

# Billboard

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NEWSPAPER

SPOTLIGHT ON  
**NEW-AGE  
MUSIC**  
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VOLUME 98 NO. 43

THE INTERNATIONAL NEWSWEEKLY OF MUSIC AND HOME ENTERTAINMENT

October 25, 1986/\$3.95 (U.S.), \$5 (CAN.)

## Execs: Sell-Through Surge Could Tax Vid Duplicators

BY TONY SEIDEMAN

NEW YORK Significant shortages may develop if high demand for sell-through product continues, claim home video manufacturers, duplicators, and distributors.

Spot shortages have already occurred in shipments on preorders of this season's promotions, manufacturers admit. "There have been shortages," says Ben Tenn, vice president of Walt Disney Home Video. "You don't sell 2.8 million units without affecting some deliveries during the production process, and we had some back orders. They have now been filled." Disney is now in the midst of its Bring Disney Home promotion.

In another sign of the power of this year's sell-through market and its impact on a duplication crunch,

Paramount Home Video says preorders of "Indiana Jones And The Temple Of Doom" and titles in the company's 20/20 promotion came to 3.2 million units.

On the retail side, Erol's, a major  
(Continued on page 86)

## BOSS BOX ORDERS RULE ROOST For Some, Initial Buy Is Heaviest Ever

This story prepared by Geoff Mayfield and Fred Goodman.

NEW YORK Bruce Springsteen's soon-to-be-released live box set appears well on its way to generating the biggest dollar-volume preorders

of any album in history.

A survey of leading record retail chains finds virtually all agreeing that the multialbum set, which will wholesale for under \$19, is the biggest single-title purchase they have ever made. The situation among

racks, one-stops, and independent retailers is similar.

Naturally, the set's higher wholesale cost accounts for some of that volume, but Barrie Bergman, chairman and president of the 126-store Record Bar web, says his chain's initial order is its biggest ever. At least two other leading chains say the same is true for them.

In Atlanta, Brian Poehner, director of purchasing for the 72-store Turtle's Records & Tapes chain, bought in "fairly heavy," and Tracy Donahue, album buyer for 84 Sound Warehouse stores in the Southwest, reports a similar initial buy.

Says Lew Garrett, vice president of purchasing for the 187-store Camelot Music chain, "Bruce sold 10 million albums last time. How  
(Continued on page 87)

## Urban Outlets Hot In Summer ARBs

BY KIM FREEMAN

NEW YORK Urban radio once again emerges as the summer Arbitron champ. In the initial summer 1986 Arbitron results, KKDA-FM Dallas, KMJQ Houston, and WKYS Washington, D.C., were the 12-plus, overall leaders in their markets, and others made dramatic gains. (At

presstime, results in 15 of the top markets were available; see page 22.)

Other success stories include KIIS Los Angeles' return to dominance. The Gannett top 40, ranked third in the spring book, had never lost much of its all-important 18-34 share. Now it has recouped its long-held top slot from upstart KPWR by pulling a 7.1 overall share.

(Like many combo outlets, KIIS' figure combines FM [6.9] and AM [.2] shares, an equation that boosted other outlets more dramatically. The summer book is the first to reflect the FCC's allowance of full-time simulcasting.)

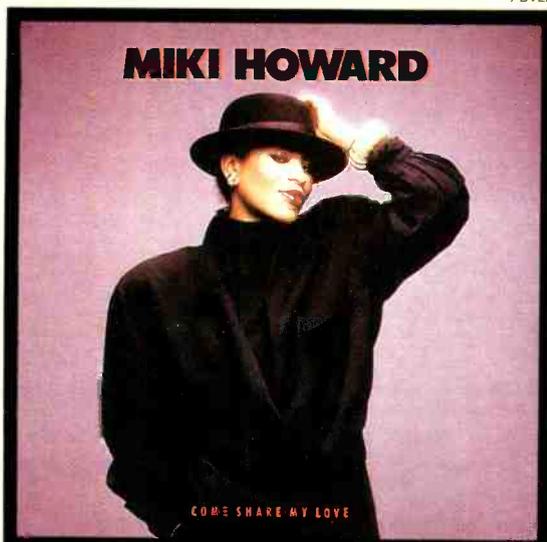
At the same time, KPWR, Emmis Broadcasting's top 40/urban hy-  
(Continued on page 86)

## MusicVision Jobs Axed By RCA/Columbia

NEW YORK RCA/Columbia Pictures Home Video has sharply cut back on its investment in music video, eliminating five full-time jobs devoted to its MusicVision line.

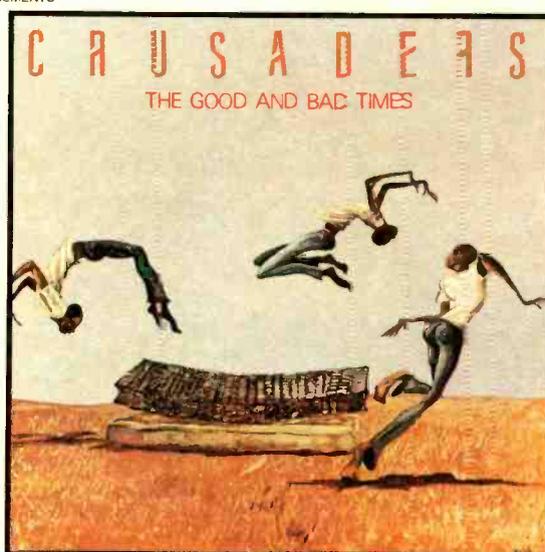
According to Robert Blattner, president of RCA/Columbia, there is not enough activity in the music video industry to support the firm's previous commitment. "We built an overhead structure for a market we hoped would develop in a certain way," and it did not, he says.

