAL MUSIC OF THE 1984 OLYMPICS TO BE PERFORMED, PLAYED AND HEARD AT THE GAMES. MUSIC INSPIRED BY GREATNESS. FEATURING THE NEW CHRISTOPHER CROSS SINGLE, "A CHANCE FOR HEAVEN," PLUS "REACH OUT," THE NEW SINGLE FROM GIORGIO MORODER. ON COLUMBIA RECORDS AND CASSETTES.





© Original Appalachian Artworks 1983

Parker Brothers Music is turning Cabbage into Gold.



"Cabbage Patch Dreams," the Cabbage Patch Kids™ first album has already sold half a million copies and is well on its way to going platinum.

We'll be putting the same kind of fresh, upbeat music into all our records and tapes. Parker Brothers Music has the exclusive rights to 1984's hottest licenses, the Cabbage Patch Kids™ and Rose Petal Place.™ And we'll support our line with more than \$1.5 million in Spring and Fall advertising.

So stock up on the big hits from Parker Brothers Music. And watch your store fill up with little music lovers.



PARKER BROTHERS
MUSIC
Big Hits For Little People

Cabbage Patch Kids is a Trademark of Original Appalachian Artworks Inc., Cleveland, GA, USA, and granted to Parker Brothers under exclusive license for recordings. Rose Petal Place is a Trademark of Hallmark Properties and David Kirshner Productions. "Cabbage Patch Dreams" album was produced by Stephen Chapin and Tom Chapin. © 1984 Parker Brothers, Beverly, MA 01915.

Latest Changes Unveiled At CBS Holland Plant

By MIKE HENNESSEY

HAARLEM, Holland—The second phase of a major refurbishment plan aimed at giving CBS Records one of the largest and most efficient pressing and duplication facilities in Europe was unveiled here on June 7 by Allen Davis, president of CBS International.

CBS has spent about 10 million Dutch guilders (roughly \$3.3 million) in restructuring its pressing plant and tape duplicating operation, housing them under one roof together with the administration and quality control departments. The redeveloped facility has a total daily production capacity of 150,000 LPs and maxi-singles, 65,000 cassettes and 70,000 singles.

The CBS Haarlem plant, which supplies product to CBS operating companies in 14 territories, was opened in 1967. In 1980, the printing plant was destroyed by fire. It was rebuilt and officially reopened in June, 1982, as the first phase in a project designed to concentrate CBS's production and warehousing operations

in three buildings, instead of being scattered over 11 different locations. The third stage of the development will be the erection of a vast warehouse to hold raw materials and product.

CBS plans to double its seven-inch presses from 12 to 24 and will probably add six automatic LP presses to bring the total to 48. To streamline production, the plant plans to combine pressing orders for West Germany, Benelux and France in order to achieve longer runs.

The plant uses two tape duplication systems, ElectroSound at 34-1, and Gauss at 64-1 and 128-1. About 60% of tape cassette production involves chrome tape; classical cassettes are 100% chrome tape.

The plant, which employs some 560 people, is also the distribution center in Europe for Compact Discs, 90% of which are shipped in from Japan. Between 10% and 15% of production capacity is accounted for by custom pressing.

LABEL TAKES CLASSIC PLUNGE

Nimbus Presses First British CD

By NICK ROBERTSHAW

LONDON—The first Compact Disc to be manufactured in the U.K. has been successfully pressed here by independent classical label Nimbus Records, best known for its audiophile software. Its Wales-based CD plant officially comes on stream next month with an initial capacity of 30,000 disks monthly, expected to rise to one million annually by the end of this year.

Output is set to rise further to three million units a year in 1985, and Nimbus is aiming to capture 25% of the European CD market. Production will be split between the label's own recordings and custom pressing work, with the latter dominating.

Inquiries have come from record companies in Britain, the U.S. and throughout Europe, according to technical director Gerald Reynolds. Capacity is fully booked at least until the end of this year, he says, with 60% of production destined for export.

Four U.K. firms originally announced plans to embark on CD

manufacture. But with Forward Technology, PR Records and Standard Pressing all stalled for a variety of reasons, Nimbus believes it will have at least an 18-month lead in the field here.

The company says it has been visited or approached by every major U.K. label, including CD pioneer PolyGram itself, and that its customers include not only classical labels but also such pop-oriented companies as Virgin and Chrysalis. "We've even had offers from majors asking to take over the whole of our capacity," says general manager Mike Lee. "But we want to spread the message across as wide an area as possible."

Lee ascribes the heavy initial demand to a combination of factors, chief among them shortage of European capacity, administrative and communications problems reported by PolyGram customers and Nimbus's own long-standing reputation for quality conventional pressings.

The company does not intend to let custom pressing commitments squeeze out its own product, as has happened in the past with black vinyl manufacture, particularly since its 10

PolyGram-pressed CD releases to date have proven excellent sellers.

After July, Nimbus will press its own CD releases. The first of these, due in August, will be "Natural Sound Sampler Volume 2" and an album by Vlado Perlemuter of Ravel piano works. Thereafter the company hopes to issue two or three CD disks a month, some exclusively on the new format, and will eventually phase out black vinyl altogether except to meet custom pressing requirements.

Says Reynolds: "I give the vinyl album seven to 10 years at most. There will come a critical point where the number of players is such that it won't pay people to carry a double inventory, even on pop product, and it will happen very suddenly. Once one major producer realizes it, the others will have to follow."

On pricing, Reynolds believes current levels are too high and considers a point just under 10 pounds sterling (\$14) to be about right. On the other hand, he says, prices should remain stable even if manufacturing costs decline with volume and player prices continue their fall.

Walwyn Has Uptempo Plan For BBC Records

By NICK ROBERTSHAW

LONDON—BBC Records, music arm of the famed broadcasting organization, plans to adopt a more vigorous and innovative approach following the appointment as managing director of Humphrey Walwyn, formerly head of pop music at the BBC's World Service.

First signs of a more aggressive attitude were apparent with the Walwyn-inspired "D-Day Despatches," rush-released here June 1 here to coincide with massively publicized anniversary celebrations and sold as a midprice album not just through conventional outlets but also on the cross-Channel ferries plying between Britain and the North French coast where the original World War II landings took place.

Aside from such projects, Walwyn plans a more fundamental reorientation of BBC Records. "We have always issued BBC broadcast material, but I don't believe that should stop us from acting more like an ordinary record company," he says.

"Why shouldn't we sign acts? I'm not saying we would take a group off the streets and give it a five-year contract, but there are, for instance, hundreds of tapes submitted every week to disk jockey John Peel's radio program. Why shouldn't we listen to that material, and use it?"

Later this year Walwyn hopes to announce an expansion of BBC Records' product lines away from its previous dependence on broadcast programming. He is also contemplating setting up separate label identities for specific product areas: jazz, classical and so on.

On the publishing side, he plans to build a more active policy. "Instead of following on behind existing television and radio output, I would like to see us broaden the scope, perhaps bring in outside writers and eventually offer a service to the BBC or even to rival broadcasters as well," he says.

BBC Records currently puts out about 60 albums and 15 singles a year. Its overall catalog, which covers comedy, spoken word, archival

material, children's releases, classical music, pop and rock compilations, theme music, sound effects and more, amounts to more than 250 titles. In the U.K., it is manufactured and distributed by PRT Records, with input from its own sales and marketing team headed by James Fleming. Overseas, its key licensees are Intercom in West Germany, Phonogram in Australia, and Gemcon Inc. in the U.S., which has released some 50 titles over the last four years.

Major U.K. successes have been a series of "Fame" albums, the first of which topped the charts for several months in 1982 and sold a reported 1.3 million units; the "Royal Wedding" album, another No. 1; and "Not The Nine O'Clock News," taken from the anarchic cult comedy series.

Stateside success, on a more modest level, has come with the comedy albums "Monty Python" and "Fawlty Towers," the soundtrack package "Flight Of The Condor," and most recently with releases based on the "Doctor Who" science fiction series. Gemcon, which has concentrated on mail order sales following the demise of former distributor Pickwick, reports particularly strong response for a specially devised "Doctor Who" picture disk album.

Dutch High Court Rules On Authors' Cable Rights

By WILLEM HOOS

AMSTERDAM—After more than eight years of uncertainty and a flurry of lawsuits and countersuits, the Dutch High Court has finally ruled that authors' rights have to be paid for the transmission of foreign television programs on the network of cable television systems in the Netherlands.

With the principle finally established, only the details have to be ironed out. This could be completed by the end of the summer.

Hein Endlich, an executive of Dutch authors' society BUMA/STEMRA, says his organization is "very happy" with the court decision. He adds: "Now we seek a detailed rights agreement with VECAI, the umbrella organization looking after the cable operators. We've been in negotiation with them for a couple of years but with no firm results, mainly because of the lack of an authoritative court backup."

Some 2.5 million Dutch households currently have cable television for a penetration rate of more than 70%, easily the highest in the world. To receive programs via cable, householders pay an average monthly fee of around \$5. Endlich says the High Court endorsement of the rights payment claim is likely to add about 50 cents to this tag.

With settlement expected in a matter of months, BUMA/STEMRA is also seeking from VECAI a retrospective rights payment of around \$15 million, covering the transmission of foreign television programs through Dutch cable in 1983. But this is not regarded as likely.

In Belgium, a deal was recently formulated to cover authors' rights from cable transmission. BUMA/STEMRA and VECAI will ponder this as a possible negotiating point here.



STARS IN THE CAPITAL—CBS International recording artist Jose Luis Rodriguez (El Puma) presents First Lady Nancy Reagan with a gift after visiting the White House to perform at the annual Congressional Club Luncheon.

German Record Sales Continue Steady Decline

By WOLFGANG SPAHR

HAMBURG—West German record sales are still in decline. First quarter figures from the German Phonographic Assn. (GPA) show a 10% drop from the same period last year, and the longterm trend is vividly illustrated by a comparison with 1980's comparable sales statistics: singles 16% down, albums a dramatic 40% down, overall volume 20% down.

Earnings from mechanical royalties have inevitably been hard hit as well. According to copyright society GEMA, they've fallen 25% over the last four years.

Prerecorded cassettes have also lost ground, and the only bright spots for the beleaguered industry are maxi-singles, whose first quarter sales of 2.2 million units are more than double the 1983 figure, and Compact Discs, which now account for 2% of album sales, with 500,000 sold in the first three months of 1984.

In detail, the January-March quarter results show total disk, tape and CD sales of 37.8 million units, 4.2 million fewer than in the same period

of 1983. Album sales at 15.4 million were 14% down, and cassette sales at 9.4 million were 12% down.

Matching the 5% fall in overall sales reported last year was a 6% decline in GEMA's income, which totaled some \$186 million compared with \$198 million in 1982. Earnings from broadcast and performing rights were \$79.5 million, around \$3.5 million better than in 1982, but manufacturing and duplication rights earned only \$90.7 million, compared with \$100.7 million in 1982.

As a result of the lower income, GEMA paid out only \$160.2 million last year to authors and publishers, compared to \$173.2 million in 1982, despite an increase in the number of its members from 13,765 to 15,140, including 1,659 publishers.

Commenting on the disappointing results, Peter Zombik of the German Phono Academy voices alarm that catalog is not moving in West German shops. Retailers, he says, are reluctant to stock a broad range of repertoire, and customers are reacting by limiting purchases.

PRICERITE DISCOUNTS!

CBS "NICE PRICE" SERIES

&

RCA "BEST BUY" SERIES

Our \$5.98 suggested list price...YOUR CHOICE

Either CBS or RCA

Minimum order: 34 Box lots per label (30 LP's or cassettes per title per box)

\$2.59 EACH
or **\$2.69** EACH

Either CBS or RCA
1,000 Assorted LP's or Cassettes
Per label (No minimum per title)

\$2.81 EACH

Write, telex or call now!

PRICERITE ENTERTAINMENT CORP.

507 Fifth Ave., New York, N.Y. 10017 • 212 986-6077 • Telex: 425855 PRIENT

LARRY SONIN, PRES. Susan Fichtelberg, V.P.
Inquire about other discount specials



Founded 1894
The International Newsweekly Of Music & Home Entertainment
©Copyright 1984 by Billboard Publications, Inc.

Offices: New York—1515 Broadway, N.Y. 10036 (telephone 212 764-7300; telex 710 581-6279; cable Billboy NY); Los Angeles—9107 Wilshire Blvd., Beverly Hills, Calif. 90210 (telephone 213 273-7040; telex 66-4969; cable Billboy LA); Nashville—14 Music Circle E., Tenn. 37203 (telephone 615 748-8100); Washington, D.C.—733 15th St. N.W., D.C. 20005 (telephone 202 783-3282); London—7 Carnaby St., W1V 1PG (telephone 01 439-9411); Tokyo—Utsunomiya Bldg., 19-16 Jingu-mae 6-Chome, Shibuya-ku, Tokyo 150 (telephone 03 498-4641).

Group Publisher: Jerry Hobbs (N.Y.)

Editor: Adam White (N.Y.)

General Manager/Editorial: George Finley (N.Y.)

Deputy Editor: Irv Lichtman (N.Y.)

Executive Editor: Is Horowitz (N.Y.)

Executive Editorial Director: Lee Zhitto (LA)

Associate Publisher/Director of Research: Marty Feely (N.Y.)

Director of Charts/Associate Publisher: Thomas Noonan (LA)

Bureau Chiefs: Sam Sutherland (LA.) Kip Kirby (Nashville); Bill Holland (Washington)

Senior Editors: Howard Levitt, Peter Keepnews (N.Y.)

Editors:	Retailing/Earl Paige (L.A.)
Black Music/Nelson George (N.Y.)	Associate/Fred Goodman (N.Y.)
Classical/Is Horowitz (N.Y.)	Associate/Edward Morris (Nashville)
Country/Kip Kirby (Nashville)	Record Reviews:
Commentary/Is Horowitz (N.Y.)	Singles/Nancy Erlich (N.Y.)
Computer Software & Video Games/	Albums/Sam Sutherland (L.A.)
Faye Zuckerman (L.A.)	Talent/Paul Grein (L.A.)
Marketing/John Sippel (L.A.)	Video/Tony Seideman (N.Y.)
Music Research/Paul Grein (L.A.)	Associate/Faye Zuckerman (L.A.)
Pro Equipment/Steve Dupler (N.Y.)	Editorial Assistant/Kim Freeman (N.Y.)
Radio/Rolye Bornstein (L.A.)	
Associate/Leo Sacks (N.Y.)	

Contributing Editors: Bob Darden, Gospel (Waco, Tex.) Moira McCormick (Chicago); Brian Chin, Dance/Disco (N.Y.); Enrique Fernandez, Latin (N.Y.)

Special Issues: Ed Ochs, Editor (L.A.); Robyn Wells, Assistant Editor (N.Y.); Leslie Shaver, Directory Services Manager (Nashville).

International Editorial Director: Mike Hennessey (London)

International Editor: Peter Jones (London)

Administrative Assistant: Giorgia Herington (N.Y.)

Intl Correspondents: Austria—Manfred Schreiber, 1180 Wien, XVII, Kreuzgasse 27. 0222 48-28-82; Australia—Glen Baker, P.O. Box 261, Baukham Hills, 2153 New South Wales; Belgium—Juul Anthonissen, 27A Oude Godstraat, 3100 Heist op den Berg. 015-241953; Canada—Kirk LaPointe, 43 Sweetland Ave., Ottawa, Ontario K1N 7T7. 613 238-4142; Czechoslovakia—Dr. Lubomir Dourzka, 14 Zeleny Pruh, 147 00 Praha 4 Branik. 26-16-08; Denmark—Knut Orsted, 22 Tjornnevej, DK-3070 Snekkervej. 02-22-26-72; Finland—Kari Helopaitio, SF-01860 Perttula 27-18-36; Greece—John Carr, Kaisarias 26-28, Athens 610; Holland—Willem Hoos, Bilderdijlaan 28, Hilversum. 035-43137; Hong Kong—Hans Ebert, TNS, 17/F, Wah Kwong Bldg., 48-62 Hennessey Rd., Tel: (5) 276021; Hungary—Paul Gyongy, Orloiuta 3/b, 1026 Budapest 11. Tel: 167-456; Ireland—Ken Stewart, 56 Rathgar Road, Dublin 6, Ireland. 97-14-72; Israel—Benny Dudkevitch, P.O. Box 7750, 92 428 Jerusalem; Italy—Vittorio Castelli, Via Ramazzotti 20, 21047 Saronna (Milan). 02-960 1274; Japan—Shig Fujita, Utsunomiya Bldg., 19-16 Jingu-mae 6-Chome, Shibuya-ku Tokyo 150. 03 4984641; Kenya—Ron Andrews, P.O. Box 41152, Nairobi. 24725; New Zealand—AnnLouise Martin, 239 Hurstmere Road, Takapuna, Auckland 9. 496-062; Philippines—Ces Rodriguez, 11 Tomas Benitez, Quezon City 3008. Poland—Roman Waschko, Magiera 9m 37, 01-873 Warszawa. 34-36-04; Portugal—Fernando Tenente, R Sta Helena 122 R/c, Oporto; Romania—Octavian Ursulescu, Str. Radu de la La Alumaiti nr. 57-B Sector 2, Bucharest O.P. 9. 13-46-10. 16-20-80; Singapore—Anita Evans, 164 Mount Pleasant Rd., 1129. 2560551; South Africa—John Miller, c/o The Rand Daily Mail, 171 Main St., Johannesburg. 710-9111. South Korea—Byung-Hoo Suh, Joong-Ang Weely, 58-9 Sosomun-Dong, Seoul. 28-8219; Spain—Ed Owen, Planta 6-3D, Espronceda 32, Madrid 3. 442-9446. Sweden—Leif Schulman, Brantingsgatan 49, 4 tr. 115 35 Stockholm. 08-629-873; Switzerland—Pierre Haesler, Hasenweld 8, CH-4600 Olten, 062-215909; U.S.S.R.—Vadim D. Yurchenkov, 6 Aprelskaya Str., Block 2, Apt. 16, 195268 Leningrad, K-268. 225-35-88; West Germany—Wolfgang Spahr (Chief Correspondent), 236 Bad Segeberg, An der Trave 67 b, Postfach 1150, 04551-81428. Jim Sampson (News Editor), Liebherrstr. 19, 8000 Munchen 22. 089-227746. Yugoslavia—Mitja Volcic, Dragomer, Rozna 6, 61 351, Brezovica, Ljubljana 23-522.

Director of Marketing & Sales: Miles T. Killoch (N.Y.)

Director of Sales, Video/Sound Business: Ron Willman (N.Y.); Director of Sales, International Buyer's Guide: Ron Carpenter (N.Y.); Home Entertainment Manager: Diane Daou (L.A.); Production Manager: John Wallace (N.Y.); Promotion Coordinator: Nanette Varian (N.Y.); Production/Sales Coordinators: Lucy Bellamy (L.A.), Debra Millburn (Nashville), Grace Kolins (N.Y.).

Account Executives: New York—Norm Berkowitz, Don Frost (212-764-7356); Los Angeles—Christine Matuchek (213-859-5316); Nashville—John McCartney, Southern Manager (615-748-8145); Classified Advertising Manager—Jeff Serrette (N.Y.) (212-764-7388).

International Sales: Australia—Geoff Waller & Assoc., 102 Glover St., Cremore, Sydney, NSW 2090, 011-909-188, Telex: AA27905; Canada: Frank Daller, 48 Yorkville Ave., Toronto M4W 1L4, 416-964-1885; France: Ann-Marie Hounsfeld, 5 Rue du Commandant, Pilot 92522 Neuilly, Cedex 1-738-4178; Italy: Germano Ruscitto, Pizzale Loreto 9, Milan, 28-29-158; Japan: Hugh Nishikawa, Utsunomiya Bldg., 19-16 Jingu-mae, 6-Chome, Shibuya-ku, Tokyo 150 03-498-4641 Telex: 781-25735; Mexico and Latin America: call New York office, (212) 764-7356; New Zealand: Mike Bailey, F.J. Associates, P.O. Box 1367, Wellington, 723745; Spain: Rafael Revert, General Manager, c/o Radio Madrid 232-8000, 231-8319; United Kingdom: Patrick Campbell, European Advertising Sales Manager, 7 Carnaby St., London W1V1PG 439-9411 Telex: 851-262100; West Germany: Hans-Moritz v. Frankenberg, Muller & Von Frankenberg, Ubersseering 25, 2000 Hamburg 60, 040/631 4299-631 37 71; Belgium, Denmark, Finland, Greece, Holland, Luxembourg, Norway, Portugal, So. Africa, Sweden: contact, Patrick Campbell, London office; Austria, Switzerland: contact West German office.

Divisional Controller: Don O'Dell (N.Y.); Circulation Manager: Donna De Witt (N.Y.); Conference Coordinator: Kris Sofley (L.A.); Managing Director/International Operations: Mike Hennessey (London); License & Permissions Manager: Georgina Ellen Challis (N.Y.).

BILLBOARD PUBLICATIONS, INC.

Chairman And President: W.D. Littleford. Executive Vice Presidents: Gerald S. Hobbs, Jules Perel, Patrick Keleher. Vice Presidents: William H. Evans Jr., Treasurer; Lee Zhitto, Billboard Operations; John B. Babcock, Product Development; Mary C. McGoldrick, Personnel; Ann Haire, Circulation; Secretary: Ernest Lorch. Corporate Managers: Marie R. Gombert, Corporate Production.

SUBSCRIBER SERVICE

Billboard, P.O. Box 1413
Riverton, N.J. 08077
(609) 786-1669



Vol. 96 No. 23.

Bridging The Generation Gap

By BUDDY KAYE

What began as saccharine, sometimes embarrassing teenage lyrics to satisfy the market of youthful record buyers of the mid-'50s has manifested itself in an impressionistic art form somewhat reminiscent of the 19th century cultural uprising in the world of art on canvas.

Then, impressionism lured artists such as Van Gogh, Renoir and Monet, many of whom survived by selling their avant-garde works for the equivalent of a few dollars. This new breed of painters had turned their backs on the Establishment, and it cost them dearly. Today a good impressionistic landscape is the ultimate art investment.

Lyricists in the '80s have also turned their backs on the Establishment, but with rich rewards for their creative efforts. The "new" lyrics, sometimes vague and loosely crafted, are vastly different from the Tin Pan Alley code of pure rhyme, exact meter and syllables, and precise, unmistakable meaning in each line. (This style of standard structure that existed for five decades need make no apology. It has delivered many of the world's greatest popular songs.)

But by being loose, today's lyrics have found a new way to say old things.

What we are hearing in the '80s are "dreamscapes," impressionisms of thoughts and feelings in a free form of uninhibited expressions long considered by many in the trade to be totally uncommercial. In essence, the broad strokes taken by new lyricists give record listeners the opportunity to draw their own perceptions. And why not?

Self-contained rock groups with their built-in writers, recording without supervisory constraint, haven't actually broken old songwriting rules that were the pillars of Tin Pan Alley; they simply ignore them. It can also be said that some of these avant-garde writers have stretched their artistic liberties to the point of unintelligibility. But given time, refinements will follow.

My own belief is that freshness is more important than refinement. I enjoy the new vitality, sans rules, that is infiltrating the airwaves with word pictures, aided by the even freer hand of today's imaginative rock video producers.

But, at the same time that "Karma Chameleon" (Culture Club), "Union Of The Snake" (Duran Duran), "Total Eclipse Of The Heart" (Bonnie Tyler) and other originals are rolling up impressive record sales and performance dollars, many highly qualified lyricists and composers (who were hit writers 10, 20, 30

years ago) have virtually written themselves out of the music business. Shocked by what they call "cubic art lyrics" and non-melodic music, these craftsmen, with all their experience, find themselves confused and "soundly" defeated.

The common excuse of many that freelance writers don't have a chance in today's self-contained market loses some of its validity when one carefully examines the Hot 100 chart and discovers that nearly 40% of the songs are credited to writers and co-writers who are *not* members of rock groups.

It should be recalled that many of the same freelancers, once before in their careers, felt misplaced when in their early days of frustration they had to compete with the highly stylized songs written by the geniuses of their era. Instead of retreating, these same writers kept writing. They grew, adjusted, and refined their works. They persevered and, in time, wrote many of the great standard songs we hear and admire today.

The same motivation, desire and practice is required now if one is to adjust to contemporary challenges. Needless to say, it is well worth it. The thrill of adding a new, viable copyright to a sagging catalog can be most gratifying. A new song on the air is a feeling of "being born again."

'By being loose, today's lyrics have found a new way to say old things'

While treading new ground can be frightening, the opportunity is so great that a writer has to feel a bit self-destructive not to want to participate, to at least try to break through the current barriers.

There are hundreds of young composers attending showcases and songwriting meetings who are in tune with the music of the day but lack the quickness and experience of writing solidly constructed lyrics for the market.

There are other hundreds of young lyricists, with on-target song ideas, comfortable with current colloquialisms, who desparately want to team with a composer who knows his craft and has "been there." Creative forces have no age limits.

A collaborative effort by young Turk and old vet could teach both a thing or two. And there is always the chance that something magical will emerge.

Can such collaborations be fruitful? Yes they can. I know.

Buddy Kaye, who had his first million seller, "Till The End Of Time" (Perry Como), in 1945, has recently collaborated with such songwriters as David Pomerantz, Ken Hirsch and Dennis Matkosky.

Letters To The Editor

Investing In The Future

Compared to the last couple of summers, this year promises to be a boom for promoters, artists and, especially, their respective labels. Besides the concert draw of the decade, Michael Jackson and his brothers, Lionel Richie, Rush, Bruce Springsteen and Elton John have all announced major tours—and this is only June.

In the past, record companies complained about the high cost of mounting a tour, laying the blame on years of poor album sales for the lack of funds. To the rescue have come big corporate sponsors: Miller, Jovan, Pepsi, Strohs, Sony, Coca-Cola and others.

The record companies thus have their proverbial cake and can eat it, too. They refuse to finance tours on their own, but when others back them, they reap the promotional benefits. And they sell more albums.

As record companies stand to make out pretty good by year's end, they should set a ceiling on album prices and pay more attention to record quality. They should also set aside more money for the development of new artists.

Rock music is already in its fourth decade. We can't rely much longer on the output of rock's founding fathers and mothers. By its nature, rock music must remain fresh and current. To survive, it needs to be revitalized.

Mark Copenhaver
Announcer/New Music Consultant
WWTC Minneapolis

Thanks For The Boost

The editorial in the June 9 issue regarding the New Orleans music scene was tremendous. It came at a time when we needed a boost, because

New Orleans and its artists are often overlooked. Perhaps your views will enlighten the rest of the country.

As Frankie Ford's manager, I know the difficulties, and that is why we spend so much time touring Europe. He is much more appreciated there than here.

The New Orleans Jazz & Heritage Festival is a great event, and we are proud to be a part of it. This year, we were able to do something that no one has ever done before, when we presented "Frankie Ford's Swamp Pop Jam" starring South Louisiana artists who had never been on the Jazz Fest.

Again, thanks for a great editorial, on behalf of Frankie Ford and all New Orleans artists, musicians and producers.

Ken Keene, President
Sea Cruise Productions
Gretna, La.

Pleasing The Customers

Jurgen Korduletsch remarked in his commentary (May 19) that club DJs were not bold enough to break new acts. He is correct, to some degree. I plead guilty to relying on the Hot 100 and the dance charts as my staple source of music to play. When I try to break in little or totally unknown acts, my results are zero.

Mr. Korduletsch was kind enough to suggest that we should help him, but there is something he can do as well. He can take note of the charts and what the ordinary person outside the industry likes. That person wants more upbeat dance music. What he doesn't want is an overabundance of funk or reggae.

Are you listening, Mr. Korduletsch? Provide this and we'll scratch your back.

Ray Whitworth, Music Coordinator
Magic Time Machine
Dallas

The State Of N.Y. Radio

Larry Berger's comment ("Springsteen Fever," Billboard, May 19), "I suppose we'll be on it (the Springsteen single) sometime, although that depends on whether it's a hit," is the most upsetting, yet typical, comment on the state of New York radio I have ever heard.

Mr. Berger, I have a novel idea for you. Listen to the records shipped to your station. Take the time to really listen. Take a tip from Jurgen Korduletsch's commentary (May 19) and end the constipation/fascination with hit radio, and give some support to new artists. There's no need to wait two or three weeks, or more, before adding a song to your playlist. If it's a good record, add it.

It's sad to know that the only radio with variety, daring and creativity exists in colleges and select smaller markets. New York is one of the most diverse and thought provoking cities in the world, and no one is rising to meet the challenge. To think that the only good music is listed in the Hot 100 is ignorant, blind and, above all, a slap in the face of all listeners, programmers, promoters and artists yearning for a change, some variety and intelligence.

As a broadcaster, Mr. Berger is doing a terrific job of narrowcasting.

Alex Miller, General Manager
Eric Paul, Music Director
WTBQ Warwick, N.Y.



A & M
 Chandos
 Crysalis
 Decca
 Intercord
 Island
 London
 MCA
 Mute
 Polydor
 Stiff
 RCA
 Virgin

Why are the best music cassettes in the charts recorded on BASF chrome tape?

Here's why:

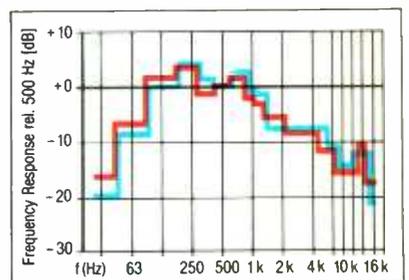
BASF chromdioxid provides the following advantages:

- High output at high frequencies
- Low modulation noise
- Low bias noise

This gives the recording:

- Brilliancy in sound
- A clean sound
- Negligible background hiss

and here's proof:



This chart shows a frequency spectrum analysis of the studio 1/4" master tape (15 ips) of part of a recording compared with a prerecorded chrome cassette of the same passage duplicated at high speed at 120 μ s normal equalisation.

The red line shows the master, the blue line the cassette. The difference between the two is negligible.

Fill in the coupon for more information.

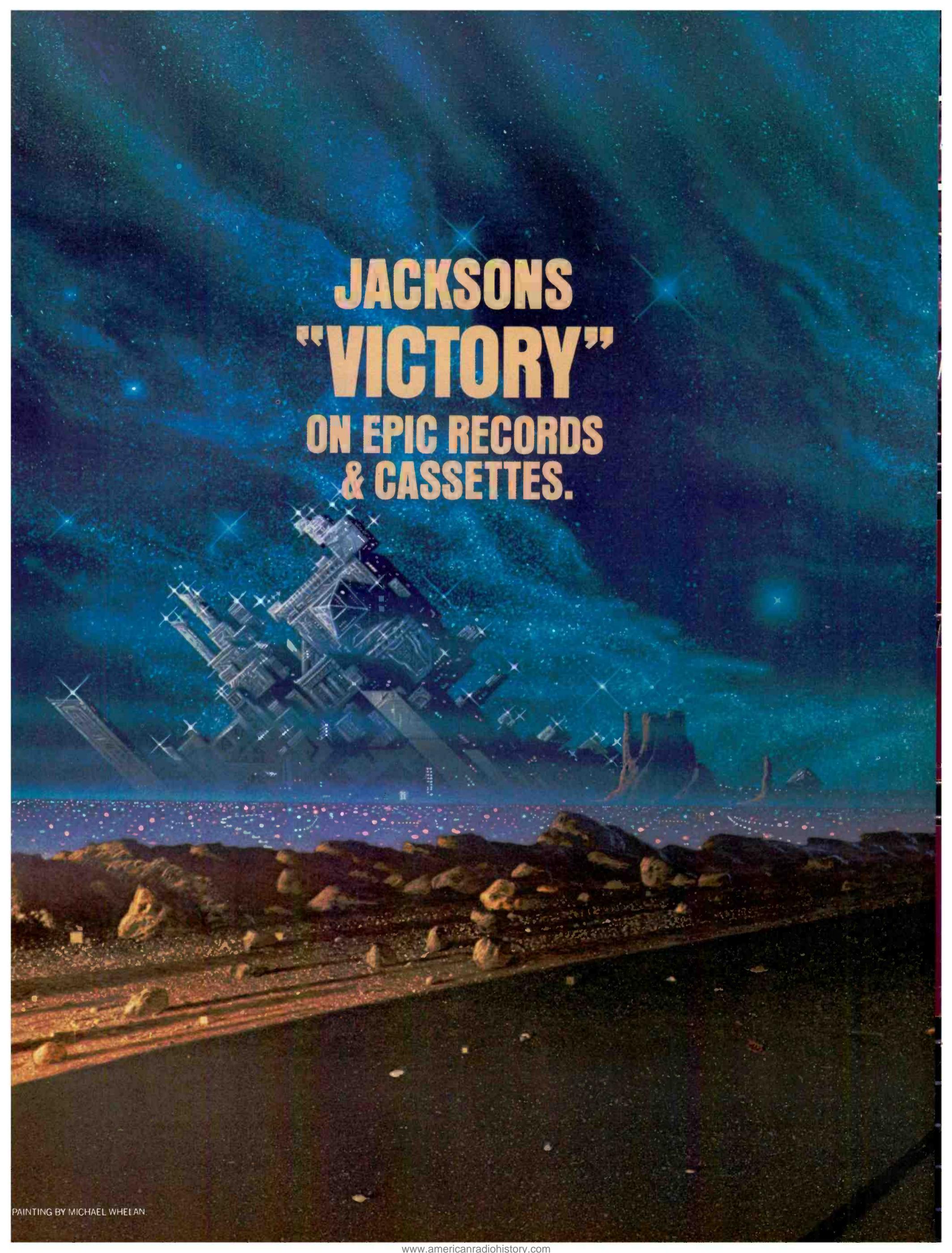
 Name _____
 Company _____
 Address _____

BASF Aktiengesellschaft
 Gottlieb-Daimler-Str. 10
 D-6800 Mannheim 1
 Tel: 06 21 / 40 08-1
 Telex: 4 62 621 basf d

BASF Systems Corporation
 Crosby Drive
 Bedford, MA 01730
 Tel: (617) 271-4000

BASF United Kingdom Limited
 4 Fitzroy Square
 London W1P 6ER
 Tel: 01-388 4200
 Telex: 28649





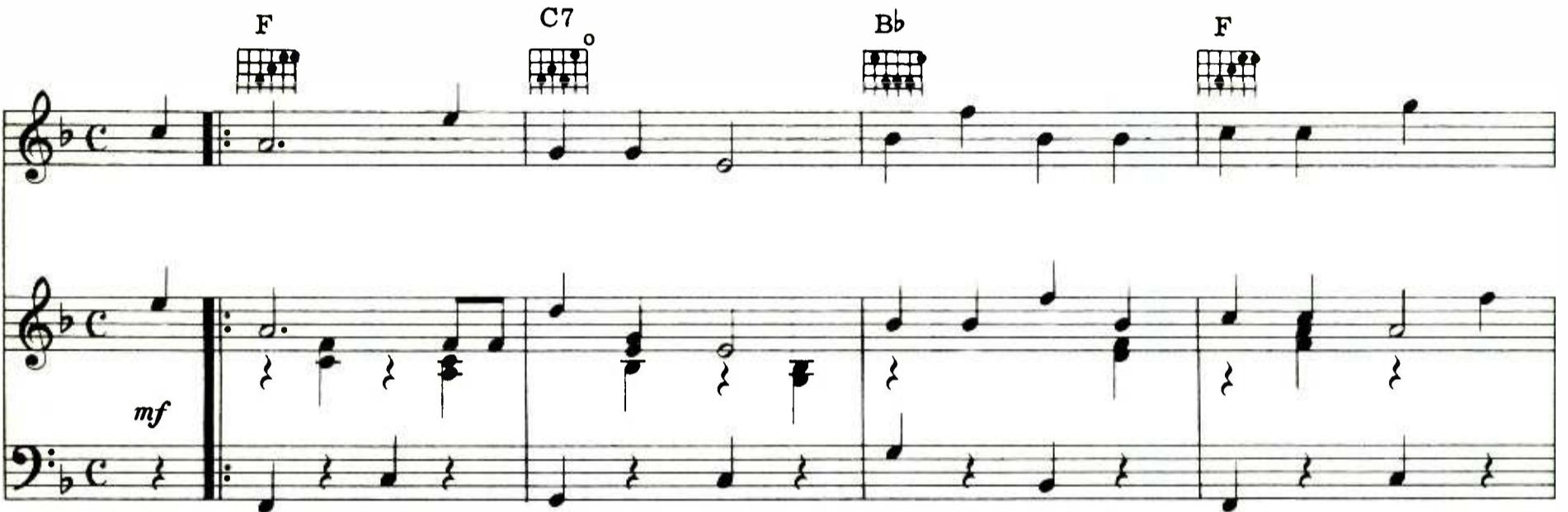
JACKSONS
"VICTORY"
ON EPIC RECORDS
& CASSETTES.

PAINTING BY MICHAEL WHELAN.



Epic

GE 38946 "EPIC" ARE TRADEMARKS OF CBS INC. © 1984 CBS INC.



Join Lee Arnold and hit a few bars this weekend with Willie, Merle, Crystal and Dolly.

Pick up "On A Country Road." You'll join over 350 stations bringing country music lovers one of America's hottest syndicated music magazines.

It's three hours a week of country music news, celebrity profiles, recorded live segments from Billy Bob's country mecca, exclusive interviews, and concert performances. All presented with a generous helping of country hits and all-time classics.

Nobody knows country music better than Lee Arnold, the Academy of Country Music's 1983 Deejay of the Year. And nothing delivers the listenership like his "On A Country Road."

Plus four three-hour specials this

year: Memorial Day, with John Denver, Lee Greenwood, and Emmylou Harris; July 4th weekend, with Willie Nelson and Waylon Jennings; Labor Day, featuring George Jones and Hank Williams, Jr. And, in October, live simulcast from Nashville of the Country Music Association Awards.

Pick up the country music program that'll pick up your listenership. Pick up "On A Country Road."



**MUTUAL
BROADCASTING SYSTEM**

Call Mutual Station Relations (703) 685-2050

TO CREATE 'ONGOING SHOW'

KMGG Taps Leibert Productions

By THOMAS K. ARNOLD

LOS ANGELES—KMGG (Magic 106) here already has all the trappings of a modern radio station, including a consultant and an in-house researcher. Now, Emmis Broadcasting, which acquired the AC outlet in February, is hoping to take modernization one step further by returning to the past: They've hired a producer, just like in the good old days of live radio.

In this case, however, Rick Leibert Productions, selected Monday (11) by the Indianapolis-based Emmis, will be producing not just one program, but the entire sound and image of the station.

"Rick will be fulfilling the same functions a producer did back in the '40s, only he'll be producing the whole radio station," says Rick Cum-

mings, national PD of the chain. "It's like an ongoing show, 24 hours a day, 365 days a year."

Cummings says Leibert and his staff—sales manager Lee Wade and Paul A. Sansone, just hired as director of marketing and promotions—will be working in conjunction with him, consultant E. Alvin Davis and researcher Jim Riggs in shaping the overall feel of the station.

"We just felt that with so many things that need to be done, it's better to go with a man like Rick Leibert than with a program director who just does music and jock critiques and then goes home," Cummings says. "He's going to dig in and do things that make the radio station sound exciting, and if you don't do that in Los Angeles, you get lost in the shuffle."

Leibert, 35, says he'll spend his first six months at Magic 106 "sprucing up the on-air sound" before instituting any major changes in terms of promotions and special projects. As previously reported, veteran L.A. personality Robert W. Morgan has been hired to fill the morning slot, and Lakers star Magic Johnson has been made the station's spokesman.

"They are already good at programming; my specialty is show, and we're combining the two," Leibert says. "In recent years a lot of emphasis has been placed on research, and a lot of consultants have been doing a lot of consulting, but people have forgotten about the show part of radio. And that's what we intend to stress."

Leibert founded his firm four years ago as an extension of his duties as staff producer at Watermark, for which he will continue working on a special project basis. He first came to the attention of Emmis, which also owns WLOL Minneapolis, WENS Indianapolis and KSHE St. Louis,

when he produced a fireworks show for WENS last summer.

Prior to forming his own firm, Leibert was program director of the KGB San Diego combo from 1972-80, developing such promotions as the KGB (now San Diego) Chicken and the "home grown" compilation albums featuring local bands performing songs about the city.

KJQY's Lee Takes A Break

SAN DIEGO—After three years at the helm of beautiful music station KJQY (K-Joy), Jerry Lee has resigned as general manager of the Group W station "to take some time off."

Lee, 46, has seen the station hold down the No. 1 slot among local stations in virtually every Arbitron book since he joined in 1981. In the two or three exceptions, KJQY came in at number two.

No replacement has yet been named, but program director Mike Burnett, himself a seven-year veteran of the station, will act as general manager in the interim.

"I've been in radio for 29 years, and since KJQY has held the top-ranked position for most of the three years I've been here, I figured I could turn it over to the staff and finally take some time off," says Lee. "And I'm looking forward to taking the experience I got with Westinghouse and applying it to another station."

Prior to joining KJQY, Lee spent nine years in Houston as station manager of AOR-formatted KLOL. Before that, he was program director of Metromedia's WHK Cleveland during its top 40 days.

THOMAS K. ARNOLD



THE CRUE BEATS IT—Vince Neil, center, and Nikki Sixx, right, of Motley Crue stop by WLLZ Detroit to host its "The Beat" program. Censoring the broadcast is the show's regular host Doug Podell.

Vox Jox

WTIX's Mitchell Moves To WLTS

By ROLLYE BORNSTEIN

After 18 years as program director of WTIX New Orleans, Bob Mitchell moves on as Price Communications moves in. The New Orleans native crosses town to join Ed Muniz's WLTS. If you're not used to the call letters yet, it's the AC incarnation of urban WAIL, and Mitchell, who will also do mornings, will be working with the Churchill folks who supply the programming. Joining him on the morning slot will be fellow WTIX personality Bruce Cramer, which leaves Price VP/programming Frank Osborne with more than a few openings to fill. Look for a GM selection in mere moments.

★ ★ ★

If programming a Los Angeles urban outlet is your big dream in life, KJLH is looking. GM J.B. Stone is currently holding down the programming post as well, as former PD Eric Reed concentrates on his evening air shift. By the way, the revamped lineup includes former KGFJ Alvin John Waples in mornings, Pamela

WAYS Owner Charged With Assaulting Reporter

NEW YORK—Jim Rose, a news reporter and anchor for WBT Charlotte, thought he knew the meaning of aggressive journalism—until he met Stan Kaplan, owner of cross-town news/talk rival WAYS.

Rose alleges in a criminal charge filed against Kaplan June 7 that the flamboyant broadcaster pushed him to the ground twice when Rose sought to interview Congressional candidate D.G. Martin at the Charlotte Civic Center on the night of a

Robinson in middays, former KMJM Houston personality Rick Roberts (who en route to the West Coast changed his name to "JoJo") doing afternoons and handling music, and Bill Chappell handling 10 p.m. to 2 a.m.

If Cleveland is more your thing, check out 92 Rock (WRQC), where PD Chris Earl Phillis resigns that position. Operations manager Scott Howitt is looking to fill that slot. Joining the United station as GSM is former WHK Cleveland LSM Shannon Lange.

Then again, if its AOR and Dallas that tickle your fancy, note that Tom Owens has exited his KTXQ PD post.

★ ★ ★

Filling some vacancies: Marcellus Alexander is upped from GSM at Detroit's WRIF to VP/GM, replacing John Hare, who relocates to ABC's newest acquisition in Dallas (Billboard, June 16) . . . Taking over Ron Grubbs' former VP/GM post at KYKY since Ron went into the ad-

runoff primary.

Kaplan, a longtime owner of the former top 40 station, was unavailable for comment. But Rose says the incident began when he reminded Martin that the candidate had promised him an interview first.

"Kaplan was carting him away, and I stepped between them," Rose says. "Then he (Kaplan) told me that 'I'll knock you on your ass' if I didn't move."

Rose says that after picking himself up from the floor, the station owner repeated his threat and then assaulted him a second time, sending him "almost into the lap of a man in a wheelchair." Kaplan then "tromped" off with Martin, according to Rose, who claims that the candidate witnessed the event.

Rose, who filed his charge in Mecklenburg County Superior Court before a local magistrate, says he's received "the full moral support" of WBT parent Jefferson Pilot. "The company isn't involved," he notes. "Pressing charges was my responsibility."

The warrant must be served within two weeks. LEO SACKS

vertising biz is GSM Karen Carroll . . . Upped to Steve Schram's former PD slot at WZUU Milwaukee now that Steve is station manager is Cat Michaels, who retains his afternoon slot . . . And filling the KKRZ Portland (Z-100) PD slot is former KISW Seattle PD Gary Bryan.

Back in Seattle, Blair Northwest's Ralph Heyward becomes VP/GM of Sunbelt's soon-to-be-acquired KRAB . . . Moving from GSM to VP/GM at Boston's easy listening WHUE-AM-FM is Douglas Tanger . . . Quality Broadcasting president Diane Clary assumes the GM role at KUDO Las Vegas as well, now that Mary Maranville exits that slot.

WFOX Gainesville (Atlanta) still hasn't announced a format, but they have announced another hiring: WKLS Atlanta GSM Eddie Esserman segues to the suburbs in the same capacity, as Alan Rothenberg is upped to his former post at the Gulf station . . . Moving from the GSM slot at Nashville's WLAC to WZKS there is Lee Dorman.

★ ★ ★

Congrats to KAAM/KAFM PD John Shomby, who adds VP/programming to his embossed Bonneville business cards. Likewise to GSM Bill Harrison, who becomes VP/sales for the Dallas outlets . . . Across town at KVIL-AM-FM, they've got an operations manager in the form of Nick Alexander. The former WFAA/KZEW Dallas production director will operate in a similar capacity at the Blair station, overseeing production, continuity and everybody's favorite job, traffic.

Tom Ryan fans, rejoice. The former CKLW morning personality is back in action on Motor City mornings on Metromedia's WOMC.

(Continued on page 21)

Rule Exits ABC Board To Open New Firm

NEW YORK—Former ABC Inc. president Elton Rule has resigned from the company's board of directors to start a multi-media production firm in Los Angeles.

Rule, who's consulted the company since his retirement last year, will step down in September, according to an ABC source. "The move eliminates any potential conflict of interest," the source says.

Rule's partner in the new venture is producer Marty Starger.

Lippincott Leaves KHTZ To Take KYUU PD Post

LOS ANGELES—Looking back on it, Ric Lippincott, who has just resigned his post as PD of Greater Media's KHTZ here to become program director of NBC's KYUU San Francisco, sees the last year as "a learning experience."

"Before I joined Greater Media," Lippincott says, "I had never really been involved in a team programming effort. But the way it worked, Frank Kabella, who is Greater Media's president, vice president Herb McCord, Julian Breen, VP of programming, my VP/GM Bob Moore and our consultant Bob Henabery, were involved on almost a day-to-day basis. It gave me a chance to deal with a management strategy not too common at a lot of stations."

"It sounds like a trying experience," he continues, "and sometimes it was. But it was really a strengthening experience, learning to sort out good suggestions from bad, being able to confront the president of the company and say, 'I really don't agree with that and here's why,' and above all learning how to live with decisions I couldn't change and how to implement them to the benefit of the station."

The move is the culmination of a three-year telephone relationship between Lippincott, who previously programmed Chicago's WLS and Milwaukee's WISN, and KYUU VP/GM John Hayes. "We came real close to working together once before," Lippincott says, "and we've kept in touch. When Mike Novak left

a few months ago, John called me, and we've been talking ever since."

As Lippincott is quick to point out, "Mike left the station in great shape. There's been a lot of fine tuning, and right now it's where it should be. So the challenge for me will be keeping it on its present course. Since I looked at the station three years ago, the market has changed significantly."

Citing K-101 as real competition, Lippincott suggests that KITS' signal will keep it from being a major factor. "It would take a lot, maybe the impossible, to make them a top contender."

Lippincott, who starts his new job on June 25, has not been replaced at KHTZ. With the exit of Shaune McNamara this spring, the music director slot is also vacant.

"My year here has been an upward battle," Lippincott says. "We were a station on a downward spiral when I arrived. The next PD will be walking into station on the way up. I'm glad about that and glad for the experience."

"Since I've been a PD, the job description has changed, and I think it's changing again. When I started out, PDs were guys who wandered into the station in a T-shirt at 11:30. Then they became businessmen in three-piece suits. But the PD of the future will be someone with business sense who can see the big picture but still be creative. He'll have to give the station something more than 300 researched records."

Billboard



RADIO PROGRAMMING CONVENTION

July 5-8, 1984
L'Enfant Plaza
Washington, D.C.

Washington Roundup

By BILL HOLLAND

deregulation forward.

★ ★ ★

Sen. Packwood's luck did not hold out in the Senate Commerce Committee vote Wednesday (13) on his Freedom of Expression Act, which called for repeal of the Fairness Doctrine and equal time provisions. The committee voted 11-6 against the bill. Broadcasters, however, were encouraged. NAB president Edward Fritts said he was pleased at the show of support.

★ ★ ★

Attention broadcaster fatties!

While it isn't "carved in stone yet," as one Capitol Hill source put it, there is a distinct possibility of a radio-only dereg amendment in the Senate. Sens. Barry Goldwater (R-Ariz.) and Bob Packwood (R-Ore.) are talking to other senators about the possibility of attaching an amendment for radio deregulation to the public broadcasting appropriations bill now awaiting passage on the Senate floor. The possible action follows meetings last week initiated by several House members hoping to move



THE FLYING NUNN—Motown artist Bobby Nunn goes over the script for Syndicate It's "Music Of The City" program. Shown from left are the show's host J.J. Johnson, Syndicate It's production manager Joe Garner, Motown's Iris Gordy and Nunn.

ABC SELLS DETROIT OUTLET

Fritz Brothers Purchase WXYZ

NEW YORK — Jack and Charles Fritz, the new owners of WXYZ Detroit, paid ABC Radio over \$6 million for the news/talk outlet, a well-placed ABC source says. But Jack Fritz insists that the figure is way out of line.

"It was a lot less," says Jack, who plans to stay on as president of John Blair & Co. Charles has been the station's vice president and general manager for the past 21 years.

Jack says he can't think of "a better time" to run a news/talk outlet. "America is greying, and discretionary income belongs to 55- and 65-year-olds," he points out. "The format just hasn't been properly exploited or sold yet. Perhaps we'll be more efficient because we'll have less overhead than ABC had."

Company men to the core, the

brothers say their Fritz Broadcasting firm won't make any immediate changes. News in the morning and talk in the afternoon is still the best way to battle crosstown competitor WJR, in Jack's view.

"It's a golden opportunity," says Charles, 59. "We had to jump at it." Jack, 57, joined Blair three decades ago and was named president in 1972. The firm, he notes, will continue to rep the station. "We're a couple of good friends who've been in the broadcast business since we left the Univ. of Michigan in 1949," Jack says. "We're company guys who don't move around a great deal."

In yet another familial link, Charles once worked in Blair's Detroit office before affiliating with WXYZ. "As you can readily see, Detroit means a lot to us," Jack says.

LEO SACKS

Morning music exercise show host Jayne Kennedy will tape segments of her nationally syndicated morning show "Radiobobs" Sept. 17 during the NAB-NRBA joint Radio Convention & Programming Conference (RCPC). We look forward to seeing our radio industry leaders doing jumping jacks with Jayne the morning after the RCPC opening.

★ ★ ★

The NRBA has asked the FCC to reconsider its new rule requiring a licensee to file quarterly issues and programs lists. NRBA calls the rule "retrogressive" because it requires a licensee "to quadruple its time" in preparing the lists, and is asking the Commission to modify the rule to make it an annual list.

★ ★ ★

Twenty-five delegates from NRBA recently returned from China, where they traveled as guests of Radio Beijing in Peking last month. The returning travelers were helpful in assuring the Chinese that the increased popularity of television would not kill off radio there. The Chinese, they said, were also amazed at our 24-hour FM stereo stations, and our freedom in programming.

★ ★ ★

Dallas Firm At Top Of RAB's Advertiser List

NEW YORK—The sales and marketing division of the Radio Advertising Bureau says that the Dallas-based Bloom Companies spent 20% of its \$153 million in U.S. billings for 1983 on radio advertising, heading the list of domestic ad firms.

Tied as the second largest radio users in 1983 at 17% were Ross Roy (billings of \$227 million last year) and W.B. Doner (\$165 million). Others were Bozell & Jacobs (\$551 million) at 15%; Tracy-Locke (\$198.1 million), 14.8%; D'Arcy MacManus Masius (\$610 million), 13%; and Della Famina, Travisano & Partners (\$205 million), 12%.

Five ad firms spent 11% of their annual U.S. billings on radio, including Needham, Harper & Steers (\$519.9 million); Leber, Katz Partners (\$251 million); Scali, McCabe, Sloves (\$157 million); Jordan, Case & McGrath (\$147.8 million); and Nationwide Advertising (\$67 million).

Drake-Chenault President Cites On-Air Blunders

LOS ANGELES—Lack of preparation and content are two of the ten most common on-air problems, according to Jim Kefford, president of the Canoga Park-based consultancy Drake Chenault.

Addressing the Pennsylvania Assn. of Broadcasters' annual meeting in the Netherlands Antilles, Kefford, who based his findings on taped airchecks and on-location listening, also cited multiple-thought sets—with on-air talent's tendency to make random subject changes—as a problem. Other recurrent areas of concern included: emphasis on the wrong material; content that was difficult to understand; lack of immediacy; omission of station identification, into and out of clusters; usage of clichés; incorrect formatic placement of elements; and complicating a simple promotion.

Cutback In Client Services For Hiber & Associates

NEW YORK — When you get Jhan Hiber & Associates these days, you get Jhan Hiber. Presuming, of course, that you get him at all.

Hiber says the closing of his consulting firm's office in Laurel, Md. will mean a cutback in his client services as he spends more time writing his column for Radio & Records.

Based in Pebble Beach, Hiber says that his five-year pact has been extended by the tip sheet's president, Dwight Case, although he declines to divulge details. "It's a multi-year extension, but I don't want to talk about it," he says. "It might offend some sensibilities." Part of the deal is that "I spend more time" at the magazine.

The Laurel office, which housed 12 staffers, wasn't "running profitably," in Hiber's view. "The negative cash flow was draining our income. Perhaps I was trying to make everyone as competent as myself, and that

was a mistake."

Compounding these developments, he says, was the bankruptcy of the National Bank of Carmel, where the firm's assets of \$40,000 were frozen by the FDIC. "Some of the money's mine, some of it belongs to corporate," he offers. "It really burns you up, makes you wary."

The firm, which dropped its Hiber, Hart & Patrick name on June 1, billed nearly \$1 million in 1983, Hiber reports. His new banker is the Bank of America.

Trimming up to 23 clients, Hiber says, will mean that the remaining 25 can expect "a greater concentration of perceptual research." He's also eliminated the company's post-survey diary reviews. Recent acquisitions by marketing vice president John Patton include outlets in Raleigh, Durham and Austin.

LEO SACKS

Most Added Records

The week's five most added singles at Billboard's reporting stations in each of four formats

Title, Artist, Label	# of Billboard's stations adding record this week	# of Billboard's stations now reporting record
HOT 100 (184 Stations)		
1 "Ghost Busters," Ray Parker Jr., Arista	77	109
2 "Panama," Van Halen, Warner Bros.	73	75
3 "I'm Free (Heaven Helps The Man)," Kenny Loggins, Columbia	54	126
4 "Turn To You," Go-Go's, I.R.S.	31	53
5 "What's Love Got To Do With It," Tina Turner, Capitol	28	103
BLACK (94 Stations)		
1 "Mr. Groove," One Way, MCA	29	46
2 "Outrageous," Lakeside, Solar	28	49
3 "Baby Don't Break Your Baby's Heart," Kashif, Arista	25	59
4 "Teenager," Evelyn "Champagne" King, RCA	23	43
5 "Straight Ahead," Kool & the Gang, De-Lite	19	35
COUNTRY (125 Stations)		
1 "The Right Stuff," Charly McClain & Mickey Gilley, Epic	70	70
2 "Way Back," John Conlee, MCA	41	43
3 "Faithless Love," Glen Campbell, Atlantic America	34	53
4 "He Broke Your Mem'ry Last Night," Reba McEntire, MCA	30	32
5 "How Are You Spending My Nights," Gus Hardin, RCA	28	29
ADULT CONTEMPORARY (84 Stations)		
1 "Chance For Heaven," Christopher Cross, Warner Bros.	13	20
2 "Stuck On You," Lionel Richie, Motown	12	22
3 "Jump (For My Love)," Pointer Sisters, Planet	9	11
4 "I Can Dream About You," Dan Hartman, MCA	7	25
5 "Taking It All Too Hard," Genesis, Atlantic	4	13

Julio Iglesias,
Té he buscado en las sombras,
de las rocas y la arena,
Comienza el verano...
Ven, ¡regálame!
 Dulcinea

JUNE 23, 1984, BILLBOARD

NEW ISSUE DATE: JULY 21
NEW AD DEADLINE: JUNE 22

The Saga of Michael Jackson

A Billboard
Special Issue
July 21, 1984

Written by
ROBERT HILBURN
Pop Music Critic for
the Los Angeles Times,
and guest contributors

T H E A R T I S T

T H E M U S I C

T H E I M P A C T

T H E F U T U R E



This Special Issue of Billboard will receive more than our usual newsstand distribution. The front cover will be devoted exclusively to Michael Jackson. The advertising deadline is June 22. For more information call Don Frost in New York at (212) 764-7352, or contact any Billboard Sales Office around the world.

 **Billboard**
1515 Broadway, New York, N.Y. 10036

New York City: 212-764-7356; Beverly Hills, California: 213-859-5316; Nashville, Tennessee: 615-748-8145;
Toronto, Canada: 416-365-0724; London, England: (01) 439-9411; Paris, France: 1-738-4321;
Hamburg, West Germany: (040) 631-4299; Milan, Italy: 28-29-158; Madrid, Spain: 232-8000, 231-8319;
Tokyo, Japan: (03) 498-4641; Sydney, Australia: 436-2033.

Billboard 1983 Radio Awards Finalists

The following are the finalists in the 1983 Billboard Radio Awards Competition. Winners will be announced at the Billboard Radio Programming Convention, July 5-8 at the L'Enfant Plaza in Washington, D.C.

PERSONALITY OF THE YEAR

CONTEMPORARY/AC

Major Market

Jack Armstrong—KFRC San Francisco
Rick Dees—KIIS Los Angeles
Chris O'Brien—WKRC Cincinnati
Matt Siegal—WXKS Boston
Dancin' Danny Wright—WGCL Cleveland

Medium Market

Big Mike Fiss—WYYY Syracuse
Bill Garcia—WDEX Charlotte
Barry Michaels—WBJW Orlando
Jeff Morgan & Corey Deitz—WRVQ Richmond
Bill Stewart—WSPD Toledo

Small Market

The Freakin' Deacon—WKZQ Myrtle Beach, S.C.
Kemosabi Joe—WZYQ Frederick, Md.
Henry Kaye—WKZQ Myrtle Beach, S.C.
Jay D. Stevens—KKRC Sioux Falls, S.D.
Clarence Yeary—WFXV Middlesboro, Ky.

URBAN/BLACK

Major Market

Carol Ford—WDMT Cleveland
Alonzo Miller—KACE Los Angeles
Jay Thomas—WKTU New York
Bob Wall—WGCI Chicago
Kenn Webb—WRKS New York

Medium/Small Market

Herb Anderson—WKXI Jackson, Miss.
Larry Brody—WPDQ Jacksonville, Fla.
K.C. Jones—WVCO Columbus, Ohio
Kelly Karson—WTLC Indianapolis
Lee Michaels—WFTC Kinston, N.C.

COUNTRY

Major Market

Bob Burchett—WCXI Detroit
Don Crowley—WDAF Kansas City
Dan Diamond—WDAF Kansas City
Bob Duchesne—WMZQ Washington
Gene Price—KLAC Los Angeles

Medium Market

Bob Cooper—KWEN Tulsa
Doug Dahlgren—WIRE Indianapolis
Jim Davis—KWEN Tulsa
Joe Wade Formicola—WKIX Raleigh
Don Keith—WJKZ Nashville

Small Market

Bob Coates—WJWL Georgetown, Del.
Chris Hampton & Joan Keller Murphy—WOWW Pensacola, Fla.
Mike Huber—KGFY Pierre, S.D.
Jamie Richards—WNGO Mayfield, Ky.
Keith Slusar—WGLB Cudahy, Wisc.

AOR

Major Market

The Greaseman—WWDC-FM Washington
Terri Hemmert—WXRT Chicago
Moby—KSRR Houston
Kirk Russell—KOME San Jose
Adam Smasher—WWDC-FM Washington

Medium/Small Market

Mark Lapidus—WXQR Jacksonville, N.C.
Carl P. Mayfield—WKDF Nashville
Joe Thomas—WIOT Toledo

MOR/NOSTALGIA

Major Market

Bob Collins—WGN Chicago
Bill Gable—WLW Cincinnati
Hal & Charley—KHOW Denver
Gary Owens—KPRZ Los Angeles

Medium/Small Market

Alden Aaroe—WRVA Richmond, Va.
Richard Ward Fatherly—KTOP Topeka
Jim Mader—WERU Madison, Wisc.

MISCELLANEOUS

Major Market

Johnny Hayes—KRLA Los Angeles
Jay Robbins—WVCG Miami
George Stone—WFMT Chicago

Medium Market

Ron Carney—WHP Harrisburg
Bob Moody—WAKY Louisville
Barry Richards—WYAT New Orleans

Small Market

Rusty Potz—WLNG Sag Harbor, N.Y.
Jack Raymond—WEIM Fitchburg, Mass.
Billy Smith—WNMB Myrtle Beach, S.C.

PROGRAM DIRECTOR OF THE YEAR

Major Market

Al Anderson—WPIX New York
Geny DeFrancesco—KIIS Los Angeles
Jan Jeffries—WBSB Baltimore
Scott Shannon—WHTZ New York
John Shomby—KAFM Dallas

Medium Market

Randy Kabrich—WDCG Durham
Steve Kelly—WNVZ Norfolk
Jim O'Hara—KLIK Davenport
Chris Roberts—WOWO Ft. Wayne

Small Market

Larry Bessler—WMEL Melbourne, Fla.
Gene Kuntz—WITZ Jasper, Ind.
Timothy G. Moore—WKSQ Ellsworth, Me.
Eric G. Norberg—KWIP Dallas, Ore.
Bill Richards—KREO Santa Rosa, Calif.

URBAN/BLACK

Major Market

Scotty Andrews—WVEE Atlanta
J.C. Floyd—WAMO Pittsburgh
Barry Mayo—WRKS New York
Alonzo Miller—KACE Los Angeles
Donnie Simpson—WKYS Washington

Medium/Small Market

Brute Bailey—WYLD New Orleans
Mark C. Little—WPDQ Jacksonville, Fla.
Harry Lyles—WVCO Columbus, Ohio
Tommy Marshall—WKXI Jackson, Miss.

COUNTRY

Major Market

Bob Cole—WMZQ Washington
Johnny Dark—WCAO Baltimore
Barry Mardit—WVWW Detroit
Moon Mullins—WDAF Kansas City
Joel Raab—WHN New York

Medium Market

Gary Havens—WIRE Indianapolis
Charlie Marcus—KYYX Oklahoma City
Neal Newman—WKXW Allentown
Rob Ryan—KWEN Tulsa
Steve Warren—WPTR Albany

Small Market

Jim Colley—WOWW Pensacola
Cat Sloan—KFMR Stockton
Jim Tice—WCOS Columbia

AOR

Major Market

John Gorman—WMMS Cleveland
Mike Harrison—KMET Los Angeles
Jeff Sattler—KDKB Phoenix

Medium/Small Market

Mark Miller—WWCK Flint
Terry Sullivan—WIOT Toledo
Brian Taylor—KQDS Duluth

MOR/NOSTALGIA

Major Market

Jim Davis—WBBG Cleveland
Joe Ferguson—KUPL-AM Portland, Ore.
Chuck Southcott—KPRZ Los Angeles

Medium/Small Market

Bud Davies—WNJY West Palm Beach, Fla.
Lou Dean—WRVA Richmond, Va.
Lee Phillips—WROW Albany, N.Y.

MISCELLANEOUS

Major Market

Mario Mazza—WNCN New York
David McKay—WWBA Tampa
Jack Swanson—KGO San Francisco

Medium/Small Market

John Hook—WGSP Charlotte
Paul Knight—WEZN Bridgeport, Conn.
Joe Nathan—KSFE Needles, Calif.

STATION OF THE YEAR

CONTEMPORARY/AC

Major Market

KFRC San Francisco
KIIS Los Angeles
WBSB Baltimore
WKRC Cincinnati
WXKS Boston

Medium Market

KLIK Davenport
WDCG Durham
WNVZ Norfolk
WOWO Ft. Wayne

Small Market

WKSQ Ellsworth, Me.
WKZQ Myrtle Beach, S.C.
WSTO Owensboro, Ky.
WXLK Roanoke, Va.
WZYQ Frederick, Md.

URBAN/BLACK

Major Market

KACE Los Angeles
KSOL San Mateo
WAMO Pittsburgh
WKYS Washington
WRKS New York

Medium/Small Market

WKXI Jackson, Miss.
WPDQ Jacksonville, Fla.
WTLC Indianapolis, Ind.
WVCO Columbus, Ohio
WYLD New Orleans

COUNTRY

Major Market

KLZ Denver
WCAO Baltimore
WDAF Kansas City
WMZQ Washington
WVWW Detroit

Medium Market

KXXY Oklahoma City
KRAK Sacramento
KWEN Tulsa
WIRE Indianapolis
WONE Dayton

Small Market

KFMR Stockton, Calif.
KGHL Billings, Mon.
WHSC Hartsville, S.C.
WLWI Montgomery, Ala.
WOWW Pensacola, Fla.

AOR

Major Market

WBCN Boston
KMET Los Angeles
WMMS Cleveland

Medium/Small Market

WIOT Toledo
WTUE Dayton
WWCK Flint, Mich.

MOR/NOSTALGIA

Major Market

KPRZ Los Angeles
WBBG Cleveland
WITH Baltimore

Medium/Small Market

WRVA Richmond, Va.
WCWA Toledo
WNJY West Palm Beach

MISCELLANEOUS

Major Market

WCLV Cleveland
WNCN New York
WQBA-FM Miami

Medium Market

KTOK Oklahoma City
WXTZ Indianapolis
WYAT New Orleans

Small Market

WDST Woodstock, N.Y.
WHO Des Moines, Iowa
WLNG Sag Harbor, N.Y.

INTERNATIONAL/MILITARY PERSONALITY OF THE YEAR

Benny Brown—Radio Luxembourg

Gary Alexander Lee—Fen Tokyo

Russell Woodgates—VOA

FEATURED PROGRAMMING

Station Produced

WFMT Chicago: Igor Kipnis/The Continental Bank
WGN Chicago: Roy Leonard With Linda Ronstadt
WGNA Albany: Northeast Country Star Salute
WLZZ Milwaukee: Milwaukee Yearbook
WRCW Canton: The Big Band Story

Syndicator Produced

ABC Watermark: American Top 40
ABC Watermark: Spotlight Special/
Bob Seger
Otis Conner Prod.: An American Christmas
NBC/The Source: John Cougar Mellencamp
TM Companies: Concert Over America

NEWS!