Virtually no other home video label has made a commitment to the format as great as RCA/Columbia's. The MusicVision line was supported  
(Continued on page 84)



Once in a great while a singer emerges who has the capacity to interpret love songs in a way that is at once both unique and universal. **Miki Howard** is that singer. Sultry. Sensual. Sophisticated. In a word, sensational. "Come Share My Love" (7-89351) the exquisite debut single. From the album, **Come Share My Love** (8-688). Produced by LeMel Humes for Nijel Productions. On Atlantic Records and Cassettes.

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"THE CRUSADERS" those venerable jazz titans, return with their first new release in over two years. "The Good and Bad Times." A milestone in their stellar career, this stunning set features very special guest Nancy Wilson (courtesy CBS Records) singing the bittersweet ballad "The Way It Goes" (MCA52966). The CRUSADERS, "The Good and Bad Times," on MCA Records. MCA 5781-CD, LP and cassettes."

## Reba And Randy Reap CMA Glory

BY GERRY WOOD

NASHVILLE It was the week that Reba McEntire reached her goal of being voted the Country Music Assn.'s entertainer of the year, and it was the week that Randy Travis made the leap to star status. Performances and plaudits were crammed into an action-packed Country Music Week, Oct. 11-17, that put an international spotlight on Nashville and its musical denizens.

The week sandwiched seminars  
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A/V  
**ACCESSORIES**  
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43

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VOLUME 98 NO. 43

OCT. 25, 1986

## CISAC Meet Urges Action On Berne 500 Attend World Copyright Congress

BY MIKE HENNESSEY

**MADRID** A call to all nations—including the U.S.—to join the Berne Convention was among the key resolutions passed during the 35th Congress of CISAC, the International Confederation of Authors' & Composers' Societies, held here Oct. 6-11.

The Berne Convention has been described as the "Magna Charta" of the international copyright community.

The Congress also:

- Reaffirmed the need for a collective administration of audio/visual rights and for model contracts to be drawn up between copyright

owners and producers of audio/visual works.

- Called for major measures to be taken to promote the protection of literary and artistic property in Latin America.

- Reaffirmed its opposition to the pending U.S. bill on source licensing and pledged support for the position of ASCAP, BMI, NMPA, and all other authors' and composers' societies in resisting any attempt to pass legislation that would force authors, composers, and publishers to license the use of their works by radio and television stations on a basis that undermines the value of their intellectual property. This resolution is to be sent to the members of

the U.S. Congress.

- Invited UNESCO and WIPO (the World Intellectual Property Organization) to join CISAC in taking the necessary steps to create authors' societies in African countries where no such societies exist.

- Renewed its expression of great concern at the growing volume of unauthorized private copying of copyrighted works and urged all governments to take immediate steps to introduce legislation providing for a royalty on blank tape and recording equipment.

- Voiced strong opposition to the EEC's draft directive of April 29 proposing a nonvoluntary license system that would deprive rights owners of the right to authorize use of their works through a collective organization. Collective societies, the congress affirmed, represent the best means of securing a satisfactory balance of the mutual interests of copyright users and copyright owners.

Denis de Freitas—representing PRS (Performing Right Society), MCPS (Mechanical Copyright Protection Society), and the British Copyright Council, of which he is chairman—urged CISAC to call on all governments that recognize the value of the copyright system to introduce home taping royalties.

He cited surveys showing that six times as much music is being taped in the U.K. annually than is being bought on record and prerecorded tape. He said that 466 million hours of music were taped in the U.K. in 1983, while the record industry sold

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## EIAJ, IFPI Will Meet Talks Set On Digital Tape

**LONDON** Prospects for an accommodation between the record industry and the Japanese audio hardware industry over the timing of the introduction of digital audio tape (DAT) were given a boost last week. The Electronics Industry Assn. of Japan (EIAJ) announced that it has agreed to meet with representatives of IFPI to discuss the situation.

The meeting between board members of IFPI, headed by president Nesuhi Ertegun, and top executives of the EIAJ is

scheduled for December in Vancouver, British Columbia.

The planned meeting virtually guarantees that the launch of the DAT system will be postponed at least until next spring. The firm stand taken in support of the IFPI position by the European Consumer Electronics Assn. as well as the Japanese hardware industry's own commitment to the CD system are considered key factors in influencing the Japanese to agree to talks.

MIKE HENNESSEY

## TDK Revives Cash Rebate For Videotape Retailers Fear Price Wars, Consumer Confusion

BY EARL PAIGE

**LOS ANGELES** TDK Electronics Corp. has initiated what retailers call another round of blank videotape rebate competition.

The TDK promotion, effective Oct. 19-Jan. 31, offers a \$3 rebate to the consumer. To qualify, the consumer must purchase any four of TDK's VHS T-120 or Beta L-750 cassettes.

"TDK's put a different spin on it because it's \$3 in cash," says Mike Stephenson, marketing specialist for 187-store Camelot Music, based in North Canton, Ohio. He adds that most rebates now offer additional products or other premiums, rather than money.