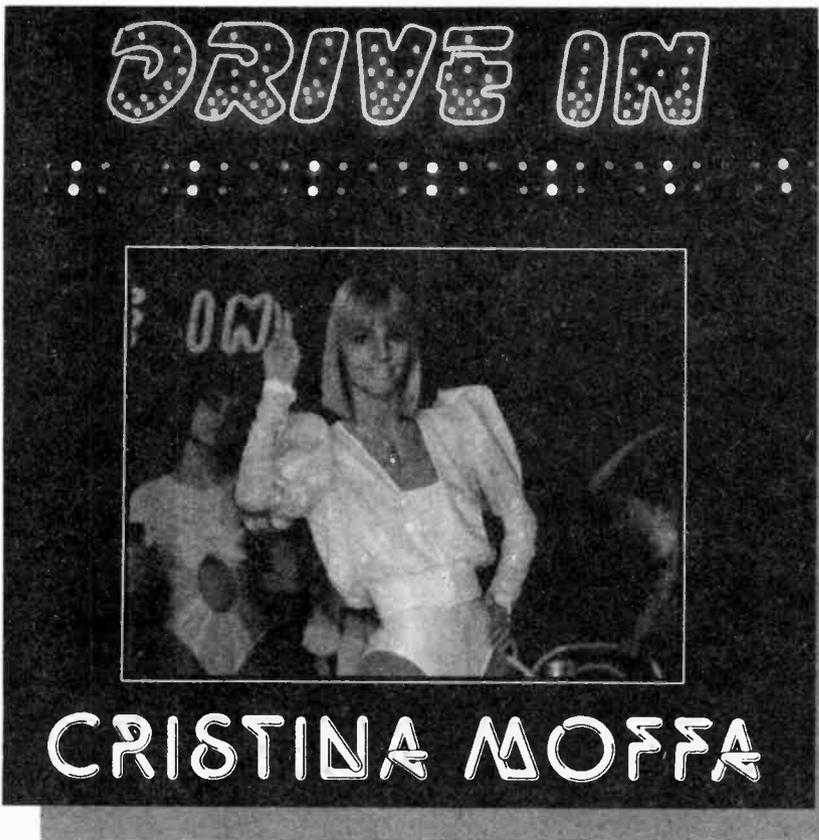
MAC 2000

presents:

CRISTINA MOFFA in ZUCCHERO ZUCCHERO from the TV show "DRIVE IN"

Original Music by ALDO TAMBORRELLI - Director: GIANCARLO NICOTRA

Produced by PAOLO DOSSENA



Zucchero Zucchero (S. Longo / G.B.Sposato / A. Tamborrelli)
© MONDIAL LASER 1984

*DRIVE DRIVE IN...
Parto con il verde
guido a piedi nudi
sento radio a mille watt
sogno il mio successo
fondo a mille gradi
dentro al cuore fare splash
amo i bolidi coupè
da centottanta in su
uo uo...
DRIVE DRIVE IN...
Correre nel vento
mi emoziona dentro
come se guidassi un jet
quando vado a piedi
gambe di cemento*

*ogni dieci passi un break
dietro l'angolo chissà
cosa ci sarà
uo uo...
DRIVE DRIVE IN...
Zucchero zucchero
autostop imprevedibile
amore sei tu, dai prendimi su
zucchero zucchero
con un tuo sguardo dammi un brivido
agganciami rock
che allora sei top
appena il sole va giù
ti prego fermati nell'angolo
più buio che c'è
abbracciami che*

*ho supervoglia di te
divento zucchero lo zucchero
più dolce che c'è
ma solo per te
presto presto che mi va
se sei giusto si vedrà
uo uo...
DRIVE DRIVE IN...
Mai gustare sola
film e coca cola
portami con te al drive in
li ci sono amici, confusione e baci
patatine con ice cream
sembra d'essere in riscio
a tutto cielo e go!
uo uo...*

Released in Italy by POLYGRAM
MAC 2000 - 8, Via Virgilio - 00193 Rome Italy - Ph. 06/352350-3595101
Telex 621195 CAMROM I

Billboard Singles Radio Action

Playlist Top Add Ons

Based on station playlists through Tuesday (6/23/84)

TOP ADD ONS - NATIONAL

- RAY PARKER, JR.—Ghost Busters (Arista)
- VAN HALEN—Panama (Warner Bros.)
- KENNY LOGGINS—I'm Free (Heaven Helps The Man) (Columbia)

●●KEY ADD-ONS—the two key records added at the stations listed as determined by station personnel.
●ADD-ONS—All records added at the stations listed as determined by station

Northeast Region

TOP ADD ONS

- KENNY LOGGINS—I'm Free (Heaven Helps The Man) (Columbia)
- RAY PARKER, JR.—Ghost Busters (Arista)
- VAN HALEN—Panama (Warner Bros.)
- RED RIDER—Young Thing, Wild Dreams (Rock Me) (Capitol)

WFLY-Albany

- TINA TURNER—What's Love Got To Do With It
- SHEILA E.—The Glamorous Life
- CHRIS DE BURGH—High On Emotion
- VAN HALEN—Panama
- JUICE NEWTON—A Little Love

WGUY-Bangor

- KENNY LOGGINS—I'm Free (Heaven Helps The Man)
- RAY PARKER, JR.—Ghost Busters
- GLASSMOON—Cold Kid
- PAMELA STANLEY—Coming Out Of Hiding

WIGY-Bath

- KENNY LOGGINS—I'm Free (Heaven Helps The Man)
- YES—It Can Happen
- RAY PARKER, JR.—Ghost Busters
- JUICE NEWTON—A Little Love
- GLASSMOON—Cold Kid

WXKS-Boston

- RAY PARKER, JR.—Ghost Busters
- R.J.'S LATEST ARRIVAL—Shackles
- KENNY LOGGINS—I'm Free (Heaven Helps The Man)
- SHEILA E.—The Glamorous Life
- RED RIDER—Young Thing, Wild Dreams (Rock Me)
- CHERELLE—I Didn't Mean To Turn You On
- R.E.M.—South Central Rain

WBEN-FM-Buffalo

- KENNY LOGGINS—I'm Free (Heaven Helps The Man)
- TINA TURNER—What's Love Got To Do With It
- ROBIN GIBB—Boys Do Fall In Love
- RAY PARKER, JR.—Ghost Busters

WKBW-Buffalo

- TINA TURNER—What's Love Got To Do With It
- BILL MEADLEY—I Still Do
- LEON RUSSELL—Goodtime Charles Got The Blues
- ROBIN GIBB—Boys Do Fall In Love

WNYS-Buffalo

- RATT—Round And Round
- CHRIS DE BURGH—High On Emotion
- RED RIDER—Young Thing, Wild Dreams (Rock Me)
- KENNY LOGGINS—I'm Free (Heaven Helps The Man)
- VAN HALEN—Panama

WTSN-Dover

- ROD STEWART—Infatuation
- RAY PARKER, JR.—Ghost Busters
- TINA TURNER—What's Love Got To Do With It
- PAUL YOUNG—Love Of The Common People
- JOHNNY MATHIS—Simple
- EDDY GRANT—Romancing The Stone
- JUICE NEWTON—A Little Love
- RICK SPRINGFIELD—Don't Walk Away
- COREY HART—Sunglasses At Night
- SURVIVOR—The Moment Of Truth
- SERGIO MENDES—Alibis
- THE PRETENDERS—Thin Line Between Love And Hate

WERZ-Exeter

- THE GO GO'S—Turn To You
- EDDY GRANT—Romancing The Stone
- TEDDY PENDERGRASS AND WHITNEY HOUSTON—Hold Me
- RAY PARKER, JR.—Ghost Busters
- SCANDAL—The Warrior
- GLASSMOON—Cold Kid
- JOHN WAITE—Missing You
- SERGIO MENDES—Alibis
- GENESIS—Taking It All Too Hard

WFEA-Manchester

- RAY PARKER, JR.—Ghost Busters
- EDDY GRANT—Romancing The Stone
- KENNY LOGGINS—I'm Free (Heaven Helps The Man)
- TRACEY ULLMAN—Break-A-Way
- JUICE NEWTON—A Little Love

KC-101 (WKCI)—New Haven

- KENNY LOGGINS—I'm Free (Heaven Helps The Man)
- RAY PARKER, JR.—Ghost Busters
- LIONEL RICHIE—Stuck On You
- Z.Z. TOP—Legs

WJBQ-Portland

- RED RIDER—Young Thing, Wild Dreams (Rock Me)
- THE PRETENDERS—Thin Line Between Love And Hate
- THE GO GO'S—Turn To You
- GENESIS—Taking It All Too Hard
- TRACEY ULLMAN—Break-A-Way
- GLASSMOON—Cold Kid

WSPK-Poughkeepsie

- VAN HALEN—Panama
- KENNY LOGGINS—I'm Free (Heaven Helps The Man)
- TEDDY PENDERGRASS AND WHITNEY HOUSTON—Hold Me
- TONY CAREY—The First Day Of Summer
- ORION THE HUNTER—So You Ran
- THE PRETENDERS—Thin Line Between Love And Hate
- THE HUMAN LEAGUE—The Lebanon

WPRO-FM-Providence

- RAY PARKER, JR.—Ghost Busters
- JUICE NEWTON—A Little Love
- ROBIN GIBB—Boys Do Fall In Love
- KENNY LOGGINS—I'm Free (Heaven Helps The Man)
- BON JOVI—She Don't Know Me

WMJQ-Rochester

- VAN HALEN—Panama
- ORION THE HUNTER—So You Ran
- THE ALAN PARSONS PROJECT—Prime Time
- ELTON JOHN—Sad Songs (Say So Much)
- DEF LEPPARD—Bringin' On The Heartbreak
- YES—It Can Happen

WPXY-FM-Rochester

- KENNY LOGGINS—I'm Free (Heaven Helps The Man)
- VAN HALEN—Panama
- CHRIS DE BURGH—High On Emotion
- RED RIDER—Young Thing, Wild Dreams (Rock Me)
- RATT—Round And Round

WGFN-Schenectady

- VAN HALEN—Panama
- EDDY GRANT—Romancing The Stone
- THE GO GO'S—Turn To You
- TONY CAREY—The First Day Of Summer

WRCK-Utica

- VAN HALEN—Panama
- YES—It Can Happen
- CHRIS DE BURGH—High On Emotion
- BERLIN—My Turn Now
- JOHN WAITE—Missing You
- TINA TURNER—What's Love Got To Do With It
- GLASSMOON—Cold Kid

Mid-Atlantic Region

TOP ADD ONS

- RAY PARKER, JR.—Ghost Busters (Arista)
- VAN HALEN—Panama (Warner Bros.)
- LIONEL RICHIE—Stuck On You (Motown)
- TINA TURNER—What's Love Got To Do With It (Capitol)

WFBG-Altoona

- LIONEL RICHIE—Stuck On You
- GENESIS—Taking It All Too Hard
- VAN HALEN—Panama
- YES—It Can Happen
- THE GO GO'S—Turn To You
- TALK TALK—Such A Shame
- RED RIDER—Young Thing, Wild Dreams (Rock Me)

WJLK-FM-Asbury Park

- INDUSTRY—What Have I Got To Lose
- JEFFERSON STARSHIP—No Way Out
- GENESIS—Taking It All Too Hard
- BERLIN—My Turn Now
- WEIRD AL YANKOVIC—I Lost On Jeopardy
- JENNY WELCH—Just What I Need

B-104 (WBSB)—Baltimore

- WANG CHUNG—Dance Hall Days
- RAY PARKER, JR.—Ghost Busters
- VAN HALEN—Panama
- RANDY BELL—Don't Come

WMAR-FM-Baltimore

- RAY PARKER, JR.—Ghost Busters
- SCANDAL—The Warrior
- THE GO GO'S—Turn To You
- EDDY GRANT—Romancing The Stone

WOMP-FM-Bellaire

- TONY CAREY—The First Day Of Summer
- SCANDAL—The Warrior
- YES—It Can Happen
- SURVIVOR—The Moment Of Truth
- R.E.M.—South Central Rain
- THE PRETENDERS—Thin Line Between Love And Hate
- WEIRD AL YANKOVIC—I Lost On Jeopardy

WVSR-Charleston

- VAN HALEN—Panama
- CHRISTOPHER CROSS—A Chance For Heaven
- PAUL YOUNG—Love Of The Common People
- SURVIVOR—The Moment Of Truth
- ORION THE HUNTER—So You Ran
- YES—It Can Happen

WZYQ-Frederick

- KENNY LOGGINS—I'm Free (Heaven Helps The Man)
- EDDY GRANT—Romancing The Stone
- JUICE NEWTON—A Little Love
- TRACEY ULLMAN—Break-A-Way
- VAN HALEN—Panama

WBLI-Long Island

- KENNY LOGGINS—I'm Free (Heaven Helps The Man)
- RAY PARKER, JR.—Ghost Busters
- LIONEL RICHIE—Stuck On You
- TONY CAREY—The First Day Of Summer

WPLJ-New York

- IRENE GARA—Breakdance
- CULTURE CLUB—It's A Miracle
- KENNY LOGGINS—Footloose

WKTU-New York City

- HUGH MASEKELA—Don't Go Lose It Baby

WKHI-Ocean City

- RAY PARKER, JR.—Ghost Busters
- TONY CAREY—The First Day Of Summer
- JENNY BURTON & PATRICK JUDE—Strangers In A Strange World
- ALISHA—All Night Passion
- VAN HALEN—Panama
- THE GO GO'S—Turn To You
- CHRISTOPHER CROSS—A Chance For Heaven
- ORION THE HUNTER—So You Ran

WCAU-FM-Philadelphia

- VAN HALEN—Panama
- RAY PARKER, JR.—Ghost Busters
- SURVIVOR—The Moment Of Truth
- DEF LEPPARD—Bringin' On The Heartbreak
- M&M—Black Stations/White Stations

WUSL-Philadelphia

- STANLEY CLARKE—Heaven Sent You
- MARCUS MILLER—My Best Friend's Girlfriend
- MICHAEL JACKSON—Farewell My Summer Love
- THE EMOTIONS—You're The Best
- TERRI WELLS—I'll Be Around

B-94 (WBZZ)—Pittsburgh

- LIONEL RICHIE—Stuck On You
- RAY PARKER, JR.—Ghost Busters

WHTX-Pittsburgh

- PEABO BRYSON—If Ever You're In My Arms Again
- EDDY GRANT—Romancing The Stone
- TINA TURNER—What's Love Got To Do With It
- JUICE NEWTON—A Little Love
- Z.Z. TOP—Legs

WPST-Trenton

- LIONEL RICHIE—Stuck On You
- VAN HALEN—Panama
- CHRISTOPHER CROSS—A Chance For Heaven
- ROBIN GIBB—Boys Do Fall In Love
- THE GO GO'S—Turn To You
- TINA TURNER—What's Love Got To Do With It

Q-107 (WRQX)—Washington

- Z.Z. TOP—Legs
- SCANDAL—The Warrior
- THE CARS—Magic
- WANG CHUNG—Dance Hall Days

WASH-Washington D.C.

- BILLY IDOL—Eyes Without A Face
- JOCELYN BROWN—Somebody Else's Guy

WILK-Wilkes Barre

- JUICE NEWTON—A Little Love
- RAY PARKER, JR.—Ghost Busters
- SURVIVOR—The Moment Of Truth
- ROGER GLOVER—The Mask

WKRZ-FM-Wilkes-Barre

- JUICE NEWTON—A Little Love
- TEDDY PENDERGRASS AND WHITNEY HOUSTON—Hold Me
- RAY PARKER, JR.—Ghost Busters
- VAN HALEN—Panama
- RANDY BELL—Don't Come

Q-106 (WQXA)—York

- OLLIE & JERRY—Breakin'...There's No Stopping Us
- EDDY GRANT—Romancing The Stone
- TINA TURNER—What's Love Got To Do With It

WYCR-York

- EDDY GRANT—Romancing The Stone
- TONY CAREY—The First Day Of Summer
- SURVIVOR—The Moment Of Truth
- CAROL LYNN TOWNES—99 1/2
- KENNY LOGGINS—I'm Free (Heaven Helps The Man)
- THE PRETENDERS—Thin Line Between Love And Hate

Southeast Region

TOP ADD ONS

- RAY PARKER, JR.—Ghost Busters (Arista)
- VAN HALEN—Panama (Warner Bros.)
- ROBIN GIBB—Boys Do Fall In Love (Atlantic)
- EDDY GRANT—Romancing The Stone (Portrait)

WANS-FM-Anderson/Greenville

- YES—It Can Happen
- TRACEY ULLMAN—Break-A-Way
- RAY PARKER, JR.—Ghost Busters
- PEABO BRYSON—If Ever You're In My Arms Again
- VAN HALEN—Panama
- SURVIVOR—The Moment Of Truth

WISE-Asheville

- ROBIN GIBB—Boys Do Fall In Love
- THE GO GO'S—Turn To You
- M&M—Black Stations/White Stations
- ROGER GLOVER—The Mask
- TRACEY ULLMAN—Break-A-Way
- VAN HALEN—Panama
- DEF LEPPARD—Bringin' On The Heartbreak

94-Q (WQXI-FM)—Atlanta

- EDDY GRANT—Romancing The Stone
- RAY PARKER, JR.—Ghost Busters
- JOHN WAITE—Missing You

Z-93 (WZGC)—Atlanta

- RAY PARKER, JR.—Ghost Busters
- VAN HALEN—Panama
- SHEILA E.—The Glamorous Life
- BON JOVI—She Don't Know Me

WBBQ-FM-Augusta

- VAN HALEN—Panama
- THE GO GO'S—Turn To You
- EDDY GRANT—Romancing The Stone
- ROBIN GIBB—Boys Do Fall In Love
- SERGIO MENDES—Alibis

WSSX-Charleston

- VAN HALEN—Panama
- TINA TURNER—What's Love Got To Do With It
- ROBIN GIBB—Boys Do Fall In Love
- EDDY GRANT—Romancing The Stone

CK-101 (WCKS)—Cocoa Beach

- GENESIS—Taking It All Too Hard
- CHRISTOPHER CROSS—A Chance For Heaven
- LIONEL RICHIE—Stuck On You
- CHAD STEWART & JERRY GLYDE—Zanzibar Sunset
- CHICAGO—You're The Inspiration
- WEIRD AL YANKOVIC—I Lost On Jeopardy

WNOK-FM-Columbia

- TALK TALK—Such A Shame
- FACE TO FACE—10-9-8

I-100 (WNFI)—Daytona Beach

- EURYTHMICS—Who's That Girl?
- ROD STEWART—Infatuation
- DAN HARTMAN—I Can Dream About You
- THE ALAN PARSONS PROJECT—Prime Time
- OLLIE & JERRY—Breakin'...There's No Stopping Us
- KENNY LOGGINS—I'm Free (Heaven Helps The Man)

G-105 (WDCG)—Durham/Raleigh

- RAY PARKER, JR.—Ghost Busters
- ROBIN GIBB—Boys Do Fall In Love
- JEFFERSON STARSHIP—No Way Out
- VAN HALEN—Panama

WFLB-Fayetteville

- KENNY LOGGINS—I'm Free (Heaven Helps The Man)
- RAY PARKER, JR.—Ghost Busters
- RATT—Round And Round
- CHRISTOPHER CROSS—A Chance For Heaven
- GLASSMOON—Cold Kid
- CAROL LYNN TOWNES—99 1/2
- VAN HALEN—Panama
- ROGER GLOVER—The Mask

WFOX-Gainesville

- ROCKWELL—Obscene Phone Caller
- RICK SPRINGFIELD—Don't Walk Away
- PEABO BRYSON—If Ever You're In My Arms Again
- EDDY GRANT—Romancing The Stone
- COREY HART—Sunglasses At Night
- KENNY LOGGINS—I'm Free (Heaven Helps The Man)
- LIONEL RICHIE—Stuck On You
- SHEILA E.—The Glamorous Life
- JOHN WAITE—Missing You
- GENESIS—Taking It All Too Hard
- TALK TALK—Such A Shame
- SCANDAL—The Warrior

WRQK-Greensboro

- THE THOMPSON TWINS—Doctor! Doctor!
- THE ALAN PARSONS PROJECT—Prime Time
- RICK SPRINGFIELD—Don't Walk Away
- PRINCE—When Doves Cry
- OLLIE & JERRY—Breakin'...There's No Stopping Us
- PATRICE RUSHEN—Feels So Real (Won't Let Go)
- COREY HART—Sunglasses At Night

WOKI-Knoxville

- CAROL LYNN TOWNES—99 1/2
- VAN HALEN—Panama
- SHEILA E.—The Glamorous Life
- THE GO GO'S—Turn To You
- SCANDAL—The Warrior
- JOHN WAITE—Missing You

Y-100 (WHYI)—Miami/Ft. Lauderdale

- ROD STEWART—Infatuation
- JENNY BURTON & PATRICK JUDE—Strangers In A Strange World
- ROCKWELL—Obscene Phone Caller
- ROBIN GIBB—Boys Do Fall In Love
- RICK SPRINGFIELD—Don't Walk Away

WKZQ-FM-Myrtle Beach

- M&M—Black Stations/White Stations
- SUGARCREAK—Rock The Night Away

WSFL-New Bern

- GENESIS—Taking It All Too Hard
- LIONEL RICHIE—Stuck On You
- KENNY LOGGINS—I'm Free (Heaven Helps The Man)

WNVZ-Norfolk

- MICHAEL JACKSON—Farewell My Summer Love
- ELTON JOHN—Sad Songs (Say So Much)
- OLLIE & JERRY—Breakin'...There's No Stopping Us

WRVQ-Richmond

- RAY PARKER, JR.—Ghost Busters
- OLLIE & JERRY—Breakin'...There's No Stopping Us
- SERGIO MENDES—Alibis
- THE CARS—Magic

WAEV-Savannah

- ROGER GLOVER—The Mask
- JENNY BURTON & PATRICK JUDE—Strangers In A Strange World
- VAN HALEN—Panama
- THE GO GO'S—Turn To You
- LIONEL RICHIE—Stuck On You

WZAT-Savannah

- VAN HALEN—Panama
- TEDDY PENDERGRASS AND WHITNEY HOUSTON—Hold Me
- EDDY GRANT—Romancing The Stone
- RATT—Round And Round
- TONY CAREY—The First Day Of Summer

Q-105 (WRBQ)—Tampa

- KENNY LOGGINS—I'm Free (Heaven Helps The Man)
- RAY PARKER, JR.—Ghost Busters
- WANG CHUNG—Dance Hall Days
- SURVIVOR—The Moment Of Truth

WSEZ-Winston-Salem

- PRINCE—When Doves Cry

North Central Region

TOP ADD ONS

- VAN HALEN—Panama (Warner Bros.)
- RAY PARKER, JR.—Ghost Busters (Arista)
- ELTON JOHN—Sad Songs (Say So Much) (Geffen)
- THE CARS—Magic (Elektra)

WKDD-Akron

- EURYTHMICS—Who's That Girl?
- VAN HALEN—Panama
- ROCKWELL—Obscene Phone Caller
- TINA TURNER—What's Love Got To Do With It
- JUICE NEWTON—A Little Love
- RAY PARKER, JR.—Ghost Busters
- RATT—Round And Round

WBWB-Bloomington

- VAN HALEN—Panama
- RAY PARKER, JR.—Ghost Busters
- KENNY LOGGINS—I'm Free (Heaven Helps The Man)

WCIL-FM-Carbondale

- VAN HALEN—Panama
- RAY PARKER, JR.—Ghost Busters
- ELTON JOHN—Sad Songs (Say So Much)
- EDDY GRANT—Romancing The Stone
- BON JOVI—She Don't Know Me

ASCAP

CONGRATULATES

JERRY...



JERRY HERMAN

...for giving Broadway the "*Best of Times*" with this year's
Tony award winning **Best of Scores** and **Best of Musicals: La Cage aux Folles**.

American Society of Composers, Authors & Publishers



70 YEARS OF AMERICA'S GREATEST MUSIC

www.americanradiohistory.com

Billboard Singles Radio Action

Playlist Top Add Ons

Based on station playlists through Tuesday (6/23/84)

Continued from page 20

- EDDY GRANT-Romancing The Stone
- TINA TURNER-What's Love Got To Do With It
- JUICE NEWTON-A Little Love

- KQWB-Fargo**
(Craig Roberts-P.D.)
- KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - THE CARS-Magic
 - ROD STEWART-Infatuation
 - OLLIE & JERRY-Breakin'...There's No Stopping Us

- KKXL-Grand Forks**
(Don Nordine-P.D.)
- KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - RAY PARKER, JR.-Ghost Busters
 - VAN HALEN-Panama
 - THE ALAN PARSONS PROJECT-Prime Time
 - ROBIN GIBB-Boys Do Fall In Love

- KRNA-Iowa City**
(Bart Geymorker-P.D.)
- KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - THE GO GO'S-Turn To You
 - YES-It Can Happen
 - VAN HALEN-Panama
 - TINA TURNER-What's Love Got To Do With It

- Q-104 (KBEQ)-Kansas City**
(Pat McKay-P.D.)
- VAN HALEN-Panama
 - LIONEL RICHIE-Stay The Night
 - OLLIE & JERRY-Breakin'...There's No Stopping Us
 - RAY PARKER, JR.-Ghost Busters
 - SERGIO MENDES-Alibis

- KDWB-AM-Minneapolis**
(Lorrie Palagi-P.D.)
- BILLY IDOL-Eyes Without A Face
 - THE ALAN PARSONS PROJECT-Prime Time
 - TINA TURNER-What's Love Got To Do With It

- KDWB-FM-Minneapolis**
(Dave Hamilton-P.D.)
- MADONNA-Borderline
 - THE POINTER SISTERS-Jump (For My Love)

- WLOL-Minneapolis**
(Tae Hammer-P.D.)
- KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - ROBIN GIBB-Boys Do Fall In Love
 - THE ALAN PARSONS PROJECT-Prime Time

- KQKQ-Omaha**
(Jerry Dean-P.D.)
- WANG CHUNG-Dance Hall Days
 - TINA TURNER-What's Love Got To Do With It
 - THE GO GO'S-Turn To You

- KKLS-FM-Rapid City**
(Randy Sherwyn-P.D.)
- VAN HALEN-Panama
 - RATT-Round And Round
 - KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - PAUL YOUNG-Love Of The Common People
 - ULTRAVOX-Dancing With Tears In My Eyes

- KKRC-Sioux Falls**
(Dan Wiley-P.D.)
- EDDY GRANT-Romancing The Stone
 - RAY PARKER, JR.-Ghost Busters
 - KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - VAN HALEN-Panama

- KHTR-St. Louis**
(Bob Garrett-P.D.)
- ELTON JOHN-Sad Songs (Say So Much)
 - VAN HALEN-Panama
 - HOWARD JONES-What Is Love
 - COREY HART-Sunglasses At Night
 - RICK SPRINGFIELD-Don't Walk Away

- V-100 (KDVV)-Topeka**
(Tony Stewart-P.D.)
- PAUL YOUNG-Love Of The Common People
 - RAY PARKER, JR.-Ghost Busters
 - JUICE NEWTON-A Little Love
 - GENESIS-Taking It All Too Hard
 - JOHN WAITE-Missing You

- KAYI-Tulsa**
(Phil Williams-P.D.)
- GENESIS-Taking It All Too Hard
 - THE GO GO'S-Turn To You

- KRAV-Tulsa**
(Rick Alan West-P.D.)
- PEABO BRYSON-If Ever You're In My Arms Again

- KFMW-Waterloo**
(Mark Potter-P.D.)
- SERGIO MENDES-Alibis
 - TINA TURNER-What's Love Got To Do With It
 - PAUL YOUNG-Love Of The Common People
 - PEABO BRYSON-If Ever You're In My Arms Again
 - YES-It Can Happen
 - RAY PARKER, JR.-Ghost Busters
 - VAN HALEN-Panama

- KEYN-Wichita**
(Ron Eric Taylor-P.D.)
- THE CARS-Magic
 - VAN HALEN-Panama
 - JENNY BURTON & PATRICK JUDE-Strangers In A Strange World
 - TONY CAREY-The First Day Of Summer
 - JUICE NEWTON-A Little Love

Southwest Region

TOP ADD ONS

- RAY PARKER, JR.-Ghost Busters (Arista)
- VAN HALEN-Panama (Warner Bros.)
- KENNY LOGGINS-I'm Free (Heaven Helps The Man) (Columbia)
- LIONEL RICHIE-Stay The Night (Motown)

- KHFI-Austin**
(Roger Garrett-P.D.)
- KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - RAY PARKER, JR.-Ghost Busters
 - THE GO GO'S-Turn To You
 - SERGIO MENDES-Alibis
 - OLLIE & JERRY-Breakin'...There's No Stopping Us

- WFMF-Baton Rouge**
(Randy Rice-P.D.)
- THE CARS-Magic

- WQID-Biloxi**
(Mickey Coulter-P.D.)
- KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - RAY PARKER, JR.-Ghost Busters
 - LIONEL RICHIE-Stay The Night
 - VAN HALEN-Panama
 - TINA TURNER-What's Love Got To Do With It

- WKXX-Birmingham**
(Kevin McCarthy-P.D.)
- RAY PARKER, JR.-Ghost Busters
 - VAN HALEN-Panama
 - TRACEY ULLMAN-Break-A-Way
 - OLLIE & JERRY-Breakin'...There's No Stopping Us
 - EDDY GRANT-Romancing The Stone
 - JUICE NEWTON-A Little Love
 - COREY HART-Sunglasses At Night
 - JEFFERSON STARSHIP-No Way Out

- KITE-Corpus Christi**
(Ron Chase-P.D.)
- RAY PARKER, JR.-Ghost Busters

- KAFM-Dallas**
(John Shemby-P.D.)
- HOWARD JONES-What Is Love
 - ELTON JOHN-Sad Songs (Say So Much)
 - COREY HART-Sunglasses At Night
 - TINA TURNER-What's Love Got To Do With It
 - PAUL YOUNG-Love Of The Common People
 - EDDY GRANT-Romancing The Stone
 - RATT-Round And Round

- KAMZ-El Paso**
(Bob West-P.D.)
- LIONEL RICHIE-Stay The Night
 - PRINCE-When Doves Cry
 - THE HUMAN LEAGUE-The Lebanon
 - JEFFERSON STARSHIP-No Way Out
 - RAY PARKER, JR.-Ghost Busters
 - JUICE NEWTON-A Little Love

- KSET-FM-El Paso**
(Cat Simon-P.D.)
- THE PRETENDERS-Thin Line Between Love And Hate

- KISR-Fort Smith**
(Rick Hayes-P.D.)
- VAN HALEN-Panama
 - RAY PARKER, JR.-Ghost Busters
 - KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - THE GO GO'S-Turn To You
 - JENNY BURTON & PATRICK JUDE-Strangers In A Strange World

- Q-104 (WQEN)-Gadsden**
(Roger Galtner-P.D.)
- RAY PARKER, JR.-Ghost Busters
 - CHICAGO-You're The Inspiration
 - VAN HALEN-Panama
 - JOHN WAITE-Missing You
 - GENESIS-Taking It All Too Hard

- KILE-Galveston**
(Dave Parks-P.D.)
- RICK SPRINGFIELD-Don't Walk Away
 - RAY PARKER, JR.-Ghost Busters
 - PAMELA STANLEY-Coming Out Of Hiding
 - THE GO GO'S-Turn To You
 - TALK TALK-Such A Shame
 - RATT-Round And Round
 - ORION THE HUNTER-So You Ran
 - ROGER GLOVER-The Mask

- 93-FM (KKBQ-FM)-Houston**
(John Lander-P.D.)
- VAN HALEN-Panama
 - RAY PARKER, JR.-Ghost Busters

- WTYX-Jackson**
(Jim Chick-P.D.)
- JUICE NEWTON-A Little Love
 - THE ALAN PARSONS PROJECT-Prime Time
 - THE GO GO'S-Head Over Heels
 - PEABO BRYSON-If Ever You're In My Arms Again

- KKYK-Little Rock**
(Ron White-P.D.)
- PRINCE-When Doves Cry

- KBFM-McAllen/Brownsville**
(Russ Williams-P.D.)
- VAN HALEN-Panama
 - RED RIDER-Young Thing, Wild Dreams (Rock Me)
 - JENNY BURTON & PATRICK JUDE-Strangers In A Strange World
 - THE HUMAN LEAGUE-The Lebanon
 - RAY PARKER, JR.-Ghost Busters

- FM-100 (WMC-FM)-Memphis**
(Robert John-P.D.)
- DURAN DURAN-The Reflex
 - THE CARS-Magic
 - KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - PEABO BRYSON-If Ever You're In My Arms Again
 - OLLIE & JERRY-Breakin'...There's No Stopping Us

- Q-101 (WJDQ-FM)-Meridian**
(Tom Kelly-P.D.)
- LIONEL RICHIE-Stay The Night
 - THE PRETENDERS-Thin Line Between Love And Hate
 - THE GO GO'S-Turn To You
 - TRACEY ULLMAN-Break-A-Way
 - VAN HALEN-Panama
 - RED RIDER-Young Thing, Wild Dreams (Rock Me)
 - CAROL LYNN TOWNES-99 1/2

- WABB-FM-Mobile**
(Leslie Fran-P.D.)
- KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - ELTON JOHN-Sad Songs (Say So Much)
 - RAY PARKER, JR.-Ghost Busters
 - VAN HALEN-Panama
 - LIONEL RICHIE-Stay The Night
 - WANG CHUNG-Dance Hall Days

- WHHY-FM-Montgomery**
(Mark St. John-P.D.)
- VAN HALEN-Panama
 - ROCKWELL-Obscene Phone Caller
 - RAY PARKER, JR.-Ghost Busters
 - EDDY GRANT-Romancing The Stone
 - BON JOVI-She Don't Know Me
 - LIONEL RICHIE-Stay The Night

- KX-104 (WWKX)-Nashville**
(Michael St. John-P.D.)
- RAY PARKER, JR.-Ghost Busters
 - ROBIN GIBB-Boys Do Fall In Love
 - CHRISTOPHER CROSS-A Chance For Heaven

- TEDDY PENDERGRASS AND WHITNEY HOUSTON-Hold Me
- SURVIVOR-The Moment Of Truth
- BON JOVI-She Don't Know Me

- B-97 (WEZB)-New Orleans**
(Nick Bazzo-P.D.)
- LIONEL RICHIE-Stay The Night
 - PRINCE-17 Days
 - DAN HARTMAN-I Can Dream About You
 - JENNY BURTON & PATRICK JUDE-Strangers In A Strange World
 - KENNY LOGGINS-I'm Free (Heaven Helps The Man)

- WTIX-New Orleans**
(Robert Mitchell-P.D.)
- GENESIS-Taking It All Too Hard
 - R.E.M.-South Central Rain
 - TEDDY PENDERGRASS AND WHITNEY HOUSTON-Hold Me
 - KENNY LOGGINS-I'm Free (Heaven Helps The Man)

- KITY-San Antonio**
(Kih Curry-P.D.)
- TRACEY ULLMAN-Break-A-Way
 - PSYCHEDELIC FURS-The Ghost In You
 - RAY PARKER, JR.-Ghost Busters
 - DEF LEPPARD-Bringin' On The Heartbreak
 - TALK TALK-Such A Shame
 - JUICE NEWTON-A Little Love
 - SHEILA E.-The Glamorous Life
 - SIOUXSIE & THE BANSHEES-Deaf Prudence

- KROK-Shreveport**
(Peter Stewart-P.D.)
- RAY PARKER, JR.-Ghost Busters
 - RICK SPRINGFIELD-Don't Walk Away
 - KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - EDDY GRANT-Romancing The Stone
 - GENESIS-Taking It All Too Hard

Pacific Southwest Region

TOP ADD ONS

- RAY PARKER, JR.-Ghost Busters (Arista)
- VAN HALEN-Panama (Warner Bros.)
- KENNY LOGGINS-I'm Free (Heaven Helps The Man) (Columbia)
- TONY CAREY-The First Day Of Summer (MCA)

- KKXX-Bakersfield**
(Dave Kamper-P.D.)
- VAN HALEN-Panama

- KIMN-Denver**
(Doug Erickson-P.D.)
- ROBIN GIBB-Boys Do Fall In Love
 - TINA TURNER-What's Love Got To Do With It
 - RAY PARKER, JR.-Ghost Busters
 - PEABO BRYSON-If Ever You're In My Arms Again
 - TONY CAREY-The First Day Of Summer

- KOAQ-Denver**
(Jack Regan-P.D.)
- PAUL YOUNG-Love Of The Common People
 - RAY PARKER, JR.-Ghost Busters
 - FACE TO FACE-10-9-8
 - JENNY BURTON & PATRICK JUDE-Strangers In A Strange World

- KPKE-Denver**
(Tim Fox-P.D.)
- THE THOMPSON TWINS-Doctor! Doctor!
 - PRINCE-When Doves Cry
 - VAN HALEN-Panama
 - OLLIE & JERRY-Breakin'...There's No Stopping Us

- KLUC-Las Vegas**
(Dave Anthony-P.D.)
- SERGIO MENDES-Alibis
 - JENNY BURTON & PATRICK JUDE-Strangers In A Strange World
 - TONY CAREY-The First Day Of Summer
 - ROBIN GIBB-Boys Do Fall In Love
 - TALK TALK-Such A Shame
 - DEF LEPPARD-Bringin' On The Heartbreak

- KIIS-FM-Los Angeles**
(Gerry DeFrancesco-P.D.)
- ELTON JOHN-Sad Songs (Say So Much)
 - COREY HART-Sunglasses At Night
 - TINA TURNER-What's Love Got To Do With It
 - KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - PSYCHEDELIC FURS-The Ghost In You
 - RAY PARKER, JR.-Ghost Busters
 - RATT-Round And Round
 - THE GO GO'S-Turn To You

- KOPA-FM-Phoenix**
(Reggie Blackwell-P.D.)
- RAY PARKER, JR.-Ghost Busters
 - KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - GENESIS-Taking It All Too Hard

- KZZP-FM-Phoenix**
(Charlie Quinn-P.D.)
- DAN HARTMAN-I Can Dream About You
 - COREY HART-Sunglasses At Night
 - THE GO GO'S-Turn To You
 - RAY PARKER, JR.-Ghost Busters

- K96 (KFMY)-Provo**
(Scott Gentry-P.D.)
- KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - RAY PARKER, JR.-Ghost Busters
 - THE GO GO'S-Turn To You
 - TONY CAREY-The First Day Of Summer

- KDZA-Pueblo**
(Rip Avina-P.D.)
- THE GO GO'S-Turn To You
 - RAY PARKER, JR.-Ghost Busters
 - RATT-Round And Round
 - VAN HALEN-Panama

- KRSP-AM-Salt Lake City**
(Steve Carlson-P.D.)
- VAN HALEN-Panama
 - PEABO BRYSON-If Ever You're In My Arms Again

- KS-103 (KSOD-FM)-San Diego**
(Dave Parks-P.D.)
- RAY PARKER, JR.-Ghost Busters
 - KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - TINA TURNER-What's Love Got To Do With It
 - JUICE NEWTON-A Little Love

- XTRA-AM-San Diego**
(Jim Richards-P.D.)
- RAY PARKER, JR.-Ghost Busters
 - THE CARS-Magic
 - VAN HALEN-Panama
 - BON JOVI-She Don't Know Me

- KSLS-AM-San Luis Obispo**
(Joe Collins-P.D.)
- KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - VAN HALEN-Panama
 - THE HUMAN LEAGUE-The Lebanon
 - RAY PARKER, JR.-Ghost Busters
 - RATT-Round And Round
 - TRACEY ULLMAN-Break-A-Way

- KIST-Santa Barbara**
(Dick Williams-P.D.)
- VAN HALEN-Panama
 - THE HUMAN LEAGUE-The Lebanon
 - RAY PARKER, JR.-Ghost Busters
 - TRACEY ULLMAN-Break-A-Way
 - RATT-Round And Round

- 13-KHYT-Tucson**
(Sherman Cohen-P.D.)
- TONY CAREY-The First Day Of Summer
 - BERLIN-My Turn Now
 - WEIRD AL YANKOVIC-I Lost On Jeopardy
 - ORION THE HUNTER-So You Ran
 - RATT-Round And Round

- KRQQ-Tucson**
(Kelly Norris-P.D.)
- SERGIO MENDES-Alibis
 - KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - RAY PARKER, JR.-Ghost Busters

- KTKT-Tucson**
(Bobby Rivers-P.D.)
- KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - TINA TURNER-What's Love Got To Do With It

Pacific Northwest Region

TOP ADD ONS

- VAN HALEN-Panama (Warner Bros.)
- RAY PARKER, JR.-Ghost Busters (Arista)
- OLLIE & JERRY-Breakin'...There's No Stopping Us (Polydor)
- TONY CAREY-The First Day Of Summer (MCA)

- KYVA-Billings**
(Jack Bell-P.D.)
- TONY CAREY-The First Day Of Summer
 - KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - JUICE NEWTON-A Little Love

- VAN HALEN-Panama
- KBBK-Boise**
(Bobby King-P.D.)
- THE PRETENDERS-Thin Line Between Love And Hate
 - BERLIN-My Turn Now
 - ROGER GLOVER-The Mask
 - INDUSTRY-What Have I Got To Lose
 - YES-It Can Happen

- KTRS-Casper**
(BH Cody-P.D.)
- ROCKWELL-Obscene Phone Caller
 - WEIRD AL YANKOVIC-I Lost On Jeopardy

- KMGX-Fresno**
(John Barry-P.D.)
- VAN HALEN-Panama
 - SCANDAL-The Warrior
 - RAY PARKER, JR.-Ghost Busters
 - TONY CAREY-The First Day Of Summer
 - BERLIN-My Turn Now

- KYNO-FM-Fresno**
(John Lee Walker-P.D.)
- CHICAGO-Stay The Night
 - SERGIO MENDES-Alibis
 - TINA TURNER-What's Love Got To Do With It
 - COREY HART-Sunglasses At Night
 - BILLY JOEL-The Longest Time
 - SLADE-Run Runaway

- KWSS-Gilroy**
(Dave Van Stone-P.D.)
- RAY PARKER, JR.-Ghost Busters
 - DEF LEPPARD-Bringin' On The Heartbreak
 - GENESIS-Taking It All Too Hard

- KGHO-FM-Hoquiam**
(Steve Larson-P.D.)
- RAY PARKER, JR.-Ghost Busters
 - VAN HALEN-Panama
 - GENESIS-Taking It All Too Hard
 - ROBIN GIBB-Boys Do Fall In Love
 - SERGIO MENDES-Alibis
 - CAROL LYNN TOWNES-99 1/2

- KOZE-FM-Lewiston**
(Jay McCall-P.D.)
- KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - RAY PARKER, JR.-Ghost Busters
 - THE GO GO'S-Turn To You
 - RATT-Round And Round
 - ROBIN GIBB-Boys Do Fall In Love
 - VAN HALEN-Panama
 - TINA TURNER-What's Love Got To Do With It

- KHOP-Modesto**
(David Allyn Kraham-P.D.)
- CHRISTOPHER CROSS-A Chance For Heaven
 - YES-It Can Happen
 - BERLIN-My Turn Now
 - TRACEY ULLMAN-Break-A-Way
 - WEIRD AL YANKOVIC-I Lost On Jeopardy

- KIDD-Monterey**
(Mark Diamond-P.D.)
- ELTON JOHN-Sad Songs (Say So Much)

- DAN HARTMAN-I Can Dream About You
- JUICE NEWTON-A Little Love
- MICHAEL JACKSON-Farewell My Summer Love

- KOSO-Modesto**
(Stan Maine-P.D.)
- JEFFERSON STARSHIP-No Way Out
 - TALK TALK-Such A Shame
 - SURVIVOR-The Moment Of Truth
 - JENNY BURTON & PATRICK JUDE-Strangers In A Strange World
 - ORION THE HUNTER-So You Ran

- KMJK-Portland**
(Jon Barry-P.D.)
- VAN HALEN-Panama
 - KENNY LOGGINS-I'm Free (Heaven Helps The Man)
 - TONY CAREY-The First Day Of Summer

- KWOD-Sacramento**
(Tom Chase-P.D.)
- OLLIE & JERRY-Breakin'...There's No Stopping Us
 - RAY PARKER, JR.-Ghost Busters
 - VAN HALEN-Panama

- KSKD-FM-Salem**
(Lou E. Mitchell-P.D.)
- VAN HALEN-Panama
 - SCANDAL-The Warrior
 - BERLIN-My Turn Now
 - JENNY BURTON & PATRICK JUDE-Strangers In A Strange World
 - TRACEY ULLMAN-Break-A-Way
 - RED RIDER-Young Thing, Wild Dreams (Rock Me)
 - RATT-Round And Round

- KITS-San Francisco**
(Mark Van Gelder-P.D.)
- OLLIE & JERRY-Breakin'...There's No Stopping Us
 - ELTON JOHN-Sad Songs (Say So Much)
 - VAN STEPHENSON-Modern Day Deliah
 - HOWARD JONES-What Is Love
 - THE THOMPSON TWINS-Doctor! Doctor!
 - EDDY GRANT-Romancing The Stone
 - THE STYLE COUNCIL-My Ever Changing Moods
 - Z.Z. TOP-Legs

- KPLZ-FM-Seattle**
(Jeff King-P.D.)
- YES-It Can Happen
 - CHRIS DE BURGH-High On Emotion
 - ORION THE HUNTER-So You Ran
 - THE HUMAN LEAGUE-The Lebanon

- KUBE-Seattle**
(Bob Case-P.D.)
- VAN HALEN-Panama
 - RAY PARKER, JR.-Ghost Busters
 - OLLIE & JERRY-Breakin'...There's No Stopping Us
 - COREY HART-Sunglasses At Night
 - KENNY LOGGINS-I'm Free (Heaven Helps The Man)

- KNBQ-Tacoma**
(Sean Lynch-P.D.)
- RAY PARKER, JR.-Ghost Busters
 - VAN HALEN-Panama
 - JUICE NEWTON-A Little Love

New variable rate
U.S. Savings Bonds guarantee investment growth...

The employees at HONEYWELL keep their future plans on target when they rely on the Payroll Savings Plan.

Donald O'Connor
I see buying U.S. Savings Bonds as an opportunity to support my country and at the same time to make a safe convenient investment at market-based rates. I think it's great that by naming my children as owners of the bonds they will be assured of a college education. Also, the bonds will be free from federal tax.

Obedia Thomas
I began buying Savings Bonds as an investment in the future of my country as well as an investment in my future. We had small children, were renting, and unable to put aside any savings. Savings Bonds were a method of forced as well as painless savings.

Kathryn Mao
I buy U.S. Savings Bonds to support our government and to save for my kids' college education.

Ray Wilkinson
As an investor I seek return and security. When looking at other competitive forms of investments, such as money market funds, U.S. Savings Bonds performed better and were more secure.

Becky Ruter
As a small investor, I think U.S. Savings Bonds are great. I think the guaranteed minimum return of 7.5% is as good or is better than interest rates paid by most banks.

Take Stock in America.

Your best "all-around" investment.

Director of Sales
U.S. Savings Bonds Division
Department of the Treasury
Washington, D.C. 20226

Yes, please send me Free information about the Payroll Savings Plan.

Name _____
Position _____
Company _____
Address _____
City _____ State _____ Zip _____

Ad Council

Billboard[®] Rock Albums & Top Tracks

© Copyright 1984, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

Rock Albums

Top Tracks

This Week	Last Week	Weeks On Chart	ARTIST—Title, Label	This Week	Last Week	Weeks On Chart	ARTIST—Title, Label
1	1	5	BRUCE SPRINGSTEEN—Born In The U.S.A., Columbia	1	1	5	BRUCE SPRINGSTEEN—Dancing In The Dark, Columbia
2	2	16	THE CARS—Heartbeat City, Elektra	2	3	7	JEFFERSON STARSHIP—No Way Out, Grunt
3	3	7	JEFFERSON STARSHIP—Nuclear Furniture, Grunt	3	2	13	THE CARS—Magic, Elektra
4	4	10	Z.Z.TOP—Eliminator, Warner Bros.	4	4	11	Z.Z.TOP—Legs, Warner Bros.
5	5	7	SOUNDTRACK—Streets Of Fire, MCA	5	5	7	THE FIXX—Deeper And Deeper, MCA
6	7	7	BILLY IDOL—Rebel Yell, Chrysalis	6	7	7	BILLY IDOL—Eyes Without A Face, Chrysalis
7	6	9	RUSH—Grace Under Pressure, Mercury	7	8	6	CHICAGO—Stay The Night, Warner Bros.
8	15	4	ROD STEWART—Camouflage, Warner Bros.	8	11	5	ROD STEWART—Infatuation, Atlantic
9	8	9	RATT—Out Of The Cellar, Atlantic	9	10	9	RATT—Round And Round, Atlantic
10	9	12	STEVE PERRY—Street Talk, Columbia	10	9	7	VAN STEPHENSON—Modern Day Delilah, MCA
11	12	7	CHICAGO—Chicago 17, Warner Bros.	11	19	4	CHRIS DEBURGH—High On Emotion, A&M
12	20	2	CHRIS DEBURGH—Man On The Line, A&M	12	6	9	RUSH—Distant Early Warning, Mercury
13	11	7	VAN STEPHENSON—Righteous Anger, MCA	13	12	6	THE GREG KIHN BAND—Reunited, Berserkley
14	14	6	THE GREG KIHN BAND—Kihntageous, Berserkley	14	22	6	RED RIDER—Young Thing, Wild Dreams (Rock Me), Capitol
15	10	17	SCORPIONS—Love At First Sting, Mercury	15	24	4	THE CARS—Drive, Elektra
16	19	2	RED RIDER—Breaking Curfew, Capitol	16	16	7	RUSS BALLARD—Voices, EMI/America
17	16	40	HUEY LEWIS AND THE NEWS—Sports, Chrysalis	17	23	7	MOTLEY CRUE—Too Young To Fall In Love, Elektra
18	18	7	RUSS BALLARD—Russ Ballard, EMI-America	18	13	14	SLADE—Run, Runaway, CBS Associated
19	17	9	DUKE JUPITER—White Knuckle Ride, Morocco	19	41	2	QUIET RIOT—Mama, We're All Crazy Now, Pasha
20	25	6	WHITESNAKE—Slide In It, Geffen	20	27	4	ROGER GLOVER—The Mask, 21 Records
21	31	4	LITTLE STEVEN—Voice Of America, EMI/America	21	25	8	THOMPSON TWINS—Doctor Doctor, Arista
22	13	14	SLADE—Keep Your Hands Off My Power Supply, CBS Associated	22	15	15	HUEY LEWIS AND THE NEWS—Heart Of Rock & Roll, Chrysalis
23	26	8	PSYCHEDELIC FURS—Mirror Moves, Columbia	23	17	9	DUKE JUPITER—Little Lady, Morocco
24	28	9	MOTLEY CRUE—Shout At The Devil, Elektra	24	NEW ENTRY		BRUCE SPRINGSTEEN—Cover Me, Columbia
25	30	4	ROGER GLOVER—The Mask, 21 Records	25	28	8	PSYCHEDELIC FURS—The Ghost In You, Columbia
26	23	24	VAN HALEN—1984, Warner Bros.	26	21	7	RUSH—Red Sector "A", Mercury
27	22	8	ROGER WATERS—The Pros And Cons Of Hitchhiking, Columbia	27	48	2	JEFFERSON STARSHIP—Laying It On The Line, Grunt
28	29	18	THOMPSON TWINS—Into The Gap, Arista	28	18	8	ROGER WATERS—5:01 AM (The Pros And Cons Of Hitchhiking), Columbia
29	40	2	STEVIE RAY VAUGHAN—Couldn't Stand The Weather, Epic	29	14	10	ORION THE HUNTER—So You Ran, Epic
30	24	9	ORION THE HUNTER—Orion The Hunter, Portrait	30	32	7	STEVE PERRY—She's Mine, Columbia
31	21	12	JOE JACKSON—Body And Soul, A&M	31	38	3	LITTLE STEVEN—Los Desaparecidos, EMI/America
32	27	18	DAVID GILMOUR—About Face, Columbia	32	30	13	HOWARD JONES—What Is Love, Elektra
33	34	20	HOWARD JONES—Humans Lib, Elektra	33	20	13	JOE JACKSON—You Can't Get What You Want, A&M
34	46	17	TONY CAREY—Some Tough City, MCA	34	42	4	WHITESNAKE—Slow And Easy, Geffen
35	33	34	NIGHT RANGER—Midnight Madness, MCA	35	57	2	TONY CAREY—The First Day Of Summer, MCA
36	37	6	R.E.M.—Reckoning, I.R.S.	36	60	2	BRUCE SPRINGSTEEN—No Surrender, Columbia
37	NEW ENTRY		TWISTED SISTER—Stay Hungry, Atlantic	37	34	3	THE CARS—It's Not The Night, Elektra
38	41	2	ELTON JOHN—Breaking Hearts, Geffen	38	35	3	STEVIE RAY VAUGHAN—Voodoo Chile (Slight Return), CBS
39	NEW ENTRY		COREY HART—First Offense, EMI-America	39	46	2	ELTON JOHN—Sad Songs (Say So Much), Geffen
40	32	28	CYNDI LAUPER—She's So Unusual, Portrait	40	NEW ENTRY		COREY HART—Sunglasses At Night, EMI-America
41	36	21	SOUNDTRACK—Footloose, Columbia	41	NEW ENTRY		BRUCE SPRINGSTEEN—Born In The U.S.A., Columbia
42	NEW ENTRY		SCANDAL—Warrior, Epic	42	26	12	STEVE PERRY—Oh, Sherrie, Columbia
43	38	2	SOUNDTRACK—Hard To Hold, RCA	43	31	10	CYNDI LAUPER—Time After Time, Portrait
44	NEW ENTRY		PRINCE—Purple Rain, Warner Bros.	44	43	5	EDDY GRANT—Romancing The Stone, Portrait
45	NEW ENTRY		EDDY GRANT—Going For Broke, Portrait	45	50	5	R.E.M.—South Central Rain, I.R.S.
46	48	3	FACE TO FACE—Face To Face, Portrait	46	56	2	TWISTED SISTER—We're Not Gonna Take It, Atlantic
47	NEW ENTRY		TINA TURNER—Private Dancer, Capitol	47	NEW ENTRY		SCANDAL—The Warrior, Epic
48	43	21	BON JOVI—Bon Jovi, Mercury	48	45	2	RICK SPRINGFIELD—Don't Walk Away, RCA
49	NEW ENTRY		ANDY FRASER—Fine, Fine Line, Island	49	44	4	BRUCE SPRINGSTEEN—Pink Cadillac, Columbia
50	35	12	ICICLE WORKS—Icicle Works, Arista	50	59	2	PRINCE—When Doves Cry, Warner Bros.
				51	52	23	VAN HALEN—Panama, Warner Bros.
				52	36	14	NIGHT RANGER—Sister Christian, MCA
				53	39	17	SCORPIONS—Rock You Like A Hurricane, Harvest
				54	29	11	ICICLE WORKS—Whisper To A Scream, (Birds Fly) Arista
				55	NEW ENTRY		BILLY SATELLITE—Satisfy Me, Capitol
				56	NEW ENTRY		BRUCE SPRINGSTEEN—Bobby Jean, Columbia
				57	NEW ENTRY		ANDY FRASER—Fine, Fine Line, Island
				58	NEW ENTRY		SCORPIONS—I'm Leaving You, Mercury
				59	NEW ENTRY		JOHN WAITE—Missing You, EMI-America
				60	40	21	VAN HALEN—I'll Wait, Warner Bros.

Top Adds

1	SCANDAL—The Warrior, Epic
2	ROD STEWART—Camouflage, Warner Bros.
3	JOHN WAITE—No Brakes, EMI-America
4	TWISTED SISTER—We're Not Gonna Take It, Atlantic (12 Inch)
5	BILLY SATELLITE—Satisfy Me, Capitol (12 Inch)
6	TONY CAREY—Some Tough City, MCA
7	COREY HART—First Defense, EMI-America
8	ANDY FRASER—Fine, Fine Line, Island
9	ELTON JOHN—Breaking Hearts, Geffen
10	QUIET RIOT—Mama, We're All Crazy Now, Pasha (12 Inch)

A compilation of Rock Radio Airplay as indicated by the nation's leading Album oriented and Top Track stations.

Radio

Pro-Motions

• Continued from page 23

Execution: Listeners are asked to send the Q Morning Zoo crew a creative entry in a weekly contest which nets the winner a guest slot on the morning show. Each Thursday morning, McNeill and his partner Corey Dietz pour through the entries, which have included posters, boards, flowers, computer-generated responses and plain brown paper bags. The duo then determines the following day's "jock," who is paid (one Q-94 T-shirt and a station paycheck for one dollar, suitable for framing) and receives a tape copy of the program as a souvenir of his or her fleeting fame.

★ ★ ★

Station: WRIF Detroit (AOR)
Contact: Julie Finkel, promotion director

Concept: House Giveaway

Execution: While some stations have given away lavish houses, WRIF last fall offered a five-foot-tall custom-built red doghouse to a morning listener. "Any radio station can give away a house," notes Finkel, "but only 'RIF could give away the Bruiser's doghouse and have listeners lined up at 6 a.m. for a chance to win it."

Bruiser is George "Dick The Bruiser" Baier, who, along with his partner Jim Johnson, selected 101 contestants (dial position tie-in) who each received a box of doggy treats. Hidden inside one of the boxes was a silver dogtag inscribed "I won my doghouse from WRIF-FM 101." Upon finding it, the female winner

was invited to join Bruiser for a final romp in the doghouse before its new owner, of the canine variety, took occupancy.

★ ★ ★

Station: WINX Rockville, Md. (nostalgia)

Contact: Marion Thompson, public service director

Concept: Sock Hop For Septuagenarians

Execution: The suburban D.C. station has since changed formats, but last year, while it catered to an older demographic set, general manager Pierre Eaton, a well-known Washington-area personality, hosted a dance party for 200 Rockville senior citizens at the senior citizens' center there. Soliciting sponsorship for the public service event, Eaton enlisted the help of Giant Foods, which supplied refreshments, while Brook Farm Inn entertained the crowd with magicians. In conjunction with the city's department of parks and recreation, other locations were chosen and sponsors sought for similar events, which not only brought the station to the people but opened up new client leads in the process.

ROLLYE BORNSTEIN

ACTIONMART

The results are fast. The reach is vast. And the call is free! To place a Billboard Classified ad, call Jeff Serette at (800) 223-7524.

SHOWCASE
RENTAL CARS



LOS ANGELES / SAN FRANCISCO

BRING YOUR DRIVING GLOVES... YOU'LL NEED THEM!

Alfa Romeo
CONVERTIBLE & GTV-6

VOLVO Turbo

PEUGEOT 505

SAAB Turbo

FEATURES INCLUDE:
SUNROOFS, CONVERTIBLES,
AM / FM STEREO CASSETTE
SYSTEMS, AIR CONDITIONING,
5-SPEED AND AUTOMATIC
TRANSMISSIONS,
LEATHER INTERIORS

RATES FROM **\$39⁹⁵** PER DAY
INCLUDES 100 FREE MILES / DAY

FOR RESERVATIONS CALL:
OUTSIDE CALIFORNIA
1-800-421-6808
INSIDE CALIFORNIA
1-800-345-CARS

FOR AIRPORT PICK-UP CALL:
LOS ANGELES SAN FRANCISCO
(213) 670-7002 (415) 692-8224
OR CALL YOUR TRAVEL AGENT

b actor
with an
A Bomb



SHEIK VASELINO
AND THE ZEALOTS

Aired on 50 Stations The First Month - The Zealots 45 taken from the album b actor with an A Bomb - Released Aug 84 - Other zealot albums Lubricants - Zealots of the Crusade Inquiries Invited (707) 865-2079

100% CRUDE RECORDS

20200 River Boulevard
Monte Rio, CA 95462

Featured Programming

• Continued from page 23

says the bartered program, targeted to 100 stations, will feature new tracks "either getting the most air-play" or about to be released.

Another Westwood project in the works is a satellite-delivered press conference starring the members of REO Speedwagon. They'll be debuting tracks from their new Epic album on an hour-long show next month.

The "listening party" will be delivered live "two or three days" before the release of the record, according to

Pattiz, who says the concept was "whole-heartedly" endorsed by both Epic and REO's management because it's being offered on a non-exclusive basis.

"Metalshop," self-billed by M.J.I. Broadcasting as "the only show with teeth," is holding its first national promotion: a costume giveaway concurrent with its July 26 edition. The duds belong to a member of Motley Crue, featured guests on June 29. Deadline for entries is July 10.

LEO SACKS

Below is a weekly calendar of upcoming network and syndicated music specials. Shows with multiple dates indicate local stations have option of broadcast time and dates.

June 18, Rod Stewart, Jeff Beck, Rockline, Global Satellite Network, 90 minutes.

June 18-22, Jim Glaser, Ralph Emery Show, The Musicworks, five hours.

June 18-24, George Jones, Live From Gilley's, Westwood One, one hour.

June 18-24, Jeffrey Osbourne, Budweiser Concert Hour, Westwood One, one hour.

June 18-24, Evelyn "Champagne" King, Special Edition, Westwood One, one hour.

June 18-24, Eddie Money, Off The Record Special, Westwood One, one hour.

June 18-24, Duke Jupiter, In Concert, Westwood One, 90 minutes.

June 18-24, The Captain & Tennille, Star Trak, Westwood One, one hour.

June 18-24, David Gilmour, Paul Kantner, Grace Slick, Inside Track, DIR Broadcasting, 90 minutes.

June 18-24, Music Of The 80's, Boy George, DIR Special, DIR Network, one hour.

June 18-24, Tony Bennett, part one, The Music Makers, Narwood Productions, one hour.

June 18-24, Ronnie McDowell, Country Closeup, Narwood Productions, one hour.

June 18-24, Missing Persons, Inner-View, Inner-View Network, one hour.

June 22-24, Roger Waters, Billy Idol, Rock Album Countdown, Westwood One, two hours.

June 22-24, O'Jays, LaToya Jackson, The Countdown, Westwood One, two hours.

June 22-24, Asia, Superstars Rock Concert, Westwood One, 90 minutes.

June 22-24, San Francisco Bands, Rock Chronicles, Westwood One, one hour.

June 22-24, Demented Doo-Wop, Dr. Demento, Westwood One, two hours.

June 22-24, Aldo Nova, Captured Live!, RKO Radioshows, one hour.

June 22-24, Lionel Richie, Rick Dees' Weekly Top 40, United Stations, four hours.

June 22-24, Ray Charles, Dick Clark's Rock, Roll & Remember, United Stations, four hours.

June 22-24, Lionel Hampton, The Great Sounds, United Stations, four hours.

June 22-24, Tom Jones, The Weekly Country Music Countdown, United Stations, three hours.

June 22-24, Janie Fricke, Solid Gold Country, United Stations, three hours.

June 23, Young Rascals, Solid Gold Saturday Night, RKO Radioshows, five hours.

June 23, Beach Boys, Jan & Dean, Supertracks, Creative Radio Network, three hours.

June 23, Crystal Gayle, Country Music's Radio Magazine, Creative Radio Network, two hours.

June 23, Kenny Rogers Special, Creative Radio Network, two hours.

June 23, Ringo's Yellow Submarine, ABC FM Network, one hour.

June 23, Bellamy Brothers, Silver Eagle, ABC Entertainment Network, 90 minutes.

June 23-24, Lee Greenwood, Merle Haggard, Barbara Mandrell, Charley Pride, Lee Arnold On A Country Road, Mutual Broadcasting, three hours.

June 23-24, Dick Clark's National Music Survey, Mutual Broadcasting, three hours.

June 24, Jefferson Starship, Live From The Record Plant, RKO Radioshows/P.G. Productions, one hour.

June 24-31, Chris Rea, Rock Over London, Radio International, one hour.

June 24, Tony Carey, King Biscuit Flower Hour, ABC Rock Radio Network, one hour.

June 24, Stevie Nicks, Rolling Stones Continuous History of Rock & Roll, ABC Rock Radio Network, one hour.

June 25, David Gilmour, Rockline, Global Satellite Network, 90 minutes.

June 25-29, Moe Bandy, Joe Stampley, Ralph Emery Show, The Musicworks, five hours.

June 25-July 1, Sylvia, Country Closeup, Narwood Productions, one hour.

June 25-July 1, Tony Bennett, part two, The Music Makers, Narwood Productions, one hour.

June 29-July 1, Don Williams, Solid Gold Country, United Stations, three hours.

June 29-July 1, Earl Thomas Conley, The Weekly Country Music Countdown, United Stations, three hours.

Billboard Adult Contemporary Singles

CHART RESEARCH PACKAGES

The definitive lists of the top hits year by year, through the entire history of the Adult Contemporary Singles charts.

Based on the authoritative statistical research of the music industry's foremost trade publication.

THREE TITLES AVAILABLE:

Number One Adult Contemporary Singles, 1961 through 1982. Lists Billboard issue date, title, artist and label of the number one record of each week. \$30.00.

Top Ten Adult Contemporary Singles, 1961 through 1982. Lists title, artist and label of every record which reached number 10 or higher on Billboard's Adult Contemporary Singles chart. Listed alphabetically within each year. #1 records are indicated. \$30.00.

Top Adult Contemporary Singles of The Year, 1969 through 1982. The annual listings of the top hits of the year in rank order, as published in Billboard's year-end special issues. Includes title, artist and label for each entry. \$30.00.

Individual yearly lists may also be purchased separately; see coupon below. \$5.00 per list.

Billboard Chart Research
Attn: Barbara DeMaria
1515 Broadway
New York, NY 10036

Please send me the following Billboard Chart Research Packages:

- G-1 Number One Adult Contemporary Singles @ \$30.00
- G-2 Top Ten Adult Contemporary Singles @ \$30.00
- G-3 Top Adult Contemporary Singles Of The Year @ \$30.00

Individual yearly lists from _____ (please list book code number) for _____ (please list year(s) desired).

Check or money order is enclosed in the amount of:

\$ _____
(Sorry, no C.O.D. or billing.)

Name: _____

Company: _____

Address: _____

City, State, Zip: _____

Overseas air mail rates available upon request.

TOP 50 Adult Contemporary

© Copyright 1984, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

These are the most popular Adult Contemporary singles based on radio air play and listed in rank order.

TITLE, Artist, Label & Number (Dist. Label) (Publisher, Licensee)

This Week	Last Week	Weeks on Chart	TITLE, Artist, Label & Number (Dist. Label) (Publisher, Licensee)	WEEKS AT #1
1	2	9	BELIEVE IN ME Dan Fogelberg, Full Moon/Epic 34-04447 (Hickory Grove/April, ASCAP)	1
2	1	10	TIME AFTER TIME Cyndi Lauper, Portrait 37-04432 (Epic) (Reilla, BMI/Dub Notes, ASCAP)	
3	6	6	ALMOST PARADISE...LOVE THEME FROM FOOTLOOSE Mike Reno And Ann Wilson, Columbia 38-04418 (Ensign, BMI)	
4	5	6	IF EVER YOU'RE IN MY ARMS AGAIN Peabo Bryson, Elektra 7-69728 (Almo/Prince Street, ASCAP/Snow/Dyad, BMI)	
5	3	10	LET'S HEAR IT FOR THE BOY Deniece Williams, Columbia 38-04417 (Ensign, BMI)	
6	4	10	EYES THAT SEE IN THE DARK Kenny Rogers, RCA 13774 (Gibb Bros.Music/Unichappell,BMI)	
7	7	9	JUST ANOTHER WOMAN IN LOVE Anne Murray, Capitol 5344 (Southern Nights, ASCAP)	
8	8	6	IT'S A MIRACLE Culture Club, Virgin/Epic 34-04457 (Virgin, ASCAP/Pendulum/Warner-Tamerlane, BMI)	
9	9	10	I PRETEND Kim Carnes, EMI-America 8202 (Zomba, ASCAP)	
10	11	8	WHEN WE MAKE LOVE Alabama, RCA 13763 (WB/Two Sons/Welbeck/Third Son/ASCAP)	
11	16	8	SELF CONTROL Laura Branigan, Atlantic 7-89676 (Edition Sunrise/Careers, BMI)	
12	10	14	THE LONGEST TIME Billy Joel, Columbia 38-04400 (Joel, BMI)	
13	14	7	DISENCHANTED Michael Martin Murphey, Liberty 1517 (Choskee Bottom/Kahala/Timberwolf, ASCAP/BMI)	
14	17	7	YOU CAN'T GET WHAT YOU WANT Joe Jackson, A&M 2628 (Pokazuka/Almo, ASCAP)	
15	18	5	ALIBIS Sergio Mendes, A&M 2639 (Snow, BMI/T. Mac, PRS/Bibo/Welk/Welbeck, ASCAP)	
16	12	17	AGAINST ALL ODDS (TAKE A LOOK AT ME NOW) Phil Collins, Atlantic 7-89700 (Golden Torch, ASCAP/Hit And Run, PRS)	
17	20	5	SIMPLE Johnny Mathis, Columbia 38-04468 (Blackwood, BMI/April, ASCAP)	
18	25	3	SAD SONGS (SAY SO MUCH) Elton John, Geffen 7-29292 (Warner Bros.) (Intersong, ASCAP)	
19	21	5	PRIME TIME Alan Parsons Project, Arista 1-9208 (Woolfsongs/Careers, BMI)	
20	24	3	A LITTLE LOVE Juice Newton, RCA 13823 (Cement Chicken, ASCAP)	
21	13	11	I CRY JUST A LITTLE BIT Shakin' Stevens, Epic 34-04338 (Not Listed)	
22	15	8	I JUST CAME HERE TO DANCE Peabo Bryson/Roberta Flack, Capitol 5353 (Hall Clement, BMI)	
23	22	17	HELLO Lionel Richie, Motown 1722 (Brockman, ASCAP)	
24	19	14	THERE'S NO EASY WAY James Ingram, QWest 7-29316 (Warner Bros.) (ATV/Mann & Weil, BMI)	
25	35	4	I CAN DREAM ABOUT YOU Dan Hartman, MCA 52378 (Multi-Level, BMI)	
26	28	4	GOD BLESS THE U.S.A. Lee Greenwood, MCA 52386 (Music Corp. Of America/Sycamore Valley, BMI)	
27	30	3	FAREWELL MY SUMMER LOVE Michael Jackson, Motown 1739 (Stone Diamond, BMI)	
28	31	4	BORDERLINE Madonna, Sire 7-29354 (Warner Bros.) (Likas, BMI)	
29	29	4	STILL LOSING YOU Ronnie Milsap, RCA 13805 (Lodge Hall, ASCAP)	
30	32	4	THEME FROM ST. ELSEWHERE Dave Grusin, GRP 3005 (Minsey/Roaring Fork, BMI)	
31	NEW ENTRY		STUCK ON YOU Lionel Richie, Motown 1746 (Brockman, ASCAP)	
32	33	6	LOVE WILL SHOW US HOW Christine McVie, Warner Bros. 7-29313 (Alimony, BMI/Cement Chicken, ASCAP)	
33	34	4	OH, SHERRIE Steve Perry, Columbia 38-04391 (Street Talk/April/Random Notes, ASCAP/Pants Down/Phosphene, BMI)	
34	NEW ENTRY		A CHANCE FOR HEAVEN Christopher Cross, Columbia 38-04492 (New Hidden Valley/Another Page, ASCAP/Carole Bayer Sager, BMI)	
35	26	14	TERMS OF ENDEARMENT Michael Gore, Capitol 5334 (Ensign, BMI)	
36	NEW ENTRY		WHAT'S LOVE GOT TO DO WITH IT Tina Turner, Capitol 5334 (Chappell/Irving/Good Single, ASCAP/BMI)	
37	37	3	JUMP (FOR MY LOVE) Pointer Sisters, Planet 13780 (RCA) (Welbeck/Stephen Mitchell/Anidraks/Porchester, ASCAP)	
38	23	14	MYSTERY The Manhattan Transfer, Atlantic 7-89695 (Rodsongs/Almo, ASCAP)	
39	40	2	DOCTOR! DOCTOR! Thompson Twins, Arista 1-9209 (Zomba)	
40	NEW ENTRY		TAKING IT ALL TOO HARD Genesis, Atlantic 7-89656 (Pun/Warner Bros., ASCAP)	
41	36	16	DON'T ANSWER ME The Alan Parsons Project, Arista 1-9160 (Woolfsongs/Careers, BMI)	
42	27	16	TO ALL THE GIRLS I'VE LOVED BEFORE Julio Iglesias And Willie Nelson, Columbia 38-04217 (April/Casa David, ASCAP)	
43	41	5	B-B-B BURNIN' UP WITH LOVE Eddie Rabbitt, Warner Bros. 7-29279 (DeDave/Briarpatch, BMI)	
44	NEW ENTRY		VICTIMS OF GOODBYE Sylvia, RCA 13755 (Tom Collins/Collins Court, BMI/ASCAP)	
45	38	17	WE'RE GOING ALL THE WAY Jeffrey Osborne, A&M 2618 (Dyad)	
46	39	8	FRIEND OF A FRIEND Amanda Homi & Brian Jarvis, GRP 3004 (Morgan Ames/Desert Planet/Roaring Fork, BMI)	
47	42	18	HOLD ME NOW Thompson Twins, Arista 1-9164 (Zomba)	
48	46	8	MY EVER CHANGING MOODS The Style Council, Geffen 7-29359 (Warner Bros.) (Colgems-EMI, BMI)	
49	48	17	I DON'T WANNA LOSE YOUR LOVE Crystal Gayle, Warner Bros. 7-29356 (Sixty-Ninth Street, BMI)	
50	43	15	THEY DON'T KNOW Tracey Ullman, MCA 52347 (Stiff, PRS)	

● Bullets are awarded to those products demonstrating the greatest airplay gains this week (Prime Movers).
● Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by dot). ▲ Recording Industry Assn. of America seal for sales of 2,000,000 units (seal indicated by triangle).

College Stores Confront Doldrums

Dealers Develop Strategies To Maintain Summer Sales

By FRED GOODMAN

NEW YORK—The dog days of summer can be among the slowest for all music merchandisers. But for record/tape retailers located on or near college campuses, the mass exodus of their targeted customers can spell financial ruin.

To beat the diaspora, college retailers have been forced to develop alternate customer bases, special sales and summer inventory programs. And while the problems faced by retailers from Harvard Square to the Univ. of Oregon are specific to college towns, the solutions reached can have applications for retailers in more generalized markets.

To help absorb the population drop at Texas Tech in Lubbock—from 25,000 to 9,000—the Hastings store near campus has instituted two major summer promotions: a Father's Day sale and a weekly "happy hour."

According to manager Ken Corbin, the Father's Day sale involves 50 frontline titles from all the major labels sold at reduced prices of between \$5.99 and \$6.49 from June 11-17.

"Country music becomes more important to us in the summer," says Corbin, noting a shift in customer base. Thus, about 30% of the titles featured are country, while 40% are rock and the remainder culled from various other categories. Corbin adds that the sale is advertised with co-op dollars.

Last summer, Corbin's store start-

ed a "happy hour" sale, an institution it continues this summer and which it may extend—under a different name—throughout the year. As it works now, all records and tapes in the store are marked down \$1 every Friday between 4-7 p.m.

In Ithaca, N.Y., Rebob Records College Ave. address attests to the shop's dependence on Cornell Univ. students. Although in its first year, the shop quickly cut back on its inventory and advertised specials, and has begun a direct mail campaign to attract local residents.

"While things are tranquil, we try and get the town's people in by showing the depth of our jazz catalog," says Rebob's Phil Wacker-Hoflin. The shop also highlights special import classical titles. "When you're going after the permanent residents like instructors and faculty members, hitting 'em with rock'n'roll just won't do," he notes.

Many of Ithaca's townies are also former students from the colleges, and tend to favor traditional and folk musics. "This would be a bad time for us to let our Bob Dylan catalog fall," says Wacker-Hoflin.

Aside from direct mail advertising, Rebob is employing posterage in coffee houses and clubs. "Ithaca is a media-poor town," he assesses. "The two most listened to radio stations are non-commercial, there's no local television yet and the daily newspaper is terrible. So a lot of our business comes from direct contact. We focus on individual attention because that

can't be bought."

In tiny Pullman, Wash., where the student population drops from 30,000 to around 4,000, Norm Mack manages the campus record store. He has just reduced his inventory from \$50,000 to \$25,000.

Pre-vacation sales are used to further reduce inventory, with Mack reporting that he dropped his top 200 titles down to 50 to 75 cents above cost in April and May, although the store usually takes a 14% to 19% markup.

While the loss of students is the dominant event for stores in college communities, some haven't forgotten that there are students returning to the local market from other schools.

(Continued on page 29)

BUSINESS UP 400%

Cosmi Brings Software To Racks

By JOHN SIPPTEL

LOS ANGELES — By melding budget-priced, multi-format entertainment computer software titles with one-step distribution to the nation's three largest rackjobbers, George E. Johnson Jr. of Cosmi has seen his business grow 400% in less than a year.

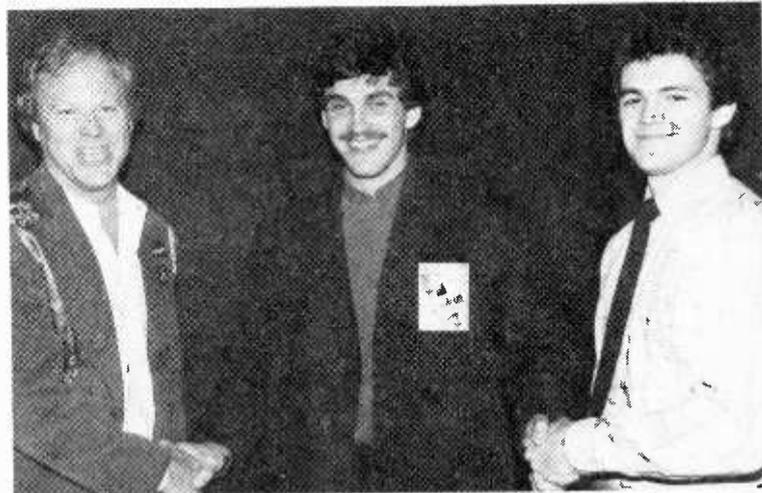
Cosmi, based in Rolling Hills Estate, Calif., started in 1982. The firm has seen its grosses soar in the past six months, when an estimated 80% of its volume accrued from dealing with Handleman, Pickwick and Lieberman Enterprises.

"I would expect, based on printouts provided us by Handleman and Pickwick, that the nation's rackjobbers will gross more than \$100 million in computer software in the next year," says Johnson. The former senior vice president of Audio Magnetics eyeballs the racks' share of home computer software through printouts provided as often as weekly by the Clawson, Mich. and Minneapolis-based firms. The current printouts show Cosmi has two titles in Handleman's top 10 best-sellers and three in Pickwick's hit title list.

"Our price point is most interesting to the rack, where we range from \$9.95 to \$19.95," Johnson says. He notes that he released Double Paks, consisting of both cassette and diskette for the same title, at \$19.95, before Scarborough Systems tried the same approach (Billboard, May 19). He has also released Twin-Paks, two separate games in one package, at \$12.95 for the cassette and \$17.95 for the diskette. Cosmi also has "Tri-Compatible" packages, compatible for all Atari computers, Commodore VIC 20 and Texas Instruments home computers, at \$14.95 to \$19.95.

Cosmi, which now boasts 17 different all-entertainment titles, introduced its first two educational programs and its first home office management title at the recent Consumer Electronics Show in Chicago. The home management package, with a \$24.95 suggested list, is Text Pro/Data Pro, which separately covers word processing and data base systems in a cassette/disk compatible program. The educational titles, both \$14.95, are "Dr. I.Q." and "Monster Trivia."

Does Johnson foresee record/tape distributors handling Cosmi? "Not in the immediate future. We are staying with the rackjobber, adding more across the country, as our primary distribution resource. If and when record/tape industry distribution can enlarge our universe with new cus-



MOBILE MUSIC—Gordon Baird, left, publisher of Musician magazine, and Don Coddington, right, of PolyGram's Boston office congratulate the winner of their jointly sponsored "Music On The Move" contest. Yoland Bator, center, won the national contest and drove home with a Bose car stereo system.

tomers, we are vitally interested." Cosmi is currently also selling United, Hialeah Gardens, Fla., and Bee Gee, Albany, N.Y., both racks.

Johnson estimates that 2,200 racked accounts are being served with Cosmi software through his three largest rackjobbers. He says that Steve Strom and Mike Negrin of Handleman currently rack about 1,200 locations for him, and predicts a total of 1,750 by year's end. He finds the RIMS printouts invaluable, noting that Cosmi, based on these current sales figures, is best able to

replenish its own inventories to serve these customers.

"We like the racks because they report sales, not just what is in the pipelines," Johnson explains. Pickwick's Doug Harvey has Cosmi titles in more than 500 accounts, while Lieberman's Tom Gross adds another 550 outlets. Johnson claims.

Johnson pledges that, when it becomes necessary, his customers can expect a stock-balancing program. "It's to our mutual benefit when we clean up on slow-selling titles," he says.

Dutch Dealer Eyes U.S.; Focuses On Video, CDs

By EARL PAIGE

LOS ANGELES — Paul Metz, a veteran Dutch retailer now setting his sights on the U.S. market, sees his new Metz Music Video store here as the prototype for a projected chain that will deal exclusively in pre-recorded video software and Compact Discs.

Vowing he'll sidestep "the black vinyl business" altogether, Metz recently opened his 1,150 square foot store in Santa Monica. His own confidence in the fast-growing music video market prompts him to call his unit "the world's first music video store," although he will offer CDs as well.

Helping him in the U.S. venture is son Paul Jr., 19, who's assisted the elder Metz in building the first fixtures. "We know right now they'll be torn out," adds Metz, "because this is the store of the future—it will all change."

Metz heralded the store's launch with ads in the L.A. Weekly, and is likewise pursuing video suppliers with the same aggressiveness that enabled him to build a seven-unit chain in Holland between 1973-81. Thus far, however, his only stock consists of an initial order of MCA laserdiscs.

Metz says that the inclusion of CD stock betrays no lack of confidence in music video. Rather, he sees a melding of technology and predicts that CD sales will be tied to consumer video. One of Metz's copy lines in his ads is "hi fi for your eyes." He says he will emphasize VHS and Beta hi fi videocassettes.

Of his highly competitive neighbors up and down Wilshire Blvd. in West Los Angeles and Santa Monica—Music Plus, Warehouse, Lico-

rice Pizza, Odyssey, Off The Record and Mr. Record, most of them also in video—Metz expresses no concern. "They have just added video to their assortment. They cannot focus on video, certainly not music video," he says.

Metz Music Video is near the end of the Wilshire corridor at 1919 in Santa Monica, which means that its nearest large competitor is a Music Plus store that has not yet put in video as the chain is doing nearly everywhere else. Metz is next to a high-traffic Gap store.

In Holland, Metz started Paul's Music Centers in 1973. Eventually the name became Paul's Music & Video Centers. Just prior to selling out, he opened his first exclusive video outlet. He never got into rental and will not be renting video here.

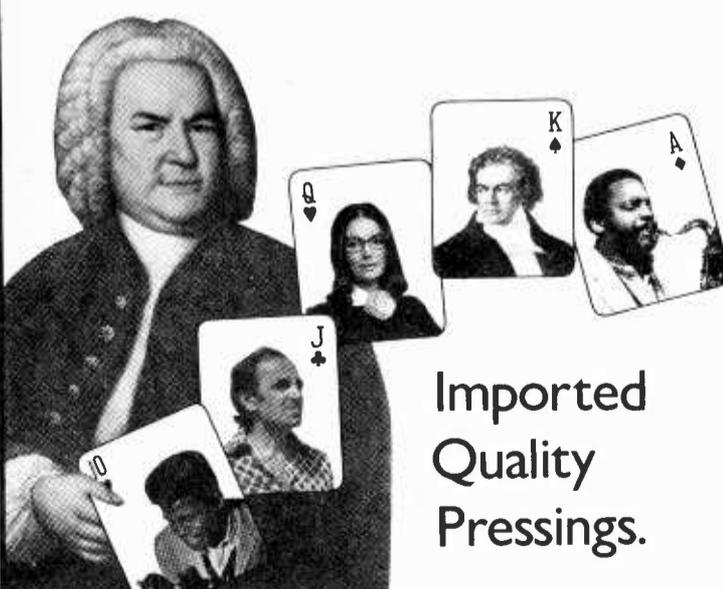
Metz, who has been studying the U.S. carefully and attending numerous trade shows, displays unflinching enthusiasm. But he is pensive about one aspect of his background.

Prior to building up the record store chain, he says, he was in another business—"How do you call it, sex shops." He says he wants to be open about his background. "Some competitor can say, 'Oh, look at him, did you know . . .?' I was actually more Catholic than the Pope. It was very lucrative, but I decided it was not the kind of business I wanted to be in. I was only a 19-year-old college dropout."

Of his subsequent success in building his string of record/tape stores, he says, "It was finally, shall I say, a glass half empty and half full. The fun was gone out of it."



**We're Dealing
The Best Sound Around**



**Imported
Quality
Pressings.**

Contact your PolyGram representative or:

PolyGram Special Imports
810 Seventh Avenue
New York, NY 10019
Tel: (212) 399-7000

PolyGram Special Imports

Retailing

Video Station On The Move Under New Management

By EARL PAIGE

LOS ANGELES — Video Station, mostly through its Coast Distribution wholesale division, is on the move both literally and figuratively, according to president Gilberto Padilla. The company, involving 550 affiliated stores, plans to relocate near Glendale this fall and may open an eastern branch, too.

Almost from its late 1982 consolidation in a 22,000 square foot Santa Monica plant, the company had been reorganizing while posting record losses. However, Padilla now claims a turnaround. A Securities & Exchange Commission 10-Q report notes second quarter revenues up 19% over the first quarter of 1984; moreover, the 10-Q shows, losses have been reduced from 54 cents per share for fiscal 1983's first six months to 13 cents for the period ending March 31.

With a virtually new management team and philosophy, Padilla speaks optimistically of pushing the company up over \$50 million in annual volume. While he sees distribution, which now accounts for 80% of revenue, as the major short-term thrust, he says management is reviewing options regarding its vast network of independently owned but affiliated stores. "We don't want to throw rocks at what built us just because we grew too fast," he says.

Padilla readily admits that the home video community still regards Video Station with dismay, largely because of its high-profile founder George Atkinson. Now a director and partner in the outside software firm Program Hunters, Atkinson founded Video Station in 1977.

"We shot to the moon in a helicopter and came down almost as fast," says Padilla of the firm's growth beyond affiliate stores into distribution and then manufacturing.

Padilla, brought in a year ago and still largely unknown in the industry, has a strong background in finance and management. He is an alumnus of such firms as Western Overseas Corp., Telacu Industries, Coast Bancorp and Bank of California, N.A.

As part of the trimming down, Video Station recently sold off its company-owned stores in Palos Verdes, Huntington Beach and West Los Angeles to Brown Record Distributing of suburban Buena Park. A fourth Pacific Palisades store was closed, as was a prototype outlet in Santa Monica "that should never have opened," says Padilla. "We're out of retail."

Also sold is the building in Santa Monica, where a trimmed-down staff of 35 is set to move to a 30,000 square foot plant. However, reflecting the new conservatism of Video Station, new chief operating officer John Lex won't even disclose the exact address until the lease is signed.

That cost shaving and renewed bottom line orientation are items of rigorous attention points up Video Station's new philosophy—a philosophy that is also reflected in post-mortems of the firm's former management. Padilla seems to consider a class action suit by stockholders, described in the latest 10-K, as "backwater" from the earlier turmoil. The same document notes new management is considering a countersuit.

What's more exciting for Padilla is Coast's plans to position itself amid what is now the nation's most competitive region for home video wholesalers. The move to the Eastern Los Angeles area will put Coast on the freeway mainstream, which Padilla believes will greatly boost will-call business.

The present plant is somewhat awkwardly situated for dealer pickups, and reflects the firm's early emphasis on supplying the retail network. Today, Coast services nearly

3,000 outside accounts.

In Padilla's view, a lot of other home video firms in distribution also might have run into expansion problems, "except we're the only public

distributor." He notes that Video Station had to adhere to SEC and other accounting disclosures. "When I came here they said there were 50 U.S. home video distributors. Now

there's something like 31."

Padilla agrees that it requires as much as \$750,000 per line for wholesalers to represent major suppliers.

(Continued on page 32)

T-SHIRTS
SATIN JACKETS
KIDSWEAR
HEADBANDS
BANDANAS
BUMPER STICKERS
BUTTONS
KEYCHAINS
ROLL STICKERS
DECALS
POSTERS
TAPESTRIES
PAINTER'S CAPS

DOORS

SCORPIONS

DURAN
DURAN

RATT

NIGHT
RANGER

Rock Express brings you the hottest Rock 'n Roll merchandise when you need it. Fast. All merchandise delivered from our single, central warehouse. One source, one salesman, one invoice. Guaranteed two-week delivery. No other production company can match that. And no production company has as large a roster of licensed musical properties. Get on the Rock Express—the fastest moving line in the business.

POLICE

RUSH

OZZY

HUEY LEWIS
AND
THE NEWS

NONSTOP ROCK STOCK

Write for free catalog to: Winterland Productions, P.O. Box 77505, San Francisco, CA 94107
Call toll-free (outside California) 800-227-4002 (California only) 415-648-7700

New LP/Tape Releases

This listing of new LP/Tape releases is designed to enable retailers and radio programmers to be up-to-the minute on available new product. The following configuration abbreviations are used: LP—album; EP—extended play; CD—Compact Disc; CA—cassette; 8T—8-track cartridge; NA—price not available. Multiple records and/or tapes in a set appear within parentheses following the manufacturer number.

LP Dolphin DLP 1010.....\$7.98
CA DCLP 1010.....\$7.98

Dohnanyi
LP Telarc 10090.....\$12.98

English Chamber Orchestra, Murray Perahia
LP CBS Masterworks IM 39224.....no list
CA IMT 39224.....no list

A Portrait of Julio
LP CBS Masterworks FM 39209.....no list
CA FMT 39209.....no list

CLASSICAL

BEETHOVEN
Symphony #3
Cleveland Orchestra: Christoph von

BEETHOVEN & SCHUBERT
Beethoven Symph #8, Schubert Symph #8
Cleveland Orchestra: Christoph von Dohnanyi
LP Telarc 80091.....\$12.98

PROKOFIEV
Cleveland Orchestra: Yoel Levi
Romeo & Juliet, Suites #1 & 2
LP Telarc 10089.....\$12.98

ROYAL PHILHARMONIC ORCHESTRA

MOZART
Various Selections

COUNTRY

BANDY, MOE & JOE STAMPLEY
(Continued on opposite page)

POPULAR ARTISTS

- BANGLES**
All Over The Place
LP Columbia BFC 39220 (CBS).....no list
CA BCT 39220.....no list
- BARRETT, RUTH**
See Cyntia Smith
- BEAST OF BEAST**
Sex, Drugs... and Noise
LP Mutha 015 (Jem).....\$8.98
- BOX OF FROGS**
LP Epic BE 39327 (CBS).....no list
CA BET 39327.....no list
- THE BURNT**
The MP EP
EP Mutha 010 (Jem).....\$5.98
- CHRONIC SICK**
EP Mutha 008 (Jem).....\$5.98
- CHRONIC SICK**
Cutest Band In Hardcore
LP Mutha 002 (JEM).....\$8.98
- COSTELLO, ELVIS, & THE ATTRACTIONS**
Goodbye Cruel World
LP Columbia FC 39429 (CBS).....no list
CA FCT 39429.....no list
- FATAL RAGE**
LP Mutha 004 (Jem).....\$8.98
- FERRANTE & TEICHER**
30th Anniversary On Stage
LP Bainbridge BT8003 (2).....\$11.98
CA BTC 8003.....\$8.98
- FREEDOM**
Are You Available
LP Malaco MAL 7418.....\$8.98
CA MAL 7418.....\$8.98
- GIORNO, JOHN**
See Glen Braca
- HOLLOMON-AIRS**
You Can Make It
LP Air 10074.....\$7.98
CA 10074.....\$7.98
- ICEHOUSE**
Sidewalk
LP Chrysalis FV 41458 (CBS).....no list
CA FVT 41458.....no list
- IDOL, BILLY**
Picture Disc
LP Chrysalis 8V8 42791 (CBS).....no list
- KRYSTOL**
Gettin' Ready
LP Epic BFE 39268X (CBS).....no list
CA 39268.....no list
- LENNY KAYE CONNECTION**
I've Got A Right
LP GPS 032.....\$8.98
- PUBLIC DISTURBANCE**
LP Mutha 003 (Jem).....\$8.98
- PUBLIC DISTURBANCE**
S & M
EP Mutha 011 (Jem).....\$8.98
- RATTUS**
Toilet Blows Up
LP Mutha 013 (Jem).....\$8.98
- ROLNICK, NEIL B.**
Solos
LP Arch S-1793.....\$8.98
- SECRET SYDE**
Hidden Secrets
LP Mutha 007 (Jem).....\$8.98
- SEND HELP**
LP Mutha 009 (Jem).....\$8.98
- SMITH, CARL**
LP Columbia FC 38906 (CBS).....no list
CA FCT 38906.....no list
- SMITH, CYNTHIA & RUTH BARRETT**
Aeolus
LP Kicking Mule KM237.....\$8.98
CA KMC237.....\$8.98
- TYSON, IAN**
LP Columbia FC 39362 (CBS).....no list
CA FCT 39362.....no list
- VARIOUS ARTISTS**
Music of Charles Seeger
LP Arch S-1801.....\$8.98
- VARIOUS ARTISTS**
The Nova Convention Volume 1
CA GPS 016-017.....\$13.98
- The Nova Convention Volume 2**
CA GPS 016-017.....\$13.98
- VARIOUS ARTISTS**
The Official Music of the XXIIIrd Olympiad Los Angeles 1984
LP Columbia BJS 39322 (CBS).....no list
CA BST 39322.....no list
- VARIOUS ARTISTS**
One World Poetry
LP GPS 028-029.....\$14.98
- VARIOUS ARTISTS**
Sugar, Alcohol & Meat
LP GPS 018-019.....\$12.98
- VARIOUS ARTISTS**
You're A Hook
LP GPS 030.....\$8.98
- WALDMAN, ANNE**
See John Giorno
- THE WORST**
LP Mutha 001 (JEM).....\$8.98
- THE WORST**
Expect the Worst
LP Mutha 005 (Jem).....\$8.98
- X-TEENS**
Love And Politics

The Home Productivity Series™

- The Home Accountant™** (Red section): Illustrations of a calculator, a checkbook, and a 'STATEMENT' document.
- The Tax Advantage™** (Orange section): Illustrations of a calendar showing 'APRIL 15', a '1040' tax form, and 'SCHEDULE A' and 'SCHEDULE D' documents.
- FCM™** (Yellow section): Illustrations of a calculator, a checkbook, and a 'PAY' document.
- The Home Cataloger™** (Green section): Illustrations of a catalog, a 'JOAN & GORDON' label, and various bottles.
- Learn To Type™** (Blue section): Illustrations of a typewriter, a keyboard, and a 'WELL DONE! 50 WORDS PER MINUTE' sign.

New LP/Tape Releases

• Continued from opposite page

The Good Ol' Boys-Alive and Well
LP Columbia FC 39426 (CBS).....no list
CA FCT 39426.....no list

STAMPLEY, JOE
See Moe Bandy

BARNES, REV. F.C. & REV. JANICE BROWN
No Tears In Glory

LP AIR 10077.....\$7.98
CA 10077.....\$7.98
BT 10077.....\$7.98

BROWN, REV. JANICE
See BARNES, REV. F.C.

THE SENSATIONAL NIGHTINGALES
I Surrender All
LP Malaco MAL 4391.....\$8.98
CA MAL 4391.....\$8.98

REV. CLAY EVANS AND THE FELLOWSHIP CHOIR

LP Savoy SL 14762.....\$7.98

COMPACT DISC

BACH
Sonatas for Viola da Gamba & Harpsichord
Yo Yo Ma, chello & Cooper
harpsichord
CD CBS Masterworks MK 37794
(CBS).....no list

J.S. BACH & SONS
Trio Sonatas
CD CBS Masterworks MK 37813
(CBS).....no list

BEETHOVEN
Symphony # 3
Cleveland Orchestra; Christoph von Dohnanyi
CD Telarc 10090.....no list

BEETHOVEN & SCHUBERT
Beethoven Symph #8, Schubert

Symph #8
Cleveland Orchestra; Christoph von Dohnanyi
CD Telarc 80091.....no list

LAUPER, CYNDI
She's So Unusual
CD CBS Associated RK 38930 (CBS)no list

PROKOFIEV
Cleveland Orchestra; Yoel Levi
Romeo & Juliet, Suites # 1 & # 2
CD Telarc 80089.....no list

RAVEL
Bolero
National Orchestra of France
CD CBS Masterworks MK 37289
(CBS).....no list

THE ROMANTICS
In Heat
CD CBS Masterworks MK 38880
(CBS).....no list

SLADE
Keep your Hands Off My Power
Supply
CD CBS Associated KZ 39336 (CBS)no list

MISCELLANEOUS

MCNABB, MICHAEL
Computer Music
LP Arch S-1800.....\$8.98

NANCARROW, CONLON
Complete Studies for Player Piano
LP Arch S-1798.....\$8.98

STEAM RAILROADING UNDER THUNDERING SKIES
LP Bainbridge BT6242.....\$8.98
CA BA6242.....\$8.98

STEEL RAILS UNDER THUNDERING SKIES
LP Bainbridge BT6243.....\$8.98
CA BA6243.....\$8.98

To get your company's new album and tape releases listed, either send release sheets or else type the information in the above format on your letterhead. Please include suggested list price whenever possible. Send to Kim Freeman, Billboard, 1515 Broadway, New York, N.Y. 10036.

With The Home Productivity Series,TM I saved money on our taxes, figured out our net worth, cataloged my wine collection, sent out 253 Christmas cards, and taught our kids to type.

Think of The Home Productivity Series as your personal survival kit. It will make your computer an indispensable tool and open up a whole new world for you and your family.

The Home AccountantTM

Do you ever wonder why your paycheck never seems to last as long as it should? Or why you're never able to save as much as you'd like—even though you earn good money?

It's tough to keep track of each dollar. But unless you do, you'll never be able to gain control of your finances and get ahead.

The Home Accountant, #1 bestselling home finance package, is the best way there is to organize and maintain your financial records. Because it keeps tabs on every penny you spend and earn, you'll always know where you stand.

The Home Accountant flags transactions for tax time, prints net worth and financial statements, handles multiple credit cards and checking accounts and has up to 200* budget categories.

In fact, The Home Accountant has helped over 300,000 people master their finances and make their lives easier.

Price: from \$74.95*

The Tax AdvantageTM

Do you dread doing your taxes? You don't have to anymore.

The Tax Advantage, another bestseller from The Home Productivity Series, makes doing your taxes a cinch. Even if you've never done your taxes by yourself or used a computer before.

As an added plus, The Tax Advantage works with The Home Accountant. So if you've been using The Home Accountant year-round, you can automatically transfer your records to The Tax Advantage and polish off your tax return in no time.

The Tax Advantage takes you line by line through the 1040 and other commonly used tax forms. Not only does the program explain every line, it automatically computes your taxes with each entry you make. So you can see how each line affects your overall picture. The Tax Advantage also does income averaging with a few simple commands.

Price: \$69.95

FCMTM

FCM is more than just the best mailing list program you can buy. It's the most versatile.

Because FCM is so flexible, you can create your own mailing labels and customize them to look the way you want. You can even add a special message line that says "Merry Christmas" for your Christmas card mailing. FCM can also print the address and message right on your envelope.

FCM works with many popular word processing programs, so you can automatically combine form letters with your mailing list. It's ideal for use in business as well as at home.

FCM is a great organizer and is super for remembering things. For instance, if you are planning a wedding or party, FCM will send out the invitations, record the RSVPs, arrange the seating, let you know whose gift you received and allow you to check off thank you notes. FCM is great to have around.

Price: from \$49.95*

The Home CatalogerTM

If you have a hard time getting organized, it's time to check out The Home Cataloger. It'll keep track of everything you own like books, wine collections, household inventories and video cassette/tape collections, to name a few.

Because it's such a flexible and easy to use program, The Home Cataloger is a terrific way to teach your children how to look after their belongings—while they learn how to use the computer.

To help you out, The Home Cataloger comes with 10 ready-to-use cataloging formats for some of the most common uses: telephone list, inventory, travel plans, restaurants, insurance policies, coins, growth (height and weight), running, studies, and book list. If you want additional categories, just add them on.

The Home Cataloger. It's the best way to organize your whole house.

Price: from \$49.95*

* depending on hardware

Learn To TypeTM

If you don't learn to type, you'll be left behind by the computer revolution. But if your children never learn, the consequences will be worse.

When we developed Learn To Type, we made it as easy and unthreatening as possible. In fact, the beginning section of Learn To Type assumes you've never touched a keyboard before.

The program uses prompts to help you, and has a drill and practice section that rates you on words per minute, telling you which fingers are slow and which are fast. You can even test your progress with the fun to play game, Eraser Man.TM Kids love it!

Plus you've got a choice of the keyboard layout you want to learn to type from—DVORAK or QWERTY.

Don't be left behind. Get Learn To Type.

Price: \$39.95

Available for: Apple, IBM, Atari and Commodore computers. For other versions, check with Arrays, Inc./Continental Software.

Dealers: For more information on how to increase your sales with The Home Productivity Series, call 213/410-3977 in California. Outside California, call toll-free 800/421-3930.



Arrays, Inc./Continental Software
Dept. B
11223 S. Hindry Avenue
Los Angeles, CA 90045
213/410-3977

The Home Productivity Series, The Home Accountant, The Tax Advantage, FCM, The Home Cataloger, Learn To Type and Eraser Man are registered trademarks of Arrays, Inc./Continental Software. Apple, IBM, Atari, Commodore are registered trademarks, respectively, of Apple Computer, Inc., IBM Corp., Atari, Inc., a div. of Warner Communications, Inc., Commodore Business Machines, Inc.

College Stores Try To Overcome Summer Doldrums

• Continued from page 26

The Music Center stores in the Louisiana college towns of Thibodaux, Baton Rouge and Hammond share summer promotions, including one that welcomes home students who attend other schools. The "welcome home" promotion offers \$1 off any regularly priced album to any college student with a spring or summer 1984 ID card. Advertising is through direct mail and in-store handouts.

At the Disc Jockey store in Bloomington, Ind.—where there is a town population of 30,000 and student enrollment of 33,000—a Mobile Music sale is on from mid-May through June. Because the student population is only one-third its normal size in the summer, and because there are so

Assistance in preparing this story provided by Earl Paige in Los Angeles and Ed Morris in Nashville.

many outdoor activities that interfere with record listening, the Mobile promotion concentrates on selling tapes for portable and personal stereo systems.

The ability to take advantage of situations and consumers as they arise appears to be the best rule of thumb. Bob Lee, whose Face The Music is located across the street from the Univ. of Oregon in Eugene, suggests that similarly located shops should "stay in contact with the school and be really informed about summer events."

In Lee's case, a Bach festival will draw about 3,000, and 5,000 are expected for an athletic and science conference. Stocking up for the classical music event is easy enough. For the sports and science conference—likely to involve many foreigners—Lee plans to "bulk up on the big hits. That's what the kids from the other countries always want."

JUNE 23, 1984, BILLBOARD

CES FOCUS ON HIGH-TECH CARE

Vid Accessories Pick Up Steam

By MOIRA McCORMICK

CHICAGO—Video accessories, especially VCR head cleaning and videocassette storage items, showed increasing visibility across the board among accessories manufacturers at the Summer Consumer Electronics Show, June 3-6.

Also prominent were maintenance, storage, surge protection and cleaning/care products for home computers, while Compact Disc cleaning and storage items made their first appearances this CES. Cleaning/storage products for phonograph records and audiocassettes also showed continual upgrading.

But it was video accessories that appeared to be picking up the most steam among such major accessories manufacturers as Allsop, Lebo/Peerless, Recoton and Discwasher.

Allsop's Jeff Heining said that the firm's new self-operated in-store video demonstrator, which uses lights and relays to show customers how the Allsop 3 video cleaner works, should be as successful in selling the product as the company's audiocassette demonstrator.

Allsop's 30-use video cleaner, which utilizes a wet cleaning system, "specializes in cleaning the critical areas of capstan and pinch roller, rather than just the tape heads," said Heining.

Nortronics, the Minnesota-based

manufacturer, features a new video cleaning cassette which also covers the tape path, and includes a nozzle extension tube allowing the cleaning tape to be wetted inside as well as out.

Recoton's new 3D VHS Head Cleaner dissolves residual tape oxide, dust and dirt via its system of cleaning solution on fiber net material. According to director of marketing Paul Perez, it's one of the newest video accessories in a product line that includes maintenance and improvement products. Several of these items won design and engineering awards at CES.

Discwasher's Greg Miller said that, although the firm's namesake record care device continues as its biggest seller, "Video and tape care products are going extremely well—there's been a lot of growth in video accessories." Discwasher's Video Head Cleaner uses a dry cleaning system for video and audio heads simultaneously.

Bib's Video Head Cleaner, recipient of a design and engineering award, features a dry tape with aerosol system built into the cassette.

Blank audiotape, hardware and cartridge manufacturers such as 3M, Audio-Technica, Memtek and Pickering also displayed care and cleaning products. 3M's Scotch video head cleaner, noted representative Gerry Johnson, uses recordable videotape,

with a recorded message announcing the completion of the cleaning process.

Lebo/Peerless' Roberta Witschger noted that, while the company's audiocassette storage products lead the company's sales, "there's been a big leap in video storage items. In fact, we're in the process of expanding our video accessories line, including 30 new care products by the end of the year."

Discwasher's Miller said computer care products, now accounting for approximately 10% of the company's volume, should double that figure next year. Recoton's 100-item Consumer Friendly computer accessories line includes care products ranging from a low-end disk drive cleaner at \$7.99 suggested retail to a deluxe head cleaner at \$21.99, according to marketing director Perez. Bib's Computer Care Kit at \$24.95 suggested retail taps a "full line of computer care products," according to representative Tony Marcon. And Nortronics introduced a software diskette with head cleaning instructions for Apple's Macintosh computer.

Several companies introduced Compact Disc cleaners at CES, including Allsop (\$29.95 suggested retail), Nagaoka (\$19.95) and Bib (\$8.95).

The Allsop 3 system, due out in the fall, uses a wet system with a revolving mechanism and includes replacement products.

Nagaoka of Japan, according to president Bruce Dofman of U.S. marketing arm Microfidelity, has been that country's leading care/cleaning firm for 40 years. The original accessory manufacturer for the Compact Disc Group is already in its second generation of CD cleaners. Nagaoka's CD Cleaning System consists of a liquid spray, lamb's leather pad and cleaning brush.

Bias Towards Premium Tapes Noted At CES

CHICAGO—Blank audiotape manufacturers at the Summer Consumer Electronics Show, June 3-6, almost unanimously agreed that the retail market has shifted toward both high performance and low end audio tape, while middle-range product shows signs of phasing out.

One indication of the push to high grade tape is the emergence of blank tape geared exclusively to car stereos, as exemplified by Loranger and Fuji. Loranger's Loran cassettes, made of the General Electric space-age plastic Lexan, is "four times as expensive" as regular cassette material, according to president Rob Loranger.

"We don't go after the low-end customer," Loranger said. "Buyers of high bias tape are purchasing in quantity." Loran cassettes, he added, can withstand temperatures of minus 60 to 235 degrees Fahrenheit without distorting.

According to tape giant Maxell's Dave Monoson, "The character of the retail outlet has changed over the last seven years or so. With the advent of CD and consumer awareness of high-performance product, the demand for high-performance cassettes has increased—corresponding to the move by mass merchandisers and chain operators toward the competitively priced end."

(Continued on page 33)



BEATLES ON DISPLAY—Capitol's Bill Early, left, visits the Record Bar chain's Durham, N.C. home office to award the staff a plaque for their display contest on the Beatles' 20th anniversary. Shown with him are Record Bar promotion manager Ron Phillips, center, and product manager Betsy Heady.

SOFTWARE CHART ANALYSIS

'Musicalc' Playing Hit Song

Music composition program "Musicalc 1," which leaps from number eight to number two on Billboard's Educational Computer Software chart, was initially designed by two musicians to be used in their home recording studios. According to Bill Moulton, who designed the package with Richard Wolton, "It wasn't until we continued to improve the program to service our own needs that we realized it had commercial potential."

Currently, "Musicalc 1" is available for Commodore 64 computers, and will be programmed to work on Apple and Atari computers later this year. Wolton and Moulton, who play guitar and piano, say they launched the product on the 64 because of the machine's superior sound chip, which offers three voices.

The title's move into the number two spot supplants "The Music Construction Set" (Billboard, June 9), which drops to 18 after 18 weeks in second place. Both programs' entry

onto the educational software chart reveals the popularity of music learning programs.

"Musicalc 1," the first of a three-part package, is published by a Berkeley firm, Waveform. The publisher bills this package as a synthesizer and sequencer geared system toward a novice user. It's packaged with a 72-page manual that contains tutorials on basic music concepts as well as information on advanced music ideas, including sound editing and sweetening compositions.

Moulton, 30, explains that it took about nine months to write the program. During that time Wolton, 28, took charge of programming the music package. Moulton describes the program as "turning a Commodore 64 into a programmable music and sound making machine."

In addition to creating music in three voices, the Commodore 64 keyboard can act like a piano keyboard. "Musicalc 1" retails for \$49.95.

FAVE ZUCKERMAN

JUNE 23, 1984, BILLBOARD



BIG APPLE ENTERTAINMENT
DISTRIBUTORS OF AUDIO • VIDEO • TAPES • ACCESSORIES

FREE CATALOG

300 PAGE AUDIO/VIDEO/COMPUTER, ELECTRONICS CATALOG

- **BIG APPLE ENTERTAINMENT**, a leading distributor of home entertainment products, serving dealers from coast to coast.
- **OVER TEN MILLION DOLLARS IN INVENTORY AT ALL TIMES**, We sell Major Brands only:— •Panasonic •JVC •Atari •Toshiba •Jensen •Sony •Sanyo •Timex •Epson •Clarion •Audio Technica •Pioneer •Activision •RCA •M-NetWork •Mattel •Colecovision •Commodore •Teac.
- **WE OFFER OUR CUSTOMERS THE FOLLOWING SERVICES:** Daily Specials •Product Information by Phone •Export Division •One Stop Distribution •Monthly Newsletter on Our Specials
- **FULL SELECTION OF BLANK AUDIO & VIDEO TAPES**, Plus a large selection of Video Cassette Movies (Beta, VHS, CED, and Laser Format)

SEND TODAY FOR YOUR FREE 300 PAGE BIG APPLE CATALOG OR CALL TOLL-FREE 1-800-221-3191
IN NEW YORK CALL: (212) 233-0747

NAME _____
TITLE _____
COMPANY _____
TELEPHONE _____
ADDRESS _____
CITY _____
STATE _____ ZIP _____

BIG APPLE DEPT. BB ENTERTAINMENT 15 PARK ROW, NEW YORK CITY NEW YORK, 10038



HOT FROM
Rock City Records
GERMANY

The New **TERRY BROOKS** Album
»NO EXIT«

See the feature song „Bottom Line“ on the
U.S.A. Television Network's NIGHT FLIGHT Show

Distributors: call or telex Christine Otto or Udo Hanten
Phone (02158) 1881* - Telex 854 921 frank d*
ROCK CITY RECORDS
P.O.Box 84 - Burgweg 22 - D-4155 Grefrath 1
West Germany

*call your operator for our correct area code from your place

COMING SOON...

FIT KIDS™

A RECORDED PRE-SCHOOL EXERCISE PROGRAM LEADING TO LIFETIME PHYSICAL FITNESS

Featuring **PATTY DOW**

For information, please contact:
Cyclops Records Inc.,
260 W. 39th Street, 17th Fl.
New York, N.Y. 10018
Tel. (212) 840-3285

DIVIDER CARDS
ALL SIZES AVAILABLE

15¢ and up

Why Pay More?

Direct from Manufacturer
Call or Write
Sam Lempert
(212) 782-2322
109 So 5th Street, Brooklyn, N.Y. 11211

AL-LEN CUTTING CO
Special Volume Rates

We Buy Used and
Obsolete Cards

Billboard Computer Software

Survey for Week Ending 6/23/84

© Copyright 1984, Billboard Publications Inc. No part of this publication may be reproduced, stored in a retrieval system or transmitted, in any form or by any means, electronic mechanical, photocopying, recording or otherwise, without the prior written permission of the publisher.

ENTERTAINMENT TOP 20

●—Disk ◆—Cartridge ★—Cassette

This Week	Last Week	Weeks on Chart	Title	Publisher	Remarks	Systems	Apple	Atari	Commodore	IBM	Texas Instruments	TRS	CP/M	Other
1	1	23	FLIGHT SIMULATOR II	Sublogic	Simulation Package		●	●	●					
2	3	38	LODE RUNNER	Broderbund	Arcade-Style Game		●	◆						
3	12	16	SARGON III	Hayden	Chess Game		●			●				
4	14	3	SUMMER GAMES	Epyx	Arcade Style Sports Game		●	●	●	●				
5	7	1	ULTIMA II	Sierra On Line	Fantasy Adventure Game		●	●						
6	2	31	FLIGHT SIMULATOR	Microsoft	Simulation Package					●				
7	5	37	EXODUS:ULTIMA III	Origins Systems Inc.	Fantasy Role-Playing Game		●							
8	17	4	INFIDEL	Infocom	Text Adventure Game		●	●	●	●	●	●	●	●
9	15	38	ZORK I	Infocom	Text Adventure Game		●	●	●	●	●	●	●	●
10	4	22	BEACH-HEAD	Access	Strategy Arcade Game				●					
11	8	24	JULIUS ERVING AND LARRY BIRD GO ONE-ON-ONE	Electronic Arts	Arcade Style Sports Game		●	●	●					
12	10	28	ZAXXON	Datasoft	Arcade-Style Game		●	★				★		
13	9	38	WIZARDRY	Sir-Tech	Fantasy Role-Playing Game		●							
14	11	38	PINBALL CONSTRUCTION SET	Electronic Arts	Educational Arcade Game		●	●	●					
15	13	3	CHOPLIFTER	Broderbund	Arcade Style Game		●	★	●					
16	16	16	ENCHANTER	Infocom	Text Adventure Game		●	●	●	●	●	●	●	●
17	19	1	MINER 2049ER	Micro Lab	Arcade Style Game		●			●				
18	6	34	CASTLE WOLFENSTEIN	Muse	Arcade Adventure Game		●	●						
19	NEW ENTRY		ZORK II	Infocom	Adventure Style Game		●	●		●				
20	20	1	INTERNATIONAL SOCCER	Coleco	Arcade Style Game		●	●						●

EDUCATION TOP 10

1	1	38	MASTERTYPE	Scarborough	Educational program that teaches touch typing to ages 7 to adult in an exciting video game format in 18 different lessons.		●	◆	◆	●				
2	8	3	MUSICALC	Waveform	Music composition and learning tool enables novices as well as accomplished musicians to work with pre-set compositions or create their own.				●	●				
3	5	21	MATH BLASTER!	Davidson & Associates	Contains over 600 problems in addition, subtraction, multiplication, division, fractions and decimals for students age 6-12, with game at the end.		●		●	●				
4	3	36	IN SEARCH OF THE MOST AMAZING THING	Spinnaker	Learning adventure that encourages problem-solving & sharpens the mind of the player (age 10 to adult) while they search for the most amazing thing.		●	●	●	●				
5	6	3	FACEMAKER	Spinnaker	Three-part learning game designed to teach very young children (ages 4-12) the computer keyboard & memory skills by working with a human face.		●	◆	◆	●				
6	4	17	SPELLICOPTER	DesignWare	Learning game teaches ages 6 to adult visual memory and spelling skills by acting as a game pilot avoiding aerial obstacles while retrieving letters.		●	●	●	●				
7	9	1	S.A.T. CBS	CBS Software	Educational Program designed to prepare high school students for the Scholastic Aptitude Test.		●		●					
8	2	19	MUSIC CONSTRUCTION SET	Electronic Arts	Interactive music composition and learning tool enables user to work with a library of music or compose own.		●	●	●					
9	7	38	KINDERCOMP	Spinnaker	Collection of 6 fun learning games designed to prepare young children age 3-8 to read, spell & count while also familiarizing them with the keyboard.		●	◆	◆	●				
10	NEW ENTRY		Snooper Troop II	Spinnaker	An educational program designed to help develop vocabulary and reasoning skills For ages 10-adults		●	●	●	●				

HOME MANAGEMENT TOP 10

1	2	30	DOLLARS AND SENSE	Monogram	Home Financial Package		●			●				
2	1	38	PFS:FILE	Software Publishing	Information Management System		●			●	●			
3	3	38	THE HOME ACCOUNTANT	Arrays, Inc./Continental	Home & Small Business Financial Management Program		●	●	●	●	●	●	●	●
4	5	28	HOMEWORD	Sierra On-Line	Word Processing Package		●		●					
5	6	38	BANK STREET WRITER	Broderbund	Word Processing Package		●	●						
6	4	5	MULTIPLAN	Microsoft	Electronic Spreadsheet		●							
7	10	11	PAPERCLIP	Batteries Included	Word Processing Package				◆					
8	7	29	MULTIPLAN	HesWare	Electronic Spreadsheet				●					
9	8	15	EASY SCRIPT	Commodore	Word Processing Package				●					
10	NEW ENTRY		PFS: Write	Software Publishing	Word Processing Package		●			●				

Now Playing

'Gremlins' Game, Amiga Computer Unveiled At CES

By FAYE ZUCKERMAN

Few show stoppers or gee-whiz technological advances sparked the vast computer software and hardware exhibits at this year's Summer Consumer Electronics Show. Instead, computer program developers were bent on firming marketing plans and reinforcing relationships with their major retail accounts.

Although the show was devoid of mind-boggling products, it was not without the usual behind-closed-doors presentations and sneak previews of future products. Atari Computer Products allowed select convention attendees to preview its newest video game, "Gremlins," while joystick maker Amiga showed off a 16-bit personal computer to third party software vendors.

The reason for the Amiga presentation, says a spokesman for the Sunnyvale, Calif. firm, "was to put to rest rumors and speculation about the computer that had been floating around the industry."

Atari previewed "Gremlins" to get initial retail response to the product and allay fears that this product was destined to be a million-dollar debacle like its predecessor "E.T." As with "E.T.," "Gremlins" found Steven Spielberg overseeing the development of the software for the title themed around the new movie.

"This time we are launching a completed title, which we have devised reasonable projections for and feel is a quality product," says Joel Oberman, group director for video games at Atari. The Sunnyvale firm continues to maintain that "E.T." was one of its top-selling games.

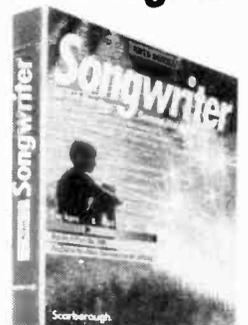
As for the new machine from Amiga, it has real-life looking graphics, four-channel sound and 12 voices. It contains 128K bytes of random access memory and a window-based operating system. Its specifications reveal a Motorola 68000 CPU.

The Amiga personal computer is being made available to software developers this month and is scheduled to ship during the fourth quarter of 1984. It's priced at less than \$2,000.

The jury is still out on the machine. While some software makers, including Parker Brothers, are saying that software development for a new machine will commence only after the installed base nears 100,000, others, such as Datamost and Inter-

(Continued on page 32)

America's Favorite Music Program



The Scarborough System.

From your distributor or
The Scarborough System, Inc
800-882-8222

Now Playing

• Continued from page 31

active Picture Systems, are taking a serious look at the Amiga-PC.

One question reverberating through the software exhibits at the show was, "What did Nolan Bushnell think of the machine?" Reportedly the inventor of video games and Atari's founder showed up at Amiga's presentation, and according to the Wall Street Journal, he approved of the new machine.

Atari's "Gremlins" comes in two versions, one for the 2600 video game console and the other for home computer systems as well as the company's 5200 game machine. "Gremlins" was pegged to the June 8 opening of the film.

The 2600 video game version of "Gremlins" is a traditional shooting arcade game where the player-controlled character shoots deadly pel-

lets at gremlins (mogwai). The computer version is more sophisticated and requires the user to keep mogwai distracted so they cannot reproduce. Reminiscent of Broderbund's "Spare Change," the player must close refrigerator doors and turn a popcorn machine on and off to ward off gremlins and thwart their ability to reproduce at a fast rate.

The computer version will retail for \$34.95, and the 2600 version will be about \$19.95 suggested retail.

★ ★ ★

Better late than never: Given today's market conditions, can a new home computer software venture make it on funding of about \$50,000? Three former Activision employees, **Andrea Benjamin, Randall Thier and Charles "Chip" August** and a first vice president at Paine Webber

Mitchell Hutchins, Lee Isgur, certainly hope so. They have formed a home computer software company, **Trapeze**, which will be publishing "edutainment" software.

"The majority of our programming is designed to entertain users while providing a useful learning experience," says Benjamin, formerly in charge of public relations for Activision and currently president of the new San Francisco software firm.

The company's flagship products will be a comedic text adventure, "Twisted," and an arcade game that involves deciphering messages from an alien planet. The latter is entitled "SETI," which stands for Search for ExtraTerrestrial Intelligence.

"Twisted," designed by **Shirley A. Russell and Alex Leavens**, will be released on floppy disk for Apple, Commodore and Atari computers. It will retail for \$39.95. SETI was created by AstroSpace Inc. and will be made available for the same machines and at a similar price as "Twisted."

★ ★ ★

Spreading the word: Chicago-based **Micro Lab** is offering a series of seminars about computer programming to high school students from Chicago's public schools.

Stan Goldberg, president of the firm, is urging other software manufacturers to follow his lead. He explains that "children lacking computer training face a bleak future. They will be as handicapped as those children who don't know how to read and write."

The students are being transported by Micro Lab to its facilities, where a company programmer, **Curt Rostenbach**, gives computer instruction. He is teaching them Assembly language for Apple computers. The first set of seminars started May 5 and ended June 9. Fifteen students participated.

Video Station On The Move

• Continued from page 27

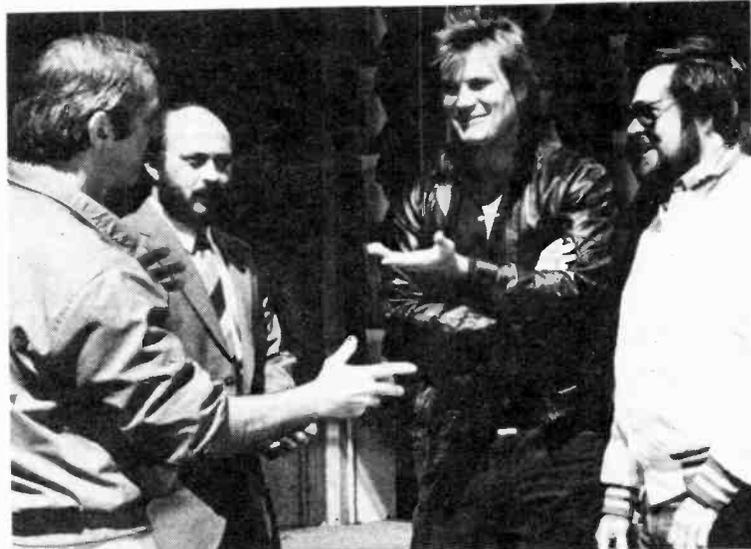
"The manufacturers have recognized our effort. We are now authorized distributors for all the majors."

As to whether distribution today requires branches, **Padilla** wants to proceed cautiously. "We may be east of the Mississippi before the year is up," he notes.

On the subject of affiliate store sales, **Padilla** indicates that several options are under study. Video Station historically exploded, he acknowledges, in part because, unlike most franchisers, it never charged any management or advertising royalties. Ironically, the FTC later moved against Video Station and in early 1981 obtained a consent decree requiring the company to adhere to franchise disclosure regulations.

As the present 10-K disclosure points out, Video Station has suspended affiliate sales until a uniform franchise-offering circular is updated. "Do we continue as before? Or do we change to something else?" **Padilla** asks rhetorically, leaving open the possibility that Video Station might turn to traditional franchise operations. "We have right of first refusal," he says of the eventual sale of the 550 affiliates.

The company remains vitally interested in each store's individual destiny, **Padilla** insists. While no longer as closely coordinated as when **Atkinson** circulated his often humorous and controversial newsletter to affiliates, **Padilla** insists the network is tied together with circulars and communication.



SCENE OF THE CRIME—RCA artist **Robert Ellis Orrall** promotes his current single "Alibi" in front of a Strawberries outlet in Copley Plaza in Boston. Discussing the merits of Orrall's "Contain Yourself" album are, from left, RCA promotion man **Don Delacy** and Boston branch manager **Mike Tawa**, Orrall and **Mark Briggs**, the store's general manager.



ALL IN THE FAMILY—**Art**, left, and **Jon Shulman** demonstrate a Compact Disc system at their **Laury's Records** outlet in **Niles, Ill.** The chain claims to be the first to carry CD players in all stores and to have sold in excess of 20,000 disks.

KENNY ROGERS

DIVIDER CARDS

BLANK & PRE-PRINTED
CUSTOM OR PROMOTIONAL

800/648-0958

GOPHER PRODUCTS CORP.
2201 Lockhead Way
Carson City, Nev. 89701

MASS PRODUCED PHOTOS

Genuine Glossy Photographs from your original photo or negative

LOWEST PRICES

Brochure & Samples from plant nearest you

MASS PHOTO CO.
1315-B Waugh
Houston, TX 77019
1439-B Mayson, N.E.
Atlanta, GA 30324

Billboard Covers the VSDA Convention and the Home Video Market

For full details call:
Ron Willman in N.Y. (212) 764-7350
Diane Daou in L.A. (213) 859-5312 or any Billboard Sales Office around the world

Issue Date: September 1
Ad Deadline: August 13

Billboard
The International Newsweekly of Music and Home Entertainment
1515 Broadway N.Y., NY 10036

Billboard® Survey for Week Ending 6/23/84

Top 25 Video Games

These are the best selling home video games compiled from retail outlets by the Billboard research department

This Week	Last Position	Weeks on Chart	TITLE Manufacturer, Catalog Number	Atari 2600	Atari 5200	Coleco Vision	Intellivision
1	1	13	PITFALL II—Activision AB-035	•	•	•	•
2	3	65	CENTIPEDE—Atari CX 2676	•	•	•	•
3	2	5	WARGAMES—Coleco 2637	•	•	•	•
4	4	45	Q-BERT—Parker Brothers 5360	•	•	•	•
5	10	51	BURGER TIME—Intellivision 4549	•	•	•	•
6	5	45	POLE POSITION—Atari CX 2694	•	•	•	•
7	7	33	POPEYE—Parker Brothers 5370	•	•	•	•
8	11	43	KANGAROO—Atari CX 2689	•	•	•	•
9	13	7	DEFENDER—Atari CX2609	•	•	•	•
10	6	43	DECATHLON—Activision AZ 030	•	•	•	•
11	12	5	CABBAGE PATCH KIDS-ADVENTURES IN THE PARK—Coleco 2682	•	•	•	•
12	25	27	SPACE SHUTTLE—Activision AX 033	•	•	•	•
13	9	23	CONGO BONGO—Sega 006-01	•	•	•	•
14	14	3	BUCK RODGERS—Coleco 2615	•	•	•	•
15	19	93	FROGGER—Parker Brothers 5300	•	•	•	•
16	16	19	MOON PATROL—Atari CX 2692	•	•	•	•
17	8	3	H.E.R.O.—Activision AZ 038	•	•	•	•
18	NEW ENTRY		TIME PILOT—Coleco 2679	•	•	•	•
19	15	33	DIG DUG—Atari CX 2677	•	•	•	•
20	20	17	MARIO BROTHERS—Atari CX2697	•	•	•	•
21	23	3	GALAXIAN—Atari	•	•	•	•
22	18	75	RIVER RAID—Activision AX-018	•	•	•	•
23	22	15	FRENZY—Coleco 2613	•	•	•	•
24	17	17	FRONTLINE—Coleco 2650	•	•	•	•
25	24	11	B.C.'S QUEST FOR TIRES—Sierra On Line 2051530	•	•	•	•

*Denotes cartridge availability for play on hardware configuration.

Billboard Black Chart Research Packages

The definitive lists of the top singles and albums, year by year, covering the entire history of the Black (R&B) charts.

Based on the authoritative statistical research of the music industry's foremost trade publication.

TITLES AVAILABLE:

Number One Black Singles, 1948 through 1983. (\$50.00)

Number One Black Albums, 1965 through 1983. (\$25.00)

Listings include Billboard issue date, title, artist and label of the number one record of each week.

Top Ten Black Singles, 1948 through 1983. (\$50.00)

Top Ten Black Albums, 1965 through 1983. (\$25.00)

Listings include title, artist and label of every record that reached number 10 or higher on the Billboard Black Singles or Black LPs chart. Titles are listed alphabetically within each year. #1 records are indicated.

Top Black Singles Of The Year, 1946 through 1983. (\$50.00)

Top Black Albums Of The Year, 1966 through 1983. (\$25.00)

The annual charts of the top records of the year in rank order, as published in Billboard's year-end special issues. Listings include title, artist and label for each entry.

Individual yearly lists may also be purchased separately; see coupon below (\$5.00 per list.)

Billboard Chart Research
Attn: Barbara DeMaria
1515 Broadway
New York, NY 10036

Please send me the following Billboard Chart Research Packages:

E-1 Number One Black Singles @ \$50.00

E-2 Top Ten Black Singles @ \$50.00

E-3 Top Black Singles Of The Year @ \$50.00

F-1 Number One Black Albums @ \$25.00

F-2 Top Ten Black Albums @ \$25.00

F-3 Top Black Albums Of The Year @ \$25.00

Individual yearly lists from _____
(please list book code number) for _____
(please list year(s) desired.)

Check or money order is enclosed in the amount of:

\$ _____
(Sorry, no C.O.D. or billing.)

Name: _____

Company: _____

Address: _____

City, State, Zip: _____

Overseas air mail rates available upon request.

Retailing

Bias Towards Premium Tapes Noted At CES

• Continued from page 30

"The audio market is in a mature state vis-a-vis video," said 3M Scotch's Gerry Johnson. "Consumers are more aware of the advantages of premium tape, and they understand more about different tape formulations than in the past."

"The consumer wants a longer investment for his dollars," said Adrian Aymerich of Interworld Electronics' Visa line. "High grade cassettes can be recorded over and over. They'd rather spend \$20 today than \$5 here and there."

Doug Chatburn of TDK, noting that his company's high grade tape sales "doubled last year from previous years," credited dealer as well as consumer knowledge in the shift towards premium tape. "The dealer has become aware of his own advantage in pushing the high performance cassette," he said.

"Promotion, merchandising and packaging" is what makes the audio tape market tick, according to BASF's Larry Kallo. "Our product mix has moved more and more to our top-of-the-line Pro II chrome cassette," he said.

Sony Tape's John A. Birmingham remarked upon the effectiveness of blister-card packaging for cassette tapes, noting, "The most dominant thing on our packaging is the Sony name; it leaps right out at the consumer, who probably knows the name but isn't aware that Sony manufactures tape."

TDK's new HX-5, a metal-particle formulation designed for digital sources, will be available in self-display counter boxes as well as blister cards, according to Chatburn. "This kind of merchandising is necessary for success," he said. "Through blister carding, our high-performance cassettes have reached almost 100% retail penetration."

Promotion also plays a major part in many manufacturers' summer campaigns. 3M Scotch has just launched its "Moneybags" mass-merchandise retail tie-in, which involves coupons redeemable for discounts or rebates on selected 3M product, according to 3M's Johnson. BASF is giving away a company logo beach towel with purchases of its Pro II chrome cassette.

Memtek plans promotions involving giveaways with sunglasses, sports wallets, and its previously reported Switzer Clark candy bar promotion (Billboard, June 9).



Leading Wholesaler of
All Brands of Audio/
Video Tape, Computer
Diskettes, Recorder/
Computer Care &
Accessories

*Monthly Specials
*Complete FREE
Wholesale
Catalog Available

CALL TOLL FREE
1-800-334-2484

In NC 1-800-672-2802
Raleigh/Cary, 919-467-3302
P.O. Box 884 Dept. 88 Cary, NC 27511

Video

Video Music Programming

MTV Adds & Rotation

As of 6/13/84

This report does not include those videos in recurrent or oldie rotation. For further information, contact Buzz Brindle, director of music/programming, MTV, 1133 Avenue of the Americas, New York, New York 10036.

NEW VIDEOS ADDED:

End Games, "Waiting For Another Change," MCA
Fleshtones, "American Beat," IRS
Pointer Sisters, "Jump," Planet/RCA
Red Rider, "Young Thing, Wild Dreams," Capitol
Sheila E., "Glamorous Life," Warner Bros.
Slade, "My Oh My," CBS Associated
SSQ, "Synthicide," EMI America
Style Council, "You're The Best Thing," Geffen
Twisted Sister, "We're Not Gonna Take It," Atlantic

HEAVY ROTATION (maximum 4 plays a day):

Berlin, "No More Words," Geffen
Cars, "Magic," Elektra
Chicago, "Stay The Night," Full Moon/Warner Bros.
Def Leppard, "Bringing On The Heartbreak," Mercury
Duran Duran, "The Reflex," Capitol
Go-Go's, "Head Over Heels," IRS
Billy Idol, "Eyes Without A Face," Chrysalis
Jefferson Starship, "No Way Out," RCA
Billy Joel, "The Longest Time," Columbia
Cyndi Lauper, "Time After Time," Portrait
Huey Lewis, "Heart Of Rock And Roll," Chrysalis
Madonna, "Borderline," Sire
John Cougar Mellencamp, "Authority Song," Riva/PolyGram
Night Ranger, "Sister Christian," Camel/MCA
Steve Perry, "Oh Sherrie," Columbia
Pretenders, "Show Me," Sire
Prince, "When Doves Cry," Warner Bros.
Ratt, "Round And Round," Atlantic
Rush, "Distant Early Warning," Mercury
Slade, "Run Runaway," CBS Associated
Rod Stewart, "Infatuation," Warner Bros.
Thompson Twins, "Doctor Doctor," Arista
Van Halen, "Panama," Warner Bros.
Wang Chung, "Dance Hall Days," Geffen
Deniece Williams, "Let's Hear It For The Boy," Columbia
ZZ Top, "Legs," Warner Bros.

MEDIUM ROTATION (maximum 3 plays a day):

Russ Ballard, "Voices," EMI America
Bon Jovi, "She Don't Know Me," Mercury
Culture Club, "It's A Miracle," Virgin/Epic
Chris DeBurgh, "High On Emotion," A&M
Duke Jupiter, Little Lady, "Morocco/Motown
Eurythmics, "Who's That Girl," RCA
Face To Face, "10-9-8," Epic
Fire Inc., "Tonight Is What It Means," MCA
Eddy Grant, "Romancing The Stone," Portrait
Cory Hart, "Sunglasses," EMI America
Icele Works, "Whisper To A Scream," Arista
INXS, "Original Sin," Atco
Elton John, "Sad Songs," Geffen
Howard Jones, "What Is Love," Elektra
Nik Kershaw, "Wouldn't It Be Good," MCA
Greg Kihn, "Reunited," Elektra
Christine McVie, "Love Will Show Us," Warner Bros.
Missing Persons, "Right Now," Capitol
Gary Moore, "Shapes Of Things," Atco
Motley Crue, "Too Young To Fall In Love," Elektra
Ray Parker Jr., "Ghostbusters," Arista
Alan Parsons, "Prime Time," Arista
Psychedelic Furs, "The Ghost In You," Columbia
Queen, "I Want To Break Free," Capitol
Lionel Richie, "Hello," Motown
Shalamar, "Dancing In The Sheets," Columbia
Rick Springfield, "Don't Walk Away," RCA
Van Stephenson, "Modern Day Delilah," MCA
Styx, "Music Time," A&M
John Waite, "Missing You," EMI America
Roger Waters, "5:01 AM (The Pros And Cons Of Hitch Hiking)," Columbia
Weird Al Yankovic, "I Lost On Jeopardy," Epic

LIGHT ROTATION (maximum 2 plays a day):

Alarm, "The Deceiver," IRS
Berlin, "Now It's My Turn," Geffen
Big Country, "Wonderland," Mercury
Bronz, "Send Me An Angel," Island
Call, "Scene Beyond Dreams," Mercury
Choirboys, "You're With The Boys Now," Atco
George Clinton, "Last Dance," Capitol
Joe Cocker, "Civilized Man," Capitol
Ian Cussick, "The Supernatural," A&M
Dead Or Alive, "That's The Way," Epic
Dire Straits, "Solid Rock," Warner Bros.
Thomas Dolby, "I Scare Myself," Capitol
Dr. John, "Jet Set," Streetwise
Bob Dylan, "Jokerman," Columbia
Earons, "Land Of Hunger," Island
Andy Fraser, "Fine Fine Line," Island

(Continued on page 76)

SUMMER RELEASE SCHEDULES

Wide Range Of Music Titles Due

By FAYE ZUCKERMAN

LOS ANGELES—Home video companies will be releasing a span of music titles on videocassette this summer that will range from Twisted Sister's heavy metal sounds to Willie Nelson's country music. The wide array of titles reveals the industry's attempt to broaden product lines and go after new target audiences.

Among the summer releases from MGM/UA Home Video is "The Other Side Of Nashville," a two-hour program about country music. Performances by Willie Nelson, Emmylou Harris and Carl Perkins are included, as well as duet footage of Bob Dylan and Johnny Cash. The video retails for \$59.95.

Also priced at \$59.95 from MGM/UA is a 70-minute Everly Brothers documentary that intercuts concert performances with interviews of band members and such special guests as Linda Ronstadt. Vintage clips of the band's appearance on Ed Sullivan's variety show are also included.

RCA/Columbia Home Video will be continuing its line of performance

videos priced at \$29.95. One title scheduled is a collection of live performances from last year's Playboy Jazz Festival at the Hollywood Bowl. Maynard Ferguson, Lionel Hampton, Grover Washington Jr. and Nancy Wilson are among the artists represented.

RCA/Columbia will also release "Blues Alive," an hour-long video that features John Mayall, Etta James and Albert King. "The Allman Brothers: Brothers Of The Road," another RCA/Columbia title, includes concert footage of the band's top songs, including "Ramblin' Man," "Southbound," "Whipping Post" and "Jessica."

The Burbank firm also plans to release a compilation reel of Pat Benatar's video clips. Retailing for \$19.95, it will feature "Love Is A Battlefield," "Anxiety (Get Nervous)" and "Little Too Late."

Thorn EMI Home Video will be re-releasing a year-old long-form of Queen at \$29.95. The release, featuring conceptual clips and concert footage of the band, is 60 minutes long.

New from Thorn EMI will be Phil Collins' "Live At Perkins Palace."

The 60-minute video features Collins' rock/r&b fusion, which is more pop-oriented than the music Collins performs with Genesis. It was shot during Collins' most recent tour.

CBS/Fox Home Video, placing a \$29.98 price point on its long-form music product, will be releasing "Willie Nelson And Family In Concert," an 89-minute performance video containing 28 songs. The Nelson video will be closed captioned, as will "Prime Cuts," a compilation reel for \$19.95 from CBS/Fox. "Prime Cuts" includes clips by Journey, Quiet Riot, the Romantics, Toto and Cyndi Lauper.

"Pink Floyd's David Gilmour," another long-form from CBS/Fox, will include a mix of concert footage, a documentary on Gilmour, and two of his most recent video clips. It is 100 minutes long. Additionally, the home video joint venture will ship performance videos by Culture Club and Herbie Hancock.

In cooperation with MCA's motion picture and record divisions, MCA Home Video will roll out "Streets Of Fire," an EP based on the (Continued on page 39)



FAMILY TIES—Cy Leslie, left, chairman of the board of MGM/UA Home Entertainment Group, approves the extension of the company's pact to distribute Family Home Entertainment titles. Shown with him are Family Home Entertainment's marketing and sales vice president Len Levy, center, and chairman of the board Noel Bloom.

New K-tel Wing Planning 25 Releases This Year

NEW YORK—With K-tel International Inc.'s creation of K-tel Video, yet another major record marketing entity has made a full-scale leap into the home video business.

Current plans call for K-tel Video to release about 25 titles this year, covering a full spectrum of home video genres including movies, feature films, children's programming, exercise and how-to titles, according to K-tel executive vice president Mickey Elfenbein.

Prerecorded video is now "a mass market, consumer entertainment type of product," says Elfenbein. And, he adds, the business has grown to the point where it is large enough for K-tel to decide that it would be profitable.

Hoping to exploit its record industry background and marketing strength, K-tel plans to release as many home video/album compilations as possible, says Elfenbein.

"Breakin'," the company's first title, follows this route, he says, with album and video titles hitting the market at the same time, and thus riding each other's promotional waves "so we can spread our marketing costs over a larger sales base," says Elfenbein. List price for the hour-long program will be \$29.95. In

addition, the "Breakin'" video and album will be tied to the campaign for the feature film recently released by Cannon Films.

Attempting to put as many marketing hooks as possible on the title, the video of "Breakin'" will mix education and music, with instructional sections sandwiched between scenes from the movie and dance sequences created especially for the cassette by Cannon.

Three other home video titles are currently in production, Elfenbein says, but there is only one for which a direct record linkup is planned. Although K-tel would like to do dual marketing efforts on all of its programs, such team efforts won't be possible on most of its releases, Elfenbein admits. "The bulk of our product will be video only."

Helping reinforce K-tel's decision to create an independent video division were successful home video release efforts in Canada and Australia. "Electric North," a clip compilation of top Canadian groups, sold far above expectations, says Elfenbein, as did other product the company released in the two territories.

K-tel Video's distribution will be through the home video industry's conventional distribution network.

Cable Channel Programs Among New Disney Titles

CHICAGO—By combining its resources with those of the Disney Channel, Walt Disney Home Video is going to sharply increase the amount of made-for-home video programming it is putting out.

At the same time, in a first for Disney, the company has decided to start purchasing product from outside sources. Feature films, however, will continue to lead the firm's product mix, with the hit feature "Splash" scheduled to make its home video debut in August with a list price of \$79.95.

The two Walt Disney Home Video/Disney Channel made-fors will be released this month. Each will be a multi-episode series. One program, set and filmed on location in Australia, is titled "Five Mile Creek." The other is named "Welcome To Pooh Corner, Vol. I." Both programs will be priced at \$49.95. The former's

running time is 94 minutes, while the latter runs 111 minutes.

Disney's outside purchases include "SuperTed," an animated television series produced in Wales. With a teddy bear as its main character, the series will be at the center of numerous cross-promotional efforts, including book tie-ins with Random House and toy tie-ins with Dakin.

Other outside product picked up by Disney includes a number of films from the catalog of RKO Studios. Among the titles are "Jet Over The Atlantic," "Cattle Queen Of Montana," "Passion" and "Pearl Of The South Pacific."

Not all of the Disney moves this summer will involve new releases. The firm has decided to pull "Mary Poppins," currently selling for \$84.95, out of its catalog for an indefinite period.

Billboard Videodisk Top 20

Copyright 1984, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

Survey for Week Ending 6/23/84

This Week	Last Position	Weeks on Chart	TITLE	Copyright Owner, Distributor, Catalog Number	Principal Performers	Year of Release	Rating	Format	Price
1	1	10	SUDDEN IMPACT▲	Warner Brothers Pictures Warner Home Video 11341	Clint Eastwood Sondra Locke	1983	R	CED Laser	19.98 34.98
2	11	2	SCARFACE▲	Universal City Studios MCA Dist. Corp. 80047	Al Pacino	1983	R	CED Laser	34.98 39.98
3	3	26	RAIDERS OF THE LOST ARK	Paramount Pictures RCA Video Disc 1376	Harrison Ford Karen Allen	1981	PG	CED Laser	29.95
4	5	24	MAKING MICHAEL JACKSON'S THRILLER (ITA)▲	Vestron 1000	Michael Jackson	1983	NR	CED Laser	29.95 29.95
5	6	14	TRADING PLACES	Paramount Pictures RCA Video Disc 1551	Dan Ackroyd Eddie Murphy	1983	R	CED Laser	19.95 29.95
6	9	15	NEVER SAY NEVER AGAIN▲	Warner Brothers Pictures Warner Home Video DC 11337	Sean Connery Barbara Carrera	1983	PG	CED Laser	39.98
7	2	4	REAR WINDOW	Universal Classics MCA Dist. Corp. 80081	James Stewart Grace Kelly	1954	PG	CED Laser	19.98 29.98
8	12	2	ALL THE RIGHT MOVES	CBS-Fox Video 1299	Tom Cruise Lea Thompson	1983	R	CED Laser	19.98 34.98
9	14	15	MR. MOM▲	Vestron 5025	Michael Keaton Teri Garr	1983	PG	CED	29.95
10	13	8	DEAD ZONE	Paramount Pictures, RCA Video Disc 1646	Christopher Walken Martin Sheen	1983	R	CED Laser	29.95
11	8	25	OCTOPUSSY	MGM/UA Home Video CBS-Fox Video 4715	Roger Moore Maud Adams	1983	PG	CED Laser	39.98 34.98
12	4	19	TOOTSIE (ITA)▲	RCA/Columbia Pictures Home Video 5955	Dustin Hoffman Jessica Lange	1982	PG	CED Laser	29.95 29.95
13	7	28	WAR GAMES (ITA)▲	MGM/UA Home Video CBS-Fox Video 4714	Matthew Broderick Dabney Coleman	1983	PG	CED Laser	19.98 34.98
14	16	26	RISKY BUSINESS▲	The Geffen Company Warner Home Video DC11323	Tom Cruise Rebecca de Mornay	1983	R	CED Laser	34.98
15	15	5	D.C. CAB	Universal City Studios MCA Dist. Corp. 80061	Mr. T Gary Busey	1984	R	CED Laser	29.98
16	10	14	KRULL •	RCA Video Disc 10364	Ken Marshall Lysette Anthony	1983	PG	CED Laser	19.95 29.95
17	20	20	CUJO •	Sunn Classic Pictures/Wamer Bros. Inc., Wamer Home Video 11331	Dee Wallace Daniel Hugh-Kelly	1983	R	CED Laser	34.98
18	19	11	BRAINSTORM	MGM/UA Home Video MD100314	Natalie Wood Christopher Walken	1983	PG	CED	29.95
19	NEW ENTRY		SILKWOOD	ABC Motion Pictures Embassy Home Entertainment 1377	Meryl Streep Kurt Russell	1983	R	CED Laser	39.95 44.95
20	17	10	STAR 80 •	Warner Brothers Pictures Warner Home Video 20013	Mariel Hemingway Eric Roberts	1983	R	CED Laser	19.98 34.98

Recording Industry of America seal for sales or rentals of 37,500 units plus (\$1,500,000 after returns) (Seal indicated by dot). ▲ Recording Industry of America seal for sales of 75,000 units plus (\$3,000,000 after returns) (Seal indicated by triangle). (ITA) International Tape Disc Assn. seal for net sales and or rentals of at least \$1,000,000 at wholesale. (Seal indicated by ITA seal).

Video

Increase In Cassette Tax Protested In Puerto Rico

SAN JUAN—Owners of prerecorded videocassette clubs have complained to the Commonwealth Treasury Department, which recently tripled import duties on videocassettes from 6.6% to 19.8% without explanation. The owners plan to go to court to get the difference rebated.

The Treasury Department's special investigations division three months ago began an investigation of video clubs which the owners describe as "harassment." The allegations were made by a group of video club owners and operators calling themselves the "Pro-Article 22 Committee" at a recent news conference in the Condado Convention Center.

Article 22 of Puerto Rico's Consumer Article Tariff Law lists the exemptions to the 19.8% tax on electrical and liquid gas-operated appliances. The owners want videocassettes to be included on the list so that they will have to pay only the general 6.6% excise tax on imported goods.

Roxana Zambrana, president of the committee, said the department charged video club owners the 6.6% tax for the first five years of the flourishing industry's existence. "Department officials explained to those who inquired that although videocassettes were not listed, they were considered the same as records or cassette tapes," she said.

However, on Oct. 25, 1983, video club owners who went to pick up packages of new films were told they had to pay the 19.8% tariff. "That means that a film that used to cost us \$64, including a tax, now costs \$72," Zambrana said.

Video club owners also conferred with Nelson Famadas, director of the governor's Office of Economic Affairs, and House Finance Committee Chairman Jose Enrique Arraras. Both promised to "clarify the situation," according to Zambrana. Two bills have been introduced to include videocassettes on the exempt list, but to date neither has made any headway. **AL DINHOFFER**

Music Monitor

Guido Sarducci's back: Look for **Don Novello** to recreate his parody of a priest in **Jefferson Starship's** first completely conceptual video clip, for "No Way Out." In the video, Sarducci is the ringleader of a fake confessional gang that compiles tapes and a dossier on Starship vocalist **Mickey Thomas**. It was directed by **Irv Goodnoff**. **Chuck Mitchell**, vice president of program production for **RCA Video Production**, points out that the clip is absent of lip-syncing, and that each band member created his or her own character for the story. "No Way Out" is from the band's "Nuclear Furniture" on Grunt Records, which is manufactured and distributed by RCA. RCA's video unit took charge of the production.

Home movies: Movie segments filmed on a Kodak 16mm #7240 and #7250 during the making of **Van Halen's** "Jump" appear in "Panama," the group's current video clip. The home movie segments of "Jump" were produced by **Robert Lombard** and transferred to one-inch video at **AME** in Hollywood.

Hollywood Sequel: Accompanying the launch of "Bachelor Party," a 20th Century-Fox film due out June 29, will be a video clip for its theme song, "American Beat '84" by the **Fleshtones**. The video from the IRS recording artists was lensed by **John Jobson** in Paris where the group performed in front of the Eiffel Tower and a French replica of the Statue of Liberty. Director **C.D. Taylor**, who also has taken charge of clips for the **Go-Go's** and **Hall & Oates**, intercut the video with scenes from the film.

On hand: **Herbie Hancock** was at the Roxy in New York City June 8 to celebrate the rollout of his first home video release, "Herbie Hancock & the Rockit Band." This 73-minute performance video features Hancock's live shows at the Hammer-smith Odeon and Camden Hall in London. The release of the CBS/Fox long-form will be accompanied by an elaborate promotion including tie-ins with local radio stations, 30 video clubs playing the program, and giveaways of the cassette and Hancock's albums.

Award winning: singer/songwriter **Leonard Cohen's** 30-minute video album, "I Am A Hotel," won the Critics Choice and Golden Rose awards at the **Montreux International TV Festival**. This marks the first time a

video has received the awards. This conceptual video themed around love lost and love gained was conceived by **Cohen** and co-written by **Mark Shekter**. It was directed by **Allan Nicholls** and featured "Suzanne," "The Guests" and "Chelsea Hotel." **Blue Memorial Video Ltd.** took charge of the production, which was produced in association with **CHUM City Productions** and the **Canadian Broadcasting Co. (CBC)**.

Karaoke fever: The audio/video sing-along craze from Japan known as karaoke is being brought to the American market by **Pioneer Artists**, with the help of **Picture Music International**. PMI has produced 20 audio/visual programs for the company's eight-inch laserdiscs to be used for sing-along purposes. Such songs as "Yesterday," "I Want To Hold Your Hand" and "Up On The Roof" are included in the first set of karaoke disks. PMI's **George Bloom** was the creative director on the project. Post-production took place at **Pacific Video** in Hollywood.

FAYE ZUCKERMAN

Shari Lewis In MGM/UA Fold

CHICAGO — MGM/UA Home Video and puppeteer **Shari Lewis** are joining forces to create the **Shari Lewis Home Entertainment Library**.

Plans are to release a series of titles, each priced at \$29.95 and having a running time of 60 minutes. Due out first is "Have I Got A Story For You," currently set for September release. Lewis' family of puppets, including **Lamb Chop**, **Hush Puppy** and **Charley Horse**, will all have roles in the video series.

The initial release will be made up of 12 children's stories, running from one to 10 minutes. Future episodes will include magic, music and Lewis conducting a youth orchestra, the **South Coast Symphony**.

Computer Software Chart
Even Week In Billboard

In Just One Year...

TELEGENICS IS NUMBER ONE

...In Quality Music Video Software

...We've Got People Talking!

DONNA KREISS-ATLANTIC

"It's been a real pleasure working with the staff at *Telegenics* for the past year. They care about their product and the quality (both visual and audio) and the presentation of artists."

FRANCE HARPER-POLYGRAM

"*Telegenics* has high standards, state-of-the-art audio and most importantly satisfied clubs."

SCOTT SPANJICH-UNCLE SAM'S-NY

"The commitment of *Telegenics* to up-to-date, state-of-the-art reproduction and distribution of music video in various formats has been highly significant in the development and progression of music video airplay in club environments."

KRIS P.-ISLAND

"*Telegenics* is one of the most professional organizations in the video business and I love working with them."

DEAN ANDERSON-BERLIN-CHICAGO

"The best selection of available videos which cross over to both black and white audiences makes *Telegenics* the top video service in my book."

JIM WILEY-REVOLVER-LOS ANGELES

"The audio and video quality of *Telegenics* is unbeatable. Keep up the good work."