Along with others surveyed, Stephenson was philosophical, mostly concerned with the difficulty of advertising such rebates without creating consumer confusion.

Most retailers contacted expect a flurry of rebates involving other major brands. "Those [brands] who don't have rebates probably will now. They're all blaming each other for this," says Steve Nikkel, video and blank tape advertising director for 87-store Tower Records/Tower Video, West Sacramento, Calif.

Somewhat less sanguine than others is Al Hollin, manager of accessories for the 103-unit Erol's video chain, Springfield, Va. "I think what has the rest of the industry

ticked off, and I guess myself, too, is the way stores net the price down. It's not very fair to the consumer, and it's not the way we do it.

"We show the price the consumer has to lay out. Then we add a box or two lines or whatever it takes and explain they can save even more with the rebate. We show the net price at this point. But that's not our key price. We also make sure it states that it's a manufacturer's rebate."

Although Erol's is buying into the TDK program and Hollin is enthusiastic about its success, he says, "What I don't know is how this will translate in the consumer's mind to competitive brands."

TDK expected flack, according to

T. Tsujii, vice president of marketing, who acknowledges that rebate offers have received "negative press." He contends the changing marketplace forced the issue. Tsujii cites the factors as the "yen-dollar situation, increased promotions from competitors, and demand from retailers seeking greater profits."

TDK claims it is confronting the yen-dollar imbalance by increasing its U.S. production of both audio and videotape. Tsujii raps competitors, claiming that "certain American companies are relying on overseas sources, which means continued high prices to retailers and consumers in certain cases, and the potential for inconsistent tape quality"

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### Recognized For Humanitarian Work

## Azoff Gets T.J. Martell Award

**NEW YORK** Irving Azoff, president of the MCA Music Entertainment Group, will receive the Humanitarian Award of the T.J. Martell Foundation for Leukemia and Cancer Research at a dinner here April 11.

Azoff will be the 12th recipient of the award, given annually in recognition of participation in humanitarian causes. He already

was given the City of Hope's Man of the Year Award.

The largest music industry charity, the T.J. Martell Foundation has raised nearly \$16 million since it was established by CBS Records vice president Tony Martell after the death of his son.

Floyd S. Glinert of Shorewood Packaging serves as chairman of the board. Martell is president.

# NARM Meet Hashes Direct Vs. 3rd-Party Linkup Automated Ordering Progresses

BY GEOFF MAYFIELD

BLOOMINGTON, Minn. Steady progress is being made toward the day when music retailers and wholesalers can handle virtually all of their transactions with labels via computer linkup.

That was the clear message from the largely upbeat National Assn. of Recording Merchandisers (NARM) Operations Conference here Oct. 9-10. Still, some key issues remain unresolved:

- Should telecommunications go direct from vendor to account, or should a third-party mailbox be employed?

- If a third-party system is employed, who pays for its extra cost? And who will supply the needed data base?

- Should labels use a different configuration number for long-boxed cassettes from tapes offered in standard Norelco packaging?

The vocabulary of NARM's oper-

ations committee is crammed with hi-tech terminology, but the benefits of its goals translate simply into plain English: By having a distributor's computer talk directly with a customer's computer, both parties can realize savings from reductions in paperwork and labor costs while cutting down on order and shipping errors.

Such procedures, already being utilized in other retail markets, yield another precious savings: time. Retailers and wholesalers can have quicker access to both product and credits; labels can speed their returns processes.

Four accounts—the 520-store Musicland Group, 185-store Warehouse, retail/rack operation Western Merchandisers, and 126-store Record Bar—are already telecommunicating orders with CBS and RCA/A&M/Arista Distribution.

Bob Schneider, vice president of operations for Western Merchandisers, reported a dramatic "payoff" for his company's telecommunications link with the two suppliers: An estimated monthly total of 20 phone hours was reduced to 80 minutes.

WEA is eager to join the pack and will shortly initiate automated transactions with Musicland and Western Merchandisers. But Marida Slobko, WEA's vice president of data processing, said security considerations prompt the distributor to endorse through a third-party mailbox as opposed to the direct dedicated ports that CBS and RCA have established with their auto-

(Continued on page 87)

## 3-CD Set From Motown Label History Features 60 Songs

LOS ANGELES Motown is releasing a special compact disk version of "The Motown Story" and plans to have 10,000 copies of the three-disk package in the stores by mid-November.

Each set, retailing for \$49.95, will be numbered and marked as a collector's item. According to Motown marketing vice president Miller London, the set will later be made available in greater quantity—but not as a collector's edition.

The three CDs in this "update" package will contain 60 songs covering all influential Motown artists from the label's inception to the present, as well as narration by Stevie Wonder, Lionel Richie,

and Smokey Robinson.

The label has previously released vinyl versions of "The Motown Story," a two-LP set in 1970, and a five-LP package four years ago. Most of the material from those sets will be on the fresh CD edition.

Special in-store point-of-purchase material will accompany the set into dealer locations.

London, who describes the CD package as part of an aggressive ongoing CD program, says Motown will make every effort to allocate the 10,000 copies fairly so that as many dealers as possible will have a share of the sets.