CURT CREAGER-ATCO

"Unsurpassed quality, customer concern and service and aggressive marketing concepts should make *Telegenics* as important to you as they are to me."

STEVE JOHNSON-HIPPOPOTAMUS-MD

"I chose *Telegenics* because of its broad cross section of programming. Also they were the first service to introduce high-quality beta hi-fi to the club circuit."

JODI KULE-EPIC

"*Telegenics* is a great company to work with."

STEVE SUKMAN-PRIVATE EYES-NY

"The best in club video-congratulations on a great first year of top-quality service!"

PETER BARON-ARISTA

"*Telegenics* commitment to progressive programming and state of the art audio and video quality is unsurpassed in today's club distribution."

TELEGENICS

150 Nassau Street, Suite 1938
New York, N.Y. 10038
(212) 227-5966

Billboard Videocassette Top 40

© Copyright 1984, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

Survey for Week Ending 6/23/84

RENTALS

This Week	Last Position	Weeks on Chart	TITLE	Copyright Owner, Distributor, Catalog Number	Principal Performers	Year of Release	Rating	Format
1	2	3	SCARFACE ▲	Universal City Studios MCA Distributing Corp. 80047	Al Pacino Steven Bauer	1983	R	VHS Beta
2	4	2	SILKWOOD	ABC Motion Pictures, Embassy Home Entertainment 1377	Meryl Streep Kurt Russell	1983	R	VHS Beta
3	1	10	SUDDEN IMPACT ▲ (ITA)	Warner Brothers Pictures Warner Home Video 11341	Clint Eastwood Sondra Locke	1983	R	VHS Beta
4	7	2	CHRISTINE	RCA/Columbia Pictures Home Video 10141	Keith Gordon	1983	R	VHS Beta
5	3	7	UNCOMMON VALOR	Paramount Pictures Paramount Home Video 1657	Gene Hackman Robert Stack	1983	R	VHS Beta
6	5	5	GORKY PARK	Orion Pictures Vestron 5053	William Hurt Lee Marvin	1983	R	VHS Beta
7	8	28	RAIDERS OF THE LOST ARK	Paramount Pictures Paramount Home Video 1376	Harrison Ford Karen Allen	1981	PG	VHS Beta
8	13	4	REAR WINDOW	Universal Classics MCA Distributing Corp. 80081	James Stewart Grace Kelly	1954	PG	VHS Beta
9	6	8	UNDER FIRE	Vestron 5033	Gene Hackman Nick Nolte	1983	R	VHS Beta
10	10	10	DEAD ZONE	Paramount Pictures Paramount Home Video 1646	Christopher Walken Martin Sheen	1983	R	VHS Beta
11	9	14	TRADING PLACES	Paramount Pictures Paramount Home Video 1551	Dan Ackroyd Eddie Murphy	1983	R	VHS Beta
12	11	17	MR. MOM ▲	Vestron 5025	Michael Keaton Teri Garr	1983	PG	VHS Beta
13	18	3	ANGEL	Thorn/EMI Home Video 2372	Donna Wilkes Cliff Gorman	1984	R	VHS Beta
14	17	10	STAR 80 •	Warner Brothers Pictures Warner Home Video 20013	Mariel Hemingway Eric Roberts	1983	R	VHS Beta
15	16	8	D. C. CAB •	Universal City Studios MCA Distributing Corp. 80061	Mr. T Gary Busey	1984	PG	VHS Beta
16	12	15	WAR GAMES (ITA)	CBS-Fox Video 4714	Matthew Broderick Dabney Coleman	1983	PG	VHS Beta
17	14	9	THE OSTERMAN WEEKEND •	Thorn/EMI Home Video 1981	Burt Lancaster Rutger Hauer	1983	R	VHS Beta
18	NEW ENTRY		ALL THE RIGHT MOVES	CBS-Fox Video 1299	Tom Cruise Lea Thompson	1983	R	VHS Beta
19	21	20	TOOTSIE ▲ (ITA)	RCA/Columbia Pictures Home Video 10535	Dustin Hoffman Jessica Lange	1982	PG	VHS Beta
20	15	11	OCTOPUSSY	CBS-Fox Video 4715	Roger Moore Maud Adams	1983	PG	VHS Beta
21	NEW ENTRY		TERMS OF ENDEARMENT	Paramount Pictures Paramount Home Video 1407	Shirley MacLaine Debra Winger	1983	PG	VHS Beta
22	32	3	TESTAMENT	Paramount Pictures Paramount Home Video 1739	Jane Alexander William Devane	1983	PG	VHS Beta
23	25	27	RISKY BUSINESS ▲	The Geffen Company Warner Home Video 11323	Tom Cruise Rebecca de Mornay	1983	R	VHS Beta
24	26	2	THE KEEP	Paramount Pictures, Paramount Home Video 1563	Scott Glenn Jurgen Prochnow	1983	R	VHS Beta
25	22	14	STAR CHAMBER	CBS-Fox Video 1295	Michael Douglas Hal Holbrook	1983	R	VHS Beta
26	24	10	CALIGULA	Vestron 5032	Malcolm McDowell Peter O'Toole	1980	R	VHS Beta
27	23	9	FANNY AND ALEXANDER	Embassy Pictures, Embassy Home Entertainment 2067, 2171	Pernilla Allwin Bertil Guve	1983	R	VHS Beta
28	19	16	NEVER SAY NEVER AGAIN ▲	Warner Brothers Pictures Warner Home Video 11337	Sean Connery Barbara Carrera	1983	PG	VHS Beta
29	31	15	EASY MONEY ▲	Vestron 5029	Rodney Dangerfield	1983	R	VHS Beta
30	20	5	THE MAN WHO LOVED WOMEN	RCA/Columbia Pictures Home Video 10369	Burt Reynolds Julie Andrews	1983	R	VHS Beta
31	30	30	NATIONAL LAMPOON'S VACATION ▲	Warner Brothers Pictures Warner Home Video 11315	Chevy Chase Christie Brinkley	1983	R	VHS Beta
32	34	16	THE CARE BEARS IN THE LAND WITHOUT FEELINGS	Family Home Entertainment MGM/UA Home Video F357	Animated	1983	NR	VHS Beta
33	27	26	MAKING MICHAEL JACKSON'S THRILLER ▲ (ITA)	Vestron 1000	Michael Jackson	1983	NR	VHS Beta
34	29	60	JANE FONDA'S WORKOUT	KVC-RCA Karl Video Corporation 042	Jane Fonda	1982	NR	VHS Beta
35	36	27	TWILIGHT ZONE—THE MOVIE	Warner Brothers Pictures Warner Home Video 11314	John Lithgow Kevin McCarthy	1983	PG	VHS Beta
36	35	5	REVENGE OF THE NINJA	Cannon Films Inc. MGM/UA Home Video 800329	Sho Kosugi	1983	R	VHS Beta
37	28	10	ZELIG •	Warner Brothers Pictures Warner Home Video 22027	Woody Allen Mia Farrow	1983	PG	VHS Beta
38	40	15	CROSS CREEK	Thorn/EMI Home Video 2184	Mary Steenburgen Rip Torn	1983	PG	VHS Beta
39	39	37	TENDER MERCIES •	Thorn/EMI 1640	Robert Duvall Betty Buckley	1983	PG	VHS Beta
40	33	39	FLASHDANCE	Paramount Pictures Paramount Home Video 1454	Jennifer Beals	1983	R	VHS Beta

● Recording Industry of America seal for sales or rentals of 37,500 units plus (\$1,500,000 after returns) (Seal indicated by dot). ▲ Recording Industry of America seal for sales of 75,000 units plus (\$3,000,000 after returns) (Seal indicated by triangle). (ITA) International Tape Disc Assn. seal for net sales and or rentals of at least \$1,000,000 at wholesale. (Seal indicated by ITA seal).

Video



TIMES SQUARE BUST—Singer Ray Parker Jr., center, leads the cast of "Ghostbusters" through New York's Times Square while filming the movie's video. Behind him from left are Harold Ramis, Bill Murray, Dan Aykroyd and Ernie Hudson.

New CBS/Sony Strategy Puts Emphasis On Music

TOKYO—CBS/Sony's video arm is reorganizing its software strategy to put more emphasis on specialist programming, according to general manager Hiroaki Ishikawa. Music video will be singled out for greater attention, with original productions augmenting live concert repertoire.

Until now, concert footage has been the staple diet of long-form music video releases. Willie Nelson's "Live At Budokan," the most recent of CBS/Sony's international titles in this genre, has sold a reported 4,000 copies since it appeared April 21 this year. The best seller to date is Seiko Matsuda's "Seikoland," released in February and already said to be over the 25,000-unit mark. An earlier Matsuda video, "Lemon No Kitsu," has sold a reported 23,000 units, but over a period of almost two years.

Other areas where repertoire will be expanded are background video, video art, and sports and "how to" tapes. Background video software combines easy listening soundtracks with eye-catching visuals. "Niagara Songbook," which features beach

footage and romantic instrumentals by the Niagara Fall of Sound Orchestra, has been one of the most popular to date, with sales of 12,000 copies reported since last June. More productions along the same lines are planned. The newest, "Terra," has images by Kichitaro Negishi and music by Satoschi Sugihara.

Fruits of the new policy will be seen in CBS/Sony's June 21 release of seven tapes and four videodisks, including "Videla," a hybrid of video art and music video directed by moviemaker Makoto Texuka that is being called Japan's first "cult" video. Closely following will be Brian Eno's "Thursday Afternoon."

Ishikawa stresses that CBS/Sony will continue to produce and distribute videotapes of both domestic and international movies; six of seven June 1 releases were feature films, including "High Noon" and "Odd Man Out." He also notes that average sales for video titles have risen from around 3,000 a year ago to 5,000 or more, with increasing numbers of releases going over the 10,000-unit mark.

FIRMS ACT ON DISCOUNTING

Tape Prices Plunge In Japan

TOKYO—Leading manufacturers of blank videotape here have abandoned standard retail pricing in the face of widespread dealer discounting. TDK, Hitachi Maxell and Fuji switched to the so-called open pricing late last month, and Fuji has already launched a new high-grade tape, New Super HG, selling at 20% less than its forerunner.

The companies say their action, which follows similar moves by Sony in February and by Victor and Mat-

sushita early in May, is a temporary measure to prevent cheapening of the product image in a market where many cut-price stores now advertise savings of as high as 50% for blank videotape.

Among them, these six companies hold close to 90% of the total market, so standard retail pricing has effectively disappeared. But it is expected that new standard prices, perhaps 20%-30% below the previous level, will be reinstated soon.

PROMOTIONAL MUSIC VIDEO

Available on 1 Hour Tape Compilations to colleges, nite clubs, and other public venues throughout America.

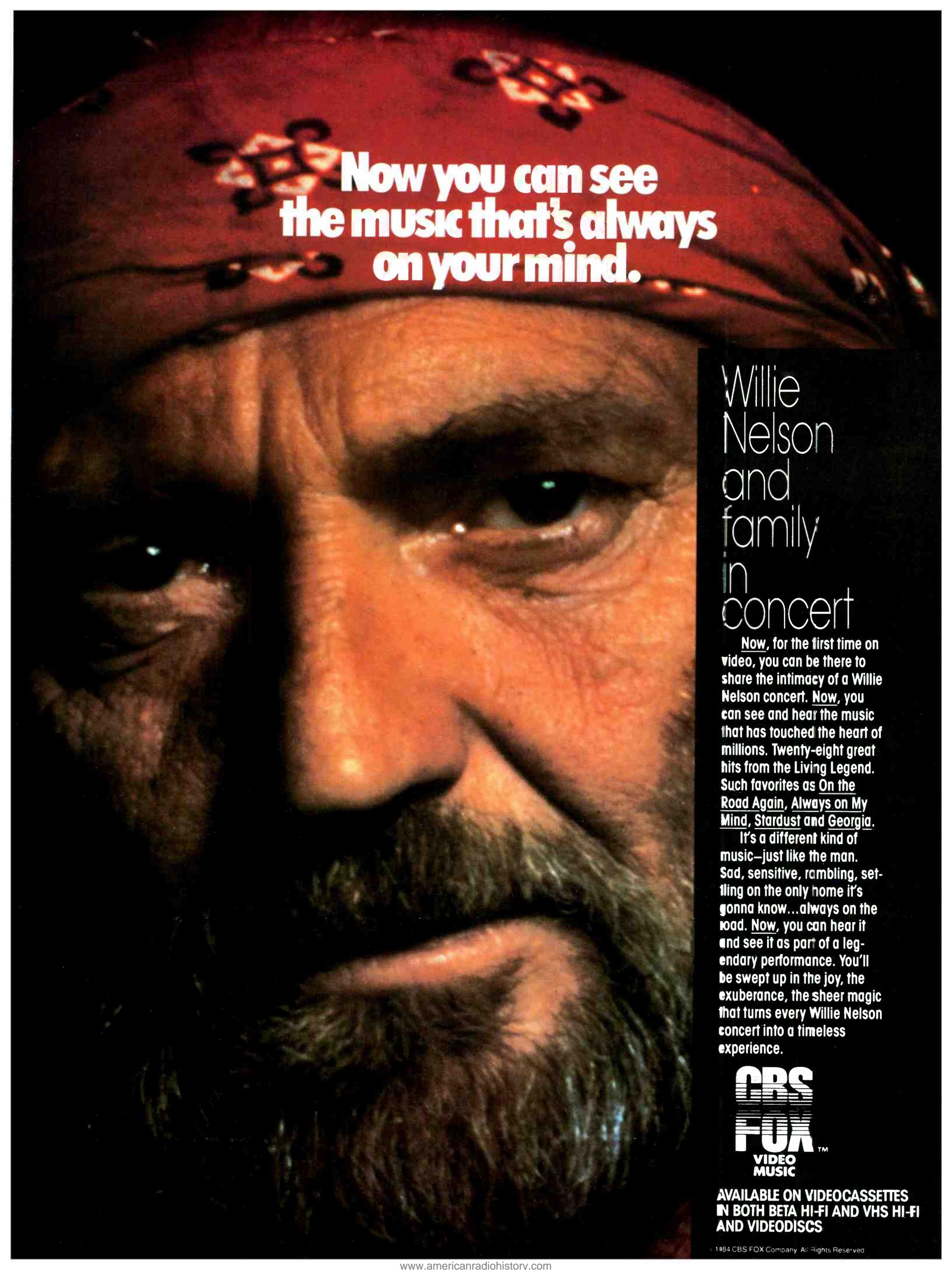
We provide:

- Newest Releases
- Quick Service
- Highest Quality
- Low Cost

Call us today to see if you qualify to receive promotional videos on a monthly basis.

Lawrence Enterprises
#1 way of staying on top of video music

Out of State (201) 667-4026
In N.Y. (212) 460-0035



**Now you can see
the music that's always
on your mind.**

Willie
Nelson
and
family
in
concert

Now, for the first time on video, you can be there to share the intimacy of a Willie Nelson concert. **Now**, you can see and hear the music that has touched the heart of millions. Twenty-eight great hits from the Living Legend. Such favorites as On the Road Again, Always on My Mind, Stardust and Georgia.

It's a different kind of music—just like the man. Sad, sensitive, rambling, settling on the only home it's gonna know...always on the road. **Now**, you can hear it and see it as part of a legendary performance. You'll be swept up in the joy, the exuberance, the sheer magic that turns every Willie Nelson concert into a timeless experience.

CBS
FOX
VIDEO
MUSIC

AVAILABLE ON VIDEOCASSETTES
IN BOTH BETA HI-FI AND VHS HI-FI
AND VIDEODISCS

© 1984 CBS FOX Company All Rights Reserved

New Video Releases

This listing of video releases is designed to enable wholesalers and retailers to be up-to-date on available new product. Formats included are Beta, VHS (Video Home System), CED (Capacitance Electronic Disk), and LV (LaserVision). Where applicable, the suggested list price of each title is given; otherwise, "No List" or "Rental" is indicated. All information has been supplied by the manufacturers or distributors of the product.

FILMS

CHAMBER OF HORRORS

Leslie Banks, Lilli Palmer, Romill Lange
Beta & VHS VCI Home Video \$29.95

THE FINAL OPTION

Judy Davis, Richard Widmark.

Lewis Collins
Beta & VHS MGM/UA Home Video \$79.95

FLYING DEUCES

Stan Laurel, Oliver Hardy,
Jean Parker
Beta & VHS VCI Home Video \$29.95

THE GIN GAME

Jessica Tandy, Hume Cronyn
Beta & VHS RKO Video \$39.95

HERCULES

Lou Ferrigno
LED MGM/UA Home Video \$34.95

HUGHIE

Jason Robards
Beta & VHS RKO Video \$39.95

HUMAN MONSTER

Bela Lugosi, Hugh Williams
Greta Gynt
Beta & VHS VCI Home Video \$29.95

MEET ME IN ST. LOUIS

Judy Garland
LED MGM/UA Home Video \$34.95

MINSKY'S FOLLIES

Phyllis Diller
Beta & VHS RKO Home Video \$39.95

THE NIGHT OF THE SHOOTING STARS

Beta & VHS MGM/UA Home Video \$79.95

SOUTH OF THE RIO GRANDE

Duncan Renaldo, Martin Garralaga
Armida and the Guadalajara Trio
Beta & VHS VCI Home Video \$29.95

SOYLENT GREEN

Charlton Heston, Edward G. Robinson
LED MGM/UA Home Video \$34.95

THE UNAPPROACHABLE

Leslie Caron
Beta & VHS MGM/UA Home Video \$59.95

MUSIC VIDEO

ASIA IN ASIA

Asia
Beta & VHS Vestron MusicVideo no list
CED & LED no list

THE BETTE MIDLER SHOW

Beta & VHS Jem Music Video (Embassy Home Entertainment) \$69.98
LED \$34.98

EARTH, WIND & FIRE IN CONCERT

Beta & VHS Vestron HomeVideo no list

EDDIE & THE CRUISERS

Beta & VHS Jem Music Video (Embassy Home Entertainment) \$69.98
LED \$34.98

ELTON JOHN

Visions
Beta & VHS Jem Music Video (Embassy Home Entertainment) \$39.98
LED \$34.98

THE EVERLY BROTHERS' ROCK 'N' ROLL ODYSSEY

Beta & VHS MGM/UA Home Video \$59.95

THE FOUR SEASONS

Beta & VHS MGM/UA Home Video \$59.95

GLADYS KNIGHT & THE PIPS & RAY CHARLES

Beta & VHS Vestron MusicVideo no list
CED no list

GOTTA DANCE, GOTTA SING

Various Artists
Beta & VHS RKO Home Video \$39.95

JAZZ IN AMERICA

Dizzy Gillespie-Live Performances
Beta & VHS Jem Music Video (Embassy Home Entertainment) \$39.98

GERRY MULLIGAN

Beta & VHS Jem Music Video (Embassy Home Entertainment) \$39.98

JIMI PLAYS BERKELEY

Jimi Hendrix
Beta & VHS Vestron MusicVideo no list

MENUDO

Una Ventura Liamada Menudo
Beta & VHS Jem Music Video (Embassy Home Entertainment) \$34.98

ROD STEWART: TONIGHT HE'S YOURS

Beta & VHS Jem Music Video (Embassy Home Entertainment) \$39.98

ROLLING STONES

Let's Spend The Night Together
Beta & VHS Jem Music Video (Embassy Home Entertainment) \$39.98
LED \$34.98

RUST NEVER SLEEPS

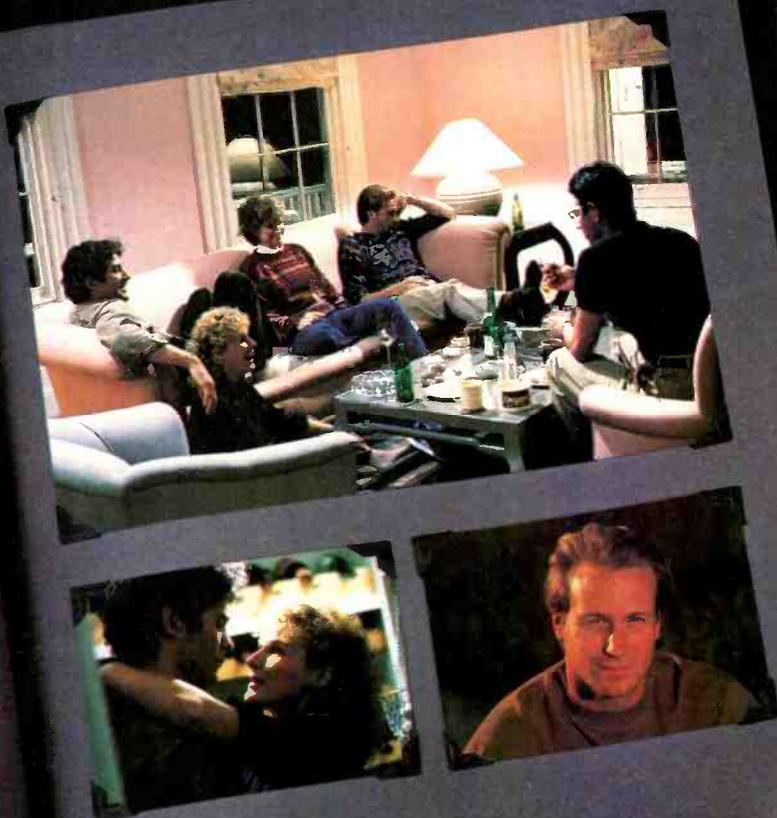
Neil Young
Beta & VHS Vestron MusicVideo no list

SCRAMBLED FEET

Jeffrey Haddow, John Driver, Roger Neil
Beta & VHS RKO 1011 \$39.95

To get your company's new video releases listed, send the following information—Title, Performers, Distributor/Manufacturer, Format(s), Catalog Number(s) for each format, and the Suggested List Price (if none, indicate "No List" or "Rental")—to Kim Freeman, Billboard, 1515 Broadway, New York, N.Y. 10036.

INVITE YOUR CUSTOMERS TO SPEND SOME TIME AT HOME WITH A FEW GOOD FRIENDS.



RCA/Columbia Pictures Home Video is proud to present...

THE BIG CHILL

AVAILABLE ON VIDEOCASSETTE.



Beta hi-fi

Closed captioned by the National Captioning Institute. Used with permission.

RCA/COLUMBIA PICTURES HOME VIDEO, 2901 WEST ALAMEDA AVENUE, BURBANK, CALIFORNIA 91505. P.O.P. HOTLINE 1 (800) 722-2748



WHALE OF A CLIP—Sea World's whale Orca does a few tricks during the filming of .38 Special's new video "One Time For Old Times" in Los Angeles.

Video

Video Reviews

CRYSTAL GAYLE—"Crystal Gayle In Concert," Prism Entertainment 1001. Produced by Lewis Chesler, directed by Stan Harris. Stereo, 56 minutes, \$29.95.

Crystal Gayle proves again that she's one of the foremost vocal stylists in contemporary music with this video of her concert at Hamilton Place, Ontario. Aurally, she excels. But visually, Gayle's presentation is monotonous, and this clip accentuates her shortcomings.

Aside from brief interludes of skipping—and the continual sway of her bounteous hair—she stands virtually motionless. But in this case, immobility is a blessing. When Gayle starts to move across the stage, the cameramen have obvious problems keeping up with her.

Harris' direction adds little. We see the singer from only the most conventional viewpoints, and ponderous editing further minimizes the impact of Gayle's performance.

Fortunately, she has enough hits and vocal power to compensate somewhat for the lack of visual interest. Her renditions of "Don't It Make My Brown Eyes Blue," "Half The Way" and "Ready For The Times To Get Better" compare favorably with the studio recordings.

Although the audience responds glowingly, Gayle's image translates poorly into home video. By relying almost entirely on her good looks, Crystal Gayle overlooks all the other elements that can make a show appealing to the eyes. Despite Gayle's physical charm, "Crystal Gayle In Concert" makes better listening than viewing.

ANDREW ROBLIN

VARIOUS ARTISTS—"The Other Side Of Nashville," MGM/UA Home Video 600351. Produced and directed by Etienne Mirlesse. Stereo, 118 minutes. \$59.95.

Is it cinema vérité? Is it a history of Nashville's rise as a music industry capital? Is it a collection of reminiscences from country music's dominant artists? "The Other Side Of Nashville" tries to be all three, but suffers from a terminal lack of focus as a result.

In its opening scenes, the video appears to be an examination of the tribulations of a struggling newcomer to Music City: singer/songwriter Owen Davis. But that direction quickly yields to the oft-repeated tale of the Grand Ole Opry's rise. And before that story is fully told, Bobby Bare starts regaling us with an account of his band's beer consumption.

"The Other Side Of Nashville" may prove popular with consumers anyway, based on the name value of the numerous stars involved. Emmylou Harris, Kris Kristofferson, Willie Nelson, Hank Williams Jr. and many others offer their views on country music. There's a prize, too, for fans of Bob Dylan or Johnny Cash: pre-

viously unseen footage of the duo recording "One Too Many Mornings" (from Dylan's "Nashville Skyline" album). Cash laughs in embarrassment when he hears the results played back.

There are some other great moments, as there should be in a video lasting close to two hours. Chet Atkins decries the conformity of many in the music business, and reminds us that individuals with the courage to be different brought Nashville its initial acclaim. However, the meandering narrative dilutes the effects of these diamonds in the rough.

Ending as it begins, with Owen Davis killing time in a Music Row honky-tonk, "The Other Side Of Nashville" almost manages to unify its diverse aims. But when record producer and narrator Bob Johnston describes country artists as modern-day "troubadors and minstrels," he comes close to the clichés parodied in "Spinal Tap."

ANDREW ROBLIN

Wide Range Of Music Titles Due

Continued from page 34 recently released movie, in July. The 30-minute cassette will contain three music videos from "Streets Of Fire" and a short feature on the making of the film. It will sell for \$19.95.

MCA Home Video also will bring out an hour-long concert video, "U2 Live At Red Rocks: Under A Blood Red Sky."

Embassy Home Entertainment is tying the June release of its 60-minute music video "Stay Hungry" to the release of the Atlantic Records album of the same name by the group Twisted Sister. It will sell for \$29.95 and contain a mix of conceptual and performance videos.

Media Home Entertainment will be introducing a 75-minute performance video from Big Country entitled "Big Country Live." It will retail for \$29.95. Media is also releasing "Style Council," a one-hour video of the British group in concert. That title will also retail for \$29.95.

Due out from Vestron Video this summer are two music titles: "Asia In Asia" and Christie McVie in a performance video. The Asia concert was filmed at the Budokan in Tokyo and will sell for \$29.95. "The Christie McVie Concert," set for July 5 release, include footage from the Fleetwood Mac singer's solo tour.

Billboard Videocassette Top 40

© Copyright 1984, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

Survey for Week Ending 6/23/84

SALES

This Week	Last Position	Weeks on Chart	TITLE	Copyright Owner, Distributor, Catalog Number	Principal Performers	Year of Release	Rating	Format	Price
1	3	27	RAIDERS OF THE LOST ARK	Paramount Pictures Paramount Home Video 1376	Harrison Ford Karen Allen	1981	PG	VHS Beta	39.95
2	1	110	JANE FONDA'S WORKOUT ▲ (ITA)	KVC-RCA Karl Video Corporation 042	Jane Fonda	1982	NR	VHS Beta	59.95
3	2	25	MAKING MICHAEL JACKSON'S THRILLER ▲ (ITA)	Vestron 1000	Michael Jackson	1983	NR	VHS Beta	29.95
4	4	3	SCARFACE ▲	Universal City Studios MCA Dist. Corp. 80047	Al Pacino	1983	R	VHS Beta	79.95
5	7	20	DO IT DEBBIE'S WAY •	Raymax Prod. P. Brownstein Prod. Video Assoc. 1008	Debbie Reynolds	1983	NR	VHS Beta	39.95
6	12	2	SILKWOOD	ABC Motion Pictures Embassy Home Entertainment 1377	Meryl Streep Kurt Russell	1983	R	VHS Beta	79.95
7	9	14	TRADING PLACES	Paramount Pictures Paramount Home Video 1551	Dan Ackroyd Eddie Murphy	1983	R	VHS Beta	39.95
8	8	14	THE JANE FONDA WORKOUT CHALLENGE	KVC-RCA Karl Video Corporation 051	Jane Fonda	1984	NR	VHS Beta	59.95
9	5	5	REAR WINDOW	Universal Classics MCA Dist. Corp. 80081	James Stewart Grace Kelly	1954	PG	VHS Beta	59.95
10	NEW ENTRY		TERMS OF ENDEARMENT	Paramount Pictures Paramount Home Video 1407	Shirley MacLaine Debra Winger	1983	PG	VHS Beta	39.95
11	13	39	FLASHDANCE	Paramount Pictures Paramount Home Video 1454	Jennifer Beals	1983	R	VHS Beta	39.95
12	10	48	DURAN DURAN •	Thorn/EMI TVD 1646	Duran Duran	1983	NR	VHS Beta	29.95
13	6	10	SUDDEN IMPACT (ITA) ▲	Warner Brothers Pictures Warner Home Video 11341	Clint Eastwood Sondra Locke	1983	R	VHS Beta	79.95
14	11	11	OCTOPUSSY	CBS-Fox Video 4715	Roger Moore Maud Adams	1983	PG	VHS Beta	79.98
15	23	68	STAR TREK II—THE WRATH OF KHAN ▲ (ITA)	Paramount Pictures Paramount Home Video 1180	William Shatner Leonard Nimoy	1982	PG	VHS Beta	39.95
16	15	26	RISKY BUSINESS (ITA) ▲	The Geffen Company Warner Home Video 11323	Tom Cruise Rebecca de Mornay	1983	R	VHS Beta	39.98
17	14	16	NEVER SAY NEVER AGAIN ▲	Warner Brothers Pictures Warner Home Video 11337	Sean Connery Barbara Carrera	1983	PG	VHS Beta	79.95
18	19	2	CHRISTINE	RCA/Columbia Pictures Home Video 10141	Keith Gordon	1983	R	VHS Beta	79.95
19	25	4	PLAYMATE WORKOUT •	CBS-Fox Video 6373	Various Artists	1984	NR	VHS Beta	39.98
20	22	11	DEAD ZONE	Paramount Pictures, Paramount Home Video 1646	Christopher Walken Martin Sheen	1983	R	VHS Beta	59.95
21	18	18	STAYING ALIVE	Paramount Pictures Paramount Home Video 1302	John Travolta Cynthia Rhodes	1983	PG	VHS Beta	39.95
22	24	7	UNCOMMON VALOR	Paramount Pictures Paramount Home Video 1657	Gene Hackman Robert Stack	1983	R	VHS Beta	59.95
23	17	6	DAVID BOWIE SERIOUS MOONLIGHT	Music Media Media Home Entertainment M441	David Bowie	1984	NR	VHS Beta	39.95
24	30	18	THE CARE BEARS IN THE LAND WITHOUT FEELINGS	Family Home Entertainment MGM/UA Home Video F357	Animated	1983	NR	VHS Beta	29.95
25	20	5	GORKY PARK	Orion Pictures Vestron 5053	William Hurt Lee Marvin	1983	R	VHS Beta	No listing
26	35	8	D. C. CAB •	Universal City Studios MCA Dist. Corp. 80061	Mr. T. Gary Busey	1984	R	VHS Beta	69.95
27	NEW ENTRY		A HOT SUMMER NIGHT ... WITH DONNA	Polygram Music Video Production RCA/Columbia Home Video 91057	Donna Summer	1983	NR	VHS Beta	29.95
28	16	20	TOOTSIE (ITA) ▲	RCA/Columbia Pictures Home Video 10535	Dustin Hoffman Jessica Lange	1982	PG	VHS Beta	79.95
29	33	15	WAR GAMES (ITA) ▲	CBS-Fox Video 4714	Matthew Broderick Dabney Coleman	1983	PG	VHS Beta	79.98
30	21	18	BILLY JOEL: LIVE FROM LONG ISLAND	CBS-Fox Video 6297	Billy Joel	1983	NR	VHS Beta	29.98
31	31	2	ALL THE RIGHT MOVES	CBS-Fox Video 1299	Tom Cruise Lea Thompson	1983	R	VHS Beta	59.98
32	28	17	MR. MOM (ITA) ▲	Vestron 5025	Michael Keaton Teri Garr	1983	PG	VHS Beta	No listing
33	29	11	NEIL DIAMOND: LOVE AT THE GREEK	Vestron 1005	Neil Diamond	1983	NR	VHS Beta	29.95
34	34	10	STAR 80 •	Warner Brothers Pictures Warner Home Video 20013	Mariel Hemingway Eric Roberts	1983	R	VHS Beta	79.95
35	32	8	UNDER FIRE	Vestron 5033	Gene Hackman Nick Nolte	1983	R	VHS Beta	No listing
36	36	52	48 HRS.	Paramount Pictures Paramount Home Video 1139	Nick Nolte Eddie Murphy	1983	R	VHS Beta	39.95
37	26	2	ANGEL	Thorn/EMI Home Video 2372	Donna Wilkes Cliff Gorman	1984	R	VHS Beta	79.95
38	27	34	POLICE AROUND THE WORLD	I.R.S. Video 001	The Police	1982	NR	VHS Beta	33.95
39	38	3	STRAWBERRY SHORTCAKE PETS ON PARADE	Family Home Entertainment MGM/UA Home Video F368	Animated	1984	NR	VHS Beta	29.95
40	40	7	MUSCLE MOTION	Media Home Entertainment M431	Chippendale's Men	1983	NR	VHS Beta	39.95

Recording Industry of America seal for sales or rentals of 37,500 units plus (\$1,500,000 after returns) (Seal indicated by dot). ▲ Recording Industry Of America seal for sales of 75,000 units plus (\$3,000,000 after returns) (Seal indicated by triangle). (ITA) International Tape Disc Assn. seal for net sales and or rentals of at least \$1,000,000 at wholesale. (Seal indicated by ITA seal).



THE RECOTON V615 STEREO COLOR PROCESSOR ALLOWS YOU TO PRODUCE UP TO 4 HIGH QUALITY VIDEO TAPE COPIES SIMULTANEOUSLY FROM ONE ORIGINAL WHILE ADJUSTING THE COLOR, CONTRAST, TINT, AND DETAIL OF VIDEOTAPES YOU WISH TO DUPLICATE OR RECORD OFF THE AIR.

Video Magazine's October 1983 Test Report stated:

"The Recoton V615 is an effective color processor with a wide range... we recommend it for its flexibility and cost."

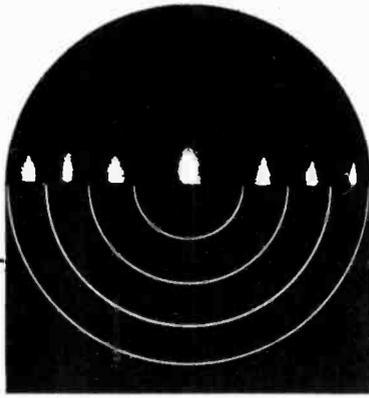
For the best possible picture insist on Recoton "Gold Connection" high performance Video Hookup Cables.

Recoton... Setting New Standards of Technical Excellence in Video, Audio Computer, Telephone, and Stereo Headphone Accessories.

RECOTON

F.C.C. & U.L. Approved

Recoton Corporation, 46-23 Crane Street, Long Island City, New York 11101, 212-392-6442



TWENTIETH ANNIVERSARY DINNER DANCE

MUSIC AND PERFORMING
ARTS UNIT
B'NAI B'RITH
HONORING

JULE STYNE MOLLY PICON



**RECIPIENT 1984 CREATIVE
ACHIEVEMENT AWARD**



**RECIPIENT 1984
HUMANITARIAN AWARD**

Master of Ceremonies
WILLIAM B. WILLIAMS

**Thursday Evening, June 28, 1984
THE GRAND BALLROOM
SHERATON CENTRE, NEW YORK, NEW YORK**

BLACK TIE OPTIONAL • COCKTAILS 6:30 P.M. • DINNER 8:00 P.M.

JOURNAL ADVERTISING AND TICKET AGREEMENT

You are hereby authorized to publish our advertisement in your 1984 annual Journal to occupy the space as indicated below. I wish to purchase tickets in the amount shown. CHECK ENCLOSED IN THE AMOUNT OF \$ _____

**Make checks payable to B'NAI B'RITH
Music and Performing Arts Unit**

ADVERTISEMENT AND TICKET INFORMATION

ADVERTISEMENTS

- | | |
|---|------------|
| <input type="checkbox"/> Golden Circle Sponsor | \$3,500.00 |
| Ten (10) tickets to the Dinner Dance | |
| One (1) prime location | |
| Golden Circle table at the Dinner. | |
| <input type="checkbox"/> Patron of the Arts + 2 Tickets | \$1,200 |
| <input type="checkbox"/> Silver Page | \$ 700 |
| <input type="checkbox"/> White Page | \$ 500 |
| <input type="checkbox"/> Quarter Page | \$ 300 |

TICKETS

- | | |
|---|---------|
| <input type="checkbox"/> Full Tables (10 tickets) | \$2,000 |
| <input type="checkbox"/> Individual Tickets | \$ 200 |

All ad and ticket requests must be in no later than June 18, 1984

Authorization to insert _____ Page(s)

NAME _____

TITLE _____

COMPANY _____

ADDRESS _____

CITY _____

STATE _____

ZIP _____

PHONE _____

SIGNATURE _____

Please return this Agreement with your order.

Send check to:
Florence Lipper
75-08 178th Street
Flushing, N.Y. 11366

For additional information, call:
Pete Hyman, Journal Chairman
(212) 695-6117



BRING ON THE BURGERS—Jimmy Buffett and crew say "cheese" while recording Buffett's 12th MCA album at Nashville's Soundstage Studio. Shown from left are conga player Sam Clayton, Buffett, songwriter Will Jennings, co-producer Mike Utley and MCA Nashville's a&r vice president Tony Brown and president Jimmy Bowen.

STUDIO EYES BIG MUSIC NAMES

New 'Summit' On Chicago Scene

By MOIRA McCORMICK

CHICAGO—A one-of-a-kind 24/48-track digital studio set to go on line this month will be the first Chicago-area facility to cater primarily to major music clients.

Believed to be the only resort-based recording studio in the country, Sound Summit Studios at the Americana Hotel in nearby Lake Geneva, Wisc. has aimed its luxurious setting and its design and hardware investment of more than \$1 million at the type of music client the Chicago area does not often see.

Owner/operator Phil Bonanno, a former engineer at one of Chicago's "big three" recording studios, Chicago Recording Co., says one of the

main reasons the Windy City has not been a center for major album projects is that the advertising industry dominates prime time in all of Chicago's 24/48-track studios. Bonanno, whose previous credits include the Outlaws and Survivor (including their Grammy-winning "Eye Of The Tiger"), says he decided to build a studio designed first and foremost for album projects.

Enlisting the design and construction talents of Los Angeles-based Lakeside Associates—the engineering firm responsible for Kenny Rogers' Lion's Share studio, Editel New York's post-production audio room, and John Farrar's Beverly Hills studio—Bonanno leased the already-existing space from the Americana last fall. (Formerly known as Shade Tree Studios, the room had most recently operated under Vern Castle as Castle Recording.)

According to Lakeside executive vice president Steve Fouce, Sound Summit represents the ultimate in studio design for the firm. "We utilized every square foot, which had never been done in this space before," says Fouce.

The studio complex includes control room, sound studio, isolation room, acoustic locks, air-conditioned computer and amplifier rooms, echo chamber, workshop, lounge, offices, and efficiency kitchen. The hotel-size Americana kitchen is also available for clients' use, as are all resort facilities, notes Bonanno.

In addition to the several thousand square feet of the studio proper, he adds, Sound Summit clients can also make use of the adjacent 40,000 square foot Americana Convention Center, generally available to the studio four days a week. "It has a full tie-line system, which eliminates having cables all over the floor," Fouce notes, "and it can be used as an overdub room, echo chamber, even for a video shoot. You could drive semis

into the loading dock and unpack a whole stage in here."

The entire studio is "floated" on two inches of insulation and sound board, eliminating ground-level noise. Acoustic locks between hallway/control room and control room/studio also cut down the possibility of noise.

The 1,150 square foot control room features a Neve 8068 24/48-track console with NECAM automation, an Adam-Smith synchronizer, a pair of Studer 24-track tape machines (including Model A800), two Studer two-track machines, an MCI two-track machine, a Mitsubishi X80 digital two-track master recorder, two-way Lakeside LM VI monitors designed by Fouce and associate Carl Yanchar, cassette and video decks and "a full outboard complement."

In addition, a 25-inch Sony video monitor enables clients to view television, videotape, computer readouts or closed-circuit security.

Acoustics in the studio proper can be adjusted to any degree of liveness desired, says Fouce, via sliding panels lining the room, which when drawn back expose trapping areas hung with frequency-absorbent "blankets." Four sets of ceiling louvers can also be opened or closed for further acoustic adjustment.

The adjacent isolation or "spring" room features a marble floor, mirrored walls and a high ceiling for an even crisper live sound, says Fouce, which can also be "tuned" to order via sliding beveled glass doors. Other studio features include an open-air drum cage, JBL playback speakers, and a Yamaha grand piano. A final unique feature is a large outside window with a view of Wisconsin woodland.

"This is our best effort yet," declares Fouce. "As a technical facility, it can compete with any other, anywhere."

State-Of-The-Art 'Superboard' At Sunset Sound

By SAM SUTHERLAND

LOS ANGELES—With the quality and diversity of existing recording consoles available to competitive studio operators, why would a major facility devote three years and an estimated \$750,000 to building its own custom designed board? To staffers at Sunset Sound here, the answer lies in client needs and a reputation already firmly rooted in the success of Sunset's existing custom consoles.

"People have come to Sunset in the past because we've always had a very clean sound in our rooms," explains Murray Kunitz of the Sunset Sound staff. "That's why we've always stayed with straight wiring in our construction, and avoided FETs and other components that might have been fashionable in other designs, but threatened the end performance."

Over the years, that reputation for a high caliber of design integrity in Sunset's consoles was offset by increasing demands for more flexibility

in its control room. Thus, the studio's separate Sunset Industries arm began mulling the possible design and operation goals of a new, upgraded console that would meet or exceed the audio performance standards set by its existing boards, while dramatically increasing both the quantity and flexibility of audio inputs and related signal processing components.

Now operating and undergoing its first actual session assignments, Sunset's "superboard" in its venerable Studio One represents more than three years of research and development and over a year of actual construction. Included in its estimated investment value were extensive computer design simulations.

Sunset's Studio One board does employ components from other manufacturers, including Neve NECAM automation and API equalization modules from Datatronix, but virtually every element in Sunset's ambitious, logic-controlled design has been customized. In contrast to the

32-input custom console it replaces, the new board provides 56 channels in its main frame, along with an additional 12 channels in its console module that can be fully removed from the signal path.

A 12-volt CMOS logic memory allows single routing, eliminating unnecessary switching and making the system compatible for more extensive computer control functions in the future. The system also provides extensive redundancy to minimize data losses and down time, and, unlike such automated systems as the conventional NECAM or Solid State Logic arrays, preserves memory in each signal module.

"There's no section failure that would bring this system down," claims Kunitz, "short of firing a magnum revolver into the power supplies."

The use of sophisticated logic controls has also reduced the number of switches while increasing the actual

(Continued on page 44)

HIGH QUALITY BULK AUDIO TAPE. CONSISTENTLY.

Sunkyong's SKX bulk audio tape gives you everything a professional needs—consistently high quality, reel after reel after reel.

We can offer this consistency because our entire quality control procedure is under one roof. Ours! The fact is, we manufacture every single component ourselves, from the polyester base film to the label. No cutting corners, no cutting costs.

And we have the resources to back up our claim. We're one of the largest companies in the world outside the United States, with 1982 sales of over \$6.2 billion.

If you'd like to know more about our super quality SKX or our other bulk audio tapes, gives us a call. Sound us out.

SUNKYONG

235 West 132nd Street, Los Angeles, CA 90061 (213) 327-5010

NEW YORK

Paul Wexler is producing the group **Me & I** at **Evergreen** for **Chrysalis**. Also there, **Ted Hayes** is producing **Alfonso** "The Tap Dance Kid" **Ribeiro's** first single for **Prism**. . . . The following projects are underway at **39th Street Music**: **Capitol's Ashford & Simpson** are cutting new material with engineer **Tim Cox**. **Jules Shear** is producing his own work for **EMI America**, with **Richard Kaye** at the board. **Select/Atlantic** artist **Gary Private** is working with producer **Fred Munao**, who is also doing an album for **Select** group **Crystal**. **Kaye** is engineering both sessions.

RCA's Interboro Rhythm Team (IRT) is working on its second single at **Vanguard**. **Raul Rodriguez** is producing that and a track for new group **Ra Ma** on **Sugerscoop** Records. At the same studio, producer **Mark Berry** is working on tracks for **PolyGram's Hot Box**.

LOS ANGELES

At **Group IV**, **Herbie Hancock** is mixing tracks for the film "A Soldier's Story" with engineer **Dennis Sands** and assistant **Andy D'Addario**. **Odin** is laying tracks for the newly formed **What** label with producers **Chris Ash-**

ford and **Robert Berman** and engineers **D'Addario** and **Bob Winard**. . . . Producers **Billy Osbourne** and **Zane Giles** are tracking **Red Label** artist **Linda Cliffert** at **Sound Image**. **Elliott Peters** is at the board for **Martha & Mills Productions**. **Jerry Marcellino** is producing **Debbie Meadows** for **Lakeside Productions**, with **Steve Mitchell** at the board. And **Dito Godwin** is producing **Hott Ticket** for **Reel To Reel Productions**. **John Henning** is engineering.

Plenty of activity at **Larrabee Sound**. Production team **Jimmy Jam** and **Terry Lewis** are mixing the **SOS Band's** next **Tabu/CBS** album with engineer **Steve Hodge** and assistant **Fred Howard**. **Louil Silas Jr.** is mixing **One Way's** new **MCA** single, with **Taavi Mote** engineering and **Sabrina Buchanek** assisting. **Andre Cymone** is mixing the **Girls** for **Columbia**. **Mike Stone** is at the console, with help from **Buchanek**. Another **Columbia** artist, **Arthur Blythe**, is being mixed by producer **Todd Cochran**, engineer **Bernie Kersh** and assistant **Brad Coker**. And producer **Rick Gianatos** is working on singles for **Total Experience** acts **Yarbrough & Peoples** and **Switch**. **Peter Kruger** and **Buchanek** are at the board. Finally, **Wayne Holmes** is produc-

ing **Lushus Daim** with engineers **Mote** and assistant **Toni Greene**.

The following projects are being mastered at **JVC Cutting Center** by engineer **Joe Gastwirt**: Two singles from **Toni Tenille's** **Mirage** album "More Than You Know"; A new **Jimi Hendrix** album for **Warner Bros.**; an album by **Timothy B. Schmit**, formerly of the **Eagles** and **Poco**, for **Elektra**; albums for **Pablo Records** by jazz masters **Joe Pass**, **Zoot Sims** and **Joe Turner**; and a percussion album by **Ronald Shannon Jackson** for **Celluloid**.

NASHVILLE

At **Scruggs Sound**, **Randy Scruggs** and **John Thompson** are producing a Christian album by **John & Patti Thompson** and **Gary McSpadden** is wrapping up a new album for the **Gaither Vocal Band**. Engineer **Tom Brown** and assistant **Dorothy Smith** are handling both sessions.

The following projects are in progress at **Woodland Sound**: **Bunnie Mills** is doing overdubs for his own album with engineer **Tim Farmer** and assistant **Fran Overall**. Producer **Little Richie Johnson** is mastering tracks for **Barbie Phillips**, with **Farmer** and **Overall**. **Jimmie Grace Van Vactor** is doing vocal and string overdubs with producer **Snuffy Miller** and arranger **Bill Walker**. **David McKinley** is engineering, with help from **Farmer**. **George Richey** is producing overdubs for **Loretta Lynn's** new live album with engineer **Ken Criblez**. On a side note, a **McDonald's** jingle produced at **Woodland Sound** received the **Cleo Award** for best corporate tv commercial.

OTHER CITIES

Mick Jagger is recording his first solo album at **Island's Compass Point Studios** in the **Bahamas**. **Bill Laswell** of **Material** is producing the **CBS** album, slated for fall release. . . . Two **Atlantic** artists are in at **Criteria** in **Miami**. Returning to the site where he recorded "Crosby, Stills & Nash," "Manassas" and "Long May You Run," **Stephen Stills** is now

working on "Right By You." **Ron & Howard Albert** of **Fat Albert Productions** are producing with engineer **Mark Draeb**. And **Englishman John Parr** is recording his label debut with producer **Peter Solley** and engineer **Jim Sessody**.

Italian group Pooh is producing its own **CGD** album at **Lahaina Sound** in **Maui, Hawaii**. **Maurizio Biancani** and **Steve Tose** are at the board. . . . At **Emmaus Sound**, **Pt. Pleasant, N.J.**, **Karavan** is working on a **Capitol** album. **Trevor Gale** is producing, with **Joe Saint** engineering. At the same studio, **Adam Gus Falcon** is wrapping album tracks. **Falcon** is producing with **Richard Berardi** and **Saint**.

Cats On A Smooth Surface are cutting tracks at **Shore Fire Recording**, **Long Branch, N.J.** **Garry Tallent** and **Bobby Banniera** are co-producing. **George Karak**, writer of **Bon Jovi's** "Runaway," is doing demo work there with **Mike Hommel** at the board. And **Justin Pink** is completing a concept album for **Looseleaf Records**. **Hommel** at the board for that one, too. . . . In **Boston**, **Malcolm McLaren** is completing his second **Charisma/Island** album at **SyncroSound**. **Stephen Hague** is producing, **Walter Turbitt** engineering and **Gary Wright** assisting.

In **Fort Lauderdale**, several artists are bending electrical currents at **New River**. Jazz pianist **Ahmad Jamal** is mixing a double album for **La Maj Records** with producer **Jimmy Johnson**, engineer **Pete Green** and staff engineer **Ted Stein**. Reggae act **Gumbo Limbo** is continuing work on an **Edible Records** album. **Rick Holcomb** is producing, with **Stein** at the board and **Teresa Verplanck** assisting. **Disco CBS** artist **Lissette Alvarez** is producing her own album, with **Stein** engineering and **Verplanck** and **John Slywka** assisting. Jazz artists **Billy Ross** and **Mike Levine** are mixing their second album together. **Tony Snetro** is co-producing, with **Stein** at the console. And heavy metal act **Cryer** is cutting tracks, with **Bob Miller** and **Joel Diamond** producing and **Miller** doubling at the board with help from

Stein, Verplanck and **Slywka**.

Jonathan Edwards and the **Seldom Scene** are recording an album for **Sugar Hill** with engineer **Bill McElroy** at **Bias Recording** in **Springfield, Va.**. . . . **Grandmaster Flash's Reggie Griffin** and **Paul Thomas** are producing a **Rickie Clark** single at **TRC** in **Indianapolis** for **Becket/Circle City Records**. And the **Circle City Band** is there with an album for the same label with **Thomas** producing and **Alan Johnson** at the board. . . . At **Sigma Sound's** **Philadelphia** location, **T. Life** is producing **Sizzle** for **PolyGram**. **Gene Leone** is engineering, with help from **Barry Craig** and **Glen McKee**. And **John Robie** is producing himself with engineer **Jim Dougherty** and assistant **Barry Craig**.

At **Studio A**, **Dearborn Heights, Mich.**, **Joey Carvello** and **Eric Morgeson** are doing final mixes on **Megatwa Fatman** for **Critique**, produced by **Bill McKinney**. **Natasha** is there producing its own material, with **Morgeson** at the console. And **Tony Ray** is laying rhythm tracks with co-producers **Jim Vitti** and **Peter Saputo** for **EMP Productions**. . . . At **Extraterrestrial Sound**, **Glen Cove, N.Y.**, three exercise albums for pre-schoolers are being made. **George Wallace** is producing/engineering.

All material for the **Studio Track** column should be sent to **Kim Freeman** in **Billboard's New York office**.

DOES YOUR
COMPACT DISK SOUND LIKE JUST ANOTHER RECORD?
VIDEO SOUND LIKE THE SAME OLD ANALOG?

ONLY 100% DIGITAL MASTERS...
HAVE 40% MORE DYNAMIC RANGE

DIGITAL BY
Dickinson
NO DOLBY

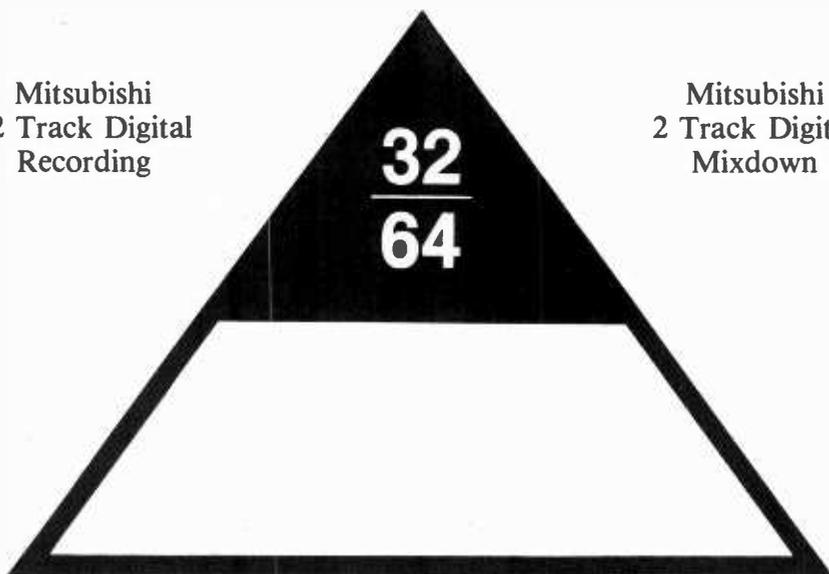
- DIGITAL STUDIO ON PREMISES AT ANALOG RATES OR REMOTES
- LEASING 3M MULTI-TRACK & JVC 2 TRACK
- Q-LOCK TO VIDEO
- 201-429-8996

Videodisk
Top 20 Chart
Every Week
In
Billboard

WE'RE AT THE PEAK OF THE PYRAMID WORLD CLASS DIGITAL

Mitsubishi
32 Track Digital
Recording

Mitsubishi
2 Track Digital
Mixdown



FANTASY STUDIOS

Berkeley, California
Call Roy Segal (415) 549-2500

With your apex printer you'll print label copy right on your cassette.

Print up to 5,000 units per hour.
Save time, money, trouble, space.
Eliminate inventory problems, costly label overruns.
Save 4¢ or more per cassette.

4 models to choose from:
Two one-color table top models.
Two high production multi-color consoles,
that print up to three colors in one pass.



Distributed in the U.S.
and worldwide by
audio
AUDIOMATIC CORPORATION

400 Madison Avenue
New York, New York 10017
Telephone: (212) 308-6888
Telex: 12-6419



AMPEX GRAND MASTER® 456

Success in the professional recording business comes from using the best—the best talent, the best music, and the best tape.

That's why more of today's top recording studios have the confidence to choose Ampex 2" tape over all other professional studio mastering tapes. Combined.

Confidence that comes from consistency.

Proven consistency. Proven by testing every reel of Ampex Grand Master® 456 end-to-end and edge-to-edge, to make certain you get virtually no

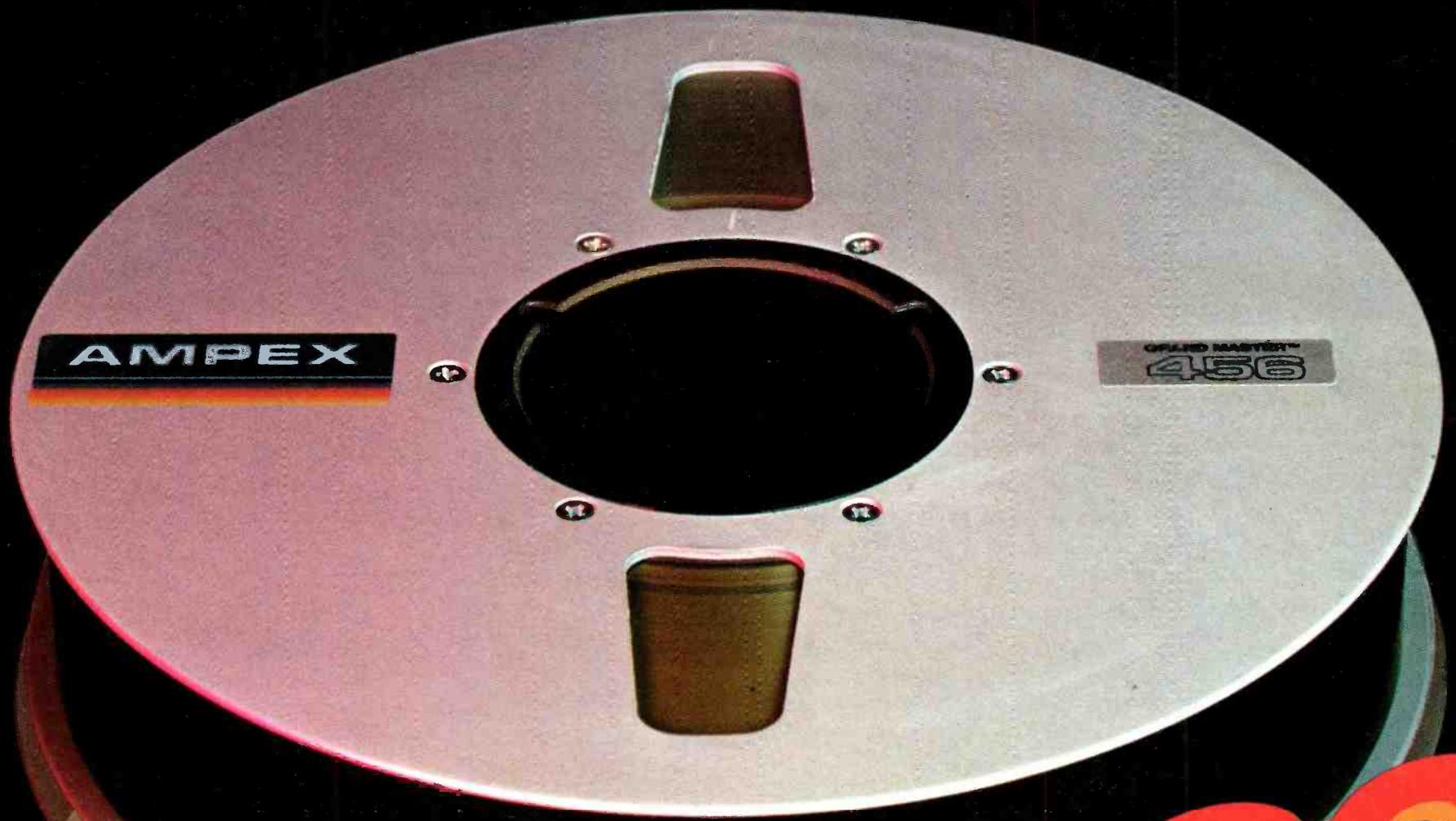
tape-induced level variations from reel-to-reel, or case-to-case. And we even include a strip chart in every box of 2" 456 to prove it.

With Ampex Studio Mastering Tape you also get consistency of delivery. Because we stock our tape inventory in the field, we're always there when you need us.

If the ultimate success in a studio mastering tape is measured by more hit records from more top recording stars, then Ampex professional studio mastering tape is the most successful tape in the world.

AMPEX

Ampex Corporation • One of The Signal Companies 



Success

Ampex Corporation, Magnetic Tape Division, 401 Broadway, Redwood City, CA 94063, (415) 367-3809

Even if you haven't heard of RUSK, YOU'VE HEARD RUSK.

Donna Summers "Bad Girls" "Live and More" TV Special, "The Wanderer"
Steel Breeze "You Don't Want Me Anymore," Laura Brannigan "Gloria," "Solitaire,"
Elton John "Victims of Love," John Cougar, Giorgio Moroder, Sylvers, Billy Idol,
Blondie, Stacy Lattisaw, Barry Manilow, Stevie Woods, etc. etc. etc.



 Rusk Sound Studios
Hollywood, California
(213) 462-6477

Pro Equipment

Engineer Referral Service Opens Doors In New York

NEW YORK—i contact, a recording engineer referral service said to be the first of its kind in this city, is now open for business. According to the firm's founder, Yvonne Sewall, who also serves as studio manager for Evergreen Recording here, the service acts as a link between engineers and clients, pairing the ones best suited to each other for a given project.

"The idea is to build up a relationship between a client and an engineer," says Sewall. "It benefits them both, because the client gets someone who specializes in the particular type of project he's involved in, and the

engineer will get additional work later on if the client is pleased with his work."

A similar service already in operation here is Time Capsule, which, though it also provides engineer referrals, is primarily a broker for both studios and production coordination. A major difference between the two, says Sewall, is that engineers connected with Time Capsule are not under contract to that firm, whereas i contact does maintain contractual arrangements with its engineers.

"I act as a representative and take a percentage from the fees paid to the engineers we refer," she explains.

According to Sewall, the service is designed primarily to save clients time, energy and headaches when searching for the right person for the job at hand. i contact puts out a personnel list of its engineers, listing their prior credits, area of music specialization and other skills they might possess, such as synthesizer or digital drum programming.

Among the engineers currently under contract to the service are Wayne Vican, Tim Geelan, John Palermo, Tim Bomba and Gray Russell.

STEVEN DUPLER

New Console At Sunset Sound

• Continued from page 41

degree of control flexibility. Again, clients' comments on preferred features provided real-world references during the design stages. "They didn't want to see as many switches for echo and fold-back, yet they wanted more signal sends," notes Kunitz as an example.

These refinements haven't resulted in any less imposing a design, however. Apart from the main console itself, the system still provides 1,028 inputs via its patch bay, and the massive console structure provides its own internal air conditioning systems to keep operating temperature constant. As with Sunset's original consoles, FETs and VCAs have been avoided, while the API 550A equalizers have been modified with Jensen-designed operation amplifiers and output coils to "clean up the signal path."

Concurrent with assembly and testing of the console itself, Sunset also gutted and rewired both Studio One and its control room. Although a first glance at the studio itself shows no dramatic departure from the no-nonsense look of the original room, its acoustic treatment has been rendered more flexible by a tidier arrangement of movable baffles and surfaces to alter room sonics. The control room, meanwhile, has been substantially revamped: A new double-wall control window eliminates acoustic coupling between the two rooms, and the ceiling was raised and reconfigured to improve response.

Dedicated outboard equipment racks, a new cue-lock system and audio/visual interfacing were also included in the control room design. Monitoring was designed by George Osberger, using JBL components.

As for the console itself, design was handled by Sunset's Don Wolford and Jeff Taylor, who was brought in to upgrade another Sunset console and is credited with developing the Studio One console's digital logic system. Other Sunset staffers crucial to the project were Larry Weisbech and Mark Sachett, who assembled and wired the console's modules.

CASSETTE LEADER LOCK

(STAKING ROD)

MANUFACTURED BY THE BURNHAMS

WILL NO LONGER BE SOLD

THRU

CHET DUNN ASSOCIATES

BEDFORD, MA

EFFECTIVE JUNE 7, 1984

ALL USERS OF CASSETTE LEADER LOCK
MAY NOW BUY DIRECT
FROM THE FACTORY

AT A

NEW LOWER PRICE SCHEDULE

THE QUALITY CONTINUES...

THE PRICES DROP!!

THE BURNHAMS

P.O. BOX 312 ■ GLENS FALLS, NEW YORK 12801
NEW YORK (518) 792-1323 ■ CALL TOLL FREE 800-833-8783 — EXT. 6
TELEX 6971460

Talent



THE LOOK OF LOVE—Shalamar's Howard Hewitt joins LaToya Jackson during a taping of "American Bandstand," where they sang Jackson's current single "Heart Don't Lie."

Aerosmith Eyes Return To Mainstream Of Rock

By STEVEN DUPLER

NEW YORK—Aerosmith, perennial purveyors of hard, raunchy rock, are making a big push to reenter the commercial mainstream by first reaching out to grass-roots audiences throughout the Midwest and East Coast.

The act has regrouped with its original lineup, including guitarists Joe Perry and Brad Whitford as well as frontman/vocalist Steven Tyler, aligned itself with new management, and is set to hit the road on a modest

Rolling Stones Enter Garden Hall Of Fame

NEW YORK—The Rolling Stones became the first group to be inducted into the Madison Square Garden Hall of Fame Thursday (14), when they were enshrined with nine other sports and entertainment personalities. The other 116 members of the Hall of Fame are all individuals, including Elton John, who was entered in 1977.

The Rolling Stones were the first contemporary music group to receive the Garden's "Platinum Ticket" award in 1981, honoring career concert attendance at the arena by more than 250,000 fans.

The Stones have notched 13 sellout performances at the Garden since their first appearance in November, 1969. Their other Garden dates were in July, 1971; June, 1975 (a five-performance engagement that set a Garden record at the time), and November, 1981.

30-date tour opening Friday (22) at the 1,850-capacity Capitol Theatre in Concord, N.H.

Interestingly, the band isn't planning to record a new album until the tour is concluded. In fact, although manager Tim Collins says that "discussions are taking place with almost every major label," the group remains, for now, without a record deal.

According to Perry, this is part of a plan to use the tour as both a proving ground for the re-formed lineup and a way to spark revived interest in the group. "We want to get a groundswell going first," he says. "This is obviously not a major promotional tour; we're not even going west of the Mississippi."

"After the album is released, we'll tour extensively," adds Tyler. "When we hit New York, we want new material and a new album under our belts. We're also considering doing a video soon of one of our classic tunes like 'Dream On' or 'Walk This Way.'"

Bringing the original Aerosmith members together again has helped enormously in generating both promoter interest and ticket sales, says Collins. He claims that the July 9 show set for a 13,000-seat Toronto venue yielded \$60,000 in ticket sales in just two days, with no advertising.

The management transition from Leber/Krebs to Collins/Barrasso has been anything but smooth, according to Tyler and Perry. Although ongoing litigation leaves the musicians unable to discuss the causes fully, they indicate that the relationship with Leber/Krebs had soured for a number of reasons. "There was so much going on over there at any one time that they couldn't really focus on us," says Tyler.

Perry, who broke ties with Leber/Krebs and signed with Massachusetts-based Collins/Barrasso when he left Aerosmith in 1979 to pursue a solo career, says, "At this stage of our careers, we need more personal management. There was just too much red tape over there."

The band's feeling now is "back to basics and down to business," according to Tyler and Perry. "We were the original road band," says Perry. "We once figured out that during an average year touring, we were spending only two months—in small segments—in our own apartments.

"We were constantly torn, constantly under pressure. When I left the band, it was because I felt Steven and I both needed a break from that pressure. Now, though, things are feeling really good. I think we're good for at least another 10 years."

Rod Stewart Rocking Out Again Scoffs At 'Streets' Image, But Not At His AOR Rebirth

By ETHLIE ANN VARE

LOS ANGELES—At the age of 39 and many times a millionaire, Rod Stewart looks with quiet amusement at his management's "taking it to the streets" approach to promoting his new album, "Camouflage."

"That's a lot of old bollocks, you know," says Stewart. "I was born on the streets, and I've earned a lot of money, and now I want to get away from the bloody streets."

"Kids aren't stupid. You can't put me onstage in a pair of Levis. They know I've got a certain lifestyle."

In one sense, however, Stewart approves of the tactics that manager Arnold Stiefel and Warner Bros. Records have used in targeting the album to more of a rock audience. "It's got me back on AOR playlists, which is something I've been missing for the last two albums," he says.

Stewart signed with Stiefel, his former booking agent at William Morris, after his separation from long-time manager Billy Gaff—a separation marked by several lawsuits. "I was managerless for the European tour last year," says Stewart, "and it was my opinion that I didn't need a manager, especially another one like Gaff. I thought perhaps my lawyer could take care of everything. But I've completely changed my tune."

Stiefel was responsible for arranging Stewart's sponsorship deal with Canada Dry, which will entail the soft drink manufacturer's name appearing on tickets and in advertising. "I won't have to wear a Canada Dry T-shirt or anything like that," deadpans Stewart.

"You can't go on the road without sponsorship now," he adds. "It costs us \$25,000 a day whether we work or not. So if we have two days off, we're down the toilet for \$50,000."

"The stage has already cost more than \$250,000, and it's not even finished. And once a stage is used, there's nothing you can do with it—I must have seven or eight stages in storage all over Los Angeles."

Stewart calculates that the four-month tour will give the band between four and five working dates per week, and he expects to turn a comfortable profit in the end. "But it's going to be bloody hard work," he says.

Accompanying Stewart's regular band on tour will be two horn players from Los Angeles-based Jack Mack & the Heart Attack, along with guitar hero Jeff Beck. This marks the first time the pair has worked together since Stewart was the vocalist for the Jeff Beck Group's earliest albums, "Truth" and "Beck-Ola."

Beck also makes an appearance on three cuts of Stewart's new album, although session musician Michael Landau is credited with the bulk of the guitar work. The album was produced by Michael Omartian, a first-

Woody Herman In New Hall Of Fame

WILMINGTON, Del. — Woody Herman has helped to launch a proposed Big Band Hall of Fame being sponsored here by the Big Band Society of Delaware.

The maestro came here with his band May 16 for a dance concert at the Radisson Wilmington Hotel, with the occasion also marking Herman's 71st birthday. Herman was inducted into the society's Hall of Fame along with Glenn Miller and Paul Whiteman, both of whom were honored posthumously.

time association for Stewart.

"I liked the sound of his record with Donna Summer, 'She Works Hard For The Money,'" says Stewart. "He and I had a lot of setbacks in the beginning—he wanted to use outside musicians, and I wanted to stay with the guys in the band. In the end, he proved right: I needed to bring in outside people."

"And there was one time he wanted to change the lyrics in a song because he's a born-again Christian. But, generally speaking, I would love to work with him again, even though we did have a few punch-ups."

Omartian brought the album in for \$320,000, according to Stewart, which the vocalist calls "real good... one of the cheapest I've done."

Black Promoter To Handle Anheuser-Busch Concerts

By NELSON GEORGE

NEW YORK — Black promoter Al Haymon is set to promote two black-oriented concert tours this summer for Anheuser-Busch, the Budweiser SuperFest and the Michelob concert series. The SuperFest concerts consist of 10 stadium dates in major markets, while the Michelob series totals 27 shows in medium-sized concert halls.

Haymon's participation with Anheuser-Busch is significant in light of last year's threatened boycott of the SuperFest by current Presidential candidate Jesse Jackson as part of an overall boycott of Anheuser-Busch products. The civil rights leader and several black promoters were highly critical of the beverage company for using white promoter Michael Rosenberg to handle the tour, though the SuperFest was conceived by Rosenberg and had been run by him since 1980.

Haymon sees no racial motives in his selection by Anheuser-Busch. He says the company "reviewed presentations of every major promoter of r&b shows in the country, several of whom were not black."

The SuperFest schedule begins June 29 at Houston's Summit, continuing June 30 at Dallas' Reunion Hall, July 8 outdoors at New Orleans' City Park, July 21 at the Oakland Coliseum, Aug. 3 at Atlanta's Omni, Aug. 4 at Washington's Capitol Center, Aug. 25 at Detroit's Joe

Stewart notes that the "Foolish Behaviour" album, which cost \$1 million to make, included a significant budget for "the boozier next door."

But, claims the about-to-be-divorced performer, those days of wild living are over. In fact, he hints, his days as a rock'n'roller may be ending as well.

"You have to grow up sooner or later," says Stewart. "And this is an awful business to grow up in. This business doesn't let you grow up. So there comes a time to look in the mirror and say, 'Well, the second part of your life can't really be the same as the first part of your life.'"

"This will either be my last tour, or I'll decide while I'm doing it that I want to go on. I'll tell you after the tour."

Louis Arena, Aug. 26 at St. Louis' Busch Stadium, Aug. 31 at Philadelphia's Spectrum, and Sept. 14-15 at New York's Madison Square Garden.

The Michelob shows debuted in 1981 as a series of "experimental jazz concerts," says Haymon, who promoted those dates. "It is being re-introduced this year with shows that will be more adult-oriented than the SuperFest shows." The series begins July 1 in Memphis with the O'Jays and Maze featuring Frankie Beverly and continues through Sept. 14, when it concludes with a concert at Cleveland's Front Row Theater.

Both tour packages will make use of local promoters, with Dick Grifey, Bill Washington, Jesse Boseman and Lee King among those who have been contracted to participate. Grifey was a critic of the SuperFest last summer and supported Jackson's boycott efforts.

Among the acts slated to appear at the SuperFest shows, as well as some Michelob dates, are Maze featuring Frankie Beverly, the O'Jays, Patti LaBelle, One Way, the Gap Band, the Bar-Kays, Ashford & Simpson, the Whispers, Deniece Williams, Bobby Womack, Kool & the Gang, Zapp featuring Roger, Gladys Knight & the Pips, Evelyn King, Teena Marie, and, depending on their recording schedules, Smokey Robinson, Rick James and Herbie Hancock.

High Quality, Low Cost

DEMO DISCS

Less Than 50¢ ea.