JIM McCULLAUGH

## Safeway Plans New Vid Rental Machines Grocery Chain Pacts For 'User-Friendly' Equipment

BY BILL HOLLAND

WASHINGTON Safeway Stores Inc., one of the country's largest grocery chains, has sent a letter of agreement to a U.S. subsidiary of Super Club, N.V., a Belgian firm, to begin installation of self-service, "user-friendly" video rental machines in its stores.

The Oct. 13 agreement allows Movie Machine Corp. to install 10 machines in Safeway stores here by Christmas, and 40 by early 1987. The company plans to install hundreds of the machines in Safeways across the country as soon as agreements can be signed with the other four interdependent divisions of the Oakland-based chain.

Movie Machine Corp. spokesman John McGowan says that the machine to be used is different and more sophisticated than a video vending machine. "It's not one of those things where you put your money in, press a button, and something pops out," he says. "The customers have complete access to all the movies sitting on the shelves. They can actually handle the movies, read the descriptions. We think that's very important from a merchandising point of view."

The machine, in the double-unit configuration to be used in Safeway, measures about 6 feet high by 10 feet long by 2 feet deep. It can handle 376 tapes and 18 VCR rental units. Tapes will be rotated

every 14 days, according to McGowan. "In a location like this," he says, "you don't need 3,000 tapes; you just need 300 good ones."

McGowan, a partner of Belgian machine inventor Mauritz De Prins, says that the machines have already been installed in Belgium's largest food chain, GB, and that the company is also negotiating and conduct-

ing tests with several other U.S. and Canadian grocery chains.

"We think The Movie Machine provides the most cost-effective video rental operation for a medium-sized space like a grocery store, stores with limited floor space and long hours of operation," he says.

Safeway has been without video

(Continued on page 86)

## Panelists Named For Billboard Confab Premiere At Vid Music Meet

LOS ANGELES A debut screening of "Kiss & Tell," an original music/comedy/docudrama from PolyGram Music Video, will be a feature event at Billboard's upcoming Eighth Annual Video Music Conference, Nov. 20-22 at the Sheraton-Premiere Hotel here.

The longform, characterized as uncensored "behind-the-look" scenes of the group Kiss, was produced by Len Eband, senior vice president and general manager of PolyGram Music Video U.S., and Mark Freedman. It was directed by Claude Borenzweig and is scheduled for release in the first quarter of 1987.

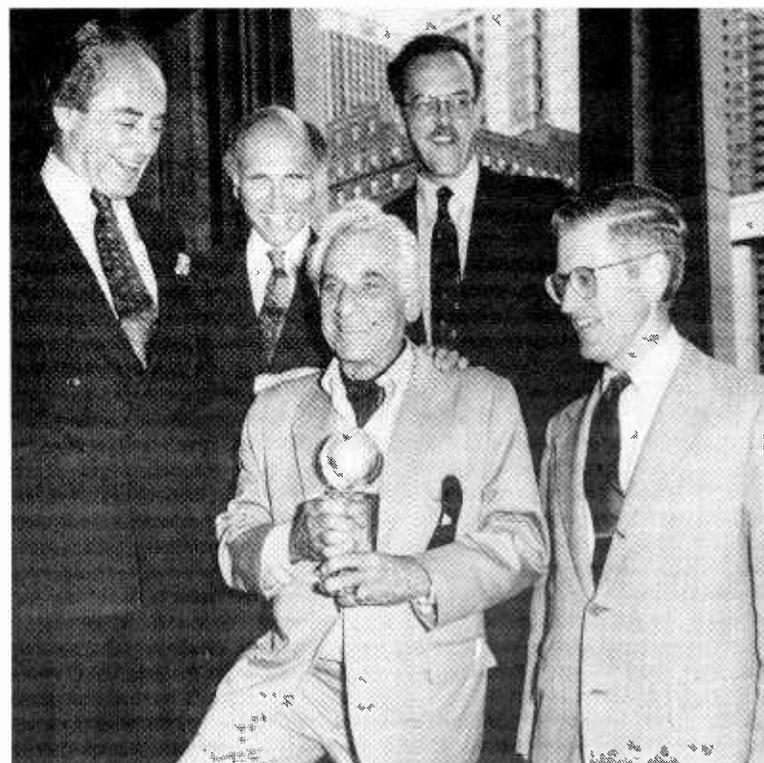
A number of the panelists are scheduled to appear at the conference. Film director/producer Tay-

lor Hackford will keynote the event on Nov. 20. He will address the growing relationship among the cinema, video, and music arts.

Among the key seminars and their participants are the following:

- "The State Of The Industry: An Overview" is an examination of the music video business in all its forms by heads of leading entertainment firms. It will be anchored by Don Zimmermann, president, Capitol Records; Ken Ehrlich, producer of the Grammy Awards; Ken Kragen, head of Kragen & Co.; Lee Masters, senior vice president and general manager, MTV Music Television and VH-1/Video Hits One; and Rob-

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**Crystalized Classics.** Leonard Bernstein, center, accepts a CBS International Crystal Globe Award in recognition of career album and tape sales outside the U.S. in excess of 5 million units. Bernstein, who received the award for sales of his albums with the New York Philharmonic, is the first classical artist and the 21st CBS signee so honored. The presentation was made at Lincoln Center's Avery Fisher Hall. In the rear are, from left, Robert Summer, president, CBS Records International; Joseph E. Dash, senior vice president and general manager, CBS Masterworks; Albert K. Webster, executive vice president and managing director, New York Philharmonic; and Gurnee F. Hart, vice chairman of the board of directors, New York Philharmonic.