Eva-Tone Soundsheets, unbreakable flexible phonograph discs, will faithfully reproduce the master or demo tape you provide. Soundsheets won't crack or chip like records, and they're cheaper to mail than tape or cassettes. Choose our special ET-1000 package and get: 1,000 8-inch, 8-mil stereo Soundsheets recorded on one side with up to 9 minutes of sound. (That's more time than you'll get on a 45.) Label. Paper Sleeve. You send tape and label information. In larger quantities, Soundsheets can cost less than a postage stamp. Write or call today for details:

EVA-TONE SOUNDSHEETS - Dept. BB
P.O. Box 7020 / Clearwater, FL 33518
Toll-Free 1-800-EVA-TONE (in Florida 813-577-7000)

Unsurpassed in Quality

GLOSSY PHOTOS

24¢
EACH IN
1000 LOTS

1000 POSTCARDS \$165.00

100 8x10 \$32.95

CUSTOM \$98

COLOR PRINTS per 100

COLOR LITHO \$425

per 1000

COLOR \$240

POSTCARDS per 3000

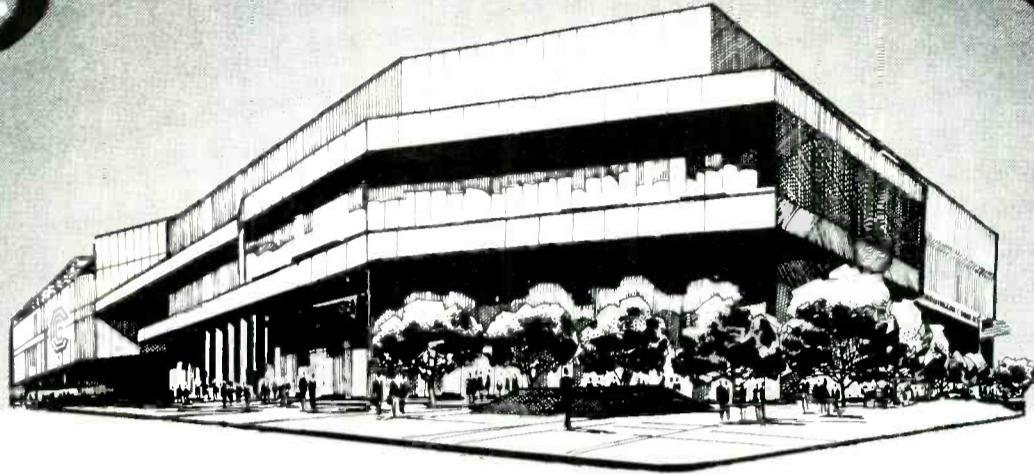
MOUNTED 20"x30" 30"x40"

ENLARGEMENTS \$25.00 \$40

COPYART
Photographers
163 WEST 46th STREET, N.Y. 10036

(212) 382-0233

JAMES BROWN 83 CONVENTION CENTER



A full house! 9,467 paid in this brand new and exciting 10,000-seat facility for the May 19, 1984 James Brown concert. If you're booking Washington, D.C., look into the area's newest and best

entertainment venue for action! For availabilities and arrangements, contact:

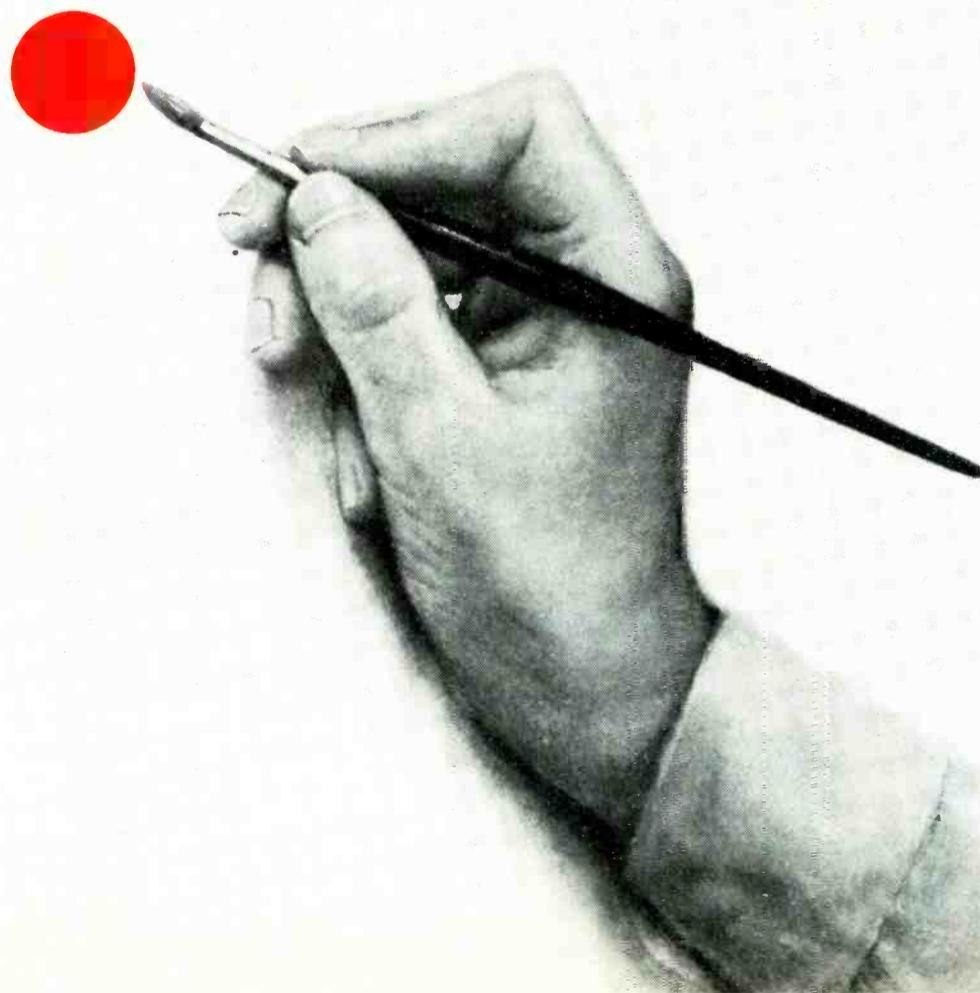
KHALIL JOHNSON
(202) 371-3027



WASHINGTON
CONVENTION
CENTER

"WASHINGTON IS A CAPITAL CITY."

WHAT'S NEW?



BERLIN

Beacon Theatre, New York
Tickets: \$13.50, \$12.50

Whether by choice or design, Berlin on stage is a far different band than Berlin on record. The band sheds its slick synth-pop veneer, going for a tight, traditional guitar- and drum-dominated performance with relatively few synthesizer seasonings.

More is gained than lost by the change. The band's tunes had far more life and power on stage here than in the studio versions on the group's Geffen albums.

Giving the music most of its energy and keeping the audience jumping on its seats was lead singer Terri Nunn. Nunn gives a powerful and precise performance on the group's albums, but there's a certain emotional reserve. In live performance, her sometimes coolness slips away. At the Beacon, Nunn unleashed an unexpected ferocity which was well received by an excited audience.

The loudest response was to the group's early hit "Metro," while "Sex," another Berlin staple, was ruined without carefully coordinated electronic effects behind it. The vocals virtually disappeared in the mix, and the song's sinuous rhythms were lost in the space of the 2,600-seat theatre.

Providing a foundation for Nunn's performance was lead guitarist John Crawford. The two members played off each other to give the concert most of its drive. Berlin's biggest problem now is to decide what to do when its lead vocalist is off the stage. Every time Nunn left for a rest break, the loudest sound was that of backside hitting their seats as audience members settled down to the level where the band's energy had dropped. **TONY SEIDEMAN**

LAURIE ANDERSON

Shrine Auditorium, Los Angeles
Tickets: \$15, \$13.50

The museum crowd turned out in force for Laurie Anderson's June 8 show at the Shrine, and the fear that the performance artist's presentation would be oh-so-intellectual and la-de-da was banished within moments. Anderson was mesmerizing, totally entertaining, and completely accessible for all but pre-schoolers and Iron Maiden fans.

It's hard to review Anderson's show in less than a term paper; there's so much going on that she seemed at times more magician than musician. One's attention was held in so many directions simultaneously: the video presentation, Anderson's puckish sense of humor, the excellent backing of her six-piece band.

The Shrine is an unusual venue for a concert bordering on rock, but it worked for this show. The high stage accommodated the giant video screen, and the sound was bright. Also, theatre seating allowed the audience to pay heed to the many intertwined elements of the evening.

Segued between "Excellent Birds," "Sharkey's Day," "Ko Ko Ko" and other songs from Anderson's recent Warner Bros. album were bits and pieces of poetry, visual puns and even slapstick. "Gravity's Angel" proved that Anderson has a fine soprano when she wants to use it, and the two hour show proved that she has a perfect sense of pace and timing.

Synthesist Joy Askew, vocalists Dollette McDonald and Janice Pendarvis, percussionist David Van Tiegham, guitarist Richard Landry and saxophonist/flutist Chuck Hammer were

onstage for the songs, though Anderson spent much time alone with prerecorded tape and video accompaniment.

The only sad part about this five-course meal of a concert was that, from this point forward, Anderson's albums will seem to be two-dimensional representations of a three-dimensional whole.

It is Anderson's gift to take the cliches of modern life—everything from language to computers—and make you see them in a new way. In so doing, she makes you see both music and art in a new way, as well. This is a lot to bite off, and many of Anderson's pretentious colleagues are choking on their own self-indulgence. Anderson is capable of both chewing and swallowing with style.

ETHLIE ANN VARE

EDDY RAVEN

Cheyenne Club, Nashville
Tickets: \$5

Having found that the end of his rainbow nestled in Mexico, Eddy Raven celebrated the discovery by serenading a packed house here June 7. Raven's "I Got Mexico" recently became his first No. 1 country hit, although he has been one of country music's most applauded singers and songwriters for the past 10 years.

Because of this artistic longevity, Raven was able to turn his 55-minute showcase into a triumphant "best of" display, with no filler and no slow spots. Sensing himself among friends, he worked the stage as if it were his living room. Occasionally, he became so casual that his mannerisms detracted from the seriousness of his songs and the majesty of his voice. But beyond this caveat, his performance was flawless.

Raven's vibrant, yearning, ever-so-slightly-pain-tinged vocals adapted as well to such love songs as "I Should Have Called" and "You're Playin' Hard To Forget" as they did to the desperately energetic Cajun tunes, "A Little Bit Crazy" and "Dancin' At the Fais-Do-Do." It was, however, his tender rendition of his song "Thank God For Kids" (a hit for the Oak Ridge Boys) that brought the loudest cheers.

Of the songs he did from his newest RCA album, "I Could Use Another You," the standout was the wise and marvelously concise "You've Got To Solo Sometimes." Raven can roar when he wants to, but he's virtually untouchable when it comes to lighting up the cracks and crevices of emotional upheavals.

EDWARD MORRIS

KING CRIMSON

Greek Theatre, Los Angeles
Tickets \$15, \$14, \$10

The trouble with having four certified musical geniuses on stage at the same time is that if you aren't enjoying the show, you assume it must be your own fault. After poking yourself awake for the third time, you realize that it may, in fact, be the fault of the performers; this is supposed to be a concert, not an IQ test.

King Crimson (different in all but one member from the King Crimson of the '70s, though no less supercilious) came to the outdoor Greek Theatre on June 5 to face a poorly sold house and offered up almost two hours of atonality, syncopation and cacophony.

Bassist Tony Levin, much admired for his work on the latest Peter Gabriel tour, switched between bass and synthesizer, assisting on vocals at times. He was far less animated than he had been in the past, though, and just sort of stood there bobbing his bald head. Robert Fripp, looking for all the world like an economics professor preparing to give a lecture, sat on a tall stool and let his fingers do the talking.

Adrian Belew took the role of frontman for the evening, singing lead when vocals were required and moving about the stage in his gypsy fortune-teller outfit. His voice can't carry a song, but then King Crimson doesn't really do songs. They do experiments.

Bill Bruford was a joy to watch. Sitting amid a kit of acoustics, Simmons, gongs, cymbals and chimes, he proved to be one drummer who can actually do a percussion solo that isn't boring.

The individual performances were technically excellent. But the individuals never meshed into a cohesive unit, never reached out to their listeners. What the performance lacked, in a word, was generosity.

"Sleepless," King Crimson's video, and

"Three Of A Perfect Pair," the title cut of their latest Warner Bros. album, gave a brief nod to accessibility. But, just so one shouldn't think the band had sold out or anything, they followed each with yet another exercise in dissonance. There was neither lighting nor staging to speak of, and next to no chat with the audience. It was rather like being allowed to sit quietly in the corner and watch the band rehearse.

ETHLIE ANN VARE

MILTON NASCIMENTO

Carnegie Hall, New York
Tickets: \$16.50, \$15.50, \$14.50, \$12

Brazil's most celebrated singer/songwriter made his U.S. debut June 2 before an intriguingly mixed audience. The capacity crowd that turned out to see Milton Nascimento at Carnegie Hall appeared to be about evenly-divided between transplanted Brazilians, who greeted him with a degree of enthusiasm befitting a national hero, and American jazz fans, familiar with Nascimento from his recorded collaborations with the likes of Wayne Shorter and Sarah Vaughan but not entirely sure what to expect from him as a performer.

By the end of the 90-minute concert, the Americans in the audience shared the Brazilians' enthusiasm, and everybody was up and dancing. Nascimento is a deceptively charismatic performer; seated on a stool and strumming an acoustic guitar, he hardly moved throughout the concert, but the emotional directness of his music held the audience spellbound.

That directness was undiluted by the fact that Nascimento sang in Portuguese. You didn't have to understand the lyrics of his songs to be moved by their rich harmonies and infectious rhythms. And Nascimento was at his most effective when he was at his most emotional: Although a carnival spirit and brisk uptempo songs dominated the evening, it was on the ballads that he truly stood out, displaying the full power of his remarkable voice, which moved with ease from a smoothly romantic tenor to a chilling falsetto.

Nascimento was accompanied by an excellent four-piece band, with Robertinho Silva's drums maintaining an explosive pace and Ricardo Silveira's electric guitar solos underscoring the debt that Nascimento's music, for all its distinctive Brazilian character, owes to such non-Brazilian sources as the Beatles (many of his songs have an unmistakable Lennon-McCartneyesque lilt). Together with keyboardist Wagner Tiso and electric bassist Nico Assumpcao, they helped Nascimento to demonstrate that his music is never less than accessible and often intensely moving; if it weren't for the fact that he doesn't sing in English, his success in this market would appear to be almost inevitable. **PETER KEEPNEWS**

COMMANDER CODY & HIS LOST PLANET AIRMEN

Lone Star Cafe, New York
Tickets: \$9

Long before the Stray Cats ever heard of rockabilly or Joe Jackson knew from jump swing, Commander Cody & His Lost Planet Airmen pumped some life into the sleepy early '70s by performing those styles as well as r&b, country and good old basic rock'n'roll. The Bay Area-based octet split up in 1976, come in time for their style of bar-band rock to come back into vogue.

This Lone Star show on June 5 was billed as a reunion concert and although only four of the original eight members showed up—pianist Commander Cody (George Frayne), guitarist Bill Kirchen, bassist Bruce Barlow and steel guitarist Bobby Black, joined by drummer Tony Johnson—the spirit and chops of the band were in place.

Many of the original songs from the Cody band's repertoire retained their spark here, and if songs about truck drivers and diesels sounded dated or out of place in Manhattan, well, who cared? The general attitude at the Lone Star seemed to take its cue from the band's opening number, "Too Much Fun."

The musicians have lost none of their ability—Frayne still exhibited a mastery of boogie-woogie piano, and his growled vocals sounded sincerely decadent; Kirchen's rockabilly licks were quite impressive as well.

JEFF TAMARKIN

(Continued on page 49)

AMUSEMENT BUSINESS Boxscore

The following are among the top concert grosses nationwide reported through the survey week. Included are act(s), gross, attendance, capacity of facility, ticket prices, promoter, facility, city, number of shows, number of sellouts and dates(s).

- **ALABAMA, LEE GREENWOOD, JANIE FRICKE—\$620,000, 41,360** (unlimited capacity), \$15, Ft. Payne (Ala.) High School, Keith Fowler Promotions/Salem Concerts, June 9.
- **RUSH, GARY MOORE—\$358,236, 13,236, sellout, \$14 & \$12**, The Forum, Inglewood, Calif., Avalon Attractions, two shows, May 29-30.
- **HUEY LEWIS & THE NEWS, DR. BONZO—\$350,025, 25,425, three sellouts, \$15.50 & \$13.50**, Greek Theater, Berkeley, Calif., Bill Graham Presents, June 8-10.
- **VAN HALEN—\$284,783, 21,095, two sellouts, \$13**, Tinsley Auditorium, Albuquerque, Beaver Prods., June 7-8.
- **ALABAMA—\$200,280, 13,352 (16,000), \$14**, The Standstone, Kansas City, Mo., Feyline Presents, June 2.
- **THE SCORPIONS, BON JOVI, DUKE JUPITER—\$191,303, 18,501 (20,000), \$14 & \$9**, Alpine Valley Music Theatre, East Troy, Wisc., in-house, May 26.
- **RUSH, GARY MOORE—\$186,827, 13,839, sellout, \$13.50**, Veteran's Memorial Coliseum, Phoenix, Beaver Prods., June 4.
- **JUDAS PRIEST, GREAT WHITE—\$134,837 (\$172,592 Canadian), 12,328 (12,500), \$12.73**, Winnipeg (Manitoba) Arena, Concert Productions International/Donald K. Donald/Nite Out, June 4.
- **THE SCORPIONS, BON JOVI—\$100,121, 8,673 (9,826), \$11.50 & \$10.50**, Providence (R.I.) Civic Center, Frank J. Russo, June 9.
- **THE SCORPIONS, BON JOVI—\$95,674, 8,492 (10,700), \$11.50 & \$9.50**, New Haven (Conn.) Coliseum, Cross Country Concerts, June 10.
- **RONNIE MILSAP, MERLE HAGGARD, RICKY SCAGGS—\$95,442, 9,265, sellout, \$12 & \$10**, The Met Center, Minneapolis, Varnell Enterprises, June 8.
- **MOTLEY CRUE, ACCEPT—\$70,234 (\$89,900 Canadian), 6,200, sellout, \$14.50**, Canadian National Exhibition Coliseum, Toronto, Concert Prods. Int'l., June 10.
- **JUDAS PRIEST, GREAT WHITE—\$66,523 (\$85,150 Canadian), 6,310 (6,500), \$13.50**, The Agriome, Regina, Saskatchewan, Concert Prods. Int'l./Donald K. Donald/Nite Out, June 2.
- **JUDAS PRIEST, GREAT WHITE—\$64,158, 5,425 (10,000), \$12.50 & \$11.50**, Dane County Exposition Center, Madison, Wisc., Stardate Prods., June 9.
- **BILLY IDOL, DEZ DICKERSON—\$59,087, 5,138 (8,000), \$11.50**, Dane County Exposition Center, Madison, Wisc., Stardate Prods., May 31.
- **OAK RIDGE BOYS, KATHY MATTEA—\$53,244, 4,093 (6,470), \$13.50**, Beaumont (Tex.) Civic Center, Innversions, May 19.
- **MERLE HAGGARD, DANA HAGGARD—\$52,126, 4,351 (6,181), \$12.50 & \$10.50**, Frank Erwin Center, Austin, in-house, June 1.
- **TED NUGENT—\$39,052, 3,004, sellout, \$13**, Mid-Hudson Civic Center, Poughkeepsie, N.Y., Concert Prods. Int'l./Donald K. Donald/Harvey & Corky, June 2.
- **DAVID GILMOUR—\$36,843, 2,902, sellout, \$13 & \$12**, Mid-Hudson Civic Center, Poughkeepsie, N.Y., Concert Prods. Int'l./Donald K. Donald/Nite Out, May 18.
- **MERLE HAGGARD—\$30,180, 2,062 (2,735), \$15**, Des Moines Civic Center, Contemporary Prods., June 6.
- **TED NUGENT, ALCATRAZZ—\$29,222, 2,541 (2,868), \$11.50**, Palace Theater, Albany, N.Y., Les Thompson Presents, June 9.
- **RICKY SCAGGS, IAN TYSON—\$28,929 (\$37,030 Canadian), 2,485 (2,765), \$14 & \$13**, Massey Hall, Toronto, Ontario, Concert Prods. Int'l., May 31.
- **KING CRIMSON—\$26,070, 1,736 (3,800), \$14**, Mesa (Ariz.) Amphitheater, Evening Star Prods., June 10.
- **PETRA—\$23,434, 4,100 (4,800), \$8, \$7 & \$6**, Troy Hobart Hall, Dayton, Athletes For Christ/Petrafiel Prods., May 29.
- **JIMMY STARR BAND, MYRON FLOREN—\$23,172, 3,862, sellout, \$6**, Action Park, Vernon Valley, N.Y., in-house, May 27.
- **BLACK OAK ARKANSAS, SPECIAL ONE O&E, BUSTER BROWN—\$20,150, 3,100 (4,000), \$6.50**, Bullitt County Fairgrounds, Mt. Washington, Ky., J & L Prods./Triangle Talent, June 3.
- **PETRA—\$14,882, 2,379, sellout, \$8, \$7 & \$6**, Auditorium Theater, Rochester, N.Y., The Vineyard, May 31.
- **PETRA—\$11,730, 2,160 (2,650), \$8, \$7 & \$6**, Proctor Theater, Schenectady, N.Y., Albany Youth For Christ/Petrafiel Prods., June 1.
- **PETRA—\$8,451, 1,287 (1,500), \$8, \$7 & \$6**, Malcolm Morrell Arena, Brunswick, Me., Morningstar Presentations/Petrafiel Prods., June 2.
- **PETRA—\$7,353 (\$9,266 Canadian), 1,137 (2,000), \$10, \$9 & \$8**, Lord Beaver Brook Arena, St. John, New Brunswick, Youth Alive/Petrafiel Prods., June 3.

Boxscores are compiled every Tuesday. If you wish to file your concert report in the corresponding region, please call Louise Zepp, Nashville (615) 748-8129; Ancil Davis, New York (212) 764-7314; or Linda Deckard, Los Angeles (213) 859-5338.

PUBLICITY PRINTS

Lithographed On Heavy Gloss Stock
BLACK & WHITE 8x10's
500 - \$55.00 1000 - 80.00
COLOR
1000 - \$376.00
Above Prices Include Typesetting & Freight
Send 8x10 Photo - Check or M.O.

Full Color & B/W Posters
Composites - Cards - Other Sizes

Send For Catalog & Samples

APC PICTURES
1867 E. Florida, Dept. BB
Springfield, MO 65803
(417) 869-9433 or 869-3456

ATTENTION POP HISTORIANS! ARCHIVISTS! TRIVIA NUTS!

Photocopies of weekly Hot 100 charts are available from Billboard's research department. Send issue date and \$3.50 per chart to:

BILLBOARD CHART RESEARCH
Attn: Barbara DeMaria
1515 Broadway—New York, NY 10036

Talent Dance Trax

Out of the past: Columbia will reissue one of the greatest records to have come out of disco's boom period at the end of June. Jackie Moore's "This Time Baby," we recall, was passed over at the pop level in favor of another "priority" record at the time, but still holds up wonderfully five years later: perfect production by Bobby Eli, heartfelt performance by Moore and exemplary mix and structuring by John Luongo. We're especially glad it's being reissued in unaltered form, and hope that the re-release is a forerunner of others to come . . . Dance fans from the early '70s will recognize "Sultana," a currently popular import, as one of the first Afro/European curiosities on the scene back then in its original Titanic version (still available on an Epic seven-inch). The excellent electro-reworking by Taracco will be released here by Personal; it brings the hook in even more forcefully than the original, to an insanely pumping drumbeat.

★ ★ ★

New singles: Billy Ocean's "Caribbean Queen" (Jive 12-inch) represents his return to stride after a two-year lull; like his "Nights" hit, it's a skillful redoing of varied American influences, specifically Nile Rodgers and that easy "Billie Jean" groove . . . Aleem's "Release Yourself" (NIA 12-inch) is more of the earthy street music that's made this New York duo a solidly supported cult act; this season's model has beat box added . . . West Street Mob's "I Can't Stop" (SugarHill 12-inch) can be looked at as more evidence that rap is becoming an evergreen form with its own classic moves. Its most "pop" moments are at the "Hit it!" hook.

★ ★ ★

Albums: It's pointless to call "(Who's) Afraid Of . . . ? The Art Of Noise!" (Island/ZTT) non-cohesive; its three hit cuts are crazy collages of sound to begin with. The 12-inch is rather a better buy, since there's as much old music here as new; also, the interesting new cuts—the title track and "A Time For Fear"—could use some reshuffling at the editing board. But this is nonetheless a groundbreaking album, destined to be copied and recopied . . . People's Choice, the old-guard Philly band, regrouped again, should provide some comfort to those wishing more conventional r&b stimulation. As ever, the vocals are basic and the rhythm tracks largely unadorned, except for the characteristic crack of the electronic Simmons drum.

★ ★ ★

Briefly: Shannon's third single, "My Heart's Divided," has been remixed with two snappy new breaks for a Mirage 12-inch . . . Modern English's "Machines" (Sire 12-inch promo) is non-urban art-rock to a heavy hip-hop track and could easily be a rock-club breakout, as could both rock cuts on the flip, "Rainbow's End" and "Chapter 12."



Same day service for DJs ordering before noon New York time. Call for our new catalog featuring new lower prices on import and domestic 12" We export to DJs in all countries (retail only). Telex - 4758 158 IM PT-DISC

Some of our brand new releases are:

U.S. & Canadian 12"	European 12"	What's the Name Of Your Love—Jackie Graham
Umsturz—New Breed	Small Town Boy—Bronski Beat	You'll Never Find—Bill Fredericks
Beats and Rhymes—UTFO	Heaven To Me—Technique	J.R. Robot—Models
Crash Goes Love—Loleatta Holloway	Seven Days—Total Experience	Total Experience—Seven Days
Saturday Night—The Maniacs	Take My Heart—Joe Yellow	Sice Me Nice—Fancy
I Love To Love—Valarie	Don't Stop—Time	Go Go Yellow Screen—Digital Emotion
With All My Love—Barbara Roy	Lazer Dance (remix)—Lazer Dance	Colour My Love—Fun Fun
Your Life—Konk	Love System—The Twins	When You Walk In The Room—Ramming Speed
Walk On The Wild Side—Steve Bolton	Self Control—Rafiq	
Girl Talk—Geraldine Cordau	Let's Break—Baobab	
At The Gym—The Fast	Zorro—My Mine	
Its Yours—T. La Rock and Jazzy Jay	Breakout Theme—The Breakout Crew	
Eye On You—Hippies With Haircuts	Chocolate City—Orlando Jackson	
Tie Me Down (remix)—Romance	No Escape—Max-hm	
Magic Man—WOW	Sultana—Taracco	
Egypt Egypt—Egyptian Love	I Love Men—Eartha Kitt	12" of Pleasure Vol. 2
Let's Make Love—L'Amour	Change of Life—Spies	Hi Energy Dance Music
Boys Just Want To Have Sex—Exude	Francis Love—Eastbound Express	Mixtures LP
Love On Video—N.Y. Model	All American—Toy	Passion Tracks Vol. 2
Reggae Dance—Spoooge Boy	Right By The Moon (remix)—K. Barre	High Energy Vol. 2
Native Love '84—Divine	Agents Aren't Airplane—Upstroke	Break Night

Import LP's

MAIL O DISC RECORDS 855e Conklin St. • Farmingdale, NY 11735 Phone (516) 694-0088

BEATS PER MINUTE

Another reason why dance music professionals read Dance Music Report

Where do leading dance music professionals turn for the only comprehensive top 80 dance music checklist? Dance Music Report.

Dance Music Report is how thousands of disc jockeys from coast to coast keep their act "on time" and "in touch" with the pulse of today's dance music market.

Subscribe Today!

- 1 year-25 issues
- U.S. \$35.
- Canada/Mex. \$40
- International \$80.

Please include your name, address, zip code and occupation on a separate sheet of paper with your remittance. All subscriptions paid in U.S. dollars.

DANCE MUSIC REPORT

Keeping you No. 1
210 E. 90th St., New York, N.Y. (212) 860-5580



Billboard Dance/Disco Top 80

Survey for Week Ending 6/23/84

©Copyright 1984, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

This Week	Last Week	Weeks On Chart	TITLE(S), Artist, Label	This Week	Last Week	Weeks On Chart	TITLE(S), Artist, Label
1	1	7	TELL ME I'M NOT DREAMING (TO GOOD TO BE TRUE)—Jermaine Jackson—(LP Cut) Arista AL8-8203	41	57	2	YOU'RE THE BEST—The Emotions—(12 Inch) Red Label RLDA-001
2	3	7	BLACK STATIONS, WHITE STATIONS—M + M—(12 Inch) RCA PW13802	42	38	6	MEGA-MIX—Herbie Hancock—(12 Inch) Columbia 44-04960
3	2	9	SELF CONTROL—Laura Branigan—(12 Inch) Atlantic 0-86954	43	11	12	NO MORE WORDS—Berlin—(12 Inch) Geffen 20195
4	14	3	WHEN DOVES CRY—Prince—(12 Inch) Warner Bros. WB-7-20222	44	24	12	TRIPPIN ON THE MOON—Claudia Barry—(12 Inch) Personal P 49808
5	5	7	The Ghost In You/HEARTBEAT—Psychadelic Furs—(12 Inch) Columbia 44-4984	45	23	9	CHANGE OF HEART—Change—(LP) Atlantic 80151
6	9	6	I DIDN'T MEAN TO TURN YOU ON—Cherelle—(12 Inch) Tabu 429-05003	46	19	8	PARIS LATINO—Bandelero—(12 Inch) Sire SR-20190
7	7	7	10-9-8—Face To Face—(12 Inch) Epic 49-04989	47	47	9	HEY D.J.—World's Famous Supreme Team—(12 Inch) Island 0-96956
8	15	4	DON'T GO LOSE IT BABY—Hugh Masekela—(12 Inch) Jive/Afrika JD1-9194	48	68	3	I'LL BE AROUND—Terri Wells—(12 Inch) Philly World 0-96944
9	8	8	JUMP—The Pointer Sisters—(12 Inch) Planet/RCA YB-13780	49	49	13	JAM ON IT—Newcleus—(12 Inch) Sunnyview SUN 411
10	18	5	I CAN DREAM ABOUT YOU—Dan Hartman—(12 Inch) MCA L-33-1180	50	12	10	BABY I'M SCARED OF YOU—Womack & Womack—Elektra (7 Inch) 7-69753
11	6	11	LAND OF HUNGER—The Earons—Island 0-96958	51	33	7	WHO DO YOU THINK YOU ARE—Innocence In Danger—(12 Inch) Epic 49-4985
12	10	6	FEELS SO REAL (WON'T LET GO)—Patrice Rushen—(12 Inch) Elektra 0-66970	52	67	2	DOCTOR! DOCTOR!—Thompson Twins—(7 Inch) Arista AS 19209
13	13	6	WHISPER TO A SCREAM (BIRDS FLY)—Icicle Works—(LP Cut) Arista AS 1-9155	53	NEW ENTRY		YOUR LIFE—Konk—(12 Inch) Sleeping Bag SLX009
14	17	4	STATE OF LOVE—Imagination—(12 Inch) Elektra 66975	54	25	10	TURN IT AROUND—Gino Soccio—Atlantic (12 Inch) 086960
15	4	10	DANCE HALL DAYS/DON'T LET GO—Wang Chung—Geffen (12 Inch) 20194	55	65	2	LOVE OF THE COMMON PEOPLE—Paul Young—(12 Inch) Columbia 44-04999
16	27	4	RHYTHM OF THE STREET—Patti Austin—(7 Inch) Qwest (QW) 7-29305	56	32	10	I'M LIVING MY OWN LIFE—Earlene Bentley—(12 Inch) TVI Records TVI 2011
17	39	3	LEGS—Z.Z. Top—(7 Inch) Warner Bros. WB-729272	57	62	2	DISSIDENTS—Thomas Dolby—(12 Inch) Capitol V08594
18	52	4	HURT—Reflex—(12 Inch) Capitol V-8588	58	NEW ENTRY		MY BEST FRIEND'S GIRLFRIEND—Marcus Miller—(12 Inch) Warner Bros. 20217
19	21	9	BOP 'TIL I DROP—Larrice—Streetwise SWRL 7821	59	34	7	WITHOUT YOUR LOVE—Nina Schiller—(12 Inch) Moby Dick BTG 336
20	20	5	LET ME DO YOU—NV—(12 Inch) Sire 20199	60	NEW ENTRY		GREASED LIGHTNING—Robert John—CBS Associated
21	45	3	ROMANCING THE STONE—Eddy Grant—(12 Inch) Portrait 4R9-04993	61	NEW ENTRY		I WANT TO BREAK FREE—Queen—(7 Inch) Capitol 5317
22	60	3	BOYS DO FALL IN LOVE—Robin Gibb—(12 Inch) Mirage 0-96940	62	35	11	THE REFLEX—Duran Duran—(12 Inch) Capitol V-8587
23	53	2	CRASH GOES LOVE—Loleatta Holloway—(12 Inch) Streetwise SWRL 2230	63	43	6	CITY LIFE—Hassan + 7-11—(12 Inch) Easy Street EZS-7508
24	36	4	TAKE A CHANCE—Nuance featuring Vikki Love—(12 Inch) 4th & Broadway BWAY-403	64	48	13	I WANTED IT TO BE REAL—John Rocca—(12 Inch) Streetwise SWRL 2225
25	50	3	THE GLAMOROUS LIFE—Sheila E.—(12 Inch) Warner Bros. WB-7-25107	65	69	3	DETERMINATION/IT SHOULD HAVE BEEN ME—Jayne Edwards—(12 Inch) Profile PRO 7046
26	26	8	ROCK BOX—Run D.M.C.—(12 Inch) Profile PRO-7045	66	66	2	BEELINE—Miquel Brown—(12 Inch) TSR 832
27	16	11	SOMEBODY ELSE'S GUY—Jocelyn Brown—Vinyl Dreams/Prelude VND-D01	67	NEW ENTRY		ONE STEP UP, TWO STEPS BACK—Betty Wright—(12 Inch) Jamaica JR 9002
28	51	2	IN THE HEAT OF THE NIGHT—Klinte Jones—(12 Inch) Oh My! OM 4009	68	NEW ENTRY		TOKYO ROSE—Kamikaze—(12 Inch) A&M 12095
29	30	5	KEEP ON DANCING—Touch Of Class—(12 Inch) Atlantic 0-86937	69	29	10	ALIVE WITH LOVE—Tina Fabrique—Prism PDS-600
30	42	4	HURRICANE—Kim Carnes—(12 Inch) EMI-America V7829-2	70	70	2	DEEPER AND DEEPER—The Fixx—(LP Cut) MCA 5492
31	31	6	SIBERIAN NIGHTS—Twilight 22—(12 Inch) Vanguard SPV-73	71	NEW ENTRY		VIA AFRIKA—Via Afrika—(12 Inch) EMI-America V-7822-1
32	28	8	GOTTA GIVE A LITTLE LOVE (Ten Years Later)—Timmy Thomas—(12 Inch) A&M GG-81203	72	61	14	BORDERLINE—Madonna—(12 Inch) Sire 0-20212
33	37	3	MICRO-KID—Level 42—(12 Inch) A&M 2631	73	NEW ENTRY		ANY DANCE/KICK IT—B. Preston—(12 Inch) Megatone MT 124
34	58	2	BREAKIN'...THERE'S NO STOPPIN US—Ollie & Jerry—(12 Inch) Polydor 8217081	74	41	12	STREET DANCE—Break Machine—(12 Inch) Sire 20189-0 A
35	44	4	IT'S A CRYIN' SHAME (SHA LA LA LA)—David Lasley—(12 Inch) EMI-America V-7823	75	59	16	THE DOMINATRIX SLEEPS TONIGHT—Dominatrix—(12 Inch) Streetwise STRL-2220
36	54	2	THE LEBANON—Human League—(12 Inch) Virgin/A&M SP-17276	76	63	7	WHAT PEOPLE DO FOR MONEY—Divine Sound—(12 Inch) Specific Records 225
37	46	7	10,9,8,7—Armand Duchien—A&M (Import)	77	56	8	I LOVE MEN—Cinema—(12 Inch) Promise PAL-7043
38	22	9	LET'S HEAR IT FOR THE BOY—Deniece Williams—(12 Inch) Columbia 44-4988	78	72	7	ONE NIGHT ONLY—Scherrie Payne—(12 Inch) Megatone MT 129
39	40	4	DON'T TAKE YOUR LOVE AWAY—Pushé—(12 Inch) Partytime-Streetwise (PT-108)	79	73	5	CALL ME/GOOD FEELING—Sylvester—(12 Inch) Megatone MT-128
40	55	2	CLOSE (TO THE EDIT)—Art Of Noise—(7 Inch) Island 7-99754	80	77	5	MY BOYFRIEND'S BACK—Mary Buffet—(12 Inch) Moby Dick BTG 1832

Compiled by the Music Popularity Chart Dept. of Billboard from a nationwide club survey of the most requested dance songs. * non-commercial 12-inch
○ Bullets are awarded to those products demonstrating the greatest gains in audience response this week.

YOUR COMPLETE DANCE MUSIC / 12" ONE STOP

NOW IN OUR 8TH YEAR

RETAILERS: OUR NEW SUMMER CATALOGUE IS OUT! IT'S OUR BEST ONE YET. CALL OR WRITE FOR A FREE COPY. YOU'LL BE ABLE TO FILL ANY 12" ORDER.



D.J.'S: LOOKING FOR THOSE HARD TO FIND DANCE CLASSICS? NEED NEW RELEASES? LET JDC HELP. CALL OR WRITE FOR A SEARCH FORM ATT. MICHAEL.

★ ★ THESE HOT WEST COAST GROUPS ARE NOW AVAILABLE FOR LICENSING: ★ ★
EGYPTIAN LOVER: KNIGHTS OF THE TURNTABLE: TYRANTS IN THERAPY:
"EGYPT, EGYPT" "TECHNO SCRATCH" "UNDERGROUND GIRL"

JDC RECORDS INC.

(IN THE PORT OF LOS ANGELES)
567 W. 5TH ST. SAN PEDRO, CA 90731 213-519-7393 TX ITT 4996506 JDCINC

Talent

Greg Kihn's Career No Longer In 'Jeopardy'

By JEFF TAMARKIN

NEW YORK—Does having a hit record change an artist's outlook on the business side of the music business? Beserkley's Greg Kihn, who scored a number two single with last year's "Jeopardy," thinks so.

"A year or two ago," says the San Francisco-area resident, "I was pulling my hair out worrying about chart positions and things like that. You know, I was getting pimples. Now I don't do that anymore."

Kihn hopes to repeat that success and do away with the pimple problem for another year with his new album, "Kihntagious," and his single, "Reunited." But he says he didn't give in to anyone's expectations by recording a carbon copy of "Jeopardy" or its top 15 predecessor, "The Breakup Song."

"Most people expected us to come back with a whole album sounding

like 'Jeopardy,'" says Kihn. "But I've never been able to repeat myself. 'Reunited' is a straight-ahead rock'n-roll song."

Kihn points out that the bulk of his nine albums on Beserkley, which is distributed by Elektra and on which he is the only artist, consist of pure rock'n'roll in the Bruce Springsteen/Tom Petty mold. It was only because of the success of "Jeopardy" that he was able to widen his audience, which had previously consisted primarily of Bay Area residents and pockets of Beserkley cultists on the East Coast and in Europe.

One major factor in the success of "Jeopardy" was the heavy rotation of the video on MTV and other rock video tv programs. A video for "Reunited" has also been shot and has already been added to MTV's playlist. The major difference between this video and his others, says Kihn, is

that "this time they allowed us to have a huge budget."

The video is a takeoff on "The Wizard Of Oz," complete with about 20 dwarfs (playing Munchkins, of course).

"What I like about it is that it's the only G-rated video I know of right now," says Kihn. "I've never recorded anything that's sexist, and unlike most other videos, this one has nothing in it that will offend."

"When I watch most videos I don't even know the bands, just the girls they use. I have to leave the room! With our video, kids will watch it and be able to laugh. It's fun."

Reflecting on his years of rocking, Kihn says he is most pleased that he has never had to "sell out" in his musical approach. Instead, he reasons, "The business outlook on us has changed. We've been playing the same kind of music—slightly r&b, slightly rock'n'roll, slightly Beserkley music—since we started 10 years ago. When we started we were considered out in left field. Now we have credibility and we're bankable and legitimate."

And what of the puns on his name that have graced many of his album titles ("Kihntinued," "Next Of Kihn," etc.)? "Yeah, well, you know," says the congenial Baltimore native, "I should always hate them and they should always keep coming. The formula works great."

"When I first heard the title, 'Kihntagious,' I made a sour face, but every time I do that the album is successful. So I'm not going to mess with it anymore."



ALL THAT GLITTERS—Glam rocker Gary Glitter announces his return to the music business and his first American tour to support his current Epic album "The Leader" at New York's Limelight. (Photo: Chuck Pulin)

Talent In Action

• Continued from page 47

FREDDIE MCGREGOR MICHIGAN & SMILEY STUDIO ONE BAND

The Palace, Hollywood
Tickets: \$8, \$10

In an effort to broaden the appeal of reggae, RAS Records has put together this three-act package, booked by International Booking in Houston. Thus far, the itinerary includes 32 different clubs around the country.

Dreadlocked Freddie McGregor took the June 8 show into high gear, with an almost playful approach to his love songs. His approach is lighthearted, skipping continuously through songs like "Big Ship," "Go Away, Pretty Woman," "Bobby Babylon" and "Reggae Feeling." The audience, two-thirds of whom were white, reacted most strongly to his rendition of the Hispanic standard, "Guantamera." McGregor should incorporate more

well-known hip hits for U.S. audiences, like some of the late Eddie Jefferson's jazz lyrics or blues standouts.

The Jamaican DJ-rap duo, President Michigan & General Smiley, were the middle act on the bill. Both men are excellent showmen, especially Michigan, who consistently came up with new and interesting dance steps. "Nice Up The Dance," "One Love Jam Down," "Rub-A-Dub Style" and "Sugar Daddy" grabbed the strongest response, with a newer title, "Everybody Do The Reggae Ska," pointing up the link between the two musical styles. However, since much of the duo's appeal is tied to their significant lyrics, they would do well to speak or sing more articulately and to get the backup band to tone down.

The Studio One Band opened the show, setting a mood of big-bottomed primitive rhythms. Pablo Black, working multiple customized keyboards, creates marvelous horn and reed sounds that makes the group's approach unusual for reggae. Here, too, the volume was often overpowering.

JOHN SIPP

PROMOTIONAL MUSIC VIDEO

Available on 1 Hour Tape Compilations to colleges, nite clubs, and other public venues throughout America.

We provide: • Newest Releases
• Quick Service
• Highest Quality
• Low Cost

Call us today to see if you qualify to receive promotional videos on a monthly basis.

Lawrence Enterprises

Out of State (201) 667-4026

In N.Y. (212) 460-0035

#1 way of staying on top of video music



THE NEW AND EMERGING DISCO MUSIC

LABEL FROM ITALY!

Here are some of the available brand new releases

ITALIAN 12" DISCO

- MARIMBA TREE/HUSH "NGLE
- BRAND IMAGE/MOVIN' UP
- MAX-HIM/NO ESCAPE
- ROBERT BRAVO/LOVE ME LIKE I DO
- ALBERTO CARRARA/SHINE ON DANCE
- RED GANG/FLY TO AMERICA
- LOVABLES/IT'S BEAUTIFUL
- BELLY MIRANDA/TAKE ME TO THE TOP
- THE BREAKOUT CREW/BREAKOUT THEME
- MAQUILLAGE/ODYSSEY & DANCE HALL DAYS
- TOLEDO GIRL/LITTLE JACK JINGLE
- ZETA/EH AH OH
- PAUL SHARADA/FLORIDA
- FAKE/FROGS IN SPAIN
- VERAGO/I DON'T REMEMBER
- TEXAS JOHNNY/SUPERMAN
- REEDS/THE GAME
- SAXOPHONE/SOUVENIR
- RITA/SIXTIES
- MODELS/J.R. ROBOT
- SCOTCH/DISCO BAND
- BYE BYE BAND/THIS IS NOT A LOVE SONG
- NO YES/OWNER OF A LONELY HEART
- ANGIE/CLOUDS
- LOS ANGELES T.F./LET YOUR BODY DANCE

- CAROLA/HUNGER
- PIERROT'S GANG/MEXICO
- SHELLY BRIEN/IN THE NIGHT TIME
- LEADER BAND/YOU'RE MY EVERYTHING
- MR. ROCAMBOLE/I'VE GOT YOUR SOUL
- LARRY DAY/FASHION GIRL
- PATRICIA HARRIS/HEAVEN IS ...
- CYBER PEOPLE/POLARIS
- PHIL GRANT/HEY GIRL
- B. DANNY/MAYA
- SHIRLEY ROSS/IF YOU LEAVE ME NOW
- THE FLICS/TAKE IT EASY
- EUROPE/UNISEXAPPEAL
- JO JO RUNNERS/EVERY DOOT YOU TAKE
- B. BLASE/SHAME
- M. FOBERT & FOLIE CLUB/RAP FOLIE
- CRUISIN'GANG/MY MAN
- DIGITAL GAME/I'M YOUR BOOGIE MAN
- BAZOOKA/ALIVE
- DUKE LAKE/DO YOU
- CONTROL D/VISION IN THE MIRROR
- MIKE CANNON/VOICES IN THE DARK
- HIPNOSIS/PULSTAR
- SPLASH DANCE/MANIAC ALIVE
- HIPNOSIS/OXYGENE
- CAT GANG/LOCOMOTIVE BREATH
- MARTINELLI/VOICE
- KOTO/JAPANESE WAR GAME

ITALIAN NEW WAVE

- TORCH/SAME (NEW LP HEAVY METAL)
- AXEWITCH/THE LORD OF FLIES (NEW LP HEAVY METAL)
- NOT MOVING/SAME 7"
- NOT MOVING/MOVIN' OVER 7"
- GATHERED/SAME (COMPILATION) LP
- DIAPRAMMA/ALTROVE 12"
- FIRST RELATION/V.A./LP
- FRIGIDAIRE TANGO/SAME LP
- A.T.R.O.X./NIGHT'S REMAINS LP (WITH TUXEDO MOON)
- STEVE PICCOLO/DOMESTIC EXILE LP
- STEVE PICCOLO/ADAPTATION LP
- LISFRANK/NAN MASK EP 12"
- NEON/SAME EP 12"
- BISCA BISCA/SAME EP 12"
- LITFIBA/SAME EP 12"

OTHERS

- ROLLERBALL/OUTLAST THE GAME (H.M.)
- MAURIZIO ANGELETTI/GO FLY A KITE (FOLK ROCK)
- VANADIUM/SAME (HEAVY METAL)
- VANADIUM/A RACE WITH DEVIL (HEAVY METAL)
- VANEXA/SAME (HEAVY METAL)
- MALLARD/IN A DIFFERENT CLIMATE (ROCK)

WE ALSO
EXCLUSIVELY
DISTRIBUTE
ROCK, PUNK,
NEW WAVE
AND
HEAVY METAL
INDIE LABELS
FROM ITALY
AND ALL
INTERNATIONAL
LABELS

WE ALSO
RELY
ON A WIDE RANGE
SELECTION
OF ALL
NEW ITALIAN
RELEASES

WE ARE
IN A POSITION
TO EXPORT
WITHIN
24 · 48 HOURS
FROM ORDER
ALL OVER
THE WORLD

IL DISCOTTO s.r.l. - via Santa Maria, 94 · 20093 Cologno Monzese · (Milano) · Italy
Telephone (02) 2538351 · (02) 2547951 · ASK for Paolo or Gerry
Telex 340864 DISCOT I

Talent

New On The Charts



FACE TO FACE

Three years ago, Face To Face made the semi-finals in WBCN Boston's "Rock 'N' Roll Rumble" contest. Today, the group has a role in the film "Streets Of Fire," has a national tour in the works and is on the charts with its debut album and single for Epic. The self-titled album moves up to 184, while its first single "10-9-8" jumps to 55.

The group consists of guitarist Angelo and Stuart Kimball, bassist John Ryder, drummer Billy Beard and vocalist Laurie Sargent. All native New Yorkers, they met while attending college in Boston and formed the band three months prior to entering WBCN's contest. In February, 1982, Epic's a&r team spotted Face To Face live and signed the band.

Jimmy Iovine was recruited to pro-

duce the group's debut, but the sessions were stalled when Iovine got involved with the "Streets Of Fire" film and soundtrack. The group, however, was in the right place at the right time and landed parts. Sargent recorded all of actress Diane Lane's vocals, and the band acts as Lane's backup group throughout the movie.

When the Face To Face sessions resumed, several producers got into the act: Iovine with four cuts, street king Arthur Baker with two, and Bostonian Mike Baker with four.

The group is currently touring New England, with plans for a national tour in July.

Face To Face is managed by Bob Hinkle and Jeb Hart, 8 Cadman Plaza West, Brooklyn, N.Y. 11201; (212) 858-2544.

SHEILA E

Sheila E may be a new name to the general public. But among her musical peers, Sheila Escovedo is special, but nothing new. As her Warner Bros. solo debut "The Glamorous Life" moves up to 51 on the Black Singles chart, Sheila E is merely stepping out of the background and into the spotlight.

The daughter of Bay Area percussionist Pete Escovedo, Sheila began playing congas with the Escovedo Brothers at the age of five. At 15, she was touring South America with her father and the group Azteca. After that tour, she worked with George Duke for three and a half years and made two albums with her father.

Sheila has worked in the studio and on stage with Prince, Herbie Hancock, Lionel Richie, Marvin Gaye, Jeffrey Osborne and several others.

The single is the title track from Sheila's album, for which she wrote all the music and played most of the

instruments. It was produced by the Starr Co., which is known for its work on albums by the Time and Vanity 6. Sheila herself is credited as "director."

Sheila E is managed by Steve Fagnoli, Cavallo-Ruffalo-Fagnoli; (213) 273-1564.

Videocassette
Top 40
Sales & Rentals
Charts
Every Week
In
Billboard

'Romance' Gone From Film Tie-In For Eddy Grant

By NELSON GEORGE

NEW YORK — "Romancing The Stone" is the title of a hit movie and of Eddy Grant's current chart single. Another smoothly executed movie-record tie-in, right? Well, not exactly.

Instead of being featured prominently in the Michael Douglas film, Grant's theme song is used "for maybe five seconds," according to the singer, who complains, "It goes by so fast you barely notice it."

Grant, who says he had turned down several previous film score offers, is very disappointed about the song's treatment. "I was paid very well to write the song," he says, "but then something happened. I really don't yet understand the politics behind it."

"They gave me a script and some videotape of the film. Though 'Romancing The Stone' is a very difficult title to work with, I was able to incorporate the title into the hook. Everyone involved with the film seemed very pleased. They invited me to the premiere. I had invited all my friends. But when I found out what happened, I refused to go."

Luckily, the maker of one of 1983's biggest singles, "Electric Avenue," has much more control over his recording career. His new album, "Going For Broke," is released through Portrait/Ice Records, Ice being Grant's own label. His next album for CBS will bear the Ice logo only.

Grant manages himself with the aid of business manager Tony Calder, has his own publishing company and owns a studio near his home in Barbados.

Grant, a consistent force on the European pop scene for many years, also controls his complete catalog of international pop hits, including "Walking On Sunshine," which was a top five British hit for Rocker's Revenge, and "Police On My Back," which the Clash covered on their "Sandinista" Album.

Grant owned an important pressing plant for independent labels in England for several years before the headaches of being manager forced him out. "I was involved in negotiations for collective bargaining with unions and worried about rising production costs," he recalls.

Prior to the success of "Electric Avenue," Grant had been trying to crack the U.S. market on Epic since 1979. His original version of "Walking On Sunshine" was a dance club classic but a radio flop in the U.S. "When they saw me they couldn't hear my music, they could only see my face," he says. "I'm black and from the Caribbean. But my music is not r&b and not reggae."

Billboard Pop Albums

CHART RESEARCH PACKAGES

The definitive lists of the best-selling albums year by year, through the entire history of the Top LPs charts.

Based on the authoritative statistical research of the music industry's foremost trade publication.

THREE TITLES AVAILABLE:

Number One Pop Albums, 1947 through 1983. Lists Billboard issue date, title, artist and label of the number one album of each week. \$50.00.

Top Ten Pop Albums, 1949 through 1983. Lists title, artist and label of every album which reached number 10 or higher on Billboard's Top LPs chart. Listed alphabetically within each year. #1 albums are indicated. \$50.00.

Top Pop Albums Of The Year, 1956 through 1983. The annual listings of the top albums of the year in rank order, as published in Billboard's year-end special issues. Includes title, artist and label for each entry. \$50.00.

Individual yearly lists may also be purchased separately; see coupon below. \$5.00 per list.

Billboard Chart Research
Attn: Barbara DeMaria
1515 Broadway
New York, NY 10036

Please send me the following Billboard Chart Research Packages:

B-1 Number One Pop Albums @ \$50.00

B-2 Top Ten Pop Albums @ \$50.00

B-3 Top Pop Albums Of The Year @ \$50.00

Individual yearly lists from _____ (please list book code number) for _____ (please list year(s) desired.)

Check or money order is enclosed in the amount of:

\$ _____
(Sorry, no C.O.D. or billing.)

Name: _____

Company: _____

Address: _____

City, State, Zip: _____

Overseas air mail rates available upon request.

"GOOD TIME CHARLIE'S GOT THE BLUES" #PR 628

The New Single by

LEON RUSSELL

From the forthcoming album

"NEW KIND OF FIRE"

Produced by: LEON RUSSELL & DOUG SNIDER

NATIONAL PROMOTION:
MIKE BORCHETTA
ALAN YOUNG
MIKE KASABO



PARADISE RECORDS & TAPES
P.O. Box 1006 Hendersonville, TN 37077
(615) 824-2719

Country

Warner's Norman Sets Goals Nashville Chief Aims For 'Brill Building Consciousness'

By EDWARD MORRIS

NASHVILLE — Although his helmship of Warner Bros. Records' Nashville division is still in its infancy, Jim Ed Norman says he has set both goals and methods to establish the label's place in the market.

Crucial to his guidance, Norman contends, is realizing what the country music market is. "Within the last 18 months," he argues, "the crossover from country to pop has virtually dried up. I think we are witnessing a pullback, to some extent, to where we can't have a roster completely full of people depending on crossover."

And, he continues, while "we won't exclude the possibility of signing people who have crossover potential—in our eyes—we're also going to focus heavily on those who come to us and say, 'I have no aspirations be-

yond success in the country market. I'm not coming to you with the idea that I'm beyond country music ultimately and that I am looking to you to deal with this aspiration.'"

A former arranger and conductor who produced his first record in 1976 (Jennifer Warnes' "Right Time Of The Night"), Norman admits that he's not inclined to follow the regimen established by Jimmy Bowen, his predecessor at Warners. "He could produce records 18 hours a day," Norman marvels, "and still be very effective running the company. I don't have that kind of experience."

In fact, Norman says his arrangement with Warner, as well as the demands of his job, will prohibit his producing non-Warner clients, once he has fulfilled his commitments to Anne Murray and Michael Murphey.

For the label, Norman has been producing sides on T.G. Sheppard, Karen Brooks and Gary Morris. But he explains that it has yet to be settled which artists he will ultimately produce. He notes that he wants to sign producers to Warner Bros. but says that the only such affiliation to date is a non-exclusive one with Steve Buckingham.

Ideally, according to Norman, the label will be moving toward "a bit of the Brill Building consciousness—a creative center, a place for producers to hang their hats." Toward that end, it is upgrading its in-house studio and attempting to integrate its artistic and business operations in such a way that everyone has some notion of what everyone else is doing.

Roster readjustment is just getting underway. Norman says he has signed one group and is negotiating with "several other people." Some acts will be dropped, too, he con-

cedes, although he declines to specify which ones.

There have been relatively few changes in the Warner Bros. staff, but administrator/songwriter Eddie Reeves was brought in recently as general manager. Norman says he hopes to hire someone soon to set up a computer program "so we will be on line with Burbank and have an informational flow on an up-to-the-minute basis."

Norman denies there is any one policy toward new artists on whether to launch them with singles or an album. "If we feel that the music has really been codified and has a particular sound, atmosphere and attitude, then I think it's real easy to say that an album is what is warranted." Otherwise, he adds, the best bet is to start with singles.

He argues that a premature or badly executed album is as much a creative drain on the artist and producer as it is a financial one for the label—and should be avoided for that reason. "I want to save the artistic process as much as the fiscal one," he maintains.

How an in-house publishing wing will fit into the overall operation is still under discussion, Norman says. But he adds he is certain there is a need for publishing in his overall mix.



CBS GLOWS—A newly glamorized Tammy Wynette is the center of attention for CBS Records senior vice president Rick Blackburn at this year's Fan Fair. Sharing in the moment are label artists Chet Atkins, left, and Ronny Robbins, right, who was named star of tomorrow by the Music City News Country Awards voters.

Nashville Scene

Brothers, If Only For A Song

By KIP KIRBY

Brother, Can You Spare A Dime? What about Brothers. Can You Share A Rhyme?

There's been lots of talk about groups in country music these days, but we'd like to turn the lens on brother acts. Brother acts—who naturally also fall into the group category when there are more than two members—are everywhere.

PolyGram seems to have the most. They've got the Maines Brothers, the Wright Brothers and the, uh, Statler Brothers, who are apparently trying to drop the



"Brothers" portion but will undoubtedly be called "the Statler Brothers" by force of habit for months yet.

Then you've got the Osmond Brothers, who used to be the Osmonds and must have picked the "Brothers" from the Statlers. Oh, and the Gatlin Brothers. The Glaser Brothers have just incorporated a new "brother"—ex-Elvis Presley backup singer Shaun Neilsen—while real brother Jim Glaser goes out after his own career.

Capitol Records has just signed a new Nevada-based family act called Kimberly Springs. An offspring/offshoot of a group from the '50s called the Kimberlys, it features two brothers, two sisters and a cousin. (This is known as "keeping it in the family.")

Brother acts are nothing new in country. At one time, three or four decades ago, names like the Stanley Brothers, the Osborne Brothers, the Wilburn Brothers, the Louvin Brothers and the Monroe Brothers were dominant forces. And who could forget the spine-shivering harmonies of the Everly Brothers?

Today we have the Bellamy Brothers
(Continued on page 54)

EX-RIGHTEOUS BROTHER'S NEW START

Medley Makes It To Nashville

By KIP KIRBY

NASHVILLE—"RCA is very concerned about building me as an act," says Bill Medley. "I can't tell you how wonderful that feels. There've been times when it looked like I might have a hit record—but never a hit career."

Medley says it's taken him a long time to get to Nashville—as long, in fact, as the years since the Righteous Brothers' breakup in 1968. Between have been a series of half-finished, never-released or overlooked albums that managed to reflect everyone's idea of what he should record but his own.

Now that Medley has signed to RCA Nashville and has two top 20 country singles under his belt, "Til Your Memory's Gone" and "I Still Do," he can afford to joke about his "long and winding road."

"I've had a real strange route to Nashville," he says. "When I left the Righteous Brothers, I began producing a country album on myself for MGM, which immediately decided it should be rock'n'roll instead. Kenny Rogers put me with his producer, Larry Butler, in 1978, but then EMI came in and bought up United Artists and the new guys didn't want Bill Medley cutting a country album in Nashville."

Medley says EMI spent "around \$150,000" on a different album which they never released, then sent him back to Nashville to work with Dottie West's production team, Brent Maher and Randy Goodrum. "The label loved half the sessions but insisted I do the other half back in Los Angeles," he recalls.

The last straw came when Medley accepted a chance to work with noted

producer Richard Perry on an album for Perry's RCA-distributed Planet Records. While he is careful to praise Perry's production, Medley remembers it as "one of the worst times" in his career.

"It seemed to take forever to finish the sessions, and I felt like I was screaming the entire time," he says. "The tracks were so big—that's Perry's style—but I didn't feel I was allowed to be simply Bill Medley, the artist."

The album, "Right Here And Now," garnered some good critical reviews but failed to ignite Medley's career. Finally, he decided to approach Nashville on his own. RCA signed him, and he chose Jerry Crutchfield as his producer based on Crutchfield's work with Lee Greenwood.



MEDLEY MELTS—Into the crowd, that is, as he participates for the first time at Fan Fair in Nashville. Former Righteous Brother Bill Medley performed at the RCA show and drew heavy crowds to his autograph-signing session in the record company booth.

Record-Breaking Turnout At 13th Annual Fan Fair

NASHVILLE—The 13th annual International Country Music Fan Fair will go down in the record books for shattering previous statistics.

Registration topped out at 19,100 people, almost 2,000 more than last year. Nashville Chamber of Commerce executive Dick Kinney estimates that visitors generated an additional \$4,703,000 for the local economy during the week's activities. Registration price was \$55.

Between the non-stop music, live autograph and interview sessions and related events, one couple even found time to get married at a Fan Fair booth—a first for the annual event.

To accommodate expected overflow crowds in the grandstand area, the Country Music Assn. and the Grand Ole Opry, annual sponsors of Fan Fair, added an additional 2,200 seats onto the speedway. Weather cooperated this year: Although temperatures hovered in the 90s, humidity remained low, and registrants enjoyed more than 100 hours of top-name country entertainment.

PolyGram, CBS, Warner Bros. and MCA held their traditional showcases, along with independent label Indigo. Other popular events included the International Show, featuring artists from other nations; the Mixed Label Show, headlined by Dan Seals, and the Nashville Songwriters Assn. Show. Last-minute

changes in the Songwriters Show had Max D. Barnes, Gary Morris, Lee Greenwood, Larry Henley, Razy Bailey, Mike Reid and Lewis Anderson filling in for a number of performers who couldn't make it.

Barbara Mandrell made an unannounced appearance during Lee Greenwood's set at the MCA evening show to sing a number from their forthcoming duet album. At the RCA show, division vice president Joe Galante made surprise presentations to Ronnie Milsap (a double platinum certification for his "Greatest Hits" album) and to Alabama (quadruple platinum awards for two albums), who responded with an impromptu rendition of "Lady Down On Love."

At the PolyGram show, newcomer Butch Baker stepped in for the ailing Kendalls, while Warren Storm and Bobbie Curtis replaced Doug Kershaw. Moe Bandy and Joe Stampley filled in at the CBS show for Larry Gatlin, who was in Los Angeles to tape a segment of the "Hardcastle And McCormick" tv show.

Fan Fair has continued to show steady growth each year. CMA publicity director Cathy Gurley says that her organization is pleased with this year's event and plans to continue staging it at the Tennessee Fairgrounds. There are three years left on Fan Fair's contract with the facility.

KIP KIRBY

Billboard® Hot Country Singles

Survey for Week Ending 6/23/84

© Copyright 1984, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	WKS ON CHART	TITLE—Artist (Producer) Writer, Publisher, Licensee, Label & Number (Dist. Label)	THIS WEEK	LAST WEEK	WKS ON CHART	TITLE—Artist (Producer) Writer, Publisher, Licensee, Label & Number (Dist. Label)	THIS WEEK	LAST WEEK	WKS ON CHART	TITLE—Artist (Producer) Writer, Publisher, Licensee, Label & Number (Dist. Label)
1	3	10	WHEN WE MAKE LOVE —Alabama (H. Shedd, Alabama) T. Seals, M. Williams; WB Music/Two Sons Music/Third Son Music/Welbeck Music, BMI/ASCAP, RCA 13763	32	39	6	LET'S LEAVE THE LIGHTS ON TONIGHT —Johnny Rodriguez (R. Albright) B. McDill, R. Bourke, Hall-Clement, BMI/Chappell, ASCAP, Epic 34-04460	66	NEW ENTRY		FAITHLESS LOVE —Glen Campbell (H. Shedd) J.D. Souther, WB/Golden Spread, ASCAP, Atlantic America 7-99768
2	4	13	I CAN TELL BY THE WAY YOU DANCE (YOU'RE GONNA LOVE ME TONIGHT) —Verni Gosdin (B. Mevis) R. Strandlund, S. Pinkard Cross Keys, ASCAP/St. David/Tree, BMI; Compleat-122 (Polygram)	33	41	4	WHERE'S THE DRESS —Moe Bandy & Joe Stampley (B. Mevis) T. Stampley, B. Lindsey, G. Cummings, Mullet/Hoy Lindsey, BMI; Columbia 38-04477	67	74	2	YOU'VE GOT A SOFT PLACE TO FALL —Kathy Mattea (R. Peoples, B. Hill) B. McDill, H. Moore, K. Chater, Hall-Clement/Hardscuffle/Vogue, BMI; Mercury 822-218-7
3	5	12	YOU'VE STILL GOT A PLACE IN MY HEART —George Jones (B. Sherrill) L. Payne, Fred Rose, BMI; Epic 34-04413	34	38	7	I WANT TO GO SOMEWHERE —Keith Stegall (K. Lehning) D. Lowery, M. McAnally, Sheddhouse/I've Got The Music, ASCAP; Epic 34-04442	68	49	12	VICTIMS OF GOODBYE —Sylvia (T. Collins) D. Morgan, D. Pfrimmer, Tom Collins/Collins Court, BMI/ASCAP; RCA 13755
4	6	11	SOMEBODY'S NEEDIN' SOMEBODY —Conway Twitty (C. Twitty, D. Henry, J. Bowen) L. Chera, Intersong, Ja-Len, ASCAP; Warner Bros. 7-29308	35	42	4	LET'S FALL TO PIECES TOGETHER —George Strait (R. Baker) D. Lee, T. Rocco, J. Russell, Maplehill (Welk Group) Sunflower Country/Hall-Clement/B. Ibo (Welk Group), BMI/ASCAP; MCA 52392	69	72	3	HONKY TONK TAN —O.B. McClinton (T. Turk, T. Tappan) R. Hatch, J. Whitmore, O.B. McClinton, Al Gallico/Easy Listening/Chatter Box, BMI/ASCAP; Moon Shine 3024
5	8	12	I DON'T WANNA BE A MEMORY —Exile (B. Killen) J.P. Pennington, S. Lemaire; Pacific Island/Tree (Tree Group), BMI; Epic 34-04421	36	21	14	DENVER —Larry Gatlin and the Gatlin Bros. Band (Rick Hall) Larry Gatlin, Larry Gatlin Music, BMI; Columbia 38-04395	70	NEW ENTRY		WAY BACK —John Conlee (B. Logan) J. Fuller, ATV/Wingtip, BMI; MCA 52403
6	1	15	I GOT MEXICO —Eddy Raven (E. Raven, P. Worley) E. Raven, F. J. Myers; Michael H. Goldsen/RavenSong, ASCAP, RCA 13746	37	48	3	TENNESSEE HOMESICK BLUES —Dolly Parton (M. Post, D. Parton) D. Parton; Velvet Apple, BMI; RCA 13819	71	60	17	I MAY BE USED (BUT BABY I AIN'T USED UP) —Waylon Jennings (W. Jennings) B. McDill; Hall-Clement (Welk Group), BMI; RCA 13729
7	11	12	BETWEEN TWO FIRES —Gary Morris (J.E. Norman) J. Buckingham, S. Lorber, J.D. Martin; Warner-Tamerlane/Duck Songs, WB Music/Bob Montgomery Music/Music Corp. of America/BMI/ASCAP Warner Bros. 7-29321	38	46	5	I HURT FOR YOU —Deborah Allen (R. Van Hoy) D. Allen, R. Van Hoy; Posey/Van Hoy/Unichappell, BMI; RCA 13776	72	78	2	BLACKJACK WHISKEY —Bobby Jenkins (B. Jenkins, B. Green) R. Jenkins; Jenbek/Bill Green, BMI; Zone 7-40984
8	7	14	I'M NOT THROUGH LOVING YOU YET —Louise Mandrell (Eddie Kilroy) Chris Water, Tom Shapiro, Holly Dunn; Tree Publishing Co., O'Lyric Music, Blackwood Music, BMI; RCA PB-13752	39	44	5	IF ALL THE MAGIC IS GONE —Mark Gray (B. Montgomery, S. Buckingham) C. Lester, Warner-Tamerlane/Writer's House, BMI; Columbia 38-04464	73	66	18	I GUESS IT NEVER HURTS TO HURT SOMETIMES —The Oak Ridge Boys (R. Chancey) R. VanWarmer, Terra Form/Fourth Floor, ASCAP; MCA 52342
9	15	9	JUST ANOTHER WOMAN IN LOVE —Anne Murray (J.E. Norman) P. Ryan, W. Mallette; Southern Nights, ASCAP; Capitol 5344	40	43	8	IF EVERY MAN HAD A WOMAN LIKE YOU —The Osmond Brothers (J.E. Norman) B. Springfield; Unichappell, BMI; Warner/Curb 7-29312	74	57	18	I DON'T WANT TO LOSE YOUR LOVE —Crystal Gayle (J. Bowen) J. Carbone, Sixty-Ninth Street, BMI; Warner Bros. 7-29356
10	13	10	ATLANTA BLUE —The Statler Brothers (J. Kennedy) D. Reid; Statler Brothers, BMI; Mercury 818-700-7	41	45	6	OH CAROLINA —Vince Gill (E. Gordy, Jr.) R. Albright, J. Elliott, M. Sanders, Miene, ASCAP; RCA 13809	75	NEW ENTRY		SLOW DANCIN' —Kimberly Springs (J. Fuller, J. Hobbs) J. Fuller, J. Hobbs; ATV/Wingtip/Hobbs, BMI; Capitol 5366
11	14	11	THE WHOLE WORLD'S IN LOVE WHEN YOU'RE LONELY —B. J. Thomas (B. Montgomery) D. Tyler, F. Knobloch; Unichappell/Intuit, BMI/Goodspot, ASCAP; Cleveland Int'l/Columbia 38-04431	42	30	9	THIS TIME —Tom Jones (G. Mills, S. Popovich) R. Greenaway, B. Whitlock; Dejamus Inc./Bobby Whitlock/Mother Tongue, ASCAP; Mercury 818-801-7	76	67	6	MOST OF ALL I REMEMBER YOU —Mel McDaniel (M. McDaniel) R. Scaife, P. Thomas, Vogue/Partner, BMI; Capitol 5349
12	16	8	ANGEL IN DISGUISE —Earl Thomas Conley (N. Larkin, E.T. Conley) E.T. Conley, R. Scroggs; Blue Moon/April, ASCAP/Full Armor, BMI; RCA 13758	43	25	14	HONEY (OPEN THAT DOOR) —Ricky Skaggs (Ricky Skaggs) Mel Tillis; Cedarwood Publishing Co. Inc. BMI; Sugar Hill/Epic 34-04394	77	NEW ENTRY		HE BROKE YOUR MEM'RY LAST NIGHT —Reba McEntire (N. Wilson) D. Lee, B. Jones, Maplehill/Hall-Clement/Cross Keys, BMI/ASCAP; MCA 52404
13	2	15	MONA LISA LOST HER SMILE —David Allan Coe (B. Sherrill) J. Cunningham; Rocksmith/Lockhill-Selma, ASCAP, Columbia 38-04396	44	22	15	JUST A LITTLE LOVE —Reba McEntire (N. Wilson) D. Morgan, S. Davis, Tom Collins/Dick James, BMI, MCA 52349	78	NEW ENTRY		A LITTLE LOVE —Juice Newton (R. Landis) T. Sharp, D. Douma, R. Feldman; Cement Chicken, ASCAP; RCA 13823
14	18	9	MAMA HE'S CRAZY —The Judds (B. Maher) K. O'Dell, K. O'Dell, BMI; RCA/Curb 13772	45	53	5	ONE MORE SHOT —Johnny Lee (J. Bowen) R. Moore, D. Hauseman; Cross Keys, ASCAP; Warner Bros. 7-29270	79	NEW ENTRY		HOW ARE YOU SPENDING MY NIGHTS —Gus Hardin (R. Hall) K. Robbins, R. Carpenter; Kent Robbins, BMI/Let There Be Music, ASCAP; RCA 13814
15	19	6	B-B-B BURNIN' UP WITH LOVE —Eddie Rabbitt (E. Stevens, E. Rabbitt) E. Rabbitt, E. Stevens, B. J. Walker, Jr.; Deb Dave/Briarpatch, BMI; Warner Bros. 7-29279	46	51	7	DAY BY DAY —McGuffey Lane (M. Morgan, P. Worley) R. McNeely, J. Schwab; McGuffey Lane/Hat Band, BMI; Atlantic America 7-99778	80	70	18	GOD MUST BE A COWBOY —Dan Seals (K. Lehning) D. Seals; Pink Pig, BMI; Liberty 1515
16	23	7	IF THE FALL DON'T GET YOU —Janie Fricke (B. Montgomery) V. Stephenson, S. Lorber, D. Robbins; Warner House Of Music, BMI/WB Gold, ASCAP; Columbia 38-04454	47	56	3	ONLY A LONELY HEART KNOWS —Barbara Mandrell (T. Collins) D. Morgan, S. Davis; Tom Collins/Dick James, BMI; MCA 52397	81	NEW ENTRY		SHE PUT THE SAD IN ALL HIS SONGS —Ronnie Dunn (J. Sandlin) M. McAnally, R. Byrne; I've Got The Music, ASCAP; MCA/Churchill 52383
17	24	6	THAT'S THE THING ABOUT LOVE —Don Williams (D. Williams, G. Fundis) R. Leigh, G. Nicholson; April/Lionhearted/Cross Key's (Tree Group), ASCAP; MCA 52389	48	55	4	MY BABY'S GONE —The Kendalls (B. Ahern) H. Houser, Central Songs, BMI; Mercury 822-203-7	82	NEW ENTRY		I GOT A MILLION OF 'EM —Ronnie McDowell (B. Killen) M. Garvin, R. Hellard, B. Jones; Tree, BMI/Cross Keys, ASCAP (Tree Group); Epic 34-04499
18	20	11	I STILL DO —Bill Medley (J. Crutchfield) J.D. Martin, J. Jarrard; MCA, BMI/Alabama Band, ASCAP; RCA 13753	49	61	3	YOU'RE GETTIN' TO ME AGAIN —Jim Claser (D. Tolle) P. McManus, W. Bomar; Music City, ASCAP; Noble Vision 105	83	69	18	I DREAM OF WOMEN LIKE YOU —Ronnie McDowell (B. Killen) T. Seals, W. B./Two Sons, ASCAP; Epic 34-04367
19	12	12	WHY GOODBYE —Steve Warner (N. Wilson, T. Brown) M. Wright, R. Leigh; Land Of Music, CBS U Catalog Inc./BMI/Lionhearted, ASCAP/CBS Unart, BMI; RCA 13768	50	63	3	THE POWER OF LOVE —Charley Pride (N. Wilson) D. Cook, G. Nicholson; Cross Keys, ASCAP; RCA 13821	84	NEW ENTRY		LOVE IS THE REASON —Sierra (N. Larkin, S. Scroggs) V. Thompson; King Coal, ASCAP; Awesome 106
20	26	9	NEW PATCHES —Mel Tillis (H. Shedd) T. Collins; Sawgrass, BMI; MCA 52373	51	31	11	BETTER OUR HEARTS SHOULD BEND (THAN BREAK) —Bandana (J.E. Norman, Eric Prestidge) B. McCarthy; Bankable, ASCAP; Warner Bros. 7-29315	85	75	10	I NEVER HAD A CHANCE WITH YOU —Mason Dixon (D. Schaffer, R. Dixon) D. Mitchell, J. McCollum Baray, Tom Collins Music, BMI; Texas 5556
21	27	6	STILL LOSING YOU —Ronnie Milsap (R. Milsap, R. Galbraith) M. Reid, Lodge Hall, ASCAP; RCA 13805	52	47	16	TO ALL THE GIRLS I'VE LOVED BEFORE —Julio Iglesias & Willie Nelson (R. Perry) A. Hammond, H. David; April/Casa David, ASCAP; Columbia 38-04217	86	NEW ENTRY		ANGEL EYES —Larry Willoughby (R. Crowell) R. Crowell, Granite/Coolwell, ASCAP; Atlantic America 7-99759
22	28	5	GOD BLESS THE U.S.A. —Lee Greenwood (J. Crutchfield) L. Greenwood; Music Corp. of America/Sycamore Valley, BMI; MCA 52386	53	59	4	SOMEBODY BUY THIS COWGIRL A BEER —Shelly West (S. Garrett, S. Dorff) S. Dorff, M. Brown, S. Garrett, Peso, BMI; Viva 7-29265	87	71	14	TOGETHER AGAIN —Kenny Rogers and Dottie West (Larry Butler) Buck Owens; Central Songs, BMI; Liberty B-1516
23	10	13	FOREVER AGAIN —Gene Watson (R. Reeder, G. Watson) W. Robb, D. Kirby Tree/Cross Keys, (Tree Group) BMI/ASCAP; MCA 52356	54	64	2	ATTITUDE ADJUSTMENT —Hank Williams, Jr. (J. Bowen, H. Williams, Jr.) H. Williams, Jr. Bocephus, BMI; Warner/Curb 7-29253	88	84	21	THE YELLOW ROSE —Johnny Lee with Lane Brody (J. Bowen) J. Wilder, K. Welch, G. Nicholson; WB, ASCAP/Elektra-Asylum, BMI/Cross Keys (Tree Group), ASCAP; Full Moon/Warner Bros. 7-29375
24	29	7	I WISH I COULD WRITE YOU A SONG —John Anderson (J. Anderson, L. Bradley) J.D. Anderson, L. Delmore; Al Gallico, BMI/Low Dog, ASCAP; Warner Bros. 7-29276	55	58	5	MY KIND OF LADY —The Burrito Brothers (M. Lloyd) A. Kasha, J. Hirschorn, Sister Cecil, P.I.E./Fire & Water/Pac Interx, ASCAP/BMI; MCA/Curb 52379	89	81	19	SWEET COUNTRY MUSIC —Atlanta (M. Bogdan, L. McBride) D. Rowe, T. Dotson, J. Stevens, A. P. Carter; Texas Tunes/Hat Band/Dwain Rose/Peer, BMI; MCA 52336
25	32	7	DISENCHANTED —Michael Martin Murphy (J.E. Norman) C. Rains, J.E. Norman, M. Murphey; Choskee Bottom/Kahala/Timberwolf, Cross Keys Co. Inc./Tree Gp., ASCAP/BMI; Liberty 1517	56	40	12	BAND OF GOLD —Charly McClain (N. Wilson) R. Dunbar, E. Wayne; Gold Forever, BMI; Epic 34-04423	90	79	3	MEMPHIS IN MAY —Darrell McCall (K. Laxton) B. Keel; Hookline & Thinker, BMI; Indigo 45-304
26	9	14	SOMEDAY WHEN THINGS ARE GOOD —Merle Haggard (Merle Haggard/Ray Baker) L. Williams, M. Haggard; Shade Tree Music, Inc. BMI; Epic 34-04402	57	62	4	LONELY HEART —Tammy Wynette (J. Crutchfield) P. Overstreet, Silverline, BMI; Epic 34-04467	91	NEW ENTRY		A NEW PLACE TO BEGIN —Ray Price (S. Garrett) D. Kirby, W. Robb; Cross Keys, ASCAP/Tree, BMI; Viva 7-29277
27	34	7	FOREVER YOU —The Whites (R. Skaggs) J. Beland; Atlantic, BMI; MCA/Curb 52381	58	33	16	AS LONG AS I'M ROCKIN' WITH YOU —John Conlee (B. Logan) K. Kane, B. Channel; Crosskeys (Tree Group)/Old Friends, ASCAP/BMI; MCA 52351	92	73	7	HANGING ON —Lane Brody (C. Moman) B. Mize, L. Allen; ATV, BMI; Liberty 1519
28	35	5	LONG HARD ROAD (THE SHARECROPPER'S DREAM) —Nitty Gritty Dirt Band (M. Morgan, P. Worley) R. Crowell; Coolwell/Granite, ASCAP; Warner Bros. 7-29282	59	65	4	OKLAHOMA HEART —Becky Hobbs (B. Mevis) B. Gallimore, B. Hobbs, B. Mevis, B. Shore, WB/Make Believe/Dejamus/Warner-Tamerlane/Beckaroo/Belle Vue or Not/Royal Haven, BMI; Liberty 1520	93	NEW ENTRY		YOU REALLY KNOW HOW TO BREAK A HEART —Jimmy Mac (A.V. Mittelstedt, K. Dale) D.L. Jones; Pubit, BMI; AV-924
29	36	4	SOMEWHERE DOWN THE LINE —T.G. Sheppard (J.E. Norman) L. Anderson, C. Kelly; Old Friends/Golden Bridge, BMI/ASCAP; Warner/Curb 7-29369	60	68	2	NEVER COULD TOE THE MARK —Waylon Jennings (W. Jennings, A.D., & B. Carter) W. Jennings; Waylong Jennings, BMI; RCA 13827	94	91	22	IF I COULD ONLY DANCE WITH YOU —Jim Claser (D. Tolle) P. McManus; Music City, ASCAP; Noble Vision 104
30	37	4	FORGET ABOUT ME —The Bellamy Brothers (D.H. Bellamy, S. Kline) T. Sals, E. Setser, F. Miller; Warner-Tamerlane/Face The Music/Irving/Down 'N' Dixie/Rare Blue, BMI/ASCAP; MCA/Curb 52380	61	54	10	EYES THAT SEE IN THE DARK —Kenny Rogers (B. Gibb, K. Richardson, A. Galuten) B. Gibb, M. Gibb; Gibb Bros. Music/Unichappell Music, BMI; RCA 13774	95	89	20	RIGHT OR WRONG —George Strait (R. Baker) A. Sizemore, H. Gillespie, P. Biese; Edwin H. Morris, ASCAP; MCA 52337
31	17	14	IN MY DREAMS —Emmylou Harris (Brian Ahern) Paul Kennerly; Irving Music Inc., BMI; Warner Bros. 7-29329	62	52	9	BORN TO LOVE YOU —Karen Brooks (J.E. Norman) C. Black, L. Marne, Jr.; Chappell, ASCAP/Unichappell/Watch Hill, BMI; Warner Bros. 7-29302	96	90	7	YOUR EYES —Bill Anderson (B. Anderson, M. Johnson) T. Carisse; Mercey Bros./Stallion/Rocky Bell, BMI; Southern Tracks 1026

● Bullets are awarded to those products demonstrating the greatest airplay and sales gains this week (Prime Movers). ● Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by dot). ▲ Recording Industry Assn. of America seal for sales of 2,000,000 units (seal indicated by triangle).