## Executive Turntable

**RECORD COMPANIES.** Bill Bennett becomes vice president of album promotion for MCA Records. He was previously with CBS for 13 years, most recently as vice president of national album promotion for E/P/A. Also at MCA, Ted Higashioka becomes national promotion manager for MCA Jazz. He was formerly director of marketing and promotion for California Records Distributing.

Elany Portafekas joins Windham Hill Records in New York as assistant to East Coast regional manager Bob Duskis.

GRP Records names Art Weiner director of legal and business affairs. He is former co-owner of concert-producer New Audiences Productions.

Miriam R. Cilo becomes supervisor, contracts and a&r administration, for CBS Masterworks. Cilo was an editorial assistant for Columbine and joined the CBS corporate information department in 1984.



BENNETT

HIGASHIOKA

NICHOLS

PELLEY

Lynn Nichols is promoted to vice president of a&r for the Word Record & Music Group, Word Inc. He was executive director of Myrrh Records.

Rip Pelley becomes vice president of marketing for Allied Artists Records. He previously headed his own firm, Advance Marketing, and spent eight years prior to that venture with Elektra/Asylum.

**DISTRIBUTION/RETAILING.** Greta Schickersinsky is promoted to manager, production and order services, for WEA International. She was production coordinator/order processing. Prior to coming to WEA, Schickersinsky held posts with Virgin and Atlantic Records as well as with Album Graphics Inc.

WEA Manufacturing names David A. Grant vice president, sales services, for its marketing division. Grant began his career in 1962 with CBS and served in various executive capacities with PRC Records. He will be based in Los Angeles.

**HOME VIDEO.** Cindy Anthony-Kimball is promoted to vice president of sales and communications at HBO/Cannon Video (formerly Thorn EMI/HBO Video). She was with Thorn EMI/HBO as vice president, communications. And the company names three new marketing executives: Eric L. Kessler for theatrical product; Tracy S. Dolgin for "Play For Keeps" sell-through; and Ellen Stolzman for special-interest video titles.

**PUBLISHING.** Trend Music Group names Lawton Giles general manager and Doug Flaherty professional manager of its new West Coast office.

Mary Dell Frank is promoted to general manager of Almo Irving/Nash-

(Continued on page 78)

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- |                           |                         |
|---------------------------|-------------------------|
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| 10/15 Santa Clara, CA     | 1/3 Lincoln, NE         |
| 10/16 Berkeley, CA        | 1/4 St. Louis, MO       |
| 10/17 Fresno, CA          | 1/5 Milwaukee, WI       |
| 10/18 Santa Cruz, CA      | 1/6 Cincinnati, OH      |
| 10/19 Eureka, CA          | 1/7 Rock Island, IL     |
| 10/20 Davis, CA           | 1/8 Chicago, IL         |
| 10/21 Cotati, CA          | 1/9 Madison, WI         |
| 10/22 San Rafael, CA      | 1/13 Toronto, CN        |
| 10/24 San Luis Obispo, CA | 1/15 Greenville, NC     |
| 10/25 Santa Barbara, CA   | 1/20 Richmond, VA       |
| 10/26 Las Vegas, NV       | 1/21 Hampton Sidney, VA |
| 10/28 Boise, ID           | 1/22 Asbury Park, NJ    |
| 10/29 Missoula, MT        | 1/24 Washington, DC     |
| 10/31 Boulder, CO         | 1/26 Newark, DE         |
| 11/1 Lawrence, KS         | 1/28 New York, NY       |

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 IN YOUR MIND ...  
 IN YOUR PANTS ...  
 AND ON COLUMBIA  
 RECORDS AND  
 CASSETTES!**



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# Censorship Panel Draws Full House

## Zappa, Biafra Attack PMRC, RIAA

BY EARL PAIGE

LOS ANGELES The Parents' Music Resource Center (PMRC) and leaders of the fundamentalist right were strongly criticized here during a public seminar on censorship.

The Oct. 12 afternoon seminar, "Censorship In Music," drew a capacity audience to At My Place, a Santa Monica club. It was part of a general series on censorship presented by the local Midnight Special bookstore.

Among the panelists were performer/songwriter Frank Zappa, a leading industry spokesman against censorship, and Jello Biafra, leader of the Dead Kennedys, himself embroiled in a precedent-setting court case involving an allegedly obscene album poster. The panel was moderated by Billboard reporter Chris Morris.

Panelists frequently sought to place censorship in a broader context, linking it to larger events. Zappa, for example, lashed out at the Recording Industry Assn. of America (RIAA) for its role in pushing

for home taping legislation.

Both Zappa and Biafra contended that the RIAA's 1985 agreement with the PMRC, which called for the placement of warning stickers on recorded material, was intended to boost congressional support for the audio-only home taping bill. "PMRC's literature actually encourages home taping," Biafra said.

Such leading fundamentalists as Jerry Falwell and Jimmy Swaggart came in for harsh criticism. Biafra called Falwell a "racist lunatic" and said "a private lunatic like Swaggart has the power to convince [department store chain] Wal-Mart" to remove publications.

Biafra is also the owner of Alternative Tentacles Records and is one of the defendants facing criminal charges relating to the allegedly pornographic status of a poster included in the 1985 Dead Kennedys' album "Frankenchrist" (Billboard, June 14).

Biafra said of the case: "The Los Angeles City Attorney has practically admitted we were singled out

as a pigeon." He said his band has not toured in six months and "may be down the tubes." Another defendant in the case, Greenworld Distribution, has filed for bankruptcy (Billboard, Oct. 11), although the case may not have had any direct bearing on the firm's failure.

Strategy for opposing censorship drew spirited questioning of the panel. Biafra said the American Civil Liberties Union (ACLU) is helping, "but they don't do the Perry Mason work." Biafra explained that the ACLU is not a lobbying forum and added that a defense fund has

(Continued on page 86)



**Active Retirement.** Ron White, retiring from his current position as managing director of EMI Music U.K. after 45 years with EMI's record and publishing companies, will become president of PRS, Great Britain's performing rights society. Replacing him at EMI is Frans de Wit, currently managing director of EMI Music, Holland. Pictured offering their best wishes are, from left, Bhaskar Menon, chairman and chief executive, EMI Music Worldwide; composer Tim Rice; White; Colin Hodgson, vice president, finance, EMI Music Worldwide; Fred Willms, president, Screen Gems/Colgems/EMI Music; and de Wit.

## Used To Fill Holiday Pipeline

# High-Grade Tape Is Hot

BY IRV LICHTMAN

NEW YORK Duplication on high-quality videotape is, now more than ever, the way to go, especially because duplicators have to move quickly to fill major product pipelines for holiday business.

Doug Booth, chief of national industrial sales for TDK Electronics Corp., says movie studios have been demanding the use of a higher grade of tape during the past year or so.

In Booth's view, the "bean counters" who used to keep costs down by using cheaper formulations are now convinced, in something of a turnaround in bottom-line thinking, that better-grade videotape is, in the long run, more cost-effective.

"With duplicators looking at 24-hour-a-day, seven-days-a-week efforts to get product out for the holidays, they can't afford a high defec-

tive rate that leads to extra runs," Booth explains. "With 10,000 or 12,000 machines belching out product, you'd need 500 people on quality-control stations to check out each tape, the system that was in place when far less product was being duplicated. Today, quality control sampling adds to the need for quality tape."

Booth says higher-grade tape shells are also the order of the day, even for those who buy their tape in bulk form and acquire shells separately.

On the consumer end, TDK and its studio clients continue to offer cross-promotional support for specific prerecorded titles. This started with Paramount's "Ghostbusters" and continues this year with such titles as "Out Of Africa" from RCA/Columbia, "Santa Claus—The Movie" from Media Home Entertainment, and Vestron's series of Na-

(Continued on page 87)

## USA For Africa Tops Funds Goal:

# More Than \$51 Million Raised

BY CHRIS MCGOWAN

LOS ANGELES USA for Africa has raised more than \$51 million to date through its "We Are The World" project, foundation president Ken Kragen has reported.

At an Oct. 8 press conference at the Le Bel Age Hotel here, Kragen revealed that 80% of that sum has already been spent or allocated, going primarily to 70-odd African hunger projects. "We Are The World" is 90% targeted for African relief, 10% for American programs.

The "We Are The World" effort, which included a Columbia Records LP and single, a PolyGram compact disk, and a MusicVision video, has so far topped by more than 1 million

the original \$50 million goal set by Kragen, Harry Belafonte, Quincy Jones, and other USA for Africa board members.

The foundation's other project, "Hands Across America," has to date brought in \$24.5 million, according to Kragen. Hunger project grants constituting \$16 million-\$20 million of that amount will be announced in mid-November.

"From Sea To Shining Sea," a 60-minute documentary covering the Hands Across America event and examining domestic hunger, has been underwritten by Karl Lorimar, which will release the video in early '87. A television broadcast on either network television or cable is planned for Thanksgiving time.

# CHART BEAT

by Paul Grein

**THE HUMAN LEAGUE's** "Human" jumps five notches to No. 9 on this week's Hot 100, giving former Time members **Jimmy Jam** and **Terry Lewis** three songs in this week's top 10. The team also wrote **Janet Jackson's** "When I Think Of You," which falls from No. 1 to No. 3, and **Robert Palmer's** "I Didn't Mean To Turn You On," which jumps four spots to No. 4.

This brings the team's year-to-date total of top 10 hits to six. They also wrote and produced **Force-M.D.'s** "Tender Love" and Jackson's "What Have You Done For Me Lately" and "Nasty."

This is the best showing for a writer or team of writers since **Barry Gibb** blitzed the charts in 1978. Gibb wrote or co-wrote 11 top 10 hits that year, and at one point had five songs in the top 10 simultaneously.

"Human" is responsible for another milestone this week: It's A&M Records' 100th top 10 hit. The label first cracked the top 10 in December 1962 with the **Tijuana Brass'** "The Lonely Bull."

The **Carpenters** are still A&M's leading singles act, with 12 titles among the label's all-time top 100. That's twice as many as runners-up the **Police**, **Styx**, and the **Captain & Tennille**, with six top 10 hits each.