DIScovery honors of the month go to

Timothy Thomas

Number one pick of the month

"Rachel Walker"

CIR #201

Haunting and EERIE, A SMASH HIT if you'll play it!!!

Radio, Appreciation Days, Fairs, Rodeos, Concerts: For Availabilities Call

Already Playing on
WHIM, WSLC, WWVA, WWNC
WSDS, KNOE, KWKH, KTBB
WSCG, KGAY, KHSL, KSOP
WBGW, WDMV, WDSO, WJLM
WKCW, WVAM, KAYD, KLIC
KRRV, WDXE, WLAS, WMTZ
WUSQ, KICD, WCCN, KCAN
KIGO, KRKT, KRPM, KPCQ
WPNX, and Many more



615-327-4211

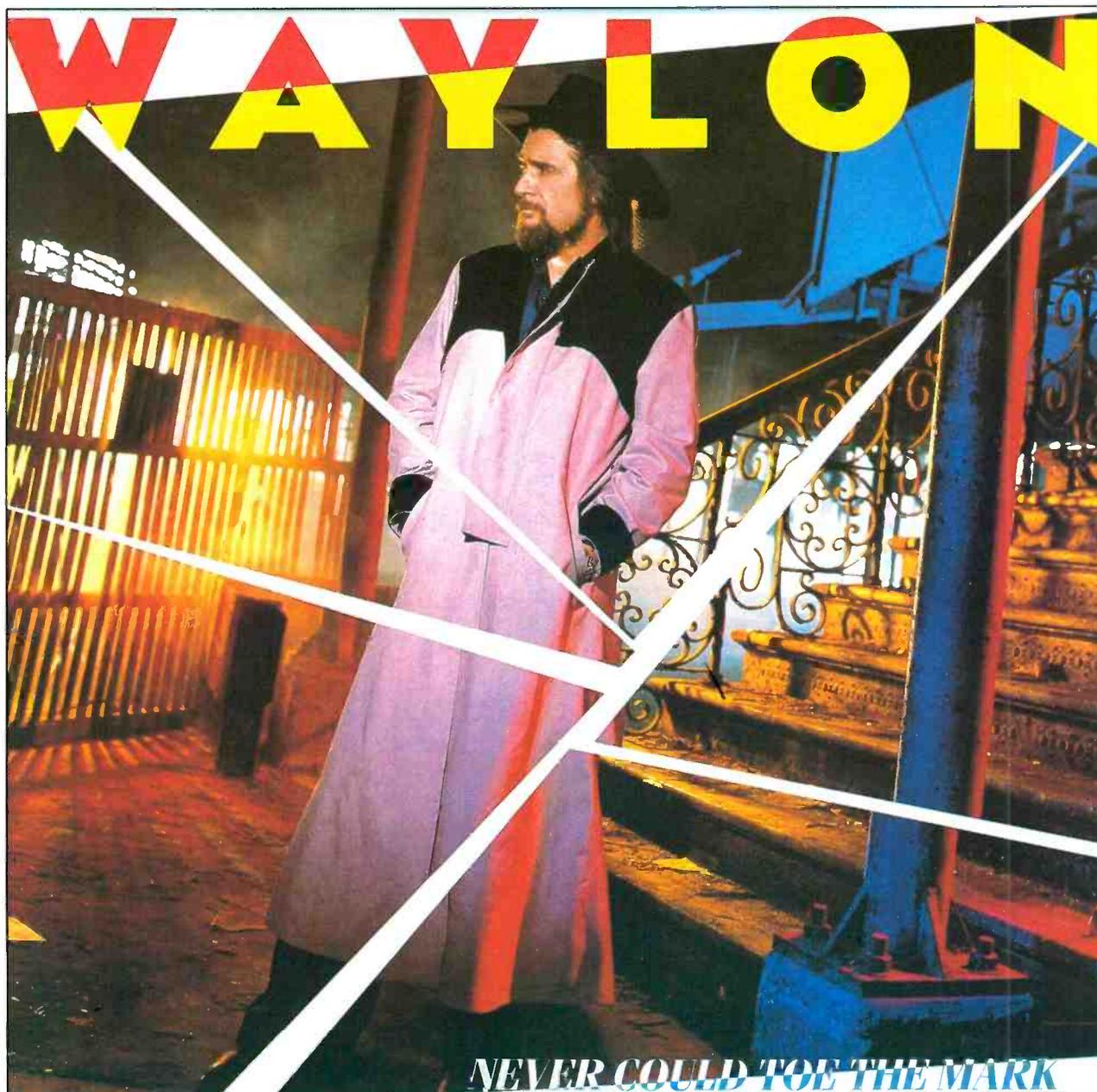


1010 17th AVENUE SOUTH
NASHVILLE, TENNESSEE 37212

(615) 327-4656

Sherman Ford, President
Tom Dean, V.P. Promo & Sales

NEVER COULD TOE THE MARK



AHLI/AHKI-5017

The first country artist ever to achieve Platinum status ("THE OUTLAWS, 1976")

- The first country artist ever to achieve Quadruple Platinum status (GREATEST HITS, 1984)

WAYLON

- Now...the greatest "outlaw" album ever...

"NEVER COULD TOE THE MARK"

- To be featured on CINEMAX "ALBUM FLASH" ... Simulcast on June 21st with key radio stations in major markets across the country, and will be aired daily for a full month!
- Academy Award Winner, Robert Duvall, will be seen in a featured role!
- Five music videos from the "Album Flash" will be

RCA
Records and Cassettes

available after the June 21st premier...

- ★ *If She'll Leave Her Mama*
- ★ *Whatever Gets You Through The Night*
- ★ *Settin' Me Up*
- ★ *Never Could Toe The Mark*
- ★ *Where Would I Be Without You*
- First single release, "Never Could Toe The Mark" ... already lining up at radio and retail with strong sales and chart action!

Country

Nashville Scene

• Continued from page 51

ers, James & Michael Younger (who once billed themselves as the Younger Brothers), and the Burrito Brothers—who aren't brothers at all. Undoubtedly we will now be hearing from all the legitimate and quasi-legitimate brother acts we've left out—which brings us back to our original thought: When it comes to recording country music, is it Brothers, Can You Share A Rhyme?

★ ★ ★

We suspect that among our readers are some closet crooners, some bathtub boomers, some hothouse hummers. You secretly believe that given the chance, you, too, could make beautiful music—or at least a recording of "Happy Birthday" for your mate.

The good news is that Opryland has anticipated your wishes and un-

Owens Expands, Moves To New HQ In Nashville

NASHVILLE—Jim Owens Entertainment has opened a new \$1 million production facility here. The 20,000 square foot building replaces three separate locations that until recently housed Jim Owens Television and Project Video.

Included in the new headquarters are a 60- by 45-foot studio and adjacent editing room, a 33-seat screening room, dressing and makeup rooms, conference rooms, kitchen and lounge. Also featured is CMX compatible one-inch and three-quarter-inch off-line editing equipment, with "light finger" computerization and color effects.

A spokesman for Owens says the full-time staff has grown from five to "20 to 25" in the past year.

Helping to spur the company's growth has been the success of its in-house production, "This Week In Country Music," now syndicated in 172 cities. This weekly half-hour program has led to the creation of a two-hour special, "This Year In Country Music," which is set to air in November.

veiled its new "Opry Place Recording Studio." (The bad news is, you'd better not be tone deaf.)

The newly opened Opry Place studio, located next to the Roy Acuff Museum, has nine private booths equipped with four-track systems. All you have to do is steady your shaking soprano, choose one of 92 different pop/rock/country/gospel/Christmas selections to record, and sing to prerecorded arrangements. The engineer will help you through headphones—and if you're feeling especially insecure, he can patch in a "helping voice" which won't be heard on the final recording. All this for only \$9.95.

(Lest you scoff, remember that when Elvis Presley first wandered into the Sun Recording Studios, he was only planning to make a record for his mom).

★ ★ ★

"Austin City Limits," the popular PBS country television series, is preparing to mark its 10th anniversary. The show is PBS' longest-running program and one of its most intelligently done. Each season, the show's producer maps out a list of guests including established headliners, influential writer/artists and new rising stars.

The anniversary season will kick off with Bob Wills' Original Texas Playboys—who coincidentally are celebrating their 50th anniversary—and Austin veteran Gary P. Nunn, who penned the "Austin City Limits" theme song, "London Homesick Blues." (This song is often erroneously referred to as "Home With The Armadillo.")

★ ★ ★

Bits & Blurbs: Charlie Daniels and his band taped a segment at Opryland last Friday which will be aired in a two-hour CBS television tribute to the Statue of Liberty. Other featured performers on the network special will be Frank Sinatra, John Denver, Diana Ross, Anthony Quinn—and the Dallas Cowboy Cheerleaders. The Statue of Liberty

For The Record

NASHVILLE—In the compilation listing headed "Country Video Catalog" (Billboard, June 2), three videos now in service were omitted.

They are RCA's "Snapshot" and "Victim Of Goodbye," featuring Sylvia, and Golddust's "The Goo Goo Song," by Pat Garrett & the Straight Shooters. Contact at Golddust is Mark Garrett at (215) 488-1782.

is celebrating her 100th anniversary (a lot of anniversaries in this week's column, we notice) and is undergoing a renovation program to preserve her facade and structure.

Entertainer and sausage entrepreneur Jimmy Dean became the 11th inductee into the Texas Hall of Fame in May at the annual Texas Music Awards in Dallas. Prior Hall of Fame inductees include Janis Joplin, Freddy King, Buddy Holly, Bob Wills, Tex Ritter, Gene Autry, Willie Nelson, Lightning Hopkins, Roy Orbison and ZZ Top. Dean's presentation was made by Roy Orbison and Buddy Holly's widow, Maria Elena Holly Diaz. Dean's best known hit, "Big Bad John," sold more than five million copies around the world. Fans of his former prime time network series will be glad to know he's set to return to television again this fall with a syndicated music show, "Jimmy Dean's Country Beat."

Congratulations to Bill Davidson, member of the group Atlanta, on the birth of his baby son, Maxwell Carroll, who arrived during a break between Atlanta's performances at Disneyworld in Orlando and Disneyland in Anaheim.

Bill Medley's Nashville Career

• Continued from page 51

Feelin' today, it would be a big country hit.

For the past 18 months, Medley and Hatfield have been opening concerts for Rogers as part of a Righteous Brothers reunion tour. When the tour winds up in July, Medley hopes to assemble his own group and start doing country shows featuring material from his debut RCA mini-LP, "I Still Do." He is managed by Judi Fields, formerly of Ken Kragen & Associates; the Righteous Brothers dates are booked through William Morris.

RCA is counting on Medley's potential for country, AC and pop airplay to widen his appeal. The label has already sent him on regional radio promotion visits and plans to continue this approach to increase his Nashville identity.

For his part, Medley says he's finally getting the chance to do the music he wants: "I love country music—it's simple and unconstructed. It's a lot like rhythm & blues, which I grew up listening to. Country gives a singer freedom to work. On pop records, it seems to me the track is easily as important as the singer—maybe more so."



ICM COUP—Shelly West and David Frizzell share a light moment at their ICM contract signing. The Warner Bros. country artists will be represented by the agency's new Nashville office. Looking on are, from left, manager Jackson Brumley; Shelly Schultz, senior vice president, ICM; Mike Marshall, ICM assistant agent; Reggie Mac, ICM Nashville vice president; Jack McFadden, ICM Nashville vice president/general manager; and Ralph Mann, ICM chairman of the board.

Billboard® Hot Country LPs™

Survey for Week Ending 6/23/84

© Copyright 1984, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

This Week	Last Week	Weeks on Chart	ARTIST Title, Label & Number (Dist. Label)	This Week	Last Week	Weeks on Chart	ARTIST Title, Label & Number (Dist. Label)
1	1	19	ALABAMA Roll On, RCA AHL1-4939 RCA	40	47	3	MARK GRAY Magic, Columbia B6C-39143
2	2	31	THE OAK RIDGE BOYS Deliver, MCA 5455 MCA	41	36	34	DEBORAH ALLEN Cheat The Night, RCA MHL1-8514
3	3	35	RICKY SKAGGS Don't Cheat In Our Hometown, Sugar Hill, Epic FE-38954	42	34	34	JANIE FRICKE Love Lies, Columbia FC-38730
4	4	31	WILLIE NELSON Without A Song, Columbia FC-39110	43	37	6	RAZZY BAILEY The Midnight Hour, RCA AHL1-4936
5	6	49	EARL THOMAS CONLEY Don't Make It Easy For Me, RCA AHL1-4713	44	NEW ENTRY		MERLE HAGGARD It's All In The Game, Epic FE-39364
6	7	33	GEORGE STRAIT Right Or Wrong, MCA 5450	45	48	3	B.J. THOMAS Shining, Columbia FC-39337
7	5	33	CRYSTAL GAYLE Cage The Songbird, Warner Bros. 23958	46	31	41	MERLE HAGGARD That's The Way Love Goes, Epic FE-38815
8	8	9	ATLANTA Pictures, MCA 5463	47	52	36	MICHAEL MARTIN MURPHEY The Heart Never Lies, Liberty LT-51150
9	16	2	HANK WILLIAMS, JR. Major Moves, Warner/Curb 25088	48	40	6	SYLVIA Surprise, RCA AHL1-4960
10	10	10	MICKEY GILLEY & CHARLY McCLAIN I'm A Believer, Epic FE-39292	49	NEW ENTRY		THE BELLAMY BROTHERS Restless, MCA/Curb 5489
11	12	6	THE STATLER BROTHERS Atlanta Blue, Mercury 818-652-1	50	42	20	GENE WATSON Little By Little, MCA 5440
12	9	35	HANK WILLIAMS, JR. Man Of Steel, Warner/Curb 23924	51	50	6	KATHY MATTEA Kathy Mattea, Mercury 818-560-1
13	11	31	TOM JONES Don't Let Our Dreams Die Young, Mercury 814-448-1	52	51	18	JOHNNY LEE 'Til The Bars Burn Down, Warner Bros. 25056
14	15	28	EXILE Exile, Epic B6E-39154	53	41	73	MERLE HAGGARD AND WILLIE NELSON Poncho And Lefty, Epic FE-37958
15	13	9	BARBARA MANDRELL Clean Cut, MCA 5474	54	45	31	EMMYLOU HARRIS White Shoes, Warner Bros. 23961
16	17	9	GARY MORRIS Faded Blue, Warner Bros. 25069	55	53	24	BOXCAR WILLIE Not The Man I Used To Be, Main Street MS-9309
17	14	22	CHARLY McCLAIN The Woman In Me, Epic FE-38979	56	59	3	RAY CHARLES Do I Ever Cross Your Mind, Columbia FC-38990
18	18	6	LARRY GATLIN & THE GATLIN BROS. BAND Houston To Denver, Columbia FC-39291	57	56	9	MOE BANDY Motel Matches, Columbia FC-39275
19	22	7	VERN GOSDIN There Is A Season, Complet CPL-1-1008	58	64	66	ALABAMA The Closer You Get, RCA AHL1-4663
20	19	14	DON WILLIAMS The Best Of Don Williams Vol 3, MCA MCA 5465	59	61	320	WILLIE NELSON Stardust, Columbia JC 35305
21	28	3	GEORGE JONES You've Still Got A Place In My Heart, Epic FE-39007	60	46	118	WILLIE NELSON Always On My Mind, Columbia FC 37951
22	30	6	CONWAY TWITTY By Heart, Warner Bros. 25078	61	55	23	ROGER WHITTAKER Alltime Heart Touching Favorites, Main Street MS-9306
23	24	4	DAVID ALLAN COE Just Divorced, Columbia FC-39269	62	65	9	KENNY ROGERS Duets With Kim Carnes, Sheena Easton, Dottie West, Liberty LO-51154
24	20	40	JOHN CONLEE In My Eyes, MCA 5434	63	63	3	KAREN TAYLOR- GOOD Karen, Mesa MA-1111
25	25	38	EDDIE RABBITT Greatest Hits - Volume II, Warner Bros. 23925	64	66	119	ALABAMA Mountain Music, RCA AHL1-4229
26	49	2	LEE GREENWOOD You've Got A Good Love Comin', MCA 5488	65	NEW ENTRY		LOUISE MANDRELL I'm Not Through Loving You Yet, RCA AHL1-5015
27	32	3	RONNIE MILSAP One More Try For Love, RCA AHL1-5016	66	58	5	THE WRIGHT BROTHERS Easy Street, Mercury 818-654-1
28	27	11	LEON EVERETTE Doin' What I Feel, RCA MHL1-8518	67	67	5	THE MAINES BROTHERS BAND Highrollin' Mercury 814-985-1
29	21	40	THE KENDALLS Movin' Train, Mercury 812-779-1	68	54	60	JOHN CONLEE John Conlee's Greatest Hits, MCA 5406
30	26	22	THE STATLER BROTHERS Today, Mercury 812-184-1	69	68	40	KENNY ROGERS Eyes That See In The Dark, RCA AFL1-4697
31	57	2	DON WILLIAMS Cafe Carolina, MCA 5493	70	69	171	ALABAMA Feel's So Right, RCA AHL1-3930
32	33	17	THE JUDDS The Juds - Wynonna & Naomi, RCA/Curb MHL1-8515	71	60	65	LEE GREENWOOD Somebody's Gonna Love You, MCA 5403
33	23	8	REBA McENTIRE Just A Little Love, MCA 5475	72	73	211	ALABAMA My Home's In Alabama, RCA AHL1-3644
34	29	19	DOLLY PARTON The Great Pretender, RCA AHL1-4940	73	74	144	WILLIE NELSON Greatest Hits, Columbia KC 237542
35	35	9	JOHNNY RODRIGUEZ Foolin' With Fire, Epic FE-39172	74	71	34	JOHN ANDERSON All The People Are Talkin', Warner Bros. 23912
36	43	37	ANNE MURRAY A Little Good News, Capitol ST12301	75	62	27	STEVE WARINER Midnight Fire, RCA AHL1-4859
37	38	88	HANK WILLIAMS JR. Hank Williams Jr.'s Greatest Hits Elektra/Curb 60193				
38	39	30	JIM GLASER The Man In The Mirror, Noble Vision NV-2001				
39	44	7	MEL TILLIS New Patches, MCA 5472 MCA				

○ Bullets are awarded to those products demonstrating the greatest sales gains this week (Prime Movers). ● Recording Industry Assn. of America seal for sales of 500,000 units (seal indicated by dot). ▲ Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by triangle).



CUZ

Q. What drew the most response ever on WBAP's Dick Yaws Show?

A. Cuzzin Tom Graham's rancher-farmer classic

THEM DANGED OLD COWS

Dick Yaws does a lot of things right. For a dozen years, his early morning show on WBAP has been the leader in its time slot in the Dallas/Fort Worth market, and country folks in 27 states wake up to his famous voice. But the biggest response Dick ever had to his show was when he played "THEM DANGED OLD COWS," the first single from Cuzzin Tom Graham's new album. If you have country people in your audience, be sure they hear "THEM DANGED OLD COWS." It drew the largest response ever on Dick Yaws' morning show (and lots of other morning shows too).

Cuzzin Records
Luling, Texas 78648
(512) 875-2881



AWARD OVERFLOW—The Statlers hold their armload of multiple awards following the 18th annual Music City News Country Awards ceremonies at the Grand Ole Opry House, which kicked off Fan Fair. Flanking the Statlers are Janie Fricke, named top female vocalist, and Lee Greenwood, who won top male vocalist, in the annual fan-voted competition.



SAY "BLUEGRASS"—Ricky Skaggs shares a laugh with Sharon and Cheryl White of the Whites and Bill Monroe at the MCA booth.



MILSAP MAGNETISM—Crowds form at the RCA booth to meet entertainer Ronnie Milsap.



WHERE'S GEORGE?—Moe Bandy and Joe Stampley don't seem sure whether it's Boy George or George Jones they're supposed to be emulating at the Music City News Country Awards. The CBS duo is promoting its newest single, "Where's The Dress?"



IS IT OVER?—That's what Tony Brown, MCA's a&r vice president, seems to be asking artist Reba McEntire as Fan Fair Week rolls to a close.



FAN FRENZY—Alabama's Mark Herndon stays clear of fans' reach as he signs autographs.



MAINES MEN—The Maines Brothers rip it up on the PolyGram show.



TWO IN TIME—Lee Greenwood is joined during his performance at the MCA show by labelmate Barbara Mandrell. They sang their forthcoming duet, "To Me," which is part of a duet album scheduled for release later this summer.



WHAT'S YOUR NAME?—It was the question heard constantly at Fan Fair as artists such as Gene Watson, shown here in the MCA booth, signed hundreds of autographs.



TEAR IT UP—Tom T. Hall gets things going at the PolyGram show.

JUNE 23, 1984, BILLBOARD

Billboard Black LPs

© Copyright 1984, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

This Week	Last Week	Weeks on Chart	ARTIST Title, Label & Number (Dist. Label)	This Week	Last Week	Weeks on Chart	ARTIST Title, Label & Number (Dist. Label)
1	1	33	LIONEL RICHIE ▲ Can't Slow Down, Motown 6059ML (MCA/MCA)	37	27	32	JAMES INGRAM It's Your Night, Qwest 23970-1 (Warner Bros.) WEA
2	3	6	JERMAINE JACKSON Jermaine Jackson, Arista AL8-8203 RCA	38	39	29	Z.Z. HILL I'm A Blues Man, Malaco 7415 IND
3	5	9	ONE WAY Lady, MCA 5470 MCA	39	28	29	KOOL & THE GANG ● In The Heart, De-Lite DSR 8508 (Polygram) POL
4	2	18	DENNIS EDWARDS Don't Look Any Further, Gordy 6057GL (Motown) MCA	40	43	5	WOMACK & WOMACK Love Wars, Elektra 60293-1 WEA
5	10	5	O'BRYAN Be My Lover, Capitol ST-12332 CAP	41	30	14	THE TEMPTATIONS Back To Basics Gordy 6085GL (Motown) MCA
6	4	15	CAMEO ● She's Strange, Atlanta Artists 814984-1M1 (Polygram) POL	42	29	13	ART OF NOISE Battle, Island 96974 (Atco) WEA
7	6	11	YARBROUGH & PEOPLES Be A Winner, Total Experience TEL8-5700 (RCA) RCA	43	32	9	THE CRUSADERS Ghetto Blaster, MCA 5429 MCA
8	9	27	LUTHER VANDROSS ● Busy Body, Epic FE 39196 CBS	44	41	42	HERBIE HANCOCK ● Future Shock, Columbia FC38814 CBS
9	11	31	POINTER SISTERS ● Break Out, Planet BXL1-4705 (RCA) RCA	45	44	35	DEBARGE ● In A Special Way, Gordy 6061GL (Motown) MCA
10	19	3	SOUNDTRACK Breakin', Polydor 821919-1Y-1 (Polygram) POL	46	40	9	NONA HENDRYX The Art Of Defense, RCA AFL1-4999 RCA
11	17	3	DENIECE WILLIAMS Let's Hear It For The Boy, Columbia FC 39366 CBS	47	50	2	CHERRELLE Fragile, Tabu BFZ 39144 (Epic) CBS
12	7	10	BAR-KAYS Dangerous, Mercury 818-478-1 (Polygram) POL	48	35	24	GEORGE CLINTON You Shouldn't-Nut Bit Fish, Capitol ST-12308 CAP
13	12	26	PATTI LABELLE ● I'm In Love Again, P.I.R. FZ 38539 (Epic) CBS	49	46	17	EURYTHMICS ● Touch, RCA AFL1-4817 RCA
14	16	7	RUN-D.M.C. Run-D.M.C., Profile PRO 1202 IND	50	51	4	GEORGE HOWARD Steppin' Out, TBA TB 201 (Palo Alto) IND
15	20	3	ROGER The Saga Continues, Warner Bros. 23975-1 WEA	51	42	18	KENNY G G Force, Arista AL8-8192 RCA
16	8	79	MICHAEL JACKSON ▲ Thriller, Epic QE 38112 CBS	52	52	33	ATLANTIC STARR Yours Forever, A&M SP-4948 RCA
17	15	10	CHANGE Change Of Heart, Atlantic 80151 WEA	53	48	10	DENISE LASALLE Right Place, Right Time, Malaco 7417 IND
18	13	13	BOBBY WOMACK The Poet II, Beverly Glen BG 10003 IND	54	55	13	PATTI AUSTIN Patti Austin, Qwest 23974-1 (Warner Bros.) WEA
19	NEW ENTRY		TINA TURNER Private Dancer, Capitol ST-12330 CAP	55	56	3	L.J. REYNOLDS Lovin' Man, Mercury 818479-1M-1 (Polygram) POL
20	NEW ENTRY		TEDDY PENDERGRASS Love Language, Asylum 60317-1 (Elektra) WEA	56	45	26	EVELYN "CHAMPAGNE" KING Face To Face, RCA AFL1-4725 RCA
21	14	27	MELBA MOORE Never Say Never, Capitol ST-12305 CAP	57	57	3	DUKE BOOTEE Bust Me Out, Mercury 818667-1M-1 (Polygram) POL
22	23	51	MIDNIGHT STAR ▲ No Parking On The Dance Floor, Solar 60241-1 (Elektra) WEA	58	67	2	WINDJAMMER Windjammer II, MCA 39021 MCA
23	22	18	SHANNON Let The Music Play, Mirage 90134 (Atco) WEA	59	NEW ENTRY		SMOKEY ROBINSON Essar, Tamla 6098TL (Motown) MCA
24	NEW ENTRY		PEABO BRYSON Straight From The Heart, Elektra 60392-1 WEA	60	62	33	TEENA MARIE Robbery, Epic FE 38882 CBS
25	26	20	CULTURE CLUB ▲ Colour By Numbers, Virgin/Epic QE 39107 CBS	61	53	31	DAVID SANBORN Backstreet, Warner Bros. 23906-1 WEA
26	NEW ENTRY		PATRICE RUSHEN Now, Elektra 60360-1 WEA	62	60	15	STACY LATTISAW & JOHNNY GILL Perfect Combination, Cotillion 90136 (Atco) WEA
27	38	3	SOUNDTRACK Beat Street, Atlantic 80154 WEA	63	63	9	MARVIN GAYE Every Great Hit Of Marvin Gaye, Motown 6058ML MCA
28	18	13	EARL KLUGH Wishful Thinking, Capitol ST-12323 CAP	64	65	28	IRENE CARA What A Feelin', Geffen/Network GHS 4021 (Warner Bros.) WEA
29	21	19	ROCKWELL ● Somebody's Watching Me, Motown 6052ML MCA	65	49	9	SPINNERS Cross Fire, Atlantic 80150-1 WEA
30	31	38	MADONNA ● Madonna, Sire 23867-1 (Warner Bros.) WEA	66	47	12	LAI D BACK Keep Smiling, Sire 25058-1 (Warner Bros.) WEA
31	25	28	DAZZ BAND Joystick, Motown 6084ML MCA	67	69	11	KLEER Intimate Connection, Atlantic 80145-1 WEA
32	36	3	MICHAEL JACKSON Farewell My Summer Love, Motown G101ML MCA	68	70	5	MARVIN GAYE What's Going On, Motown 5339ML MCA
33	33	9	THE EMOTIONS Sincerely, Red Label RLLP 001-1 IND	69	71	31	EDDIE MURPHY Comedian, Columbia FC 39005 CBS
34	34	10	SOUNDTRACK Footloose, Columbia JS 39242 CBS	70	61	30	DARYL HALL & JOHN OATES ▲ Rock 'N Soul Part I, RCA CPL1-4858 RCA
35	37	3	O'JAYS Love And More, P.I.R. FZ 39367 (Epic) CBS	71	59	5	LENNY WILLIAMS Changing, Roostshire XR 9513 MCA
36	24	46	JEFFREY OSBORNE ● Stay With Me Tonight, A&M SP-4940 RCA	72	72	8	MARVIN GAYE Anthology, Motown M9-791A3 MCA
				73	66	9	STANLEY CLARKE Time Exposure, Epic FE 38688 CBS
				74	58	28	PIECES OF A DREAM Imagine This, Elektra 60270-1 WEA
				75	54	28	THE DEELE Street Beat, Solar 60285-1 (Elektra) WEA

● Bullets are awarded to those products demonstrating the greatest sales gains this week (Prime Movers). ● Recording Industry Assn. of America seal for sales of 500,000 units (seal indicated by dot). ▲ Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by triangle).

Black

FIELDS RETURNS TO SCENE

New Label, Same Old 'Dimples'

By LEO SACKS

NEW YORK—He's still that self-important but loveable braggart whose novelty songs have endeared him to a broad popular audience. The only thing that's changed about Richard "Dimples" Fields is his record company.

Fields, who released two big albums ("Dimples" and "Mr. Look So Good") on the Boardwalk label, makes his RCA Records debut this month with the album "Mmm" and the single "Your Wife Is Cheating On Us."

His worldwide deal with RCA makes no mention of his Boardwalk masters, but Richard Schulenberg, Fields' attorney in Los Angeles, says that the singer has reacquired the tapes to his two hit albums, as well as his third release for the label ("Give Everybody Some"), in addition to the return of his publishing rights, which Boardwalk shared with him under the terms of his pact.

Schulenberg says that he intends to

negotiate with RCA for the release of the Boardwalk catalog, but he speaks only in generalities. "We may just want to package them in a greatest hits collection," he says, "or put them out individually if the album gets hot. We're keeping our hand open."

According to Fields, an audit conducted on the sales of his first two recordings for Boardwalk showed that he was owed \$235,000, "and that's just domestically." Just as he was negotiating a settlement with the company, the label filed for protection under Chapter XI of the federal bankruptcy law.

Schulenberg then reached an agreement with the Boardwalk creditors committee for the release of the singer's master recordings and publishing rights to such hits as "If It Ain't One Thing It's Another," "She's Got Papers On Me" and "Don't Ever Stop Chasing Your Dream."

"There was no cash settlement," says Schulenberg. "You can't get

blood out of a stone."

"Had I not been wise and saved my money," Fields remarks, "had I not saved my ducats, I'd be out of the business today." A big believer in self-help books, he says he spent at least \$200,000 to record his new album, and about the same amount on a finished master he produced for a new female trio from Boston called Ouch! Signed to RCA, their debut features a cover of Linda Jones' "Hypnotized."

Fields, who says his mother implored him to record Ivory Joe Hunter's "I Need You So" on his new album, says his new single isn't so much a message song as it is "a life situation."

"I don't want to be associated with 'message songs,'" he says. "That's too ponderous. The reason I can come back after two years without a hit is because America knows me as a person." It's also one of the reasons he keeps a flattened dollar bill in his sock at all times: "To remind me that I'm just a little person."

Chuck Jackson In Talent Hunt

By KIM FREEMAN

NEW YORK—Chuck Jackson, brother of presidential candidate Jesse Jackson, is busy with a campaign of his own to assemble what he terms a "creative pool" for developing new talent. A veteran performer, producer and songwriter, Jackson joined Los Angeles-based Don Ralph Productions as a&r director last month.

Jackson is best known for his production/songwriting partnership with Marvin Yancy; together, they were behind all of Natalie Cole's hits from 1975-80. He entered the business in the early '70s as lead singer of the Independents, who had a gold single in 1973 with "Leavin' Me" on Wand Records. Since his work with Cole, Jackson has contributed to albums by Aretha Franklin, Donna Washington, Phyllis Hyman, Michael Henderson and others.

Referring to himself as "the

coach," Jackson says he "has all the tools" to take a young talent from the club stage through the studio and on to a contract with a major label. At present, MCA's Rockie Robbins is Don Ralph's only client, but Jackson says he is close to signing seven new acts.

In coaching artists on their live shows and overseeing the song selection and recording process, Jackson says he is "setting acts up for life rather than churning out one-hit wonders." After what Jackson calls a "workshop period," Don Ralph artists are presented to labels as "polished packages" via club showcases.

Jackson stresses that the production company's involvement does not end with a label deal and cites Rockie Robbins' progress as a case in point. He says that he and MCA are working as a creative partnership in producing Robbins' debut album. While

Leon Sylvers is producing the album, Jackson is producing one of its cuts and acting as executive producer for the rest of the project. Robbins' first single is slated for August release.

Don Ralph Productions is still in the "getting off the ground" stage, Jackson admits. Aside from the undisclosed sum MCA provided to produce the Robbins album, Jackson's budget, also undisclosed, comes from Nigerian entrepreneur Ralph Ejedawe, who formed Don Ralph Productions two years ago. A Univ. of Southern California graduate, Ejedawe owns and operates the General Equipment contracting firm. The production company is his first venture into the recording industry.

In addition to looking for an assistant, Jackson is planning to hire a team of in-house writers. He also plans to build a recording studio for the company's artists.

The Rhythm & The Blues Street Sounds 'Break' Into Films

By NELSON GEORGE

From the first time this writer heard a rap tape on a portable cassette player while walking across 125th St. back in 1976 and observed the underground street music scene evolving at clubs in Harlem and the Bronx, it was clear that this unique New York experience would make a fun, fascinating movie. Well, after viewing "Breakin'" and the much hyped "Beat Street," it is equally clear that such a movie is yet to be made. Some of the dance scenes in both are outstanding; the showdown in "Breakin'" between the competing dancers at Los Angeles Radio Club makes you cheer, and a battle of rival break dance gangs at the Roxy in "Beat Street" is really amazing.

But the feel for what made rap/breakin'/graffiti style evolve, and what makes the kids who created all this tick, just isn't there. "Breakin'," shot in Los Angeles, cops out by centering its story on the seduction of a

middle class jazz dancer by the break dance life (sort of "Alice In Break-England") and rendering the other characters ethnic exotics. "Beat Street" tries harder to deal with the life of its teenage protagonists, but seems afraid to deal with the reality of their everyday experiences. No one

uses drugs, worries about crime, or is even overly sexual. One Puerto Rican graffiti artist does have a child out of wedlock, but is clearly more aroused by a clean subway car and spray paint cans than anything else. These kids are so clean they'd put Andy

(Continued on opposite page)



MAKING THE ROUNDS—Lillo Thomas, right, stops by WRKS New York to drop off a copy of his latest Capitol single "Your Love's Got A Hold On Me" while music director Sonny Taylor talks shop.

Ales Maps New Strategies For Pablo

By SAM SUTHERLAND and PETER KEEPNEWS

With a production itinerary that's keeping him away from his Beverly Hills base much of the time, **Norman Granz** has brought in veteran label executive **Barney Ales** to run **Pablo Records'** day-to-day business. Ales, who came aboard two weeks ago as president and general manager, most recently helmed **Penthouse Records**, after a long stint as **Motown** president and an early career in independent distribution in **Detroit**.

That dossier is probably not coincidental to Ales' new post, since Granz took Pablo into independent distribution earlier this spring, concluding a long pact with **RCA**. Now Ales says he's reviewing the changeover, updating sales and promotion lists, and taking the label's first look at framing a **Compact Disc** release plan.

★ ★ ★

The **Manhattan Transfer's** next album will dispense with crossover strategies to focus on straight jazz, thanks to a collaboration now underway between the vocal quartet and none other than **Jon Hendricks**. Transfer founder **Tim Hauser**, who hosts his own Sunday morning show on **NPR** affiliate **KCRW** Santa Monica, promised listeners the next album will find the group performing new vocal-ese pieces created by Hendricks, and likely to get polish prior to recording via unpublicized dates in Los Angeles clubs such as the **Vine Street Bar & Grill**. And speaking of both the Transfer and **KCRW**, that station's new studios were christened on June 8 with a live concert broadcast featuring the Transfer, **Dave Frishberg** and **Ry Cooder**. It helps to have gifted neighbors, and the Santa Monica station draws from quite a neighborhood.

★ ★ ★

The **Monterey Jazz Festival** has unveiled its first list of talent expected for this year's edition, slated for Sept. 14-16. New season ticket orders are being taken through June 30, at \$69, \$64.50 and \$59.50, depending on location, plus \$3 in handling. Attractions will include **Lionel Hampton** and his orchestra; **Billy Eckstine**; **Ernestine Anderson**; **Tito Puente All-Stars**; **Richie Cole & Alto Madness**; a reunion of the **Johnny Otis Rhythm & Blues Revue**, with "Little" **Esther Phillips**, **Etta James** and **Big Jay McNeely**; **Bobby McFerrin**; **Mundell Lowe**; **Hank Jones**; **Shelly Manne**; **Clark Terry**; **George Duvivier**; the **Denny Zeitlin Trio**; **Zoot Sims**, and others. More information can be obtained from the festival at P.O. Box **JAZZ**, Monterey, Calif. 93942.

In other festival news, the fifth edition of the **Festival International de Jazz de Montréal** begins June 29 with a strong lineup of artists, more than half of whom have never performed in that Canadian city. Among the special events planned for the 10-day festival are a "Tribute To French Jazz," featuring such leading French artists as **Martial Solal**, **Didier Lockwood** and **Philip Catherine**, and a concert teaming both **Oscar Peterson** and **Jean-Luc Ponty** with the **Orchestre Symphonique de Montréal**. . . A typically all-star lineup is set for this year's **Northsea Jazz Festival**, July 13-15 in The Hague, Holland. Among the headliners are **Miles Davis**, **Sarah Vaughan**, **Lionel Hampton**, **Dave Brubeck**, **Dizzy Gillespie** and the new **Mahavishnu Orchestra**. . . On a more modest note, the seventh annual **Delaware Water Gap Celebration of the Arts**, to be held Sept. 8-9 in that Pennsylvania town, will turn the spotlight on such notable local musicians as **John Coates Jr.**, **Bob Dorough**, **Phil Woods** and **Kim Parker**.

LATIN **Notas**

Concert Pays Tribute To Graciela

By ENRIQUE FERNANDEZ

Veteran singer **Graciela** was honored in New York Sunday (17) for her contribution to Latin music. The singer, who was often associated with the recently deceased bandleader **Machito**, made her New York debut in 1936 with the all-female orchestra **Anacaona**, coming from her native Cuba for the inauguration of the **Habana Madrid Night Club**, which still exists as the **Chateau Madrid**.

Graciela remained as the orchestra's lead singer until 1943, when her brother-in-law **Mario Bauza**, who was **Machito's** musical director, signed her for **Machito's** band, the **Afro-Cubans**. Graciela performed in some of the most prestigious clubs in the U.S. and Europe, in addition to touring South and Central America and Asia. She recorded more than a dozen albums, and many of her songs became international hits.

Though she seldom performs any more, Graciela is one of the few women to have attained stardom in the nearly all-male world of tropical dance music. Only **Celia Cruz** reached (and surpassed) Graciela's heights.

Celia was on hand for the concert/tribute, which included performances by two other Latin music legends, **Jose Fajardo** and **Roberto Torres**. **Orquesta Faena** and **Sonido Catracho** also performed at the event, which was held at the **Escalon 22 Club** in upper Manhattan.

★ ★ ★

About two years ago this column reported that Holland boasted not only a Latin music scene, but a publication dedicated to it, appropriately called **Musica Latina**. Now the same folk are branching into record production with their **Musica Latina Records** label. Their first album, by a Dutch salsa group called **Salsaya**, has just been released in the Netherlands.

The major breweries' sponsorship of Latin music at the local level continues with a series of free summer concerts in the Bronx, sponsored by **Miller** and promoted by **David Maldonado**. The Saturday concerts begin July 7 and end August 11. The lineup includes **Conjunto Clasico**, **Los Nietos del Rey**, **Hector "La Llave"** y **la Sensual**, **Conjunto Elegante**, **Bobby Rodriguez**, the **Bad Street Boys**, **Jose Alberto**, **Louie Ramirez & Ray de La Paz**, **Fascinacion** and **Luis Perico Ortiz**.

★ ★ ★

Colombian artist **Pancho Galan**, the creator of such popular tropical rhythms as the **merengue**, the **chiqui-cha**, the **tuqui-tuqui** and the **jajajala**, has been honored in the city of **Barranquilla** by the local DJs and show biz journalists for his contribution to Colombian popular music. Galan records for the **Discos Tropical** label.

★ ★ ★

RCA International, the major's label for the U.S. Latin market, continues its excursion into Italian music with the release of four Italian recordings, including one compilation of Italian hits sung in Spanish. The

other albums are compilations of hits by **Renato Zero**, **Nicolas de Beri** in Spanish, and Italian hits of the '60s.

The label's original move into Italian music was made in March with the release of eight albums. All carry a \$6.98 list price and besides being sold through **RCA International** will be offered through the mail by the U.S. distribution arm of **RAI**, the Italian government-owned broadcasting corporation.

★ ★ ★

Celia Cruz and **Tito Puente** are touring Europe together next month. . . Young singer **Jose Daniel's** first single, "Caballito Patas Blancas," produced by **Lee Edwards Productions**, will be distributed by a major department store chain. . . The ninth **New York Salsa Festival** will take place at **Madison Square Garden** on Sept. 1 and star the **Fania All Stars**. It will be sponsored by **Coca Cola**. . . The young Puerto Rican band **Concepto Latino** won a nine-band elimination contest to play the **Kool Jazz Festival** in New York next month. . . **Jose Luis Rodriguez** was the first Latin American to entertain at the annual **First Lady's luncheon** sponsored by the **Congressional Club**.

THINK LATIN

- ☐ COMPLETE LATIN SELECTIONS
- ☐ ALL LABELS INCLUDING:
- ☐ DISCOS CBS LATINOS, RCA AND MORE!
- ☐ SAME DAY SHIPMENT FROM STOCK
- ☐ 100% GUARANTEED
- ☐ RETAILERS, CALL (212) 582-0990

THINK ALPAN

LATIN RECORD AND TAPE SERVICE
720 10TH AVENUE
NEW YORK, NY 10019

Survey for Week Ending 6/23/84

Billboard® Hot Latin LPs™ Special Survey

© Copyright 1984, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

NEW YORK				CALIFORNIA			
This Week	Last Report	ARTIST—Title, Label & Number (Distributing Label)	This Week	Last Report	ARTIST—Title, Label & Number (Distributing Label)		
1	3	EL GRAN COMBO En Alaska, Combo 2039	1	4	LANI HALL Y CAMILO SESTO Lani Hall, A&M 37008		
2	2	JOSE JOSE Secretos, Ariola 6000	2	1	JOSE JOSE Secretos, Ariola 6000		
3	9	WILLIE ROSARIO Nuevos Horizontes, Bronco 128	3	3	PIMPINELA Hermanos, CBS 11320		
4	1	PIMPINELA Pimpinela, CBS 11317	4	5	LUPITA D'ALESSIO Yo, Orfeon 84		
5	14	LA ORGANIZACION SECRETA La Organizacion Secreta, Mundo	5	8	LOS BUKIS Mi fantasia, Profono 3122		
6	7	ROBERTO CARLOS Roberto Carlos, CBS 12322	6	6	ROBERTO CARLOS Concavo y convexo, CBS 12322		
7	5	CUCO VALOY Y SU TRIBU Cuco Valoy y su Tribu, CBR 1008	7	2	LOS FREDDY'S Y me enamore, Profono 90302		
8	4	PIMPINELA Hermanos, CBS 11320	8	9	MARIA CONCHITA Maria Conchita, A&M 37007		
9	6	CAMILO SESTO Amanecer 84, Ariola 6009	9	14	LOS CAMINANTES El numero tres, Luna 1101		
10	12	FERNANDITO VILLALONA Ayer y hoy, Kubaney 80004	10	13	LOS BONDADOSOS Jugando con lumbre, Profono 90303		
11	10	JOSE FELICIANO Me enamore, Profono 1002	11	7	CAMILO SESTO Amanecer 84, Ariola 6009		
12	0	FANIA ALL STAR Lo que pide la gente, Fania 629	12	0	PIMPINELA Pimpinela, CBS 11317		
13	0	CARLOS MANUEL Carlos Manuel, Aramis 1001	13	0	VICENTE FERNANDEZ 15 nuevos exitos con el idolo, CBS 20704		
14	0	LANI HALL Y CAMILO SESTO Lani Hall, A&M 37008	14	0	JULIO IGLESIAS En concierto, CBS 50334		
15	0	ELIO ROCA Segunda Luna de Miel, RCA 7274	15	0	ELIO ROCA Nuestra Segunda Luna de Miel, RCA 7274		
FLORIDA				TEXAS			
This Week	Last Report	ARTIST—Title, Label & Number (Distributing Label)	This Week	Last Report	ARTIST—Title, Label & Number (Distributing Label)		
1	1	JOSE JOSE Secretos, Ariola 6000	1	0	LOS YONICS Con amor, Profono 3100		
2	2	ROBERTO CARLOS Roberto Carlos, CBS 12322	2	12	RAMON AYALA Vestida de color de Rosa, Freddie 1285		
3	6	MARIA CONCHITA Maria Conchita, A&M 37007	3	3	LOS BUKIS Mi fantasia, Profono 1122		
4	12	EL GRAN COMBO Breaking the Ice, Combo 2039	4	0	VICENTE FERNANDEZ Las 15 grandes, CBS 20684		
5	0	LANI HALL Y CAMILO SESTO Lani Hall, A&M 37008	5	2	PIMPINELA Pimpinela, CBS 11317		
6	11	HANSEL Y RAUL Hansel y Raul, TH 2271	6	4	JOSE JOSE Secretos, Ariola 6000		
7	0	FANIA ALL STARS Lo que pide la gente, Fania 629	7	0	GRUPO SOMBRA Mi guerita Coca Cola, Freddie 1281		
8	8	LUPITA D'ALESSIO Yo, Orfeon 84	8	0	ANTONIO DE JESUS Juntos, A&M 37005		
9	5	NELSON NED Mas romantico que nunca, Odeon 923	9	0	LANI HALL Y CAMILO SESTO Lani Hall, A&M 37008		
10	0	MIAMI SOUND MACHINE A toda maquina, CBS 10349	10	1	JUAN GABRIEL Todo, Ariola 6001		
11	3	WILFRIDO VARGAS El africano, Karen 75	11	15	LOS TIGRES DEL NORTE Internacionalmente norteno, Profono 3124		
12	0	RAPHAEL Eternamente Tuyo, CBS 80379	12	0	MARIA CONCHITA Acariciame, A&M 37007		
13	9	PERLA Confidencias, RCA 7244	13	0	GRUPO MIRAMAR 15 Super exitos, TH 2208		
14	0	MASSIEL Corazon de Hierro, CBS 80378	14	0	ROCIO JURADO Porque me habras besado, RCA 7243		
15	0	DYANGO Al fin solos, Odeon 9024	15	0	MENUDO Con Amor, RCA 7262		
PUERTO RICO							
This Week	Last Report	ARTIST—Title, Label & Number (Distributing Label)	This Week	Last Report	ARTIST—Title, Label & Number (Distributing Label)		
1	2	RUBEN BLADES Buscando America, Elektra 60352	8	0	LANI HALL Y CAMILO SESTO Lani Hall, A&M 37008		
2	3	EL GRAN COMBO En Alaska, Combo 2039	9	0	YOLANDITA MONGE Suenos, CBS 10345		
3	1	JOSE JOSE Secretos, Ariola 6000	10	5	PIMPINELA Hermanos, CBS 11320		
4	4	ROBERTO CARLOS Concavo y convexo, CBS 12320	11	6	JOSE FELICIANO Me enamore, Profono 1002		
5	11	CAMILO SESTO Amanecer 84, Ariola 6009	12	12	WILLIE ROSARIO Nuevos Horizontes, Bronco 128		
6	10	GUILLERMO DAVILA Un poco de amor, Sono-rodven 020	13	9	CARMITA JIMENEZ Interpreta a los Panchos, Karen 79		
7	8	BOBBY VALENTIN Y CANO ESTREMER En Accion, Bronco 129	14	0	GLEN MONROIG No finjas, Mamoku 1002		
			15	0	ANGELA CARRASCO Unidos, RCA 6007		

JUNE 23, 1984, BILLBOARD

SCHOOLS & INSTRUCTIONS

Prepare for a Career in the MUSIC BUSINESS

You'll learn recording, concert and video production, artist representation, record promotion, marketing, retailing/wholesaling and much more. Accredited. Employment assistance and financial aid available. Call or write.

Please send free brochure.

Name _____
Address _____
City _____ State _____ Zip _____
Phone () _____ Yr. H.S. Grad. _____

THE MUSIC BUSINESS INSTITUTE
(404) 231-3303

Dept. B, 3376 Peachtree Road, N.E.
Atlanta, GA 30326 6/9

TALENT

Music Industry Careers. Train as Performers, Songwriter/Composers, or Audio Technicians. Diverse opportunities include: Pop, Rock, Country, Jazz, Musical Theatre, Dance, Vocal groups, Opera, Chamber groups and more. Course offerings include improvisation, Music Business, Composition, private study on all instruments, multi-track recording and many more courses. Accredited. Financial aid available. Write for catalog.

McLennan Community College
Commercial Music Program
Department 8B
1400 College Drive
Waco, Texas 76708
(817) 756-6551

ENTERTAINMENT
HERB JACKSON AGENCY
4934 Wynnefield Ave.
Philadelphia PA 19131
(215) 877-9082

Bookings, promotions, recordings, conventions and clubs—hotels and resorts. You'll love our shows.

PROFESSIONAL TALENT WANTED!!

New Artists, singers, songwriters, and musicians needed for national bookings, nightclubs, recording contracts, concert and auditions. **MUST** have media kit or promo package or photos. No fees. Percentage basis. Send info to:

American Talent Search
1377 K Street N.W., Suite 400
Washington DC 20005

WHY YOU SHOULD MAKE A CORPORATE CONTRIBUTION TO THE AD COUNCIL

The Advertising Council is the biggest advertiser in the world. Last year, with the cooperation of all media, the Council placed almost six hundred million dollars of public service advertising. Yet its total operating expense budget was only \$1,147,000 which makes its advertising programs one of America's greatest bargains... for every \$1 cash outlay the Council is generating over \$600 of advertising.

U.S. business and associated groups contributed the dollars the Ad Council needs to create and manage this remarkable program. Advertisers, advertising agencies, and the media contributed the space and time.

Your company can play a role. If you believe in supporting public service efforts to help meet the challenges which face our nation today, then your company can do as many hundreds of others—large and small—have done. You can make a tax-deductible contribution to the Advertising Council.

At the very least you can, quite easily, find out more about how the Council works and what it does. Simply write to: Robert P. Keim, President, The Advertising Council, Inc., 825 Third Avenue, New York, New York 10022.

Ad A Public Service of This Magazine & The Advertising Council.

HELP WANTED

EAST COAST PRESSING AND CASSETTE PLANT
LOOKING FOR EXPERIENCED SALES PERSON
WITH EXCELLENT TRACK RECORD. PLEASE SEND
RESUME, SALARY REQUIREMENTS AND REFER-
ENCES TO:

Box 7551
Billboard Magazine
1515 Broadway
New York, NY 10036

MARKETING MANAGER

Studio City record company looking for experienced marketing manager. Must have established contacts in the music industry and experience in acquiring merchandising rights, handling premiums, etc. Knowledge of children's market and contracts helpful. Please send resume and salary history to:

P.O. Box 1168-477
Studio City, CA
91604

RECORDING ENGINEER WANTED

Well established, growing studio requires a top flight recording engineer. Include credits, music business references and samples of your work with your resume. All replies will be handled in strict confidence.

Personnel Director, P.O. Box
8567, Philadelphia PA 19101

RACK JOBBER WANTED

Systems oriented person to design and implement rack jobbing programs and systems for video distributor. Substantial rack jobbing experience an absolute necessity. Familiarity with data processing helpful. Send resume and salary requirements to:

Director of Personnel
Artec Distributing, Inc.
Pine Haven, Shore Rd.
Shelburne, VT 05482

MANAGING DIRECTOR HOME VIDEO COMPANY

Fast paced growing home video company seeks a managing director for Canadian office. Must have sales experience and ability to manage small office under pressure. Entertainment industry experience preferred. Excellent opportunity for organized self motivator. Resumes to:

Su
P.O. Box 4000
Stamford, CT 06907

REAL ESTATE

CINCINNATI BILLBOARD BLDG.

64,000 sq. ft. for sale or lease. Heavy power, off street parking, 30,000 ft. of well planned & beautiful offices. On bus stop. Below market rental or sale. Immediately available. Ideal for distributors, volume mail users, publishers, assembly, printers etc. For details call:

West Shell
REALTORS

Ferd Clemen
513-721-4200

LEAD VOCAL WANTED

For American Rock Band with management company. Looking for male tenor with video looks, great range and stage presence. Opportunity for the right person to have salary/benefits and percentage in one of the hottest new bands in U.S.A. Please send pic, tape and bio to:

Rick Gallagher
Phillips Music, Inc.
1 Acton Place
Acton, MA 01720

BOOKING MANAGER WAX MUSEUM NIGHTCLUB WASHINGTON, DC

Experienced and knowledgeable. Duties include talent identification, contract negotiations, budgeting events, pricing tickets, describing and coordinating production requirements for up to 360 events per year. Works closely with marketing manager in planning sales strategy; presses continually for new business. Should be well versed in recent past and all current music and entertainment styles; have ability to identify emergency talent, exhibit a high level of energy, intelligence, financial savvy, negotiating skill, stage knowledge, people sense and the capacity to work long hours. Send resume and confidential salary history to:

Booking
Box 1183
Washington, DC 20013

Wax Museum Nightclub is also accepting resumes for future reference in all areas of club operations: marketing, video, technical, service, etc. Send to:

Resumes
Box 1183
Washington, DC 20013

GOVERNMENT JOBS \$16,559—\$50,553/year.
Now Hiring. Your Area. Call 805-687-6000 Ext. R-1304

EQUIPMENT FOR SALE

CONSOLE SOUND WORKSHOP/SERIES 30

28 in./24 out. like new \$15,000. Call:

(516) 626-1921

Cassette Winders, Cassette labeling equipment, C-O's sonic white tab out .115 each. 5 screw smokey C-O's .07 each. (714) 794 7784.

VIDEO

THE WALL OF FAME

... Puts any VHS or Beta title in on your shelf for just \$5.98 per month. Rent all or part of your inventory instead of buying and save \$1,000's. Call now for free catalog and 25% discount.

1 (800) 227-3800
Ext. 244

N.Y.C. ENTERTAINMENT MANAGEMENT COMPANY

Looking for experienced talent managers. Please send resume, salary requirements and references to:

Box # 7550
Billboard Magazine
1515 Broadway
New York, NY 10036

RECORDING STUDIO MANAGER

Major Manhattan 24 track studio seeks manager. Contacts in the music industry and sales experience required. Salary negotiable.

(212) 840-3285

SANATY MUSIC PRODUCTIONS PRESENTS

TEEZE—HEAVY METAL ROCK GROUP
Available for opening acts.

For More Information
Contact:
Tim Davies
215-721-1734

BE A RECORDING engineer! New classes quarterly. Institute of Audio/Video Engineering. (213) 666-3003. 1831 Hyperion, Dept. D, Hollywood, CA 90027.

BILLBOARD RADIO JOB MART

- Position Wanted
- Position Available
- Services
- \$33.00 per inch



WE ACCEPT ALL MAJOR CREDIT CARDS

ADDRESS ALL ADS: JEFF SERRETTE
Billboard Job Mart, 1515 Broadway, New York, N.Y. 10036. Phone: (212) 764-7388 (locally) or (800) 223-7524 (Out of State). Use any major credit card when calling in your advertisement.

PAYMENT MUST ACCOMPANY ORDER

Name _____
Address _____
City _____ State _____ Zip _____
Telephone _____

SERVICES

TRAVELOG IS HERE!

Travelog is a 90 second feature that talks to your listeners about resort and vacation areas around the world. Suitable for all formats. Easy sell to local travel agencies. For market exclusivity, reply today! Write or call for free demo.

Broadcast Productions East
23 Rustic Ave.
Medford, NJ 11763
(516) 286-8125

RADIO PERSONNEL NEEDED

The past several weeks, NATIONAL has received job orders from radio stations in California, Florida, Texas, Michigan, Tennessee, Virginia, Nebraska, Indiana, New York, Arizona, Pennsylvania, Massachusetts, to name just a few. Radio stations in more than 25 different states, looking for announcers, news people, programmers and sales people. These jobs are for all size markets. If you are looking to make a change, now is the time. NATIONAL, THE NATION'S LEADING RADIO PLACEMENT SERVICE, places our registrants from Coast to Coast. For complete information and registration form enclose \$1.00 postage and handling to:

NATIONAL BROADCAST TALENT COORDINATORS
DEPT. L, P.O. BOX 20551
BIRMINGHAM, AL 35216
ACT NOW: 205-822-9144

BE THE FIRST STATION WITH THE LATEST HITS

Subscribe to our AUTOMATIC AIR-MAIL SERVICE for the latest 45's, LP's and cassettes from any chart. CUSTOMIZED SERVICE. For more information write to:

AIRDISC U.S.A.
P.O. BOX 835
Amityville NY 11701

ACTIONMART

The results are fast. The reach is vast. And the call is free! To place a Billboard Classified ad, call Jeff Serette at (800) 223-7524.

"BIG TIME" RADIO AND TELEVISION POSITIONS AVAILABLE

Plus! Sample copy of Radio & Television Announcing! Entertainment! By the biggest personalities in the business! Thoroughly tested, researched and guaranteed information to succeed!

Send only \$2.00
Special rates for Billboard readers or call 24 hours
(201) 379-4183
for consultation.

Major Market Communications
P.O. Box 649-Dept. B
Short Hills, NJ 07078

INSIDE COUNTRY

Designed With The Country DJ In Mind - Current artist bios, Monthly Calendar, Country Trivia. We do the research! You sound informed! For more information write

Inside Country
6000 Fulton Ave., Suite 12
Van Nuys, CA 91401

POSITION AVAILABLE

RADIO TV JOBS

10,000 radio jobs a year for men and women are listed in the American Radio Job Market weekly paper. Up to 300 openings every week!! Disk Jockeys, Newspeople and Program Directors, Engineers, Salespeople, Small, medium and major markets all formats. Many jobs require little or no experience! One week computer list \$6.00. Special Bonus, six consecutive weeks only \$14.95—you save \$21.

AMERICAN RADIO JOB MARKET
6215 Don Gaspar, Dept. 2
Las Vegas, Nevada 89106

CHIEF ENGINEER

AM, strong audio, transmitter, remote set-ups. Neat and willing to work at varied jobs and become part of a team.

Contact GM, WHBU,
Anderson, IN
(317) 644-7791. EOE.

T-SHIRTS

T-SHIRTS MUSCLES
 300 DESIGNS
 50 NEW DESIGNS EVERY 90 DAYS
LIBER-TEES
 1-800-621-6607
 BRITISH FLAG • JAPANESE FLAG
 ANIMAL SKIN • SPLATTER MUSIC
 NEW WAVE • THREE STOOGES
SWEATSHIRTS CAPS

POSTERS

POSTERS
Rock Posters
ZAP ENTERPRISES
 1251-3 Irolo St.
 Los Angeles, Calif. 90006
 (213) 732-3781
DEALERS ONLY

STORE FOR SALE

FT. LAUDERDALE
RECORD STORE
 Near college and high school.
 Ticket outlet—six years old.
 Contact: Murray Solomon
 7331 No. West 20th St.
 Sunrise, FL 33313
 (305) 742-5338

DANCE FLOOR

THE MUSIC SERVICES
MODULAR LIGHTED DANCE FLOOR
 Controllers, Gyro lites, Rain lighting, mirror
 balls, strobes, rotators and fog machines.
 Call or write:
MUSIC SERVICE
 327 S. Miller Rd., Akron, OH 44313
 (216) 867-1575

TECH RAND
NEON LIGHT
DANCE FLOOR
FOR SALE

480 sq. ft. with 3 radical wall displays totaling 76 sq. ft. Was
 \$50,000 new—asking \$15,000 complete—negotiable. Call or
 write:
ALIBI NORTH
 910 Wright St.
 Marquette, MI 49855
 (906) 226-2322

DISTRIBUTING SERVICES

AMERICA'S LEADING DISTRIBUTOR OF
BLANK TAPE & ACCESSORIES

- Free Catalog Featuring:
 Maxell • Discwasher • Memorex • TDK
 Recoton • Sony • Koss • Scotch • Fuji
 Eveready • BASF • Ailsop • Savoy
 Audio Technica • PD Magnetics
 Duracell • Amaray • Wico • and
 many more!
- 24 Hour Freight
 Paid Service
- Free Mailing of
 Extra Profit Times

Dealers Only
 Send or Call Toll Free for Your
 Free Copies: 800-523-2472

R. L. Borenthal Associates
 Dept. A/1035 Leidy Dr./Minersville, PA 17745/610-441-8988

SONGWRITERS

SONGWRITERS
 We bring your songs to life inexpensively with
 top session players from THE DOOBIE BROS
 BOZ SCAGGS, THE JACKSONS, GEORGE
 BENSON, etc. Call write for free sample tape

MOONLIGHT DEMOS
 213 893-0257 or 665-7464 • 5313 Bakman Ave
 Box 124 • No. Hollywood, CA 91601

"The best demos I've heard in a long time."
 —MIK VINET, Veteran Producer for the
 BEACH BOYS & LINDA RONDISTADT
 * Call or write for FREE sample record *

DEMO MASTERS

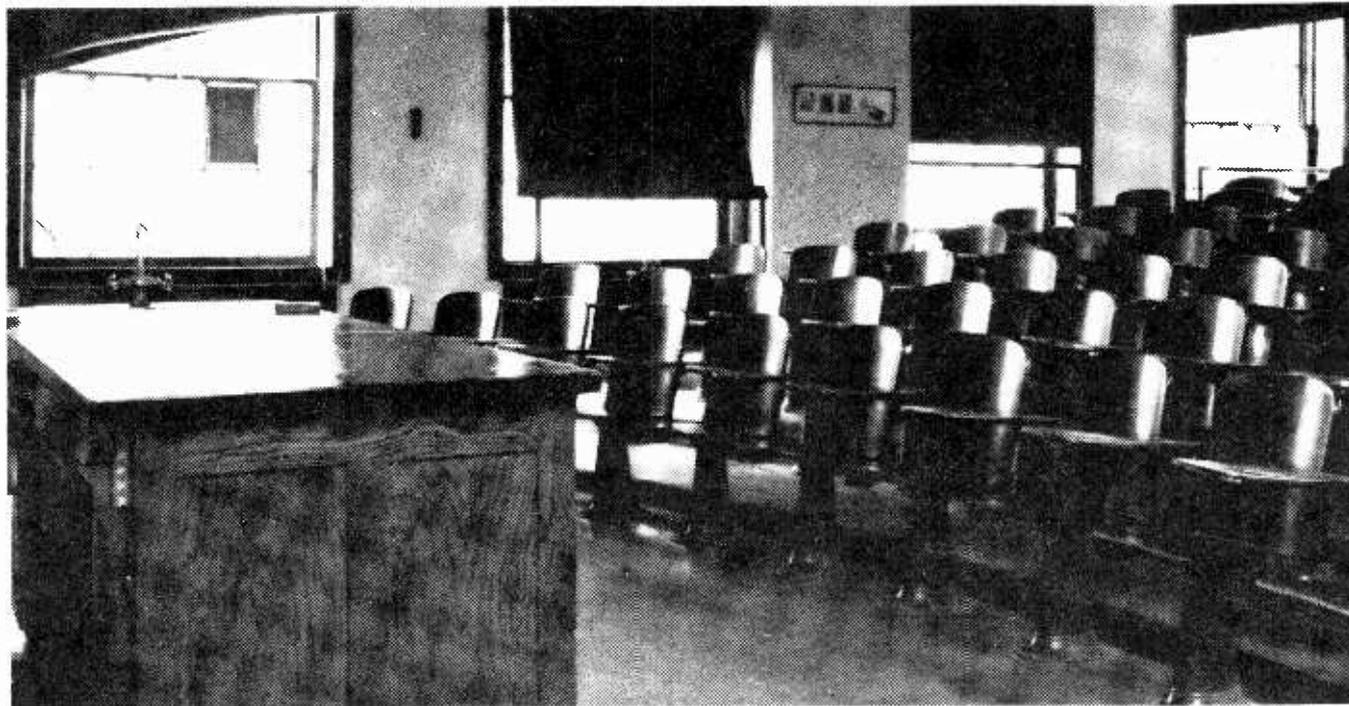
1850 Union Street, #434 • San Francisco, CA 94123
 Telephone: (415) 381-8185

VIDEO

FREE SAMPLE COPY...
 of GOLDMINE, world's largest record collector's
 publication! Thousands of new and old
 for sale in each issue. Plus articles on
 recording stars of the past and present. All
 eras, all types of music. Sample free. 13 is-
 sues \$22.00

GOLDMINE
 Circulation Dept. AF9
 700 East State St. Iola, WI 54990

Corporate giving. Without it, a lot of important things might go out of business.



A lot of organizations in a lot of different fields could barely exist without help from corporations.

Schools, job training programs, the arts and more.

To their credit, a great many companies realize this.

Every year for the past ten

years, corporate giving has gone up. Regardless of fluctuations in the economy. In spite of unpredictable corporate profits. And that's something the entire corporate community can take pride in. And be congratulated for.

There are so many ways a

corporation can give. So many ways to lend a hand.