Next in line with four top 10 hits for A&M are **Herb Alpert** (two with the Brass, two without), **Carole King** (on Ode), **Cat Stevens**, **Billy Preston**, and **Bryan Adams**. A beat behind with three are **Sergio Mendes** (two with Brasil '66, one without), **Peter Frampton**, the **Brothers Johnson**, **Janet Jackson**, and the **Human League** (on A&M/Virgin).

"Human" also jumps to No. 1 on this week's Hot Dance/Disco Club Play and 12-Inch Singles Sales charts. It is the group's second No. 1 club hit, following 1983's "(Keep Feelin') Fascination."

**BON JOVI** this week becomes only the fourth heavy metal act to hit No. 1 on Billboard's Top Pop Albums chart. The group, which climbs to No. 1 with "Slippery When Wet," follows **Led Zeppelin**, which scored six No. 1 albums in the '70s, AC/DC, which topped the chart in 1981 with "For Those About To Rock (We Salute You)," and **Quiet Riot**, which did the trick in 1983 with "Metal Health."

Bon Jovi's single, "You Give Love A Bad Name," jumps eight

## Jimmy Jam & Terry Lewis have three top 10 hits

notches to No. 16 and is likely to crack the top five. Only one of the Zeppelin albums produced a top five single ("Led Zeppelin II," which included "Whole Lotta Love"). The Quiet Riot album also yielded a top five hit ("Cum On Feel The Noize"), but the AC/DC album didn't even produce a top 40 hit.

**FAST FACTS:** Boston's "Third Stage" leaps to No. 3 in only its second week on the Top Pop Albums chart. It is only the fifth album in the post-"Thriller" era to climb that high in just two weeks. It follows **Bruce Springsteen's** "Born In The U.S.A.," **Prince & the New Power Generation's** "The Love Symbol Album," **USA For Africa's** "We Are The World," and **Van Halen's** "5150."

**Paul McCartney's** "Press To Play" drops from its No. 30 peak to No. 36. Unless it turns around fast, it will go down as the lowest-charting album of his solo career—unless you want to count the 1981 "McCartney Interview." McCartney's last release, "Give My Regards To Broad Street," peaked at No. 21; his last regular studio album, "Pipes Of Peace," peaked at No. 15.



**WE GET LETTERS:** With **Cyndi Lauper's** "True Colors" jumping to No. 1 on this week's Hot 100, **Hooman Hekmat** of San Diego thoughtfully sent us a list of the most popular colors that have appeared in No. 1 titles. The leader is blue, with nine No. 1 titles, followed by green and red (including ruby, crimson, and rose), with four each; black, brown, and yellow, with three each; gold, purple, and white, with two each; and pink, with one.

**John Farkas** of Cleveland notes that prior to hitting No. 1 last month with the "Top Gun" smash "Take My Breath Away," **Berlin** topped the Hot 100 with "No More Words." Well, sort of. It was the B side of another film song, **Madonna's** "Crazy For You." Notes Farkas: "This is the first time an artist has hit No. 1 on a B side before hitting No. 1 with the A side of a single."

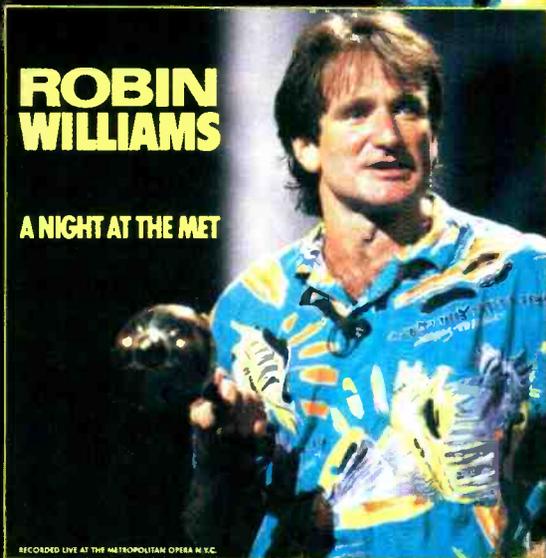
Farkas also suggests that the artist at No. 8 on this week's Hot 100 may have the longest name ever to crack the top 10: **Lisa Lisa & Cult Jam with Full Force** featuring **Paul Anthony & Bow Legged Lou**. We're not sure if it's a record, but it beats the hell out of M.

Our favorite letter of the week comes from **James A. Geoghan** of Manhasset, N.Y., who notes that **Stacey Q's** recent No. 3 pop hit, "Two Of Hearts," is the fifth song to crack the Hot 100 during the rock era whose title is a playing card from the standard 52-card deck. It follows **Juice Newton's** "Queen Of Hearts" (No. 2 in 1981), **O.V. Wright's** "Ace Of Spades" (No. 54 in 1970), **K.C. & the Sunshine Band's** "Queen Of Clubs" (No. 66 in 1976), and **Ruth Brown's** "Jack O' Diamonds" (No. 96 in 1959). Geoghan's astute conclusion: "If you want to have a substantial hit with a playing card, pick a heart, any heart."

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WESTWOOD ONE RADIO NETWORKS

## 'The Battle Goes On'

# CHRISTIAN FUNDAMENTALISM VS. HUMANISM

BY ROB DEAN

Howard Bloom's commentary on censorship by religious fundamentalists (Sept. 13) was unfair and biased because he neglected to explain why the fundamentalists are so zealous in their fight against "demonic rock," pornography, abortion, and certain public school textbooks.