Whether it's giving money to a college, making a donation to a local hospital, or just giving a kid a summer job—it makes a difference.

The fact is, when corporate



Lend a hand

giving thrives, so do the organizations it supports.

And everyone profits.



A Public Service of This Publication.
 ©1984 The Advertising Council, Inc.

© Copyright 1984, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

BRITAIN

(Courtesy of Music & Video Week)
As of 6/16/84

SINGLES		
This Week	Last Week	
1	NEW	TWO TRIBES, Frankie Goes To Hollywood, ZTT
2	1	WAKE ME UP BEFORE YOU GO GO, Wham!, Epic
3	5	ONLY WHEN YOU LEAVE, Spandou Ballet, Reformation
4	13	SMALLTOWN BOY, Bronski Beat, Forbidden Fruit
5	9	HIGH ENERGY, Eymas, Record Shack
6	3	DANCING WITH TEARS IN MY UR, Chrysalis
7	8	PEARL IN THE SHELL, Howard Jones, WEA
8	12	SAD SONGS, Elton John, Rocket
9	2	LET'S HEAR IT FOR THE BOY, Deniece Williams, CBS
10	10	HEAVEN KNOWS I'M MISERABLE NOW, Smiths, Rough Trade
11	16	RELAX, Frankie Goes To Hollywood, ZTT
12	6	SEARCHIN', Hazell-Dean, Proto
13	7	GROOVIN', Style Council, Polydor
14	19	THINKING OF YOU, Sister Sledge, Cotillion
15	26	FAREWELL MY SUMMER LOVE, Michael Jackson, Motown
16	11	I FEEL LIKE BUDDY HOLLY, Alvin Stardust, Chrysalis
17	18	ONE BETTER DAY, Madness, Stiff
18	NEW	I WON'T LET THE SUN GO DOWN ON ME, Nik Kershaw, MCA
19	4	THE REFLEX, Duran Duran, EMI
20	31	SUSANNA, Art Company, Epic
21	25	SO TIRED, Ozzy Osbourne, Epic
22	15	I WANT TO BREAK FREE, Queen, EMI
23	29	ROUGH JUSTICE, Bananarama, London
24	14	AUTOMATIC, Pointer Sisters, Planet
25	17	RED GUITAR, David Sylvian, Virgin
26	39	CHANGE OF HEART, Change, WEA
27	30	INFATUATION, Rod Stewart, Warner Brothers
28	22	AGAINST ALL ODDS, Phil Collins, Virgin
29	23	LOVE WARS, Womack & Womack, Elektra
30	20	BREAK DANCE PARTY, Break Machine, Record Shack
31	37	LOVE ALL DAY, Nick Heyward, Arista
32	21	-FOOTLOOSE, Kenny Loggins, CBS
33	NEW	ABSOLUTE, Scritti Politti, Virgin
34	24	ONE LOVE, Bob Marley & Wailers, Island
35	27	GOING DOWN TOWN TONIGHT, Status Quo, Vertigo
36	NEW	WHITE LINES, Grandmaster & Melle Mel, Sugar Hill
37	34	DANCING IN THE DARK, Bruce Springsteen, CBS
38	36	WHEN AM I GOING TO MAKE A LIVING, Sade, Epic
39	NEW	TALKING LOUD AND CLEAR, OMD, Virgin
40	NEW	I WANNA BE LOVED, Eavis Costello & Attractions, F-Beat
ALBUMS		
1	1	LEGEND, Bob Marley & Wailers, Island
2	NEW	BORN IN THE U.S.A., Bruce Springsteen, CBS
3	2	THE WORKS, Queen, EMI
4	7	AN INNOCENT MAN, Billy Joel, CBS
5	3	NOW, THAT'S WHAT I CALL MUSIC II, Various, Virgin
6	5	CAN'T SLOW DOWN, Lionel Richie, Motown
7	9	HUMAN'S LIB, Howard Jones, WEA
8	6	THRILLER, Michael Jackson, Epic
9	8	THEN CAME ROCK 'N' ROLL, Various, EMI
10	4	HUNGRY FOR HITS, Various, K-tel
11	12	LOST BOYS, Flying Pickets, 10
12	11	DON'T STOP DANCING, Various, Telstar
13	10	FOOTLOOSE, Soundtrack, CBS
14	NEW	EDEN, Everything But The Girl, blanco y negro
15	NEW	HYAENA, Siouxsie & Banshees, Polydor
16	27	FAREWELL MY SUMMER LOVE, Michael Jackson, Motown
17	14	CAFE BLEU, Style Council, Polydor
18	29	BREAK MACHINE, Record Shack
19	NEW	AMERICAN HEARTBEAT, Various, Epic
20	20	MASTERPIECES, Sky, Telstar
21	13	MANGE TOUT, Blancmange, London
22	21	THE SMITHS, Rough Trade
23	18	INTO THE GAP, Thompson Twins, Arista

24	17	LAMENT, Ultravox, Chrysalis
25	23	HUMAN RACING, Nik Kershaw, MCA
26	NEW	20 FAMILY FAVOURITES, Vera Lynn, EMI
27	16	LEGEND, Clannad, RCA
28	22	ALCHEMY, Dire Straits, Vertigo
29	NEW	BREAKDANCE, Various, Polydor
30	15	SEVEN AND THE RAGGED TIGER, Duran Duran, EMI
31	25	STREET SOUNDS ELECTRO 4, Various, Street Sounds
32	19	HYSTERIA, Human League, Virgin
33	31	TOUCH DANCE, Eurythmics, RCA
34	NEW	STAY HUNGRY, Twisted Sister, Atlantic
35	24	MAN ON THE LINE, Chris De Burgh, A&M
36	28	BREAKOUT, Pointer Sisters, Planet
37	30	THE PROS AND CONS OF HITCH HIKING, Roger Waters, Harvest
38	26	OCEAN RAIN, Echo & Bunnymen, Korova
39	32	JUNK CULTURE, OMD, Virgin
40	33	AND I LOVE YOU SO, Howard Keel, Warwick

CANADA

(Courtesy of The Record)
As of 6/25/84

SINGLES		
This Week	Last Week	
1	4	TIME AFTER TIME, Cyndi Lauper, Epic/CBS
2	1	TO ALL THE GIRLS I'VE LOVED BEFORE, Willie Nelson & Julio Iglesias, Columbia/CBS
3	11	OH SHERRIE, Steve Perry, Columbia/CBS
4	5	THE REFLEX, Duran Duran, Capitol
5	3	HELLO, Lionel Richie, Motown/Quality
6	2	AGAINST ALL ODDS, Phil Collins, Atlantic/WEA
7	16	LET'S HEAR IT FOR THE BOY, Deniece Williams, Columbia/CBS
8	19	DANCE HALL DAYS, Wang Chung, Warner Bros./WEA
9	15	WOULDN'T IT BE GOOD, Nik Kershaw, MCA
10	6	BREAKDANCE, Irene Cara, Geffen/WEA
11	18	HEART OF ROCK 'N' ROLL, Huey Lewis & the News, Chrysalis/MCA
12	NEW	DANCING IN THE DARK, Bruce Springsteen, Columbia/CBS
13	NEW	RUN RUNAWAY, Slade, CBS Associated
14	9	FOOTLOOSE, Kenny Loggins, Columbia/CBS
15	8	THEY DON'T KNOW, Tracey Ullman, MCA
16	13	GIRLS JUST WANT TO HAVE FUN, Cyndi Lauper, Epic/CBS
17	7	HOLD ME NOW, Thompson Twins, Arista/PolyGram
18	10	YOU MIGHT THINK, Cars, Elektra/WEA
19	14	ROCKIT, Herbie Hancock, Columbia/CBS
20	NEW	THE AUTHORITY SONG, John Cougar Mellencamp, Riva/PolyGram

ALBUMS

1	1	FOOTLOOSE, Soundtrack, Columbia/CBS
2	7	INTO THE GAP, Thompson Twins, Arista/PolyGram
3	3	SHE'S SO UNUSUAL, Cyndi Lauper, Epic/CBS
4	8	HEARTBEAT CITY, Cars, Elektra/WEA
5	3	1984, Van Halen, Warner Bros./WEA
6	6	COLOUR BY NUMBERS, Culture Club, Virgin/PolyGram
7	5	GRACE UNDER PRESSURE, Rush, Anthem/Capitol
8	9	CAN'T SLOW DOWN, Lionel Richie, Motown/Quality
9	15	SEVEN AND THE RAGGED TIGER, Duran Duran, Capitol
10	10	LOVE AT FIRST STING, Scorpions, Mercury/PolyGram
11	11	SPORTS, Huey Lewis & the News, Chrysalis/MCA
12	7	THRILLER, Michael Jackson, Epic/CBS
13	13	TOUCH, Eurythmics, RCA
14	NEW	STREET TALK, Steve Perry, Columbia/CBS
15	12	AGAINST ALL ODDS, Soundtrack, Atlantic/WEA
16	16	ELIMINATOR, ZZ Top, Warner Bros./WEA
17	NEW	BORN IN THE U.S.A., Bruce Springsteen, Columbia/CBS
18	14	BODY AND SOUL, Joe Jackson, A&M
19	17	LEARNING TO CRAWL, Pretenders, Sire/WEA
20	NEW	HUMAN RACING, Nik Kershaw, MCA

WEST GERMANY

(Courtesy Der Musikmarkt)
As of 6/18/84

SINGLES		
This Week	Last Week	
1	2	SELF CONTROL, Laura Branigan, Atlantic/WEA
2	1	SEND ME AN ANGEL, Real Life, Curb/Intercord
3	3	SELF CONTROL, Raf, Carrere/DGG
4	4	FOOTLOOSE, Kenny Loggins, CBS
5	17	SOUNDS LIKE A MELODY, Alphaville, WEA
6	5	I WANT TO BREAK FREE, Queen, EMI
7	7	DANCE HALL DAYS, Wang Chung, Geffen/CBS
8	9	DR. MABUSE, Propaganda, Island/Ariola
9	6	HELLO, Lionel Richie, Motown/RCA
10	11	AGAINST ALL ODDS, Phil Collins, Atlantic/WEA
11	12	THE REFLEX, Duran Duran, EMI
12	8	PEOPLE ARE PEOPLE, Depeche Mode, Mute/Intercord
13	10	WOULDN'T IT BE GOOD, Nik Kershaw, MCA/WEA
14	16	HIGH ON EMOTION, Chris De Burgh, A&M/CBS
15	18	TIME AFTER TIME, Cyndi Lauper, Epic/CBS
16	14	LOCOMOTION, OMD, Virgin/Ariola
17	13	ROBERT DE NIRO'S WAITING, Bananarama, Metronome
18	NEW	DIGGI-LOO DIGGI-LEY, Herrey's
19	NEW	HOLDING OUT FOR A HERO, Bonnie Tyler, CBS
20	19	DON'T ANSWER ME, Alan Parsons Project, Arista/Ariola

ALBUMS

1	1	MAN ON THE LINE, Chris De Burgh, A&M/CBS
2	2	ZWESCHE SALZJEBAECK UN BIER, Muslkant/EMI
3	3	FOOTLOOSE, Soundtrack, CBS
4	8	4630 BOCHUM, Herbert Groenemeyer, EMI
5	5	CAN'T SLOW DOWN, Lionel Richie, Motown/RCA
6	6	THE WORKS, Queen, EMI
7	4	WAS BIN ICH FUER EIN SCHELM, Heinz Erhardt, K-tel
8	7	THRILLER, Michael Jackson, Epic/CBS
9	9	AMMONIA AVENUE, Alan Parsons Project, Arista/Ariola
10	14	HUMAN RACING, Nik Kershaw, MCA/WEA
11	10	EIN GLUECK, DASS ES DICH GIBT, Roger Whittaker, Avon/Intercord
12	NEW	HEART LAND, Laura Branigan, Atlantic/WEA
13	16	LEGEND, Bob Marley, Island/Ariola
14	15	CIVILIZED MAN, Joe Cocker, Capitol/EMI
15	NEW	SELF CONTROL, Laura Branigan, Atlantic/WEA
16	11	?(FRAGEZEICHEN), Nena, CBS
17	20	17, Chicago, Full Moon/WEA
18	18	WENN SCHON NICHT FUER IMMER, Uta Meinecke, RCA
19	NEW	HUMAN'S LIB, Howard Jones, WEA
20	12	VICTIMS OF CIRCUMSTANCE, Barclay James Harvest, Polydor/DGG

AUSTRALIA

(Courtesy Kent Music Report)
As of 6/18/84

SINGLES		
This Week	Last Week	
1	1	HELLO, Lionel Richie, Motown
2	2	IT'S JUST NOT CRICKET, Twelfth Man, EMI
3	3	AGAINST ALL ODDS, Phil Collins, Atlantic
4	4	FOOTLOOSE, Kenny Loggins, CBS
5	6	THE REFLEX, Duran Duran, EMI
6	10	LET'S HEAR IT FOR THE BOY, Deniece Williams, CBS
7	5	TO ALL THE GIRLS I'VE LOVED BEFORE, Julio Iglesias & Willie Nelson, CBS
8	7	TIME AFTER TIME, Cyndi Lauper, Portrait
9	9	I WANT TO BREAK FREE, Queen, EMI
10	NEW	HEAVEN MUST BE THERE, Eurogliders, CBS
11	8	TO BE OR NOT TO BE, Mel Brooks, Island
12	13	A BEAT FOR YOU, Pseudo Echo, EMI
13	12	SOMEBODY'S WATCHING ME, Rockwell, Motown
14	18	DOCTOR DOCTOR, Thompson Twins, Arista
15	15	BURNING UP, Madonna, Sire
16	11	HOLIDAY, Madonna, Sire

17	19	BITTER DESIRE, Kids In The Kitchen, White Label
18	16	ROCKET, Herbie Hancock, CBS
19	NEW	SAD SONGS, Elton John, Rocket
20	NEW	THE LONGEST TIME, Billy Joel, CBS

ALBUMS

1	3	CAN'T SLOW DOWN, Lionel Richie, Motown
2	2	1984 - THE BEAT, Various, RCA
3	1	THROBBIN' '84, Various, Polystar
4	7	LEGEND, Bob Marley & Wailers, Island
5	NEW	BORN IN THE USA, Bruce Springsteen, CBS
6	4	FOOTLOOSE, Soundtrack, CBS
7	6	THE SWING, Inxs, WEA
8	5	I WILL LOVE YOU ALL MY LIFE, Foster & Allen, Powderworks
9	9	THRILLER, Michael Jackson, Epic
10	19	THIS ISLAND, Eurogliders, CBS
11	11	AUTUMNAL PARK, Pseudo Echo, EMI
12	8	INTO THE GAP, Thompson Twins, Arista
13	13	AN INNOCENT MAN, Billy Joel, CBS
14	NEW	DANCE RAP '84, Various, CBS
15	10	TWENTIETH CENTURY, Cold Chisel, WEA
16	16	MADONNA, Sire
17	17	CIVILISED MAN, Joe Cocker, Liberation
18	12	SHE'S SO UNUSUAL, Cyndi Lauper, Portrait
19	14	COLOUR BY NUMBERS, Culture Club, Virgin
20	15	ALCHEMY, Dire Straits, Vertigo

JAPAN

(Courtesy Music Labo)
As of 6/18/84

SINGLES		
This Week	Last Week	
1	NEW	KEJIMENASAI, Masahiko Kondo, RVC/Johnny's
2	3	KANASHIKUTE JEALOUSY, Checkers, Canyon/Yamaha
3	1	KISHIDO, Toshihiko Tahara, Canyon/Johnny's
4	2	JIKAN NO KUNI NO ALICE, Seiko Matsuda, CBS-Sony/Sun
5	4	MAIN THEME, Hiroko Yakushimaru, Toshiba-EMI/Variety
6	12	FUTARI NO ISLAND, Yuko Ishikawa & Chage, Radio City/Yamaha
7	5	CONTROL, Naoko Kawai, Nippon Columbia/GEIEI
8	8	ITAZURA NIGHT DOLL, Yoshie Kashiwbara, Nippon Phonogram/Dream
9	11	SAYONARA WA HACHIGATSU NO LULLABY, Koji Kikkawa, SMS/Watanabe
10	6	STARSHIP, Afee, Canyon/Nichion-Tanabe
11	7	SOUTHERN WIND, Akina Nakamori, Warner-Pioneer, Nichion/NTV
12	16	I LIKE CHOPIN, Asami Kobayashi & C Point, CBS-Sony/PMP
13	9	GIZA GIZA HEART NO KOMORIUTA, Checkers, Canyon/Yamaha
14	10	CATS AND DOGS, Shibugakital, CBS-Sony/Johnny's-NHK
15	15	MUSUMEYO, Gannosuke Ashiya, Teichiku/JVK
16	13	KIMITACHI KIWI PAPAYA MANGO DANE, Melko Nakahara, Toshiba-EMI/YUI-Nichion
17	14	AJOU MONOGATARI, Tomoyo Harada, Toshiba-EMI/Variety
18	18	NAGARAGAWA ENKA, Hiroshi Itauki, TJC/TV Asahi-RFMP-Sound 1
19	17	NAMIDA NO REQUEST, Checkers, Canyon/Yamaha
20	20	I LIKE CHOPIN, Gazebo, CBS-Sony

ALBUMS

1	NEW	TINKER BELL, Seiko Matsuda, CBS-Sony
2	1	VISITORS, Motoharu Sano, Epic-Sony
3	3	VARIETY, Maria Takeuchi, Moon
4	2	PERSONALLY, Junichi Inagaki, Toshiba-EMI
5	4	FOOTLOOSE, Soundtrack, CBS-Sony
6	8	ANZEN CHITAI 2, Kitty
7	NEW	TIGER TIGER, Duran Duran, Toshiba-EMI
8	5	SUMMER DELICACY, Naoko Kawai, Nippon Columbia
9	7	ANNIVERSARY, Akina Nakamori, Warner-Pioneer
10	6	AIWO OKURU, Chiharumatsuyama, News
11	12	GAZEBO, CBS-Sony

12	NEW	SUMMER BREEZE, Hidemi Ishikawa, RVC
13	11	MISTONE, Masamichi Sugi, CBS-Sony
14	NEW	ISLANDS, Kajagoogoo, Toshiba-EMI
15	9	MUSIC, Tatsuhiro Yamamoto, Toshiba-EMI
16	13	EACH TIME, Eichi Ohtaki, CBS-Sony
17	NEW	JERMAINE JACKSON, Nippon Phonogram
18	19	ALL AGAINST ODDS, Soundtrack, Warner-Pioneer
19	NEW	NIAGARA SONG BOOK 2, Niagara Fall Of Sound Orchestra, CBS-Sony
20	NEW	NON POLICY, Kenji Sawada, Polydor

ITALY

(Courtesy Germano Ruscitto)
As of 6/11/84

SINGLES		
This Week	Last Week	
1	8	SELF CONTROL, Raf, Carrere/CBS
2	3	STATE OF THE NATION, Industry, EMI
3	NEW	I TRENI DI TOZEUR, Alice & Franco Battiato, EMI
4	7	RELAX, FRANKIE GOES TO HOLLYWOOD, Recordi
5	NEW	GIRLS JUST WANT TO HAVE FUN, Cyndi Lauper, CBS
6	12	AGAINST ALL ODDS, Phil Collins, WEA
7	1	JUMP, VAN HALEN, WEA
8	6	IT'S MY LIFE, Talk Talk, EMI
9	4	BIG IN JAPAN, Alphaville, WEA
10	10	FOTOROMANZA, Gianna Nannini, Ricordi
11	9	SURVIVOR, Mike Francis, Concorde/Cat
12	11	STREET DANCE, Break Machine, CGD-MM
13	5	DANCE HALL DAYS, Wang Chung, CBS
14	13	SOMEBODY'S WATCHING ME, Rockwell, Motown/Ricordi
15	16	JOE IL TEMERARIO, Ron, RCA
16	NEW	QUE DOLOR, Raffaella Carrà, Hipavox/CGD-MM
17	NEW	FOOTLOOSE, Kenny Loggins, CBS
18	2	LOVE OF THE COMMON PEOPLE, Paul Young, CBS
19	NEW	LA COLEGIATA, Rodolfo & Su Tipica, RCA
20	NEW	PEOPLE ARE PEOPLE, Depeche Mode, CGD-MM

DENMARK

(Courtesy BT/IFPI)
As of 6/11/84

SINGLES		
This Week	Last Week	
1	1	RAP NU, Gunnar Nu, Replay
2	3	DIGGI LOO-DIGGI LEY, Herrey's, Mariann
3	2	GUARDIAN ANGEL, Masquerade, Mega
4	4	STREET DANCE, Break Machine, RCA
5	6	HELLO, Lionel Richie, Motown
6	8	ANNA MARI-ELENA, Andy Paul, Talaeg
7	10	COLOUR MY LOVE, Fun Fun, Talaeg
8	7	SOMEBODY'S WATCHING ME, Rockwell, Motown
9	9	TO BE OR NOT TO BE, Mel Brooks, Island
10	5	BUSTER, Nanna, Replay

ALBUMS

1	1	TIDEN ER KLOG, Toesedrengene, Mercury
2	3	DEN BLAA HUND, Gnags, Genlyd
3	2	MIDT OM NATTEN, Kim Larsen, Medley
4	4	CAN'T SLOW DOWN, Lionel Richie, Motown
5	6	BAMSE VANNER, JK
6	5	WOW, THAT'S WHAT WE CALL MUSIC, Various, EMI
7	8	FOOTLOOSE, Various, CBS
8	NEW	NATSVORMEREN, Rocazzino, Mercury
9	NEW	DIGGI LOO-DIGGI LEY, Herrey's, Mariann
10	10	A LA CARTE, Snapshot, Medley

Computer Software
Chart
Every Week
In Billboard

Photo News



TALKING SHOP—Participants in the Songwriters Guild "Ask-A-Pro" session in Hollywood take a photo break. Shown from left are moderator Jack Segal, songwriters/musicians/producers Jay Graydon and David Foster, and Guild projects director Kevin Odgard.



CARD TRICKS—UNICEF's U.S. chairman of the board Hugh Downs gives Dina Ross a plaque for being the biggest individual buyer of UNICEF cards. The presentation took place during the organization's annual meeting at the United Nations.



PROMOTIONAL MUSCLE—Nona Hendryx poses with Mr. U.S.A. Carey Smolensky during a listening party for her RCA single "I Sweat" at Chicago's Hyde Park Racquet Club.

BALTIMORE'S BEST—Newly signed MCA act the Ravyns kick off their East Coast tour supporting their self-titled debut album at Maxwells in Baltimore. In the front row from left are MCA's Marcy Drexler and Frank Falise, the group's Kyf Brewer, MCA Distributing's Ed Keelan, management consultant Tom Holser and MCA's John Schoenberger. In the back row are Ravyns Bob Fahey, Lee Townsend, David Bell and Tim Steele.



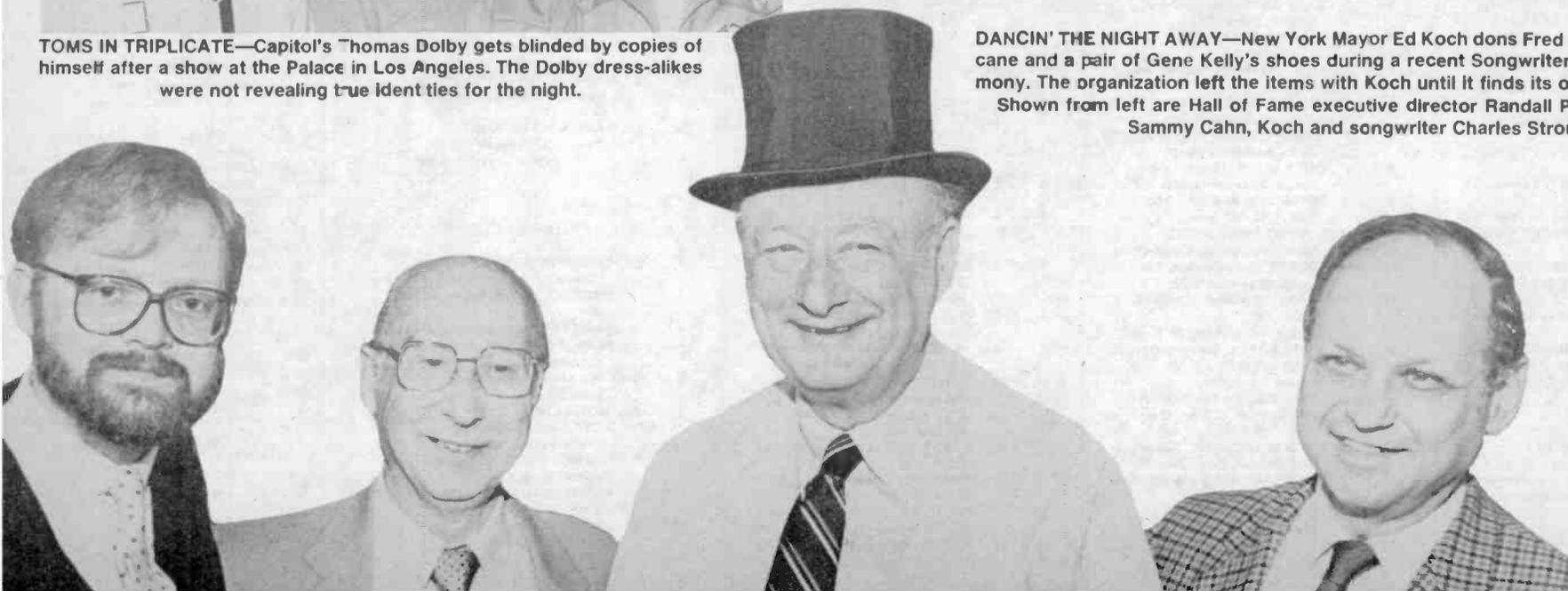
IN PRAISE OF CHROME—A&M artist Bryan Adams comes out to a label press conference in New York where A&M announced its plans to record all cassettes on BASF audio file chromium dioxide tape. Shown from left are BASF's vice president Jergen Blank and national sales manager Robert Piselli, Adams, A&M's East Coast operations vice president Michael Leon, and sales vice president David Steffen.



TOMS IN TRIPPLICATE—Capitol's Thomas Dolby gets blinded by copies of himself after a show at the Palace in Los Angeles. The Dolby dress-alikes were not revealing true identities for the night.



DANCIN' THE NIGHT AWAY—New York Mayor Ed Koch dons Fred Astaire's top hat and cane and a pair of Gene Kelly's shoes during a recent Songwriters Hall of Fame ceremony. The organization left the items with Koch until it finds its own home in the city. Shown from left are Hall of Fame executive director Randall Poe, Hall president Sammy Cahn, Koch and songwriter Charles Strouse.



Rental Of Video Features Keeps U.K. Firm Shipshape

By JOHN CARR

ATHENS—Renting feature film videocassettes to merchant ships around the world has proved to be a profitable business for London-based Walport Telmar International Ltd.

Executives manning the company booth at a major shipping exhibition in the Greek port of Piraeus say that business is building as more film production companies find that merchant ship crews add up to a growing market for video rentals.

Now in its 11th year of operation, Walport Telmar currently has some 1,050 viewing hours available worldwide at any given time. The firm now serves about 1,400 ships of all nationalities. London-based director Lawrence Wiles says about five ships a month join the distribution list.

The videocassettes are duplicated in London, bought from CIC, and subtitled in Greek, Hindi, Chinese and the Scandinavian languages. The Greek-owned merchant shipping fleet is the world's biggest; hence the choice of Walport Telmar to set up its most important office, next to London, here in Greece. The office handles the video versions of Greek movies.

In addition to its London and Piraeus offices, Walport Telmar has partnership arrangements in the U.S. and in the various Scandinavian terri-

tories, as well as 130 distribution and collection agencies and at least 70 equipment servicing centers in ports around the world. Walport Telmar USA, based in the port of New York, has grown into the biggest U.S. supplier of merchant marine entertainment, executives say.

The cassettes are rushed by air from London to the distribution points in "vidpacks" format, with each unit corresponding to about 16 hours of feature television time. Sports, technical and training films are often included in the packs, according to the needs of specific ships.

Walport Telmar claims that it does not face any piracy problem, and that copyright security at the worldwide distribution points is tight. "All our agents are accredited customs bondholders. There's no room for piracy in the system," Wiles says.

Some film producers are still hesitant to employ Walport Telmar as a merchant ship outlet, says Wiles, because of what they perceive to be the high cost of the service.

Another problem is that many shipowners have yet to see the value of video rental over outright purchase. Though rental allows more entertainment flexibility, ships' crews often change, thus making fixed video libraries an attractive proposition to some shipping company chiefs.

CHINESE GOV'T APPROVES

Philips Plans Peking Arm

AMSTERDAM—Philips has received the go-ahead from the Chinese government to become the first Dutch multinational firm to set up an official permanent base in Peking. The operation, expected to be ready by year's end, will supervise all aspects of Philips production lines, probably including audio and video products, for the whole of the Peoples' Republic of China.

Since the early '80s, Philips has had Peking representation, via two Chinese employees based in a tiny office, for its science and industry group. The new major center, headed by Bob Jansen of Holland, will be staffed by recruits from the Philips Hong Kong branch, which has some

4,000 on the payroll.

Philips looks for a 1984 turnover of around \$30 million from its China trade links, mainly from in-car telephones, telecommunications equipment and medical instruments. But, says a spokesman here: "Now we look to move eventually into the audio and video action. We regard China as one of the most interesting of the world marketplaces."

According to U.S. trade magazine Business Week, the China Electronics Import & Export Corp., main trading arm of the Peking-based electronics ministry, imported around \$240 million worth of U.S.-produced electrical equipment in 1983 and anticipates a 30% increase this year.

Europeans Top Seoul Fest

By BYUNG-HOO SUH

SEOUL—European entries, capturing seven major prizes, dominated the 1984 Seoul Song Festival, held at the Sejong Cultural Center's main auditorium here May 26.

Hosted by MBC TV & Radio, the seventh annual festival featured 16 contestants from 14 countries, with five European singers sweeping main prizes, including the grand prize and the gold, silver and bronze awards.

The \$20,000 Grand Prix went to Mariella Farre of Switzerland, who sang "Not This Way." The Guys & Dolls, a Dutch quartet, earned the \$10,000 gold prize with their performance of "I Feel Like Crying."

Mache of Peru and Franne Golde of the U.S. were the only non-European entries to block complete domination of the festival by the Europeans. The former won one of two silver prizes with "You Will Survive," while the latter won a bronze prize for singing "Riding On The Wings Of Love."

Another silver prize went to French entry Christian Holl, who sang "France, My Land." The remaining bronze prizes were given to Marin Sommer of West Germany ("If Women Go On Strike") and Valerio Liboni of Italy ("I Beg You, Anne"), who each received \$4,000 in prize money.

Two special awards from Billboard magazine were presented by Lee Zhito to Andy Kim ("You Are"), now known as Baron Longfellow, and Bang Me ("Wind Bird") of Korea. Longfellow has made a strong comeback with the album "Amour," on the Ice label, distributed in Canada by PolyGram.

In this year's contest, song entries were limited to material unpublished as of June, 1983. However, it was learned at the close of the competition that the Grand Prix winner, "Not This Way" by Farre, had been entered in the 1983 Eurovision Song Contest in Munich. No action was taken against the song.

Canada

New Music Channel Hits Snag

Cable Firms Cool To Stand-Alone MuchMusic Service

By KIRK LaPOINTE

OTTAWA — MuchMusic Network, licensed in April by the federal broadcast regulator as the Canadian music video channel, is confidently predicting more than twice as many subscribers in its first year as it did only months ago at the hearing on its license application.

But a snag has developed in the specialty programming service's attempt to debut nationally Sept. 1. Cable companies are reluctant to offer MuchMusic as a stand-alone service to subscribers, saying it isn't worth their while.

Packaging has become the biggest obstacle in the way of a successful launch. MuchMusic, owned by CHUM Ltd. and operated by roughly the same executives who have managed the award-winning rock video programming on CHUM's CITY-TV Toronto, is holding out for stand-alone packaging with cable companies and is willing to delay its launch by months until it gets its way.

"We're the only people who can afford to wait," one executive of MuchMusic said last week in an interview at the annual convention of the Canadian Cable Television Assn. (CCTA), the trade organization representing the country's 600 cable firms.

While cable companies insist the price of a decoder would build in considerable cost to MuchMusic as a stand-alone, the burgeoning network knows it can probably demand anything it wants. Even The Sports Network, the massively financed specialty sports channel owned by the Labatt's brewery, is pressing cable companies to cave in to MuchMusic's demand.

At the convention last week, MuchMusic was slowly signing on cable companies. The larger ones are still holding out, and MuchMusic could not claim the larger ones as affiliated at presstime.

While this may change, it appears that MuchMusic will be offered as a stand-alone for \$5.95 or \$6.95 monthly, in a package of Canadian and U.S. specialty services (including The Nashville Network or Country Music Television Ltd.) for \$9.95 or \$10.95, and with existing pay tv services as an add-on for \$19.95 (pay tv now retails at about \$15.95 with tax in Canada).

Other news for MuchMusic is much more encouraging. CITY-TV is busily assembling new studios to bolster the network, which it will launch essentially as an outgrowth of its existing music programming. Plans call for CITY-TV to strengthen "City Limits," the six-hour over-

Restructuring Sought By Top Pay TV Firms

TORONTO—Canada's two major English-language pay companies, First Choice and Superchannel, have applied to the Canadian Radio-Television and Telecommunications Commission to split the country into two regional monopolies.

First Choice would provide service east of Manitoba, and Superchannel would provide service west of Ontario. Both would use the best material from the two networks but would maintain separate program purchasing and investment plans. They would also operate a second national service offering family- and youth-oriented material.

night package now seen early Saturdays and Sundays, go to a seven-day format, then repeat that program three more times over the subsequent week to round out a 24-hour schedule.

An obvious problem will be to persuade Toronto-area residents to pay for something they can see live or tape. That should be easily solved, however, since plans now call for the program to move to a 24-hour live format once new studios are complete, and to be taken away from an over-the-air format.

Earlier in June, the network unveiled its Video Foundation to Assist Canadian Talent (VideoFACT), which will pump at least \$100,000 (or 2.4% of gross revenues) into the production of Canadian videos.

Details of MuchMusic's cable affiliate deal emerged last week at the conference. It intends to deliver its signal via Anik D satellite to cable for 90 cents a subscriber. Discounts of one cent per subscriber will be given for each 1% of cable penetration, with an 80% penetration on any system resulting in receiving the service for 10 cents per subscriber, a major incentive. If firms achieve a 7.5% penetration level at the end of the first year, 15% after the second and 20% after the third, firms will get the signal for 67 cents per subscriber.

A volume discount of 1% from the monthly invoice will be given to cable companies which deliver 50,000 subscribers to MuchMusic. The discount will apply to subsequent 50,000-sub-

scriber deliverance. As a "prop to pay" television during the first year, MuchMusic is prepared to offer the service to premium pay subscribers for only 50 cents per month.

MuchMusic wants a three-year deal, and it is prepared to give the month of September free to those affiliates that sign by July 1, but on the condition that the network be available as a stand-alone service.

MuchMusic's retail price rider table includes conditions on the cable tiering method employed by affiliates. It sets the price of the decoder box at no higher than four dollars. As a stand-alone, MuchMusic would demand 75% of the affiliate's monthly charge over two dollars. Paired with The Sports Network, it wants 35% of the affiliate's monthly charge over five dollars. Packaged with TSN and any U.S. specialty service, with or without pay tv, it wants 25% of the affiliate's charge over six dollars.

Its two-page deal stipulates that MuchMusic will make available a stereo signal of its service, and that no cable firm will be given a preferential deal over another company.

Penetration is expected to be much higher for MuchMusic than the original estimates given by network president Moses Znaimer at the Canadian Radio-Television & Telecommunications Commission hearings earlier this year and in the licensing decision in April. MuchMusic originally predicted 150,000 subscribers at the end of the first year. It now says it will have 350,000.

BIG VALLEY JAMBOREE

July 13 - 15

Craven, Saskatchewan

Canada's Largest Country Music Extravaganza

Featuring:

Friday

Glen Campbell
Osmond Brothers
Box Car Willie

Williams & Ree
Glory-Anne Carriere

Saturday

Larry Gatlin &
The Gatlin Brothers
Tanya Tucker

Bellamy Brothers
Mercey Brothers
Sylvia Tyson

Sunday

Conway Twitty
Roger Miller
Lynn Anderson

Family Brown
Tommy Hunter

For information or tickets write
Box 1755, Regina, Sask., Canada S4P 3C6

Winterland Merchandising Firm Branching Out

By JACK McDONOUGH

SAN FRANCISCO — Citing heavily increased sales in the retail sector, Winterland Productions, as leading creator and supplier of concert-related merchandise, has opened offices in New York and London.

Stan Feig, formerly a vice president with Nederlander, is in charge of the New York office at 34 E. 64th St. Tom Miller, a four-year Winterland staffer, oversees the London office at 150 Regent Street.

"As our merchandising moves more heavily into retail, licensing and mail order," says Winterland chief Dell Furano, "the need to service our clients on a year-round basis, not just while they're on tour, is critical. So

much of our music continues to come from London, with so many of the British and Australian managers coming to New York so frequently to do business, that we felt our presence in those cities has become essential."

Furano says that over the past 18 months Winterland has seen retail providing 40% of its gross, as compared to a previous 90/10 split in favor of concert revenues. The increased activity, he says, is coming from both the expected outlets like record stores and more traditional retailers like Mervyn's and Spencer's.

"We're not limited to concerts anymore," says Furano. "Now the department store buyers know who David Lee Roth is. They know who Sting and Boy George are. There's a new willingness of retailers to try concert-type merchandise, and that's put us into department stores for the first time."

Furano cites MTV exposure, which drives the retail demographics into ever-lower age groups, as a key reason for the new openings. "Groups with younger demographics definitely sell best at retail," he contends.

The retail activity, says Furano, is a blessing in more ways than one: "Touring provides a limited market at much higher costs. You have transport fees and auditorium fees, and you might have to mark up 500%. That's why you don't see LPs sold at concerts. In retail you don't have the same restrictions."

The same dynamics are at work for record stores, which Furano says "are not record stores anymore. They're boutiques. They're everything from computer stores to clothing stores. The swing to cassettes has meant a lot of additional space opening up for record stores. And our items have a much higher margin than LPs."

Winterland's merchandise covers enamel pins, calendars, T-shirts, wall hangings, beach towels, headbands, bandannas, satin jackets and painters' caps, among other items.

Winterland holds retail licenses on "80 to 100" names, says Furano,

"from Jimi Hendrix to Adam Ant." On some groups Winterland handles all areas, and on some it handles only retail distribution. For the Police, for instance, the company handles not only retail but also all tour sales and runs the fan club as well.

Winterland also creates and distributes merchandise for a wide range of non-rock clients. It has created in-house merchandise with corporate logos for Coca-Cola, Apple and Hewlett Packard; it's a "major supplier" to MTV with MTV-logged goods; it has created promotional goods for public-interest activities like Greenpeace, Save The Cable Cars and the Bay-To-Breakers footrace; and it has created "several lines of sportswear" for the 1984 summer Olympics to be supplied through Levi Strauss.



STILL HOPE FOR BOB—Model Brooke Shields does a little two-timing with Bob Hope during his 81st birthday party at the New Orleans World's Fair. Tagging along to talk about Hope's forthcoming Spear album "Bob Hope's Memories" is music/promotion consultant Pete Bennett.

Mechanicals Going Up To 4.5 Cents

WASHINGTON—Mechanical royalty rates paid by record companies to publishers and songwriters jump from 4.25 cents to 4.5 cents per tune on July 1, according to the regulations developed in 1980 by the Copyright Royalty Tribunal.

When the mechanical royalty rate was hiked from the interim 1978 rate of 2.75 cents to 4 cents in 1980, a record industry spokesman announced the jump would represent \$55 million in additional expenses to record companies each year.

According to Tribunal regulations, there will be yet another hike in mechanical rates next January, to 5 cents per tune, to go into effect July 1, 1985. The Tribunal plans to review the mechanical royalty rate regulations in 1987.

Before the Tribunal hearings, there had been little change in the rate since it was established by the Congress in 1909 at 2 cents per tune.

RECORD COVERS & JACKETS

Design, art, type, color separations, printing, fabrication. Let us work for you — find out what quality, reliability & service mean.

Lee Myles Associates, Inc.
160 East 56th Street Dept. N2
NYC, NY 10022 Tel: 758-3232

Serving the graphic needs of the music industry since 1952.

ABKCO Posts Rise In Second Quarter Income

NEW YORK—ABKCO Industries has posted a second quarter net income of \$39,243 or four cents a share on revenues of \$1,096,784. During the same quarter last year, the firm racked up a loss of \$872,687 or 77 cents a share on revenues of \$693,823.

Despite the improved showing in this year's second quarter—which ended March 31—ABKCO's revenues for the first six months of the year resulted in a net loss of \$55,747 or five cents a share. Revenues on continuing operations for the first six months were \$2,105,895.

'STRENGTH IN NUMBERS' SOUGHT

Four 'Steering' Indie Coalition

By KIM FREEMAN

NEW YORK — In a move to strengthen its organizational structure, the Independent Label Coalition has recruited a steering committee to define and carry out its activities (Billboard, May 25). At present, the four members of the committee are contributing their efforts on a part-time basis, with the intent of working as full-time salaried ILC employees when the Coalition's finances can support it.

All are veterans of various aspects of the industry and admit to being "overqualified" for their posts. Each claims enthusiasm and a belief in the "independent revival" as motivating factors behind their work.

Duncan Hutchison is handling membership drives and fundraising events. A former U.S. representative to England's Independent Label Assn., Hutchison maintains ties with that organization. He is currently working on a doctoral project on the business at the City Univ. of New York, managing several bands and writing freelance material. Jeanie Hance is the ILC's press relations and publicity liaison. She is executive producer at the New Horizons video production house here and continues to handle independent publicity projects.

Both Carl Bowen and David

MMO Payoff: Creditors Get 20¢ On Dollar

NEW YORK—The Music Minus One Group, headed by Irv Kratka, has received federal bankruptcy court approval for a 20-cents-on-the-dollar payoff to its creditors.

New York bankruptcy judge Prudence B. Abram has decided on an immediate payment of approximately \$120,000 to more than 80 creditors, with subsequent \$40,000 payments in November, 1984 and May, 1985. These payments would fulfill MMO's obligations to its creditors.

The 30-year-old Kratka Company filed for Chapter XI reorganization two years ago, estimating liabilities of \$700,000 and assets of \$250,000.

During the past two years, MMO and its major affiliate, Inner City Jazz, sharply reduced overhead. The 21,000 square foot Manhattan base was replaced by a 9,000 square foot suburban Westchester county location, and the staff was reduced from 22 to nine. The firm also acquired an in-house duplicating facility.

Renzer have backgrounds in entertainment law and are working on label/distributor relations. Bowen is counsel to the law offices of F. Lee Bailey and Aaron J. Broder and maintains a private practice. Renzer was with the firm of Cahill, Gordon & Reindel and is now involved in songwriting, production and management on an independent basis.

Hutchison says the Coalition's ultimate goal is to "achieve strength in numbers through ethical professionalism." The means to that goal, however, are pending a study of the committee's current research. Hance says the ILC is counting on its constituents to pinpoint common obstacles and suggest ways of surmounting them.

An interview campaign with label and distributor heads is now under way to determine how the ILC can best be of service. The results will serve as the source for establishing practices and guidelines, Hance says.

Renzer notes that the ILC is not aligning itself with any particular musical style or label format. All stress that the Coalition will operate as an autonomous entity, separate from its founder, Tom Silverman of Tommy Boy Records. Silverman agrees and says the committee is a "big step in furthering the ILC's altruistic pursuits."

The first Coalition newsletter, due in mid-July, will be circulated at the New Music Seminar here Aug. 6-8. Hance says it will include departments on video, international happenings, publicity and marketing strategies, and other topics. That issue will offer an introductory annual membership fee of \$350. Normal rates are \$500. The organization currently has 15 paid members.

While plans have yet to be defined, among the ideas the organization plans to consider are a suggested

standard contract for labels, artists and distributors; an independent equivalent of the Grammy awards; fundraising showcases; directories of independent services, including video and music producers, publicists, distributors, etc.; a unit to lobby for independent rights in legislature; and how-to literature on establishing a label.

Hance says that an informational mailing is in the works, and that the ILC should have a permanent office here by the end of the month. In the meantime, those interested in ILC membership can call (212) 362-1612 for general information, or (212) 490-0355 for press information.

Handleman Posts Jump In Income

NEW YORK—Handleman Co., the giant racker, reports much higher net income of \$5,161,000 or 76 cents per share for the fourth quarter of fiscal year 1984, ending April 28, compared to \$2,647,000 or 40 cents per share in the same quarter last year. During the period, net sales were \$86,749,000, compared with \$59,152,000 last year.

For the 12-month period, the company showed net income of \$15,562,000 or \$2.30 per share, compared with \$9,434,000 or \$1.41 per share for the prior year. Net sales increased 30% to \$300,665,000, compared with \$230,787,000 for the prior fiscal year.

For The Record

An article in the June 16 Billboard erroneously reported that Back-Trac Records has struck a licensing arrangement with Warner Special Products. No such agreement has been made, according to Warner.

PolyGram's 10 Millionth CD

• Continued from page 4

Busch, head of PolyGram Germany, Hanover's biggest customer so far with more than 1.3 million CDs ordered since Claudio Arrau pushed the button starting mass production on Aug. 17, 1982.

Van der Klugt expressed optimism about the future of the Compact Disc: "For the next 25 years, laser optics will be the cheapest storage medium for computers. I see unlimited growth potential for at least the next 10 years."

Timmer pointed to the Compact Disc's potential for portable and in-car operation: "I don't think the dashboard is the best place for a player, but instead you'll see installation in the glove compartment or trunk, controlled through the dash."

One further application of the Compact Disc has been noted ruefully at PolyGram: Asian cassette pirates are distributing illegal tape copies of hit albums carrying the CD logo, used as a kind of quality assurance seal.

ATTENTION MUSIC PUBLISHERS!

We have interest in acquiring publishing companies and copyrights. Please supply catalog, earnings, and other pertinent information.

BILLBOARD
BOX NO. 917
1515 BROADWAY NEW YORK, N.Y. 10036

Competitors Blast MTV's Agreements With Labels

• Continued from page 1

agreement. Not surprisingly, alternative video outlets voiced displeasure with the pacts. But they were reluctant to say what moves they might make until they knew specific contractual details.

"We'll see what happens when we get the rules," says Scott Sassa, executive in charge of production of WTBS' "Night Tracks." "It's a pretty aggressive action, and we'll take

whatever steps are needed to counteract it."

"It was an inevitability," comments manager Richard Sarbin, who handles Warner Bros. artist Marshall Crenshaw. "The record industry is just as capitalistic as the next business." He adds, "It's just like independent promotion. Some artists get the priorities, others don't."

Speaking on the topic of exclusivity, Epic Records director of video

promotion Harvey Leeds claims that agreements would do little but reinforce the way the video music industry already works. "This industry is made up of followers, and people are over-reacting," says Leeds.

By making the agreement, record companies risk cutting themselves off from a majority of their album-buying audience, according to David Benjamin, producer of NBC's "Friday Night Videos." A former CBS

Records vice president, Benjamin notes that "people who buy records are not only white and middle class," referring to the demographic that dominates MTV's viewership.

If reports that the video clips the record labels choose to place on MTV will only go into light rotation are correct, says Benjamin, then "they're giving away their greatest assets in return for very little."

Exclusivity agreements won't have much impact on MTV's position as a cable network, says Viacom Cable president John Goddard. Given the regional nature of music taste, the exclusivity won't wipe out local video music networks that are becoming established, he says. Goddard adds that the economics of the cable industry itself make the establishment of another national music video network that would be a true competitor to MTV unlikely.

Despite cries of potential antitrust violations that have already gone up from some video outlets (Billboard, March 31), signs are that Washington will be slow to react to the agreements, if it makes any moves at all.

Members of the Federal Trade Commission and the Federal Communications Commission predict that smaller companies are likely to complain about the pacts. While an FCC source says it's "highly unlikely" that the Commission will look into complaints, a source at the FTC suggests any company miffed by an exclusivity arrangement "might have a case" on antitrust grounds.

GASP! Productions principal An-

tony Payne says that the exclusivity contracts could end up forcing artists to make more certain they own the rights to their video clips. Benjamin agrees, saying that the agreements will "wind up accelerating the rate at which artists take control over their own videos."

Benjamin and Payne aren't the only industry members worried about the friction the agreement might generate between artists and the record labels. "The great unanswered question is, if these videos are usually 50%-100% recoupable against royalties, how will the record labels divide up what share of their income goes to an artist?" says one artist management veteran. He concludes, "Why should the label get all the money, when the artist is paying for half the video or more?"

Labels, MTV In Vidclip Deals

• Continued from page 1

pressure to do so.

Other details of the agreements include the establishment of different periods of exclusivity for existing and future cable and broadcast video music shows. Music video outlets created after the signing of the agreements will reportedly have to wait a full year before they can receive the video clips covered. The latter, if true, would effectively preempt the creation of a direct competitor to MTV—thought by many in the industry to be one of the channel's goals in striking the label deals.

RCA, Bertelsmann See Global Tie

• Continued from page 1

country, according to market share and local conditions.

Overall, reports suggest that the proposed merger calls for a 70/30 split in ownership favoring RCA. Neither party would confirm this arrangement.

Ariola has wholly owned subsidiaries in the U.K., France, Benelux, Spain, Austria, Switzerland and Mexico. Its global turnover last year was around \$185 million, a figure substantially down on the previous year due to the fact that Arista's turnover was consolidated into RCA's figures.

RCA does not release figures for its various divisions, but the turnover of its record operation is believed to be in the region of \$600 million.

In his report for fiscal 1982-83, Lueftner indicated that Ariola's future strategy in a recession-hit market would be "further pooling of production, warehousing and

distribution services among industry partners as a means of containing costs."

Some observers in both the U.S. and the U.K. see the merger plan as a direct response to the proposed Warner/PolyGram linkup. But ironically, the two merger ventures may be mutually jeopardizing as far as West Germany is concerned, because the Berlin Cartel Office is thought to be hardening its attitude to the whole idea of major music business fusions.

Assistance in preparing this story provided by Peter Jones in London and Wolfgang Spahr and Jim Sampson in West Germany.

With the West German music market depressed (separate story, page 9) and the country suffering considerable industrial unrest, the timing of the RCA/Bertelsmann move, some observers are suggesting, could have been more judicious.

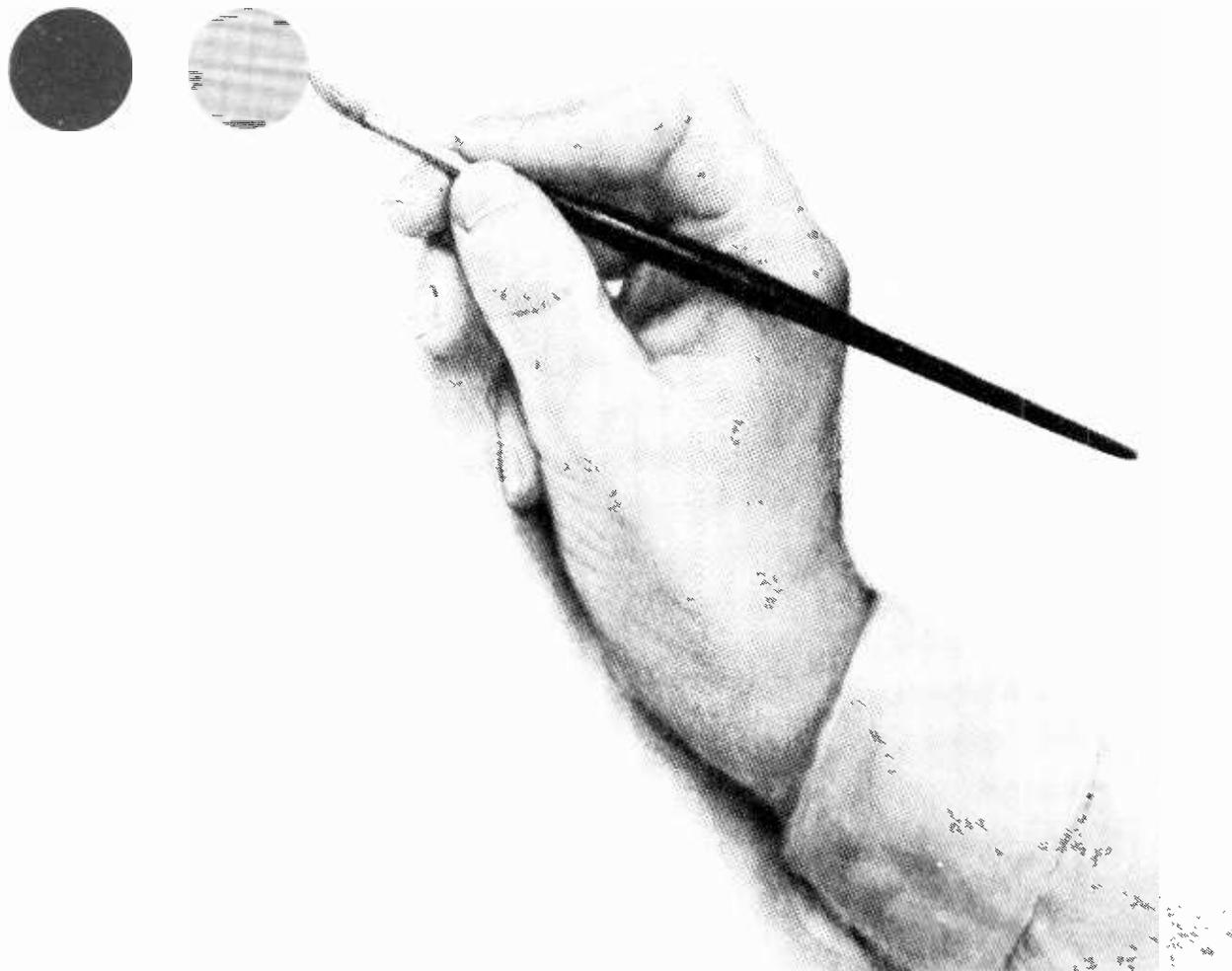
Although some parts of the Ber-

telsmann home entertainment operations are excluded from the merger plan, notably the UFA film production division and Ariola's computer software company Sonopress, the link would give the resulting company a 19% share of the record market in West Germany (15% Ariola, 4% RCA). The market share for a PolyGram/Warner group has been estimated at 34% (Deutsche Grammophon 16%, Phonogram 8%, Metronome 4%, WEA 6%).

Last month, any RCA/Bertelsmann link was seen as being contingent upon the outcome of the PolyGram/Warner submission. This is still true, but RCA and Bertelsmann have decided not to wait for the Cartel Office decision.

It's the view of the Cartel Office that no mergers in the music industry can be countenanced which would result in any three companies having a combined market share of 50% or more.

WHAT'S NEW?



Billboard Singles Reviews

Copyright 1984, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

Pop picks

VAN HALEN—Panama (3:31); producer: Ted Templeman; writers: Edward Van Halen, Alex Van Halen, Michael Anthony, David Lee Roth; publisher: Van Halen, ASCAP; Warner Bros. 7-29250. Explosive rock and roll from the group's pop-breakthrough LP, "1984"; incendiary lead guitar, swaggering extrovert vocal.

PRETENDERS—Thin Line Between Love And Hate (3:33); producer: Chris Thomas; writers: Rich & Rob Poindexter, Jackie Members; publishers: Cotillion/Win Or Lose, BMI; Sire 7-29249. A moody soul classic (Persuaders, 1971) is rich material for Chrissie Hynde's dark, intense style.

recommended

CHRIS DE BURGH—High On Emotion (4:03); producer: Rupert Hine; writer: Chris De Burgh; publisher: Irving, BMI; A&M AM-2643. Dance-oriented rock delivered with theatrical panache.

BERLIN—Now It's My Turn (3:40); producer: Mike Howlett; writer: John Crawford; publisher: Berlin Era, BMI; Geffen 7-29283. Quick-tempo dance tune unites rock guitars and new wave keyboards.

CAROL LYNN TOWNES—99½ (4:00); producer: Rod Hui; writers: John Footman, Maxi Anderson; publisher: Spec-O-Life, ASCAP; Polydor 881 008-7. Pop song in techno-funk trappings; from the "Breakin'" soundtrack.

"WEIRD AL" YANKOVIC—I Lost On Jeopardy (3:26); producer: Rick Derringer; writers: G. Kihn, S. Wright, A. Yankovic; publishers: Rye Boy/Well Received, ASCAP; Rock 'N' Roll ZS4-04469. Greg Kihn's biggest hit gets no respect.

SCANDAL featuring PATTY SMYTH—The Warrior (3:35); producer: Mike Chapman; writers: H. Knight, M. Gilder; publishers: The Makiki/Arista/Red Admiral, ASCAP; Columbia 38-04424. Aggressive power rock.

UB40—Cherry Oh Baby (3:18); producers: UB40, Ray "Pablo" Falconer; writer: Eric Donaldson; publisher: Sheila, ASCAP; A&M AM-2649. Anglicized reggae of quite addictive charm.

GLASSMOON—Cold Kid (3:56); producer: Dave Adams; writer: D. Adams; publisher: Sympatico, ASCAP; Icon/MCA 52402. Coherent cacophony in the English fashion (cf. John Lennon's primal period).

ROBERT ELLIS ORRALL—Alibi (3:54); producer: Roger Behchian; writers: Orrall, Behchian, Byrne; publishers: WB, ASCAP/Plangent Visions/Simone Byrne; RCA PB-13820. Stern midtempo rock song opens into an airy chorus.

SHERRY KEAN—Would You Miss Me? (4:13); producer: Mike Thorne; writers: S. Kean, D. Baxter; publishers: Colgems-EMI/Derry, ASCAP/CAPAC; Capitol B-5368. Solid mainstream pop delivered in a steely soprano.

RUSS BALLARD—Two Silhouettes (4:17); producers: Russ Ballard, John Stanley; writer: Russ Ballard; publishers: April/Russell Ballard, ASCAP; EMI America B-8217. Hard rock with tricky time signatures.

SSQ—Synthicide (3:38); producer: Jon St. James; writer: Jon St. James; publisher: French Lick, BMI; EMI America B-8214. Trendy, danceable tribute to the lure of electronics.

GIORGIO MORODER (featuring PAUL ENGEMANN)—Reach Out (3:43); producer: Giorgio Moroder; writers: G. Moroder, R. Zito, P. Engemann; publisher: GMPC, ASCAP; Columbia 38-04511. Anthem-like "Track Theme" from the LP collection of "official" Olympics songs.

STAN BUSH—Time Isn't Changing You (3:29); producer: Kevin Beamish; writer: S. Bush; publisher: Stan Bush, BMI; Columbia 38-04487. Unsurprising but well-assembled power ballad.

also received

A TRAIN—Pass It On By (2:45); producer: not listed; writer: Buddy Flett; publisher: Lenolac, BMI; Sooto SR4503. Contact: (318) 865-5682.

BEAUTY AND THE BEATS—Go Quickly (2:57); producers: Beauty and the Beats, Bill Pierce; writers: Mike Cervetti, Kent Nolen; publisher: Gold Bond, BMI; Velvet Moon VM-110. Contact: (901) 452-1994.

CITY STREETS—I'll Forever Be (timing not listed); producer: Larry Saunders; writers: S. Teglash, L. Saunders; publisher: Advokit, BMI; BCMK BSX-86. Contact: P.O. Box 523, Buffalo, N.Y. 14217.

DANNY TATE—Sex Will Sell (3:28); producer: Carl Marsh; writers: Danny Tate, Taylor Rhodes; publishers: Vogue/Irving, BMI; Gravity GR-006-11:16S. Contact: (901) 728-6512.

LESLIE ASHFORD—So Alone (3:15); producer: Robert Wiegert; writer: Robert Wiegert; publisher: RobJen, BMI; Abacus NR15002. Contact: (414) 375-1482.

CHESTERFIELD KINGS—She Told Me Lies (2:27); producer: Chesterfield Kings; writers: A. Babuik, R. Cona, O. Guram, D. Meech, G. Prevost; publisher: Living I, BMI; Mirror VPA-851. Label based in Rochester, N.Y.

BOBBY DEE AND THE SCAM—Mr. Jonah (2:34); producer: Robert DeMoss, Jr.; writer: Bobby Dee; publisher: Organon Key, BMI; Ozone FW22533. Contact: (215) 643-1898.

PICKS—new releases with the greatest chart potential in the corresponding format. **RECOMMENDED**—records with potential for significant chart action in the corresponding format. **ALSO RECEIVED**—other records with potential for chart entry in the corresponding format, and other new releases. Records equally appropriate for more than one format are given the higher review. Pop (Hot 100) is listed first, as that chart surveys the broadest audience. Adult Contemporary and Dance/Disco are last, as those charts measure airplay only. **NEW & NOTEWORTHY**—highlights new and developing acts worthy of attention. All singles commercially available in the U.S. are eligible for review. Reviews are coordinated by Nancy Erlich at Billboard, 1515 Broadway, New York, N.Y. 10036 (telephone: 212-764-7311). Country singles should be sent to: Kip Kirby, Billboard, 14 Music Circle East, Nashville, Tenn. 37203 (telephone: 615-748-8100).

Black picks

SHANNON—My Heart's Divided (3:30); producers: Mark Liggett, Chris Barbosa; writers: Chris Barbosa, Ann Godwin; publishers: Jobete/Emergency, ASCAP/Green Mirage, BMI; Emergency/Mirage 7-99738 (12-inch version also available, Emergency/Mirage 0-96937). Third release for the new star uses production devices and song structure that closely parallel "Let The Music Play"; effect is still hypnotic.

recommended

SPINNERS—(We Have Come Into) Our Time For Love (3:48); producers: Dana Meyers, William Zimmerman; writers: William Zimmerman, Dana Meyers, Wilmer Raglin, Dana Marshal; publishers: Mr. Dapper, BMI/Richer, ASCAP; Atlantic 7-89648. Late-night ballad for slow dancing only.

BOBBY KING featuring ALFIE SILAS—Close To Me (3:53); producers: Brian Potter, Steve Barri; writers: B. Potter, F. Wildhorn; publishers: Jobete/Scaramanga/Rare Blue, ASCAP; Motown 1747MF. AC/soul duet; attractive vocal blend gives a comfortable sense of intimacy.

BILLY PRESTON—And Dance (3:14); producers: Billy Preston, Ralph Benatar, Galen Senogles; writers: B. Preston, B. Fisher; publishers: Sheika/Rich Rish, ASCAP; Megatone S-124. 7-inch version of previously reviewed 12-inch, Billboard, May 19, 1984. Contact: (415) 621-7475.

ANNE LESEAR—(Q Boy) (4:07); producers: Mike Goods, Bobby Manuel, HCRG Staff; writers: M. Goods, A. LeSear, D. Boland; publishers: Latex/LeSerious, ASCAP; H.C.R.C. HC7-31903. (c/o Allegiance Records, Hollywood, Calif.). Youthful techno-r&b.

Z.Z. HILL—Hold Back (One Man At A Time) (3:30); producer: Jerry Williams, Jr. (The Swamp Dogg); writers: D. Monda, R. Burns; publisher: Acuff-Rose, BMI; Rare Bullet RB 4241 (c/o Allegiance Records, Hollywood, Calif.). A Stax/Volt-style bluesy ballad.

ALEEM—Release Yourself (6:02); producers: Tunde-Ra Aleem, Taharqa Aleem; writers: T. Aleem, T. Aleem; publisher: West Kenya, ASCAP; NIA NI 1241 (12-inch single). High-energy electro-boogie. Contact: (212) 246-6096.

WISH—Your Love (3:22); producers: W. Lovett, A. Lee; writer: W. Lovett; publisher: Robin and Blue Jay Prod., BMI; Blue B 10017 (12-inch version also available, Blue B 10016). Soul ballad with rich, gospel-like harmonies; label is helmed by the Manhattans' Blue Lovett. Contact: (201) 675-2212.

also received

BULL MOOSE JACKSON with THE FLASHCATS—Get Off The Table, Mable (The Two Dollars Is For The Beer) (2:08); producers: Carl M. Grefenstette, Doc Ferdinand; writers: B. Jackson, D. Kent; publisher: Tenth Hour, ASCAP; Bogus 404065. Contact: (412) 621-4734.

STEEL PULSE—Roller Skates (3:58); producers: Jimmy Haynes, Steel Pulse; writer: David Hinds; publisher: Pulse, PRS; Elektra 7-69715.

RICKIE CLARK COMPANY—Time To Throw Down (6:33); producers: Stanlee Paul Thomas, Reggie Griffin; writers: P. Thomas, R. Clark; publishers: Big Seven/Sizzlin Hot/Clark, BMI; Circle City/Becket BKD 521 (12-inch single). Contact: (212) 582-6900.

CAPTAIN ROCK—Capt. Rock To The Future Shock (5:47); producers: Tunde-Ra Aleem, Taharqa Aleem; writers: A. Brown, T. Aleem, T. Aleem; publisher: West Kenya, ASCAP; NIA NI 1240 (12-inch single). Contact: (212) 246-6096.

LISA WARRINGTON—I Like The Way You Do It (4:00); producer: Chuck Andrews; writer: Loni Gamble; publisher: not listed; Sound Modifications SM-1001 (12-inch version also available, Sound Modifications SM 101). Contact: (215) 763-0741.

MC GEE—Now That I Have You (3:57); producers: Jeff Lane, Tommy McGee; writers: Tommy McGee, Melvin Forrest; publishers: Dick & Jeff/Tomgee, BMI; American Dream AD 541 (12-inch version also available, American Dream AD 541). Label based in Westbury, N.Y.

IN TOUCH—Why Did You Stop Loving Me? (3:06); producer: Gene Rizzo; writer: In Touch; publisher: Ariver, ASCAP; Macdad F/W22488. Contact: (609) 424-8059.

Country picks

CRYSTAL GAYLE—Turning Away (2:55); producer: Jimmy Bowen; writer: Tim Krekel; publisher: Combine, BMI; Warner Bros. 7-29254. Bouncy, breezy blend of

pop/rockabilly with horn flourishes; the vitality of Gayle's performance and Bowen's arrangement make this a perfect summer single.

SYLVIA—Love Over Old Times (3:35); producer: Tom Collins; writers: Lisa Angelle, Mike Reid; publishers: Collins Court/Lodge Hall, ASCAP; RCA PB-13838. A first-rate delivery of some equally impressive lyrics, wherein Sylvia demonstrates a vocal range from purr to passion.

RONNIE McDOWELL—I Got A Million Of 'Em (2:51); producer: Buddy Killen; writers: M. Garvin, R. Hellard, B. Jones; publishers: Tree/Cross Keys, BMI/ASCAP; Epic 34-04499. Always a good man with a hook, the ever-soulful McDowell works the limitless-tears theme for all it's worth.

GENE WATSON—Little By Little (3:30); producers: Russ Reeder, Gene Watson; writers: Danny Morrison, Larry Keith; publisher: Warner House, BMI; MCA 52410. Watson is synonymous with this kind of country: pure, heartrending ballads soaked in emotion. He never overdoes it; he just does it right.

RAY CHARLES—Woman Sensuous Woman (3:43); producer: Ray Charles; writer: G.S. Paxton; publisher: Acoustic, BMI; Columbia 38-04500. Don Gibson's may be the original—and definitive—version, but stylists as superb as Charles always bring a new twist to old classics.

LEON EVERETTE—Shot In The Dark (2:36); producer: Blake Mevis; writer: Ronnie Rogers; publisher: Sister John, BMI; RCA PB-13834. Everette's high, clear vocals and the pulsating rhythms convey all the right nuances to this tale of a lucky encounter.

SAVANNAH—My Girl (2:58); producers: Sonny Limbo, Scott MacLellan; writers: W. Robinson Jr., R.A. White; publisher: Jobete, ASCAP; Mercury 880 037-7. It takes a tremendously talented act to pull off such a believable and fresh cover of a genuine classic; Savannah meets the challenge with strikingly memorable results.

BOXCAR WILLIE—Luther (4:21); producer: Pete Drake; writers: Larry Kingston, Ken Jones; publishers: Window/Tree, BMI; Main Street 93021. Divested of train themes, Boxcar is instantly contemporary; this intriguing tale could well be his "The Gambler."

recommended

BUTCH BAKER—Burn Georgia Burn (There's A Fire In Your Soul) (2:34); producer: David Kastle; writer: J. Elliott; publisher: Milene, ASCAP; Mercury 880 020-7. Horns, harmonica and a heated vocal make this single live up to its title.

RONNY ROBBINS—Those You Lose (3:08); producer: Pete Drake; writer: S. Whipple; publisher: Tree, BMI; Columbia 38-04506. Robbins—who bears little stylistic resemblance to his late father—chooses an easy-tempo'd sleek arrangement to launch his own solo career.

LEON RUSSELL—Good Time Charlie's Got The Blues (3:19); producers: Leon Russell, Doug Snider; writer: Danny O'Keefe; publishers: Warner-Tamerlane/Road Cannon, BMI; Paradise PR-628. Wistful vocals and bitter-sweet horns distill the irony of loss from this standard. Label based in Hendersonville, Tenn.

SANDY CROFT—Easier (3:26); producer: Joe L. Wilson; writers: P. Tillis, J. Buckingham; publishers: Sawgrass/Warner-Tamerlane/Duck, BMI; Capitol B-5363. This single was first released on an indie label last year; now that teenaged Croft is on Capitol, it's been resung and remixed, to fine advantage.

MIKE GRIMES—Tell The Whole Story (3:09); producer: Wayne Hodge; writers: Mike Grimes, Eddie Vick; publishers: Newwriters/Betrick, BMI; Stargem 2257. Strong vocal performance and interesting lyric concept. Label based in Nashville.

BRUCE GHALE—If I Never Have A Love Affair (3:55); producer: Harry Smith; writer: C. Reising; publishers: Smith-Ghale Katris/Chapie, ASCAP/BMI; Fifth Street CR 1008. Ghale's resonant, dramatic voice rescues the predictable lyrics.

A.J. MASTERS—Do It On A Dare (2:55); producers: Joe Saraceno, G. Motola; writer: Rick McClellan; publishers: Copper Trophy/World Choice/Desert Sands, BMI; Bermuda Dunes S 102. A teenage outlook set to a sprightly Caribbean rhythm. Contact: (619) 345-2851.

also received

DANNY SHIRLEY—Time Off For Bad Behavior (2:39); producers: Scott MacLellan, Sonny Limbo; writers: B. Keel, L. Lattimer; publishers: Window/Latgood, BMI; Amor DS-1001. Label based in Lookout Mountain, Ga.

LEON RAUSCH—Going Away Party (2:55); producer: Tommy Allsup; writer: Cindy Walker; publisher: Four Star, BMI; Southland SR 7312. Label based in Arlington, Tex.

KEN CAMERON—Love, Daddy (2:33); producers: Jimmy Payne, Joe Gibson; writers: Ken Cameron, Jimmy Payne, Joe Gibson; publisher: Hitkit, BMI; Grand Prize GP-5216 (c/o NSD, Nashville).

MARGIE ANDERSON—Set Me Up (2:10); producer: Benny Kennerson; writers: Rory Burke, Austin Roberts; publishers: Chappell/Colgems-EMI, ASCAP; NSD 191. Label based in Nashville.

ROGER AXSON & BRUSH FIRE—Whisper Away (3:40); producer: T. Everson; writer: R. Axson; publisher: R.A.E., ASCAP; Sea Side SSB-060-020/03

(c/o Southern Sound Productions, Tabor City, N.C.).

TOMMY DURDEN—Davey Jones (3:35); producer: Howard Walker; writer: Tommy Durden; publisher: Mitten, BMI; Walking Tree WT-013. Contact: (313) 752-2475.

JODY ENLOE—This Little Woman (3:10); producers: Arnold Garcia, Johnny Davis; writer: Jody Enloe; publisher: Dark Heart, BMI; Hacienda HES 719. Label based in Corpus Christi, Tex.

GEORGE PEELE—I Don't Like Trains (3:15); producer: Ken Bell; writer: Ken Bell; publisher: Hall-Clement, BMI; NSD 193. Label based in Nashville.

BUNNIE MILLS—Someday (2:20); producer: Bunnie Mills; writers: Paul Ketter, P.J. Kamei; publishers: Ideas Unlimited/Pineapple, ASCAP; Bunjak 4784. Contact: (318) 742-5777.

VINCE ANTHONY—I'll Be Your Fool (3:18); producer: Chet Guzzetta; writer: Vince Guzzetta Jr.; publisher: Midnight Gold, BMI; Midnight Gold MG-300. Contact: (504) 384-0546.

DAWN ANITA—Please Be Gentle (3:58); producer: Richard Burns; writer: Mac Davis; publisher: Songpainter, BMI; Free Country FCR-044. Label based in Nashville.

STEVE MANTELLI—Muscle And Blood (3:35); producer: Robert Jenkins; writer: R. Jenkins; publisher: Robchris, BMI; Picap P-014. Label based in Hendersonville, Tenn.

LYNNE GALA—To All The Men I've Loved Before (2:58); producer: Frank Russell; writers: A. Hammond, H. David; publishers: April/Casa David, ASCAP; NRT 5210. Label based in Paterson, N.J.

BEAUTY AND THE BEATS—Winter Time (3:35); producers: Beauty And The Beats, Bill Pierce; writer: Debbie Dougan Rogers; publisher: Gold Bond, BMI; Velvet Moon VM-110. Contact: (901) 452-1994.

SUSAN WEBER—Emiliano (3:19); producer: Peter Edwards; writer: Luke Caliente; publisher: Peter Edwards, BMI; Luke Caliente LC-007. Contact: Bob Ham Promotions, Nashville.

JERRY GREEN—Laid Over In Dallas (2:39); producer: Wayne Hodge; writers: S. Cryler, K. Dickens, J. Potts; publisher: Coal Miners, BMI; Timestar TS 2259 (c/o SIRD, Nashville).

ERROL MAHAL—Love Is A Gamble (2:49); producer: Wayne Hodge; writer: Gary Banks; publisher: Cotton Country, ASCAP; Stargem SG 2252 (c/o SIRD, Nashville).

JANE QUISENBERRY—Something Deep Inside Me (2:14); producers: Mort Katz, Jane Quisenberry; writer: Mort Katz; publisher: Eagle Rock, ASCAP; Magic Eye MK-1003. Label based in Sunland, Calif.

BUFFALO & BRANDY—Texas Heartache (2:51); producers: Buffalo, Brandy; writers: Chris Waters, Keith Stegall; publisher: CBS, BMI; KM 2007. Label based in No. Tonawanda, N.Y.

CAGLO MAC & KITTY WILLOW—Imagine (3:39); producer: C. Bogdonoff; writer: J. Lennon; publisher: MacLen, BMI; Medical MR 333. Label based in McLean, Va.

WILLIE JOE STEPHENS—Sale Of The Year (2:52); producer: Col. Buster Doss; writer: Willie Joe Stephens; publisher: Buster Doss, BMI; Frontier Jamboree 1066. Label based in Ashdown, Ark.

DANNY MELTON—Let My Dreams Run Free (3:45); producer: Gene Hudleston; writer: Edna M. Graham; publisher: Process, BMI; Country Star 1056.

Adult Contemporary

picks

MECO—Anything Goes (2:50); producers: Meco Monardo, Lance Quinn, Tommy Mandell; writer: Cole Porter; publisher: Warner Bros. ASCAP; Arista AS1-9218. Tongue-in-cheek disco nostalgia for Indiana Jones fans; lyrics may puzzle those who haven't seen the movie.

recommended

ORLANDO & WINE—Close Your Eyes (2:41); producers: Chips Moman, Brooks Arthur; writer: Chuck Willis; publisher: Chuck Willis; Triad TES 2002. '70s hitmakers Tony Orlando and Toni Wine evoke the '50s with streetcorner-style sentiment. Contact: (404) 325-0832.

Disco/Dance picks

JAY NOVELLE—If This Ain't Love (5:28); producers: Mark Liggett, Chris Barbosa; writer: Tommy Mitchell Jr.; publishers: Record House/Emergency, ASCAP; Emergency EMDS 6544 (12-inch single). Interesting merger of styles places typical electro-dance tracks behind strong, personable r&b vocals, with a little acid rock guitar for spice; a seamless and successful fusion. Contact: (212) 947-2791.

recommended

RAMA—Don't Want You To Be (5:50); producer: Raul A. Rodriguez; writers: M. Parrish, R.A. Rodriguez, M. Rudetsky; publishers: Sugarscoop/Nibbor, ASCAP; Sugarscoop SS-429 (12-inch single). Fiercely rhythmic techno-tracks juggle hip-hop and harmony. Contact: (212) 505-2511.

also received

FORMULA V—Killer Groove I (5:15); producer: Rich Cason; writer: Richard Cason; publishers: Malaco/Child Care/Jalew, BMI; Malaco MAL 1213 (12-inch single).

PLANET DETROIT—Invasion From The Planet Detroit (9:02); producers: Hal Oppenheim, James McCauley; writers: Oppenheim, McCauley; publisher: Whooping Crane, BMI; Pandisc PD-004 (12-inch single). Contact: (305) 687-3761.

GEOFFREY TOZER—Dance With Me (6:05); producer: G. Tozer; writer: G. Tozer; publisher: High Gloss, BMI; Red RR0527 (12-inch single). Contact: (212) 879-4629.

FUTURE—Nuclear Holocaust (5:48); producers: Michael Johnson, Rodney Ford; writers: Michael Johnson, Rodney Ford; publishers: Sloopus/Drago/Green Mirage, BMI; Mirage 0-96938 (12-inch single).

MAMIE VAN DOREN—State Of Turmoil (5:19); producer: Robert D. Simpson; writer: R.D. Simpson; publisher: Vanton, ASCAP; Corner Stone CS/12-3003 (12-inch single) (c/o Allegiance Records, Hollywood, Calif.).

(Continued on page 71)

Dolly

RHINESTONE

FROM THE ORIGINAL
20th CENTURY FOX
MOTION PICTURE SOUND TRACK

"RHINESTONE" 14 GREAT NEW SONGS
Supported by a multi-million dollar Advertising/
Promotion campaign that includes Television,
Radio and Print!

Plus...

A National Media Campaign with features in
People, Interview, Redbook, Woman's Day,
Reader's Digest and TV appearances that
include a five part series on "Good Morning
America," "The Tonight Show," "Hour
Magazine," "Entertainment Tonight" and
others.

And...

A six-hour Syndicated Radio Special on Dolly,
produced by Popular Media and scheduled to
run throughout June on all radio formats in all
major markets!
"RHINESTONE" Promotions and Premiers in
major markets with Country, AC and CHR
Radio tie-ins!
"TENNESSEE HOMESICK BLUES"—the first
of many planned single releases, each with a
four-color sleeve!

RHINESTONE

Produced by **MIKE POST** and **DOLLY PARTON**.
Arranged by **MIKE POST**.

**SURE TO HAVE
A PLATINUM SETTING!**



Have We Got A Yearful For You!

INTRODUCING JOEL WHITBURN'S MUSIC YEARBOOK 1983 All The Music That Made Last Year's Charts In One Book!

For the first time ever, we've researched 14 Billboard chart categories for one, comprehensive volume on the hottest hits of '83.

It's all here — our regular supplemental updates on each Record Research book, plus complete 1983 data on six other major Billboard charts.

There's also a special comprehensive Singles Title Section that lets you compare, at a glance, a song's performance on different charts.

So, if you'd like to look deeper into the music America's been listening to, look into Joel Whitburn's new Music Yearbook 1983 — and get a real yearful.

COVERS THESE REGULAR RECORD RESEARCH CHART CATEGORIES...

- Hot 100 (Both TOP POP & POP ANNUAL formats)
- Bubbling Under The Hot 100
- Country Singles
- Country LPs
- Black Singles
- Black LPs
- Adult Contemporary
- Top LPs



PLUS 6 Additional Charts We've Never Researched Before!

- Dance/Disco
- Bubbling Under The Top LPs
- Jazz LPs
- Classical LPs
- Inspirational LPs
- Spiritual LPs

ONLY
\$24.95

SINGLES ARTIST SECTIONS

Six separate artist-by-artist listings cover every single to hit Billboard's 1983 "Hot 100," "Bubbling Under The Hot 100," "Country," "Black," "Adult Contemporary" and "Dance/Disco" charts. Indicates date record was first charted, highest position reached, total weeks charted and much more. **SEPARATE POP ANNUAL SECTION** lists in rank order, by highest position, all singles which peaked on the "Hot 100" during 1983, along with complete chart data.

COMPREHENSIVE SINGLES TITLE SECTION

All titles from the six Singles Artist Sections and the Pop Annual Section are alphabetized in one master list, with the highest position each title reached and the corresponding chart. If a song hit more than one chart, the chart it ranked highest on is listed first, and so on, so you can quickly compare a song's performance on different charts.

ALBUMS ARTIST SECTIONS

Billboard's "Top LPs," "Bubbling Under The Top LPs," "Country LPs," "Black LPs," "Jazz LPs," "Classical LPs," "Inspirational LPs" and "Spiritual LPs" 1983 charts are covered in eight distinct sections, each arranged by artist. Indicated for each album are date first charted, highest position reached, total weeks charted and more. **New features in the "Top LPs" Section** include a listing of all "Hot 100" Top 10 singles below the album from which they came, and symbols to indicate Soundtracks, Re-releases, Mini-Albums, Early Recordings and seven other album categories of special interest.

GET YOUR YEARFUL TODAY!

Please send me _____ copies of Joel Whitburn's Music Yearbook 1983 @ \$24.95 per copy.

I'd like more information before ordering. Please send me a brochure.

Postage & Handling \$3.00

(Personal checks may delay delivery 4-6 weeks. Foreign customers please see special rates under "Terms & Conditions.")

Total: Enclosed is my check or money order for

Terms & Conditions: Check or money order for full amount in U.S. dollars must accompany order. Foreign orders add \$3.00 per book and \$1.00 per supplement. All Canadian orders must be paid in U.S. dollars.

Name _____

Address _____

City _____

State _____ Zip _____

Mail to:



Record Research Inc.
P.O. Box 200
Menomonee Falls, WI 53051

News

Warner, PolyGram Huddle With German Cartel Office

• Continued from page 3

dependent publishers in the U.S., which is believed to include Freddy Bienstock, head of Carlin Music. Asking price is thought to be in the region of \$90 million, for a group whose annual turnover is around \$60 million.

Prospects of another major record industry marriage, between CBS and EMI (Billboard, May 26), were categorically discounted this week by Wilfried Jung, EMI's director for Central Europe, who said: "Such a move would make absolutely no sense at all. It just will not happen."

There was, however, a significant development impinging on the Warner/PolyGram affair when it was learned that the giant Philips electronics group in Eindhoven is considering buying a stake in Warner Com-

munications' troubled Atari home computer and video games affiliate. Philips public relations official Ben Geerts revealed that the two parties have been discussing the possibility of joint ventures for several months.

The idea was sparked by the Warner/PolyGram merger plans and is believed to revolve largely around the possibility of Atari using Philips laser techniques in its arcade operation to get more realistic pictures.

Philips has been involved in personal computers and video games for the last five years. But its laser technology has particular application in Atari's field of operations.

For Philips to acquire a financial stake in Atari would certainly be a welcome development for the U.S. company, which lost a colossal \$540 million last year.

BPI Reports '83 Sales Upturn

• Continued from page 3

al British Market Research Bureau survey on the extent of private copying, published last November, revealed that 77% of adults live in a household which has tape playing equipment; 18 million adults are estimated to be copying music from radio and records; and 673 million recordings of music were made privately in 1983, an increase of 30% since the 1981 survey.

Home taping is one of four major copyright areas on which the BPI, as

part of the U.K.'s Copyright Reform Group, is urging specific reform action by the government. The others, Deacon said, are control of rental, reprography and computer technology.

Elected to fill the five vacancies on the BPI council were Simon Draper, managing director, Virgin Records; Don Ellis, vice president, MCA; Michael Levy, chairman and managing director, Magnet Records; Peter Morris, managing director, K-tel; and Chris Wright, co-chairman, Chrysalis Records.

French Label At Home In U.S.

• Continued from page 6

McLaughlin, Indian guitarist Kabra, drummer Ronald Shannon Jackson and Song Won Park, a Korean musician who worked on Laurie Anderson's "Mr. Heartbreak" album.

Patricia Keil, Celluloid's promotion and marketing director, acts as liaison between the label and the Moss sales staff. By tracking radio and club action on a regional basis, Keil keeps salesmen posted as to what's hot in their areas. She also develops new accounts, looking to pick

up the smaller, specialty outlets Moss doesn't normally service.

Keil says Celluloid's emphasis is on helping retailers market label product. Aside from servicing accounts regularly with promo copies and merchandising aids, Keil says plans for coordinated promotion, such as a breakdance contest and special Celluloid racks, are underway.

Celluloid and OAO product are serviced through Moss's branches on both coasts, in the Midwest and Canada.

Soundtracks Star On Album Chart

• Continued from page 3

(Arista) are also scoring on this week's Hot 100. "Stone" is up to number 41, Grant's highest ranking since "Electric Avenue." "Ghostbusters" surges to number 46 in its second week.

Singles are helping to salvage the soundtracks of two films in particular that have done disappointing business at the boxoffice. Rick Springfield's "Love Somebody" and "Don't Walk Away" have managed to breathe some life into the soundtrack to "Hard To Hold," while Dan Hartman's "I Can Dream About

You" is boosting the soundtrack to "Streets Of Fire."

In all, 13 songs from motion pictures are listed on the current Hot 100. Five of them are from "Footloose" alone. A sixth "Footloose" single, Bonnie Tyler's "Holdin' Out For A Hero," has fallen off the chart.

Not all soundtracks this year have been successful. Disappointments include "Scarface" (MCA) and "Marvin & Tige" (Capitol), neither of which cracked the top 200. Three other soundtracks—"Christine" (Motown), "D.C. Cab" (MCA) and "Up The Creek" (Pasha)—had brief chart runs.

EUROPADISK, LTD.

CUSTOM RECORD PRESSINGS

AUDIOPHILE QUALITY AT COMMERCIAL PRICES:
AS LOW AS 59¢ FOR TELDEC, IMPORTED GERMAN VINYL PRESSINGS MADE IN OUR STATE-OF-THE-ART EUROPEAN EQUIPPED PLANT. TOOLEX-ALPHA PRESSES AND EUROPAPLATING. CALL FOR OUR BROCHURE AND 'WHO'S WHO' CLIENT LIST.

Europadisk Ltd., (212) 226-4401 75 Varick St., New York, NY 10013

Harry Langdon



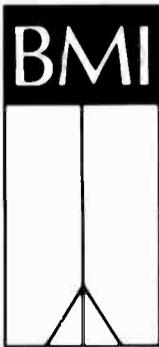
BMI.

Carole Bayer Sager

has nothing but

good words for us.

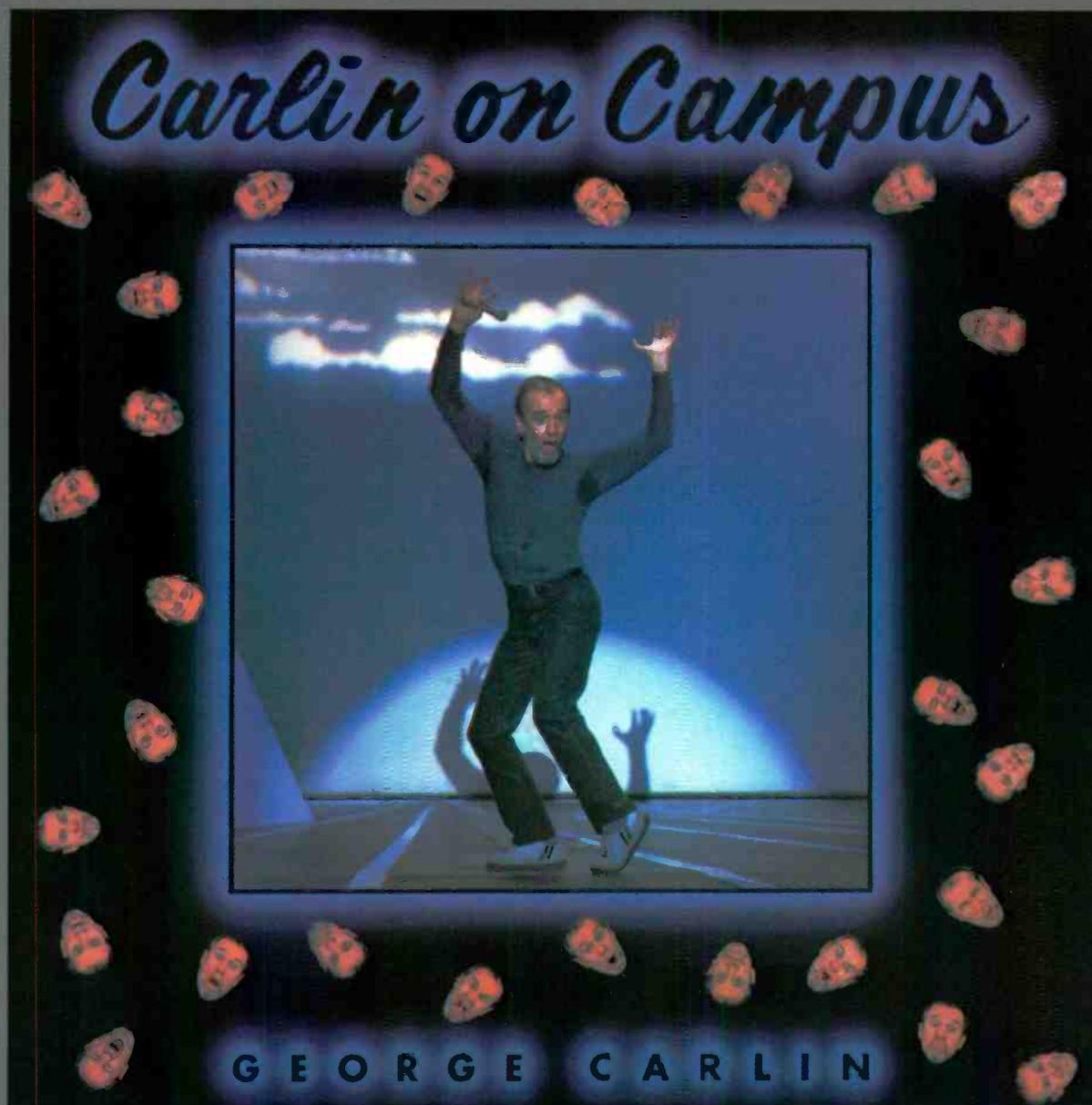
Call and find out why you should be a BMI affiliate, too.



Wherever there's music, there's BMI.

GEORGE CARLIN LIVE ON EARDRUM RECORDS

CARLIN ON CAMPUS



**CONTAINS:
350 WORDS
YOU CAN NEVER
SAY ON TV**

APPEARING:

**JUNE 21
THE TONIGHT SHOW
JULY 5
DAVID LETTERMAN SHOW**

IN CONCERT:

**JUNE 22, 23
PREMIERE CENTER—DETROIT, MICHIGAN
JULY 6
MID HUDSON CIVIC CENTER—POUGHKEEPSIE, NEW YORK
JULY 7
SOUTH SHORE MUSIC CIRCUS—COHASSET, MASSACHUSETTS
JULY 8
OAKDALE MUSIC THEATER—WALLINGFORD, CONNECTICUT
JULY 16-22
CAESAR'S TAHOE—STATELINE, NEVADA
AUGUST 8-14
SANDS HOTEL—ATLANTIC CITY, NEW JERSEY**

**ATTENTION
CENSORS . . .
PROMOTIONAL
EP AVAILABLE,
SUITABLE FOR
AIRPLAY**

ON EARDRUM RECORDS & TAPES ED1001



DISTRIBUTED BY PENTHOUSE RECORDS LTD
924 WESTWOOD BLVD., SUITE 1002 L.A. CA 90028, (213) 824-9831

STICK IT IN YOUR EAR

Billboard TOP LPs & TAPE

© Copyright 1984 Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, No. (Dist. Label)	Dist. Co.	RIAA Symbols	Suggested List Prices LP, Cassettes, 8 Track	Black LP/ Country LP Chart	THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, No. (Dist. Label)	Dist. Co.	RIAA Symbols	Suggested List Prices LP, Cassettes, 8 Track	Black LP/ Country LP Chart	THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, No. (Dist. Label)	Dist. Co.	RIAA Symbols	Suggested List Prices LP, Cassettes, 8 Track	Black LP/ Country LP Chart	
1	1	19	SOUNDTRACK Footloose Columbia JS 39242 CBS	CBS	▲	8.98	BLP 34	37	29	21	THE PRETENDERS Learning To Crawl Sire 1-23980 (Warner Bros.)	WEA	▲	8.98		73	137	2	TEDDY PENDERGRASS Love Language Asylum 60317 (Elektra)	WEA	▲	8.98	BLP 20	
2	2	38	HUEY LEWIS & THE NEWS Sports Chrysalis FV 41412 CBS	CBS	▲	8.98		38	41	18	WANG CHUNG Points On The Curve Geffen GHS 4004 (Warner Bros.)	WEA	▲	8.98		74	86	4	ROGER The Saga Continues Warner Bros. 1-23975	WEA	▲	8.98	BLP 15	
3	3	33	LIONEL RICHIE Can't Slow Down Motown 6059 ML	MCA	▲	8.98	BLP 1	39	34	37	MOTLEY CRUE Shout At The Devil Elektra 60289	WEA	▲	8.98		75	105	2	JEFFERSON STARSHIP Nuclear Furniture Grunt BXL1-4921 (RCA)	RCA	▲	8.98		
4	4	27	CYNDI LAUPER She's So Unusual Portrait BFR 38930 (Epic)	CBS	▲	8.98		40	37	13	SOUNDTRACK Against All Odds Atlantic 80152	WEA	●	8.98		76	75	77	CULTURE CLUB Kissing To Be Clever Virgin/Epic ARE 38398	CBS	▲	8.98		
5	5	12	THE CARS Heartbeat City Elektra 60296	WEA	▲	8.98		41	46	39	LINDA RONSTADT What's New Asylum 60260 (Elektra)	WEA	▲	8.98		77	58	20	SHANNON Let The Music Play Mirage 90134-1 (Atco)	WEA	●	8.98	BLP 23	
6	6	15	SCORPIONS Love At First Sting Mercury 814 98101 (Polygram)	POL	▲	8.98		42	42	12	TALK TALK It's My Life EMI-America 17113	CAP	●	8.98		78	133	2	PATRICE RUSHEN Now Elektra 60360	WEA	▲	8.98	BLP 26	
7	9	22	VAN HALEN 1984 Warner Bros. 1-23985	WEA	▲	8.98		43	44	10	ICICLE WORKS Icicle Works Arista AL 6-8202	RCA	●	6.98		79	81	27	LUTHER VANDROSS Busy Body Epic FE 39196	CBS	●	8.98	BLP 8	
8	8	79	MICHAEL JACKSON Thriller Epic QE 38112	CBS	▲	8.98	BLP 16	44	28	13	BERLIN Love Life Geffen GHS 4025 (Warner Bros.)	WEA	▲	8.98		80	80	19	DAN FOGELBERG Windows And Walls Full Moon/Epic QE 39004	CBS	●	8.98		
9	NEW ENTRY		BRUCE SPRINGSTEEN Born In The U.S.A. Columbia PC 38653	CBS	▲	8.98		45	55	48	MIDNIGHT STAR No Parking On The Dance Floor Soiar 60241 (Elektra)	WEA	▲	8.98	BLP 22	81	94	84	PRINCE 1999 Warner Bros. 1-23720	WEA	▲	10.98		
10	10	29	DURAN DURAN Seven And The Ragged Tiger Capitol ST-12310	CAP	▲	8.98		46	47	5	PSYCHEDELIC FURS Mirror Moves Columbia BFC 39278	CBS	●	8.98		82	97	109	DEF LEPPARD High & Dry Mercury 818836-1 (Polygram)	POL	▲	8.98		
11	7	34	CULTURE CLUB Colour By Numbers Virgin/Epic QE 39107	CBS	▲	8.98	BLP 25	47	39	12	SOUNDTRACK/RICK SPRINGFIELD Hard To Hold RCA ABL1-4935	RCA	●	8.98		83	59	29	KOOL & THE GANG In The Heart De-Lite DSR-8508 (Polygram)	POL	●	8.98	BLP 39	
12	12	9	STEVE PERRY Street Talk Columbia FC 39334	CBS	▲	8.98		48	38	15	THE ALAN PARSONS PROJECT Ammonia Avenue Arista AL 8-8204	RCA	●	8.98		84	70	47	JEFFREY OSBORNE Stay With Me Tonight A&M SP 4940	RCA	●	8.98	BLP 36	
13	13	45	BILLY JOEL An Innocent Man Columbia QC 38837	CBS	▲	8.98		49	43	20	ALABAMA Roll On RCA AHL1-4939	RCA	▲	8.98	CLP 1	85	91	8	KENNY ROGERS Duets With Kim Carnes, Sheena Easton & Dottie West Liberty LO-51154	CAP	●	8.98		
14	16	30	BILLY IDOL Rebel Yell Chrysalis FV 41450	CBS	●	8.98		50	45	43	HERBIE HANCOCK Future Shock Columbia FC 38814	CBS	●	8.98	BLP 44	86	88	88	LIONEL RICHIE Lionel Richie Motown 6007 ML	MCA	▲	8.98		
15	15	32	NIGHT RANGER Midnight Madness Camel/MCA 5456	MCA	●	8.98		51	68	2	SOUNDTRACK Indiana Jones And The Temple Of Doom Polydor 821 592-1 (Polygram)	POL	●	9.98		87	66	20	ROCKWELL Somebody's Watching Me Motown 6052 ML	MCA	●	8.98	BLP 29	
16	11	8	RUSH Grace Under Pressure Mercury 818476-1 (Polygram)	POL	●	8.98		52	64	4	MICHAEL JACKSON Farewell My Summer Love Motown 6101 ML	MCA	●	8.98	BLP 32	88	73	32	DARYL HALL & JOHN OATES Rock 'N' Soul, Part 1 RCA CPL1-4858	RCA	▲	9.98		
17	18	31	THE POINTER SISTERS Break Out Planet BXL1-4705 (RCA)	RCA	●	8.98	BLP 9	53	51	15	"WEIRD AL" YANKOVIC In 3-D Rock 'N' Roll BFZ-39221 (Scotti Bros./Epic)	CBS	●	8.98		89	50	10	STYX Caught In The Act-Live A&M SP-6514	RCA	●	8.98		
18	23	4	SOUNDTRACK Breakin' Polydor 821919-1 (Polygram)	POL	●	8.98	BLP 10	54	49	52	THE POLICE Synchronicity A&M SP3735	RCA	▲	8.98		90	129	2	SOUNDTRACK Streets Of Fire MCA 5492	MCA	●	8.98		
19	19	6	JERMAINE JACKSON Jermaine Jackson Arista AL8-8203	RCA	●	8.98	BLP 2	55	48	15	CAMEO She's Strange Atlanta Artists 814-984-1 (Polygram)	POL	●	8.98	BLP 6	91	71	10	DIRE STRAITS Alchemy Warner Bros. 1-25085	WEA	●	11.98		
20	17	62	ZZ TOP Eliminator Warner Bros. 1-23774	WEA	▲	8.98		56	61	5	INXS The Swing Atco 90160	WEA	▲	8.98		92	79	154	MICHAEL JACKSON Off The Wall Epic FE 35745	CBS	▲	8.98		
21	20	12	JOE JACKSON Body And Soul A&M SP-5000	RCA	●	8.98		57	101	2	TINA TURNER Private Dancer Capitol ST-12330	CAP	●	8.98	BLP 19	93	72	14	TRACEY ULLMAN You Broke My Heart In 17 Places MCA 5471	MCA	●	8.98		
22	24	43	MADONNA Madonna Sire 1-23867 (Warner Bros.)	WEA	●	8.98	BLP 30	58	57	17	DENNIS EDWARDS Don't Look Any Further Gordy 6057GL (Motown)	MCA	●	8.98	BLP 4	94	77	16	THE ALARM Declaration I.R.S. SP-70608 (A&M)	RCA	●	6.98		
23	14	15	THOMPSON TWINS Into The Gap Arista AL 8-8200	RCA	●	8.98		59	52	10	BAR-KAYS Dangerous Mercury 818478-1 (Polygram)	POL	●	8.98	BLP 12	95	103	8	NIK KERSHAW Human Racing MCA 39020	MCA	●	8.98		
24	22	34	JOHN COUGAR MELLENCAMP Uh-Huh Riva RVL 7504 (Polygram)	POL	▲	8.98		60	67	6	ORION THE HUNTER Orion The Hunter Portrait BFR 39239 (Epic)	CBS	●	8.98		96	96	29	IRENE CARA What A Feelin' Geffen/Network GHS 4021 (Warner Bros.)	WEA	▲	8.98	BLP 64	
25	25	14	RATT Out Of The Cellar Atlantic 80143	WEA	●	8.98		61	63	12	THE STYLE COUNCIL My Ever Changing Moods Geffen GHS 4029 (Warner Bros.)	WEA	▲	8.98		97	84	13	TONY CAREY Some Tough City MCA 5454	MCA	●	8.98		
26	30	4	CHICAGO 17 Full Moon/Warner Bros. 1-25060	WEA	●	8.98		62	54	30	YES 90125 Atco 90125	WEA	▲	9.98		98	89	15	THOMAS DOLBY The Fiat Earth Capitol ST 12309	CAP	●	8.98		
27	27	8	R.E.M. Reckoning I.R.S. SP-70044 (A&M)	RCA	●	8.98		63	60	18	BON JOVI Bon Jovi Mercury 814982-1M1 (Polygram)	POL	●	8.98		99	92	13	EARL KLUGH Wishful Thinking Capitol ST-12323	CAP	●	8.98	BLP 28	
28	33	9	LAURA BRANIGAN Self Control Atlantic 80147	WEA	●	8.98		64	69	5	ONE WAY Lady MCA 5470	MCA	●	8.98	BLP 3	100	83	13	HAGAR, SCHON, AARONSON, SHRIEVE Through The Fire Geffen GHS 4023 (Warner Bros.)	WEA	●	8.98		
29	21	12	GO-GO'S Talk Show I.R.S. SP-70041 (A&M)	RCA	●	8.98		65	65	8	BIG COUNTRY Wonderland Mercury 818835-1 (Polygram)	POL	●	5.98		101	74	15	QUEEN The Works Capitol ST 12322	CAP	●	8.98		
30	40	3	DENICE WILLIAMS Let's Hear It For The Boy Columbia FC 39366	CBS	●	8.98	BLP 11	66	78	14	HOWARD JONES Human's Lib Elektra 60346	WEA	●	8.98		102	99	19	DWIGHT TWILLEY Jungle EMI-America ST-17107	CAP	●	8.98		
31	31	6	ROGER WATERS The Pros & Cons Of Hitchhiking Columbia FC 39290	CBS	●	8.98		67	62	36	SOUNDTRACK The Big Chill Motown 6062ML (MCA)	MCA	▲	8.98		103	100	73	DEF LEPPARD Pyromania Mercury 8103081 (Polygram)	POL	▲	8.98		
32	32	15	DAVID GILMOUR About Face Columbia FC39296	CBS	●	8.98		68	56	61	SOUNDTRACK Flashdance Casablanca 8114921 (Polygram)	POL	▲	9.98		104	107	109	JANE FONDA Jane Fonda's Workout Record Columbia CX2-38054	CBS	▲	8.98		
33	26	21	EURHYTHMICS Touch RCA AFL1-4917	RCA	●	8.98	BLP 49	69	87	2	THE HUMAN LEAGUE Hysteria Virgin/A&M 4923	RCA	●	8.98		105	110	9	VARIOUS ARTISTS More Songs From The Original Soundtrack Of The Big Chill Motown 6094ML	MCA	●	8.98		
34	35	8	SLADE Keep Your Hands Off My Power Supply CBS Associated FZ 39336	CBS	●	8.98		70	95	3	LITTLE STEVEN Voice Of America EMI-America ST-17120	CAP	●	8.98		106	120	3	ECHO AND THE BUNNYMEN Ocean Rain Sire 1-25084 (Warner Bros.)	WEA	●	8.98		
35	53	4	SOUNDTRACK Beat Street Atlantic 80154-1	WEA	●	8.98	BLP 27	71	85	5	O'BRYAN Be My Lover Capitol ST-12332	CAP	●	8.98	BLP 5	107	104	11	PAUL YOUNG No Parlez Columbia BFC 38976	CBS	●	8.98		
36	36	65	JULIO IGLESIAS Julio Columbia FC38640	CBS	●	8.98		72	76	21	JUDAS PRIEST Defenders Of The Faith Columbia FC39219	CBS	●	8.98										

● Bullets are awarded to those products demonstrating the greatest sales gains this week (Prime Movers). ● Recording Industry Assn. of America seal for sales of 500,000 units (seal indicated by dot). ▲ Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by triangle).

Market Quotations

As of closing: 6/5/84

Annual High	Low	NAME	P-E	(Sales 100s)	High	Low	Close	Change
61%	50%	ABC	10	678	59	58%	58%	-3/4
55	40%	American Can	10	183	43%	43%	43 1/2	-1/4
12%	10%	Armstrong Int'l	8	3	10%	10%	10%	-1/8
78	61 1/2	CBS	10	895	75 1/2	74%	75%	-7/8
22 1/2	10%	Coleco		1229	13%	12%	13 1/2	+3/4
8%	6	Craig Corporation					6%	unch
69 1/2	48%	Disney, Walt	22	3066	51 1/4	48 1/2	50 3/4	-3 1/2
5%	4%	Electrosound Group	4				5%	unch
35	28 1/4	Gulf + Western	8	1433	32%	30%	31 1/2	-1 1/8
33 1/2	17	Handleman	16	434	33%	31%	32	-1 1/4
7%	3	K-Tel		6	4	4	4	+1/8
88%	70%	Matsushita Electronics	13	119	73%	73	73 1/2	-1
9 1/2	4%	Mattel		405	8	7%	7%	-1/8
45 1/2	33%	MCA	13	1165	41 1/2	40 1/2	41 1/4	-1/4
85 1/2	69 1/4	3M	12	946	75%	74%	75 1/2	unch
47	31 1/2	Motorola	12	4707	32%	31 1/2	32 1/2	+1/4
39 1/2	29 1/2	No. American Phillips	8	165	30%	30 1/2	30 1/2	-1/2
5%	2%	Orox Corporation	4	15	2%	2 1/2	2%	unch
32%	20%	Pioneer Electronics	46	20	22 1/2	22	22	-5/8
38%	28%	RCA	13	2633	31%	30%	31%	-1/8
17%	13%	Sony	17	1682	13%	13%	13%	-1/4
39%	30%	Storer Broadcasting		499	37%	36%	36%	-3/4
4%	3	Superscope		16	3%	3%	3%	unch
63%	49%	Taft Broadcasting	14	374	61%	60%	60 1/2	-3/4
29%	20	Warner Communications		1090	23%	22%	22%	-7/8
17 1/2	11%	Wherehouse Entertain.	12	11	14%	14	14%	+1/8

OVER THE COUNTER	Sales	Bid	Ask	OVER THE COUNTER	Sales	Bid	Ask
ABKCO		1/2	7/8	Josephon Int'l	68500	8 1/4	8 3/4
Certron Corp.	4800	2 3/4	2 7/8	Recoton		9%	9 1/2
Data Packaging		5 1/4	6 1/4	Schwartz Bros.	1000	2 1/4	3
Koss Corp.		2 1/2	2 3/4				

Over-the-Counter prices shown may or may not represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation. The above information contributed to Billboard by Douglas J. Vollmer, Associate Vice President, Los Angeles Region, Dean Witter Reynolds Inc., 4001 West Alameda Ave., Suite 100, Toluca Lake, Burbank, California 91505, (213) 841-3761, member of the New York Stock Exchange, Inc.

New Companies

Mojo Productions, formed by Mo Morrison, Tom Jordan and Robert Reiter. First project will be serving as production coordinator for Aero-smith's North American tour this summer. 20 Commerce St., New York, N.Y. 10014; (212) 255-7373.

East Bronx Productions, a label, production house and ASCAP publisher, formed by Francisco Aponte.

First release is a single by the Beauties under its Claridad logo. c/o Jeffrey Jacobson Law Offices, 150 Fifth Ave., Suite 404, New York, N.Y. 10011; (212) 691-5360.

Arson Music and Discargo Records, formed by Al Cahen. 1750 South Harvard, Tulsa, Okla. 74112; (918) 747-9849.

Chartbeat

Continued from page 6

an act's second release. Until now, the "newest" act to debut at No. 1 in the U.K. was Gary Glitter, who pulled off the trick with his sixth chart hit.

Black Singles: O'Bryan moves up to No. 1 on this week's black chart with "Lovelite" (Capitol). The singer peaked at number five with his first hit, "The Gigolo," two years ago.

The next No. 1 on the black chart

is likely to be Prince's "When Doves Fly" (Warner Bros.), which jumps eight points to number four in its third chart week. It would be Prince's first No. 1 black hit since "I Wanna Be Your Lover" in late 1979.

Prince ran up a string of four top 10 black hits between 1980-82, including "Uptown" (#5), "Controversy" (#3), "Let's Work" (#9) and "1999" (#4). But the followup hits from "1999" did better on the pop chart than they did r&b. "Little Red Corvette" and "Delirious" both went top 10 pop, but peaked at #15 and #18, respectively, on the black chart.

"When Doves Fly" also explodes on this week's Hot 100, where it jumps nine notches to number eight.

Cassettes Register Increases In Sales

Scranton, Pa., Rapid and large increases in placed orders for cassette insert cards (J-Cards) have indicated a national desire for rapid turnover, high quality and reasonable prices of printed products. KEYSTONE PRINTED SPECIALTIES CO., INC., 321 Pear Street, Scranton, Pa. 18505, has large gang runs on cassette cards printing on a rapid turnover basis. Major companies and small artists have been purchasing large and small quantities of these cards for automatic insertion into Norelco boxes. Hi-tech procedures allow fast, efficient assembly and quality. KEYSTONE'S large line of products include 1. Labels, 2. Record Jackets, 3. Cassette Cards, 4. Sleeves, 5. Box Wraps, 6. Packaging. Prices are available by calling (717) 346-1761. Customer Service can Answer your questions. (ADV)

BANKRUPTCY SALE by TENDER CRC RECORDS, LTD.

Complete phonograph record and tape manufacturing company. 14 molding presses, etc., tape equipment, plate equipment, boilers, etc., etc. Located in Toronto, Ontario, Canada.

For information call:
TRANS-CANADA LIQUIDATIONS, LTD.
111 Richmond St., West
Suite 1126
Toronto, Canada M5H 2G4
Phone: 416-366-5658
Brian Batcher or Norman Jacobs

Lifelines

Births

Boy, Ryan Mathew, to Chuck and Linda Morgan, May 21 in Chicago. He is program director at WKQX there.

Boy, Jessie Harris, to Adam and Michele Ritholz, June 2 in New York. He is director of business affairs for CBS Records International. She is a music psychotherapist.

Boy, Scott Spencer, to Steven and Heidi Sheldon, June 4 in Los Angeles. He is general manager of Rainbo Record Manufacturing in Santa Monica.

Marriages

Michael Kessenich to Jackie Munford, June 8 in Muskegon, Mich. He is corporate buyer for the Believe In Music chain in Grand Rapids, Mich. She manages the chain's store there.

Jim Scherer to Teresa Stafford, June 9 in Oak Ridge, Tenn. He is professional manager for the Pride Music Group in Nashville.

★ ★ ★

Larry Douglas to Diana Emole, May 20 in Santa Barbara, Calif. He is vice president, West Coast marketing, for Epic/Portrait/Associated Labels in Los Angeles. She is with Frank DiLeo Management there.

Deaths

George Baber, 53, in a car accident June 8 in Gardena, Calif. He was road manager for MCA artist John Conlee and co-author of Conlee's first hit, "Rose Colored Glasses." He is survived by his wife Michi and his son Lewis.

Bob Pavlacka, 54, of cancer May 28 in Los Angeles. He was director of domestic sales for Disneyland-Vista Records. He is survived by his wife, Lee, and four children.

Maxine Bamford, 65, of natural causes May 8 in Leucadia, Calif. She is survived by her husband A.V. Bamford, a veteran country music promoter, who once owned KBER San Antonio. Also surviving are two daughters and five siblings.

Video Music Programming

Continued from page 33

- David Gilmour, "Murder," Columbia
- Roger Glover, "The Mask," 21/PolyGram
- Go-Go's, "Turn To You," IRS
- Golden Earring, "Clear Night Moonlight," 21/PolyGram
- Dan Hartman, "I Can Dream About You," MCA
- Human League, "Lebanon," A&M
- Icon, "On Your Feet," Capitol
- Killing Joke, "The Eighties," EG/Warner Bros.
- Laid Back, "White Horse," Sire
- John Lennon, "Living On Borrowed Time," Polydor
- Little Steven, "Out Of The Darkness," EMI America
- Nick Lowe, "Half Boy/Half Man," Columbia
- Madonna, "Lucky Star," Sire
- Mama's Boys, "Mama We're All Crazee Now," Jive/Arista
- Manfred Mann, "The Rebel," Arista
- Modern English, "Chapter 12," Sire/Warner Bros.
- Orion The Hunter, "So You Ran," Portrait
- Pretenders, "It's A Thin Line," Sire
- Raybeats, "Jack The Ripper," Shanachie
- R.E.M., "South Central Rain," IRS
- Re-Flex, "Hurt," Capitol
- Rubber Rodeo, "The Hardest Thing," Mercury
- Scandal, "The Warrior," Columbia
- Simple Minds, "Speed Your Love To Me," A&M
- Talk Talk, "Such A Shame," EMI America
- .38 Special, "One Time For Old Times," A&M
- Dwight Twilley, "Little Bit Of Love," EMI America
- Tracey Ullman, "Breakway," MCA
- Ultravox, "Dancing With Tears," Chrysalis
- Whitesnake, "Slow 'n Easy," Geffen
- Paul Young, "Love Of The Common People," Columbia

Bubbling Under The HOT 100

- 101-FEELS SO REAL (WON'T LET GO), Patricia Rushen, Elektra 7-69742
- 102-SUCH A SHAME, Talk Talk, EMI America 8215
- 103-THE MASK, Roger Glover, 21 Records 1-114 (Polygram)
- 104-THE WARRIOR, Scandal, Columbia 38-04424
- 105-MEGA-MIX, Herbie Hancock, Columbia 38-04473
- 106-AND I DON'T LOVE YOU, Smokey Robinson, Tamla 1735 (Motown)
- 107-REUNITED, The Greg Kihn Band, Besserkley 7-69724 (Elektra)
- 108-COMING OUT OF HIDING, Pamela Stanley, TSR 830
- 109-LOVELITE, O'Bryan, Capitol 5329
- 110-BLACK STATIONS/WHITE STATIONS, M + M, RCA 13824

Bubbling Under The Top LPs

- 201-JOHNNY MATHIS, A Special Part Of Me, Columbia FC 38718
- 202-RANK AND FILE, Long Gone Dead, Warner Bros./Slash 1-25087
- 203-SMOKEY ROBINSON, Essar, Tamla 6098 TL
- 204-BARBARA MANDRELL, Clean Cut, MCA 5474
- 205-THE CALL, Scene Beyond Dream, Mercury 818793-1 (PolyGram)
- 206-THE EMOTIONS, Sincerely, Red Label 001
- 207-TIMMY THOMAS, Gotta Give A Little Love, Gold Mountain GM 8006 (A&M)
- 208-KICK AXE, Vices, Pasha BFZ 39297 (Epic)
- 209-GEORGE HOWARD, Steppin' Out, TBA 201 (Palo Alto)
- 210-YELLOWMAN, King Yellowman, Columbia BFC 39301

Industry Events

Weekly calendar of trade shows, conventions, award shows, seminars and other notable events. Send information to Industry Events, Billboard, 1515 Broadway, New York, New York 10036.

June 17-19, Institute for Graphic Communication Slide Making With Computer Graphics conference, Andover Inn, Andover, Mass.

June 18-23, 2nd annual Platinum Music Business seminar, Restoration Plaza, Brooklyn, N.Y.

June 21-23, Great Computer Show, Veterans Memorial Coliseum, Jacksonville, Fla.

June 21-24, 11th annual Telluride Bluegrass Festival, Telluride, Colorado.

June 23, Texas Music Video seminar, Dallas Communications Complex, Irving, Tex.

June 23-26, National Assn. of Music Merchants (NAMM) Expo, McCormick Place, Chicago, Ill.

June 25, 67th annual National Music Publishers' Assn. membership meeting, Beverly Hilton Hotel, Beverly Hills.

June 25-28, 7th annual Visual Communications Congress, New York Hilton, New York City.

June 28, Music and Performing Arts Unit of B'nai B'rith's 20th annual awards dinner dance, Imperial Ballroom, Sheraton Centre, New York City.

June 29-July 1, Roskilde Music Festival, Roskilde, Denmark.

June 29-July 15, National Mountain Music Festival, Silver Dollar City, Pigeon Forge, Tenn.

July 1-7, 6th annual Festival Of New Music America '84, downtown Hartford, Conn.

July 5-7, Billboard's Radio Programming Conference, L'Enfante Plaza Hotel, Washington.

July 8-12, Biology of Music Making conference, Denver Center of Performing Arts, Denver.

July 10-12, Cable '84 conference and exhibition, Wembley Conference Centre, London.

July 12-14, 7th annual Muscle Shoals Music Assn. Records & Producers Seminar, Holiday Inn, Sheffield, Ala.

July 14, Nashville Songwriter's Assn. International Summer Seminar, Belmont College, Nashville, Tenn.

July 14-15, Jamboree In The Hills, Brushrun Park, St. Clairsville, Ohio.

July 21-24, International Assn. of Auditorium Managers annual convention and trade show, Las Palais des Congres de Montreal, Montreal, Quebec.

July 23-27, Siggraph '84 11th annual conference on Computer Graphics and Interactive Techniques, Minneapolis Convention Center.

July 23-27, National Gospel Music Workshop, Jackson State University, Jackson, Miss.

July 25-Aug. 1, Musician's and Songwriter's Workshop U.S.A., Colorado Mountain College, Breckenridge, Colo.

July 31-Aug. 2, Institute for Graphic Communications Optical and Videodisc Systems conference, Holiday Inn, Monterey, Calif.

Aug. 2-4, Great Southern Computer Show, Charlotte Civic Center, Charlotte, N.C.

Aug. 6-8, fifth annual New Music Seminar, New York Hilton.

Aug. 17-19, Film/Video International, Castle Hill, Ma.

Aug. 26-30, Video Software Dealers Assn.'s convention, MGM Grand, Las Vegas.

TOP LPs & TAPE

Copyright 1984 Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, No. (Dist. Label)	Dist. Co.	RIAA Symbols	Suggested List Prices LP, Cassettes, & 8 Track	Black LP/ Country LP Chart
108	82	13	MISSING PERSONS Rhyme & Reason Capitol ST-12315	CAP		8.98	
109	114	35	GENESIS Genesis Atlantic 80116	WEA	▲	9.98	
110	112	25	PATTI LABELLE I'm In Love Again Philadelphia International FZ-38539 (Epic)	CBS	●		BLP 12
111	118	12	KING CRIMSON Three Of A Perfect Pair Warner Bros. 1-25071	WEA		8.98	
112	111	59	GEORGE WINSTON December Windham Hill WH-1025 (A&M)	RCA		9.98	
113	108	19	CHRISTINE McVIE Christine McVie Warner Bros. 1-25059	WEA		8.98	
114	127	4	BANANARAMA Banarama London 820036-1 (Polygram)	POL		8.98	
115	119	59	SCORPIONS Blackout Mercury SRM 14039 (Polygram)	POL	▲	8.98	
116	122	33	JAMES INGRAM It's Your Night Q-West 1-23970 (Warner Bros.)	WEA		8.98	BLP 37
117	125	3	HANK WILLIAMS, JR. Major Moves Warner Bros. 1-25088	WEA		8.98	CLP 9
118	130	4	VAN STEPHENSON Righteous Anger MCA 5482	MCA		8.98	
119	93	31	UB 40 Labor Of Love A&M SP6-4980	RCA		6.98	
120	131	80	BILLY IDOL Billy Idol Chrysalis FV 41377	CBS			
121	126	71	DURAN DURAN Duran Duran Capitol ST-12158	CAP	●	8.98	
122	124	47	BILLY IDOL Don't Stop Chrysalis FV 44000	CBS			
123	123	29	U2 Under A Blood Red Sky Island 90127 (Atco)	WEA	●	8.98	
124	128	108	DURAN DURAN Rio Capitol ST-12211	CAP	▲	8.98	
125	185	2	PEABO BRYSON Straight From The Heart Elektra 60362	WEA		8.98	BLP 24
126	109	12	BOBBY WOMACK The Poet II Beverly Glen BF 10003	IND		8.98	BLP 18
127	90	11	YARBROUGH & PEOPLES Be A Winner Total Experience TEL8-5700 (RCA)	RCA		8.98	BLP 7
128	139	2	WILLIE NELSON Angel Eyes Columbia FC-35363	CBS			
129	134	6	SERGIO MENDES Confetti A&M SP-4984	RCA		8.98	
130	151	2	LOU REED New Sensations RCA AFL1-4998	RCA		8.98	
131	98	14	KENNY G G Force Arista ALB-8192	RCA		8.98	BLP 51
132	106	15	LAURIE ANDERSON Mister Heartbreak Warner Bros. 1-25077	WEA		8.98	
133	132	31	DAVID SANBORN Backstreet Warner Bros. 1-23906	WEA		8.98	BLP 61
134	140	28	MOTLEY CRUE Too Fast For Love Elektra 60174	WEA		8.98	
135	141	6	JOE COCKER Civilized Man Capitol ST-12335	CAP		8.98	
136	NEW ENTRY		SOUNDTRACK Star Trek III - The Search For Spock Capitol SKBK 12360	CAP		8.98	
137	102	9	CHANGE Change Of Heart Atlantic RFC 80151	WEA		8.98	BLP 17

THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, No. (Dist. Label)	Dist. Co.	RIAA Symbols	Suggested List Prices LP, Cassettes, & 8 Track	Black LP/ Country LP Chart
138	113	10	THE CRUSADERS Ghetto Blaster MCA 5429	MCA		8.98	BLP 43
139	138	40	BIG COUNTRY The Crossing Mercury 812870-1 (Polygram)	POL	●	8.98	
140	146	5	ATLANTA Pictures MCA 5463	MCA		8.98	CLP 8
141	149	3	ALCATRAZZ Live Sentence Rocshire XR 22020 (MCA)	MCA		8.98	
142	117	25	WYNTON MARSALIS Think Of One Columbia FC 38641	CBS			
143	142	28	DAZZ BAND Joystick Motown 6084 ML	MCA		8.98	BLP 31
144	NEW ENTRY		STEVIE RAY VAUGHAN & DOUBLE TROUBLE Couldn't Stand The Weather Epic FE 39304	CBS			
145	143	62	QUIET RIOT Metal Health Pasha/CBS BFZ 38443	CBS	▲		
146	155	4	DUKE JUPITER White Knuckle Ride Morocco 6097CL (Motown)	MCA		8.98	
147	144	24	MANHATTAN TRANSFER Bodies And Souls Atlantic 80104	WEA		8.98	
148	147	32	EDDIE MURPHY Comedian Columbia FC-39005	CBS	●		BLP 69
149	152	3	TONI TENNILLE More Than You Know Mirage 90162 (Atco)	WEA		8.98	
150	159	88	JOHN COUGAR American Fool Riva RVL7501 (Polygram)	POL	▲	8.98	
151	153	525	PINK FLOYD Dark Side Of The Moon Harvest ST-11163 (Capitol)	CAP	●	8.98	
152	157	3	LA TOYA JACKSON Heart Don't Lie Private 1 BFZ 39361 (Epic)	CBS			
153	154	6	WHITESNAKE Slide It In Geffen GHS 4018 (Warner Bros.)	WEA		8.98	
154	161	4	GEORGE WINSTON Autumn Windham Hill WH 1012 (A&M)	RCA		9.98	
155	148	30	38 SPECIAL Tour De Force A&M SP-4971	RCA	▲	8.98	
156	116	7	PAT METHENY Rejoicing ECM 1-25006 (Warner Bros.)	WEA		9.98	
157	115	6	ULTRAVOX Lament Chrysalis FV 41459	CBS			
158	135	13	PATTI AUSTIN Patti Austin QWest 1-23974 (Warner Bros.)	WEA		8.98	BLP 54
159	175	50	NIGHT RANGER Dawn Patrol Cameo/MCA 5460	MCA		8.98	
160	121	9	SOUNDTRACK This Is Spinal Tap Polydor 816846-1 (Polygram)	POL		9.98	
161	158	13	LAI D BACK Keep Smiling Sire 1-25058 (Warner Bros.)	WEA		8.98	BLP 66
162	165	71	JOURNEY Frontiers Columbia QC 38504	CBS	▲		
163	187	2	GREG KIHN BAND Kihntagious Berserkeley 60354 (Elektra)	WEA		8.98	
164	145	146	VAN HALEN Van Halen Warner Bros. BSK 3075	WEA	▲	8.98	
165	136	57	EURYTHMICS Sweet Dreams Are Made Of This RCA AFL1-4681	RCA	●	8.98	
166	162	27	RE-FLEX The Politics Of Dancing Capitol ST-12314	CAP		8.98	
167	NEW ENTRY		RUN - D.M.C. Run - D.M.C. Profile PRO 1202	IND		8.98	BLP 14
168	166	66	ALABAMA The Closer You Get RCA AHL1-4663	RCA	▲	8.98	CLP 58
169	160	7	GEORGE WINSTON Winter Into Spring Windham Hill WH 1019 (A&M)	RCA		9.98	

THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, No. (Dist. Label)	Dist. Co.	RIAA Symbols	Suggested List Prices LP, Cassettes, & 8 Track	Black LP/ Country LP Chart
170	169	19	SIMPLE MINDS Sparkle In The Rain Virgin/A&M SP-6-4981	RCA		6.98	
171	173	31	WILLIE NELSON Without A Song Columbia FC 39110	CBS	●		CLP 4
172	171	21	ACCEPT Balls To The Wall Portrait BFR 39241 (Epic)	CBS			
173	150	8	THE SMITHS The Smiths Sire 1-25065 (Warner Bros.)	WEA		8.98	
174	NEW ENTRY		LEE RITENOUR Banded Together Elektra 60358	WEA		8.98	
175	176	3	LEE GREENWOOD You've Got A Good Love Comin' MCA 5488	MCA		8.98	CLP 60
176	178	3	RUSS BALLARD Russ Ballard EMI-America ST-17108	CAP		8.98	
177	183	42	GAP BAND Gap Band V-Jammin' Total Experience TE-1-3004 (Polygram)	POL	●	8.98	
178	181	3	GARY MOORE Victims Of The Future Mirage 90154 (Atco)	WEA		8.98	
179	177	9	STANLEY CLARKE Time Exposure Epic FE 38688	CBS			BLP 73
180	168	61	DAVID BOWIE Let's Dance EMI-America ST 17093	CAP	▲	8.98	
181	156	8	PAT TRAVERS Hot Shot Polydor 821064-1 (Polygram)	POL		8.98	
182	189	2	ROGER GLOVER Mask 21 Records TI-9009 (Polygram)	POL		8.98	
183	184	36	THE ROMANTICS In Heat Nemperor BFZ-38880 (Epic)	CBS	●		
184	192	2	FACE TO FACE Face To Face Portrait BFE 38857 (Epic)	CBS			
185	182	52	STEVIE NICKS The Wild Heart Modern 90084-1 (Atco)	WEA	▲	8.98	
186	NEW ENTRY		EDDY GRANT Going For Broke Portrait FR 39261 (Epic)	CBS			
187	196	24	ORIGINAL BROADWAY CAST Cats Geffen GHS 2017 (Warner Bros.)	WEA		14.98	
188	NEW ENTRY		RUSH Signals Mercury SRM 1-4063 (Polygram)	POL	▲	8.98	
189	186	68	PHIL COLLINS Hello, I Must Be Going Atlantic 80035	WEA		8.98	
190	NEW ENTRY		RED RIDER Breaking Curfew Capitol ST-12317	CAP		8.98	
191	NEW ENTRY		MICHAEL JACKSON & THE JACKSON 5 14 Greatest Hits Motown 6099ML	MCA		12.98	
192	NEW ENTRY		NICK LOWE Nick Lowe & His Cowboy Outfit Columbia FC 38371	CBS			
193	191	29	OZZY OSBOURNE Bark At The Moon CBS Associated QZ 38987	CBS	●		
194	163	10	SOUNDTRACK Terms Of Endearment Capitol ST-12329	CAP		8.98	
195	NEW ENTRY		THE CURE The Top Sire 1-25086 (Warner Bros.)	WEA		8.98	
196	167	6	POCO Inamorata Atlantic 80148	WEA		8.98	
197	164	6	BRANFORD MARSALIS Scenes In The City Columbia 38951	CBS			
198	179	67	U2 War Island 90067 (Atco)	WEA	●	8.98	
199	172	14	NENA 99 Luftballons Epic BFE 39294	CBS			
200	174	36	DEBARGE In A Special Way Gordy 6061GL (Motown)	MCA		8.98	BLP 45

TOP LPs & TAPE A-Z (LISTED BY ARTISTS)

Accept	172	DeBarge	200
Alabama	49, 168	Def Leppard	82, 103
Alarm	94	Dire Straits	91
Alcatraz	141	Thomas Dolby	98
Laurie Anderson	132	Duke Jupiter	146
Atlanta	140	Duran Duran	10, 121, 124
Patti Austin	158	Echo And The Bunnymen	106
Russ Ballard	176	Dennis Edwards	58
Bananarama	114	Eurythmics	33, 165
Bar-Kays	59	Face To Face	184
Berlin	44	Dan Fogelberg	80
Big Country	65, 139	Jane Fonda	104
Bon Jovi	83	Kenny G	131
David Bowie	180	Gap Band	177
Laura Branigan	28	Genesis	109
Peabo Bryson	125	David Gilmore	32
Cameo	65	Roger Glover	182
Irene Cara	96	Go Go's	29
Tony Carey	97	Eddie Grant	186
Cars	5	Lee Greenwood	175
Change	137	Hagar, Schon, Aaronson, Shrieve	100
Chicago	26	Daryl Hall & John Oates	88
Stanley Clarke	179	Herbie Hancock	59
Joe Cocker	135	Human League	60
Phil Collins	189	Icicle Works	43
Crusaders	138	Billy Idol	14, 122, 120
Culture Club	11, 76	Julio Iglesias	36
Cure	195	James Ingram	116
Dazz Band	143	Jermaine Jackson	19

Joe Jackson	21	Gary Moore	178
La Toya Jackson	152	Motley Crue	39, 134
Michael Jackson	8, 52, 92, 191	Eddie Murphy	148
Jefferson Starship	75	Willie Nelson	128, 171
Billy Joel	13	Nena	199
Duke Jones	66	Stevie Nicks	183
INXS	56	O'Bryan	15, 159
Echo And The Bunnymen	162	One Way	71
Judas Priest	72	Original Broadway Cast	187
Nik Kershaw	95	Orion The Hunter	60
Greg Kihn Band	153	Jeffrey Osborne	84
King Crimson	111	Ozzy Osbourne	193
Earl Klugh	99	Alan Parsons Project	48
Kool & The Gang	83	Teddy Pendergrass	73
Patti LaBelle	110	Steve Perry	12
Laid Back	161	Pink Floyd	151
Cyndi Lauper	4	Poco	196
Huey Lewis And The News	2	Pointer Sisters	17
Nick Lowe	192	Police	54
Little Steven	70	Pretenders	37
Madonna	22	Prince	81
Manhattan Transfer	147	Psychedelic Furs	46
Branford Marsalis	197	Queen	101
Wynton Marsalis	142	Quiet Riot	145
Christine McVie	113	R.E.M.	27
John Cougar Mellencamp	24, 150	Ratt	25
Sergio Mendes	129	Red Rider	190
Pat Metheny	156	Lou Reed	130
Midnight Star	45	Re-Flex	166
Missing Persons	108		

Lionel Richie	3, 86	Bruce Springsteen	9
Lee Ritenour	174	Van Stephenson	118
Rockwell	87	Style Council	61
Roger	74	Styx	89
Kenny Rogers	85	Talk Talk	42
Romantics	183	Toni Tennille	42
Linda Ronstadt	44	Tommy Stinson	149
Run-D.M.C.	167	Pat Travers	181
Rush	16, 188	Tina Turner	57
Patrice Rushen	78	Dwight Twilley	102
David Sanborn	133	U2	123, 198
Scorpions	6, 115	UB40	119
Shannon	77	Tracey Ullman	93
Simple Minds	170	Ultravox	157
Slade	34	Van Halen	7, 164
Smiths	173	Luther Vandross	79
SOUNDTRACKS:		Stevie Ray Vaughan & Double Trouble	144
Against All Odds	40	Wang Chung	38
Beat Street	35	Roger Waters	31
Big Chill	67, 105	Whitesnake	153
Breakin'	18	Deniece Williams	30
Flashdance	68	Hank Williams, Jr.	117
Footloose	1	George Winston	112, 169, 154
Hard To Hold-Rick Springfield	47	Bobby Womack	126
Indiana Jones And The Temple	133	Ward Al Yankovic	53
Of Doom	51	Yarbrough & Peoples	127
Star Trek III-The Search For Spock	90	Yes	62
Streets Of Fire	90	Paul Young	107
Terms Of Endearment	194	ZZ Top	20
This Is Spinal Tap	160	38 Special	155

Every care for the accuracy of suggested list prices has been taken. Billboard does not assume responsibility for errors or omissions.
● RECORDING INDUSTRY ASSOCIATION OF AMERICA seal for sales of 500,000 units ▲ RECORDING INDUSTRY ASSOCIATION OF AMERICA seal for sales of 1,000,000 units

ASCAP Settles With Religious B'casters

NEW YORK — The Federal District Court here has wiped the slate clean on the long-standing dispute between religious broadcasters and the American Society of Composers, Authors & Publishers (ASCAP), approving the settlements reached late last year with a final group of litigants and dismissing, "with prejudice," the class action brought by Alton Rainbow Corp. and others against the performing rights society.

Under the settlement, radio stations must take out licenses with ASCAP under negotiated rates or seek a court-imposed rate if bargaining is unsuccessful. Over a period of time, stations have already reached accommodation with ASCAP on infringement claims for airing protected music without license.

At one time, as many as 75 or 80 stations were involved in the action, and the cumulative value of the set-

tlements is understood to have totaled about \$1.5 million.

The action, launched in 1977 by four radio stations in Florida, assumed class status a year later to cover all radio stations which "devote 25% or more of their broadcasting day" to programs secured from non-profit religious organizations. The suit charged ASCAP with restraint of trade and antitrust violations, as well as denying religious stations their first amendment rights by requiring the purchase of licenses the stations do not need.

Twenty stations remained in the group that reached agreement with ASCAP last October. The court ruled Monday (11) that the settlement was arrived at properly and that its terms were fair. It also rejected objections to the settlement raised by spokesmen for a final group of 11 stations.

MTV TEAMS WITH POLYGRAM

Cougar In 'House' Promotion

NEW YORK—A contest in conjunction with MTV, aimed at spurring sales for John Cougar Mellencamp, has proven to be one of the largest consumer promotions undertaken by PolyGram Records.

The push, dubbed "MTV Party House," sees the cable channel and the record company giving away a house in Cougar's hometown of Bloomington, Ind. Unlike previous MTV promotions, this one ties in national and independent record retailers for contest entry. The contest runs through June 26.

Three million entry ballots have been distributed to "virtually every account" by the label, according to Harry Palmer, national director of marketing for PolyGram, with a third of those ballots going to the 670-store Wal-Mart discount chain.

Special merchandising material includes in-store streamers as well as three different Mellencamp posters. Additionally, the contest dovetails with another PolyGram promotion, "Rock Till You Drop," featuring Def Leppard, the Scorpions, Rush and Mellencamp.



COUNTRY FAIR—PolyGram's Nashville staff gathers during Fan Fair week to present Frank Leffel, the label's national country promotion director, with a plaque commemorating his 20th year with PolyGram. Shown from left are regional promotion men Steve Massie and Dave Smith, senior vice president Frank Jones, Leffel, marketing director Joe Polldor, PolyGram's executive vice president Mel Ilberman, and promotion people Doyal McCollum and Pam Steele.

New Service Aids Neophytes

By JOHN SIPPEL

LOS ANGELES—Music Spectrum, headed by industry marketing veteran Arnie Orleans, has opened here as an adjunct to H&H Music Score, the Tarzana specialized marketing firm headed by Marv Helfer and Rip Pelley.

The new wing is designed to assist neophyte producers and labels in providing such services as recommendation of pressing and duplicating facilities, jacket printers and fabricators, sales policies and mapping distribution.

Among the company's first clients is Recovery Records, a Dallas label operated by Randy Reeder, whose first album by Texas contemporary

rock group 431 is due shortly. Reeder has chosen to go with independent distribution which Orleans is setting up.

Orleans is also setting up the release of a new George Carlin album on Carlin's own Eardrum Records, which will distribute through the New York-based Alpha national network. Carlin's \$8.98-list album will be released next month in conjunction with an HBO special of the concert which provided the album.

Orleans, a 27-year industry veteran, has served as a top marketing executive with the RCA, A&M, 20th Century and ABC labels and headed Destiny Records.

Inside Track

The oft-delayed Jacksons tour is finally set to kick off, with the following dates revealed Friday (15): July 6-8, Kansas City, Arrowhead Stadium; July 13-15, Irvine, Tex., Texas Stadium; July 21-23, Jacksonville, Fla., Gator Bowl.

This first cluster of dates ended weeks of speculation about when (and indeed if) the tour would start. It represents the second time the starting date has been pushed back. The tour was originally set to begin June 22 at Rupp Arena in Lexington, Ky., and then was postponed to June 30 at an undetermined indoor venue. USA Today reported Thursday (14) that the first date would be July 1 in Birmingham, Ala., but that report was denied by a CBS Records source. One of the reasons for the delays is said to be the difficulty the Jacksons are having in finding halls that can accommodate their production requirements. . . . Meanwhile, "State Of Shock," the first single from the Jacksons' "Victory" album, got a big send-off last week at KIQQ Los Angeles, when it was played continuously for 25 hours. We've heard of tight playlists, but that's ridiculous.

Joe Isgro shuffling his Private I executive echelon after a company-funded six-day Hawaii hejira for all employees. Former Montage Records president Dave Chackler has returned to Hollywood after a stay in his native Philly, becoming chief operating officer. Marv Dorfman, last with Joe Simone as his Coast rep, is VP of marketing. . . . With Barney Ales becoming chief of U.S. Pablo operations, replacing Jim Blevins, Blevins now moves into a marketing slot with Otis Smith's Beverly Glen Records.

Track mourns the recent passing of longtime marketing executive Bob Pavlacka, last national sales chief for Disneyland. Gary Krisel has sent out a notice to Pavlacka's friends advising that contributions can be made in Pavlacka's memory to the City of Hope cancer fund, 208 W. 8th, Los Angeles, Calif. 90014. . . . One-time Disc Records store chain owner John Cohen is now selling real estate out of Cleveland. . . . The first annual Bill Heywood Memorial Scholarship golf tourney is slated for next Thursday (28) at the Memorial golf course in Houston. Arranged by veteran black music executive Warren Lanier Sr., the event is sponsored jointly by G. Heilmann Brewing of LaCrosse, Wisc. and PolyGram/Mercury Records, for whom Bill did national promotion. Other sponsors are Warner Bros. Records, Anheuser-Busch and De-Lite Records. The field is limited to 50 the first year. Contact Lanier at (818) 705-7704 for entry details.

The long-rumored acquisition of the Peaches Midwest stores by Bob Higgins of Transworld Music moved a step closer last week, when Higgins took over the two Chicago Peaches stores. That brings his store total to 62. . . . Several record/tape chain store operators volunteered this week to Track that they feel the \$30 across-the-board ticket price for the Jacksons tour (Billboard, June 16) could cut forcefully into record buying by that 12- to 19-year-old demographic for a month to 45 days after the debut buy.

Handleman/Pickwick: Veteran West Coast rack nabob Bill Hall, who had been with Pickwick, has been elected a vice president of Handleman, as predicted here. A Handleman spokesman, when asked about the rumor that the firm is joining VSDA, said: "We have requested information about VSDA." Look for the world's largest record/tape wholesaler to move more strongly into video soft-

ware. Handleman is opening a 38,000 square foot Sacramento warehouse, complementing its present large quarters in Seattle and L.A. Kenny Yastic moves north from the L.A. branch, retaining his branch managership, with Bob Gerstlauer, formerly with Pickwick, moving into Yastic's slot. Randy Schaff is Sacramento buyer, and Ken Clement is sales manager.

Obscene Video: The home video industry cringes as the fifth state bill seeking to ban explicit sex in films and video moves through the Maryland House of Delegates. House bill #155 authored by Gary K. Alexander, specifically describes what constitutes unlawful obscenity, adding videodisks and tapes to the media addressed by the present statute. Video groups are quietly forming in other states to project a unified front on the issue. . . . Vestron Video chairman Austin O. Furst has become so involved in the First Sale Doctrine fight that he's challenged MPAA president Jack Valenti to debate the issue publicly. Valenti is in Europe and is not aware of the gauntlet-flinging.

Look for the Doors to be immortalized in a long-form videocassette being prepared for fall launch. Bid is up to \$500,000 for the project. . . . "This Is Spinal Tap" reportedly will be rolled out as a video title at the impending VSDA meet in Las Vegas. . . . Warner Home Video will put a \$29.95 tag on a 60-minute videocassette containing about seven clips by the Cars. . . . Former Billboard black music editor Jean Williams, now in artist management, has signed a pair of identical twins, Split Image, to a Capitol binder.

Watch for the results of Arbitron's first study of black listeners, based upon 3,716 households in Baltimore, Chicago, Cleveland, Greensboro/Winston-Salem, L.A., Milwaukee, New Orleans, New York and Shreveport. It promises a wealth of data about this important record-buying market. . . . Bruce Wendell, ex-Capitol promo topper, takes on consultancy at RCA Records in the wake of John Betancourt's departure as VP, marketing/promo. Betancourt, who joined RCA doing local promo in Memphis 10 years ago, last December appointed Ed Mascolo and Michael Omansky to helm day-to-day promo and marketing. . . . The music industry wing of the City of Hope fund drive got a boost last week when, at an organizational meeting for the July 19 bash for Motown's Jay Lasker, Stevie Wonder proffered a melody, which he asked Smokey Robinson to write a lyric for, adding that the duo would give all royalties to the fund. It appears that "Star Search" star Sammy Harris will be the attraction with Rick Dees of KIIS-FM at the Lasker night at the Century Plaza.

The Bay Area law fraternity includes Elliot Cahn, guitarist with Sha Na Na, and former Country Joe & the Fish member Barry Melton. . . . The IRS continues to come down on record/tape tax shelters. In L.A., the tax folk got a consent judgment against Robert and Barbara Krupp in a suit alleging they overvalued master recording tapes of celebrity interviews they leased to investors. Track knows Seattle tax investigators are studying Washington state labels which they accuse of illicitly creating shelters. . . . Expect a reshuffling of agents in the Beverly Hills William Morris Agency talent department now that Nick Masters has vacated his chair.

Edited by JOHN SIPPEL

King Karol Chain Weighs Deal With Surplus

By FRED GOODMAN

NEW YORK—After decades as a record retail landmark here, King Karol is mulling a deal with Surplus Record & Tape Distributors that would convert the Manhattan chain's flagship store on 42nd St. into a surplus home entertainment outlet.

Although the exact nature of the relationship between the chain and the wholesaler hasn't been defined, the deal could result in either a partnership or an eventual sale of the three Manhattan King Karol stores to Surplus. "I don't know yet what the mechanics of it will be," says the chain's Ben Karol. "We should have everything decided within 30 days."

Karol says the concept for the outlet—which would feature overruns and discontinued items on a broad mix of home entertainment products—was inspired by both the rate at which new technologies are being introduced, and the continued softness of prerecorded music.

"The public's interest in home en-

tertainment is fragmented to such a point where it's silly to think that records could achieve the same numbers as in the past," says Karol. "Despite all the hype, the worldwide slowdown in the sale of regular cassettes and LPs won't go away."

"There's nobody to blame; it was just a longtime fad. We have to go in a direction where we can remain prosperous."

That direction, according to Karol, would be playing the corners in the continually developing home entertainment marketplace.

"We're talking about an emporium for surplus in all home entertainment configurations," he declares. "There's so much coming out—video games, videocassettes, CDs, home computers, mobile telephones—and we haven't even begun to see the end of it."

"With all these things coming out and manufacturers going bananas, the rate of obsolescence will be great," concludes Karol. "Some of dumping so much of the stuff that's

still in their catalogs that it's a sham. Why can't I take advantage of it?"

Long a leader among New York's full catalog record retailers, King Karol would not completely abandon the record market. "We're going to try to do both because we have a lot of space," says Karol. "But we are thinking of condensing our catalog."

Predicting a poor future for deep catalog stores, Karol says record companies "have been ruthlessly pruning their catalogs," and adds that "classical labels have been selling their choicest titles at budget."

Nor is he optimistic about front-line music product. "Take a look at the top 50 albums," he says. "So many of them came out in '83. How can you run a meaningful record store without new titles?"

Despite believing that the record industry will never reach the sales peaks of the past, Karol says he has "no axes to grind."

"We've all got difficulties," he says, "and we've got to solve them the best way we can."

RCA RECORDS WELCOMES BACK TO THE LABEL ONE OF THE MOST ACCOMPLISHED FEMALE VOCALISTS OF THE '80s

J U I C E N E W T O N

Can't Wait all Night



HER OUTSTANDING TRACK RECORD CONTINUES...

- GOLD AND PLATINUM SELLER
- MULTI-FORMAT SUCCESS: CHR, A/C, COUNTRY
- GRAMMY AWARD WINNER
- ACADEMY OF COUNTRY MUSIC AWARD
- BAMMY AWARD WINNER
- NARM AWARD WINNER
- BILLBOARD'S "FEMALE ALBUM ARTIST OF THE YEAR" — TWICE

WITH THE FIRST HIT SINGLE "A LITTLE LOVE" PB-13823

RCA
Records and Cassettes

LP: AFL1-4995
CASSETTE: AFK1-4995

Produced by Richard Landis
for Outlandis Productions

PANAMA

The New Single from Van Halen's

1984

Approaching 6 Million

Produced by Ted Templeman

"Panama" (7-29250) From the Warner Bros. album 1984
available on LP (1-23985), Cassette (4-23985) and Compact Disc (2-23985)

Management: Neil Mink, Van Halen Productions © 1984 Van Halen Productions