Granted, he correctly cited "secular humanism" as the target of fundamentalists. But he failed to define humanism accurately.

According to Mr. Bloom, humanists are individuals who embrace evolution as logical and who "do unto others as they would have others do unto them." Such a simplistic definition should offend any humanist worth his salt.

First, and most importantly, humanism is a religion. Authorities as diverse as Humanist Manifestos I & II, The Humanist magazine, and two U.S. Supreme Court decisions—Torcaso vs. Watkins, 1961, and U.S. vs. Seeger, 1964—expressly acknowledge humanism's religious nature.

In the January/February 1983 issue of The Humanist, the mouthpiece of the American Humanist Assn., one reads that "the battle for mankind's future must be waged and won in the public school classroom by teachers who correctly perceive their role as the proselytizer of a new faith; a religion of humanity... utilizing a classroom instead of a pulpit to convey humanist values in whatever subject they teach."

Humanism claims that man, not God, is at the center of the universe. Consequently there are no absolute values, only those that man institutes. The humanists do not believe in a God who created the universe and who works in the lives of men in

history. Man alone, they maintain, is in control of his destiny.

Concerning evolution, humanism is dogmatic in its belief that the universe is self-existing and that man has emerged as a result of an evolutionary process. This theory (and I emphasize the word *theory*) is diametrically opposed to the Judeo-Christian belief that God created the universe and then created man in His own image.

The humanists also believe that

pornography, and even in the public school classroom.

In Humanist Manifesto II, principle six states: "In the area of sexuality, we believe that intolerant attitudes, often cultivated by orthodox religions and puritanical cultures, unduly repress sexual conduct. The right to birth control, abortion, and divorce should be recognized. While we do not approve of exploitive, denigrating forms of sexual expression, neither do we wish to prohibit,

and the denial of life after death.

There are other doctrines outlined in Humanist Manifesto I & II, but those I've mentioned plainly point out the glaring differences between humanism and Christianity.

Now it should be much clearer why fundamentalist Christians, as well as Christians who don't consider themselves fundamentalists, are so alarmed about humanism. The basic core values of Christianity are being threatened. The humanist aim is to completely overthrow the traditional Judeo-Christian value system and replace it with their own philosophy. The two religions are mutually exclusive.

Because the battle for control is being waged in the areas of music, motion pictures, pornography, abortion, feminism, and the public school system, it should come as no surprise to see fundamentalist activists launching their fiercest attacks on these fronts. It's in these areas that the battle will be won or lost.

Mr. Bloom, and others who share his viewpoint, continually accuse fundamentalists of censorship whenever they take a stand for traditional values and fight against pornography, abortion, or immoral lyrics. If that is considered censorship, then the humanists, of whom there are many in the music industry, are guilty of the same charge, because they defend their position as fervently as the fundamentalists. The argument works both ways.

But censorship isn't the real issue anyway; it's morality. What's at stake is the moral character of our nation. Will America continue to support the traditional Judeo-Christian value system on which our nation was founded, or will we commit moral suicide and succumb to the new religion of humanism?

That is still to be decided. The battle goes on.

**'Censorship isn't the issue... at stake is the moral character of our nation.'**



Rob Dean is administrative director of Word Records.

man is his own authority and is not accountable to any higher power. This idea conflicts with both the Christian and Jewish faiths, which acknowledge God as the Supreme Authority over mankind.

By declaring that man is his own authority, the humanists logically conclude that there are no plenary values to live by. Since man decides what is right and wrong, they say, there are no absolutes to govern our behavior. For the humanist, ethics is purely situational.

The most controversial humanistic concept is that of sexual permissiveness. Humanists' belief in sex without restraint is being blatantly expressed in music, motion pictures,

by law or social sanction, sexual behavior between consenting adults."

You don't need a degree in theology to see why a Christian, or any other decent person, would react strongly to such a statement. The humanists make it eminently clear where they stand regarding sex. With this attitude, they enter the moral arena advocating the dissemination of birth control to minors, supporting abortion rights, and even defending pornography.

Some of the other humanist tenets that Christians are ardently opposed to are: the belief in a one-world government (the idea that "global citizenship" should replace nationalism); economic socialism;

## Letters to the Editor

outcome. I have conducted a poll that shows 68% of Americans *against* a record rating system if it inhibits the creative people who have made American music our most popular export and a pillar of our culture.

A record rating system would empower a committee to impose a personal moral and religious code on all songwriters, punishing them for unorthodoxy by applying a label that would limit access to retail stores and the airwaves.

Thus, advocates of record rating, even if they say they're against censorship, encourage a blacklisting atmosphere. The result would be just as un-American as censorship.

Danny Goldberg  
President, Gold Mountain  
Los Angeles

### PROTECTING MORAL VALUES

In response to Howard Bloom's commentary, "Censorship Crusade Targets Rock" (Sept. 13), I'd like to say that I am an 18-year-old who is not ashamed of his beliefs. I am often ashamed, though, by the actions of well-known evangelists, whose

remarks are often embarrassing to Christians like myself.

People protesting suggestive music, magazines, etc., feel they are being assaulted. These people (well, the majority of them) are only trying to protect their families and their sense of moral values.

Mr. Bloom feels that rock music, among other things, is being wrongfully accused. Must I point out that airplay is freely given to music that condones sex and drugs, while music by "Christian" artists is all but ignored.

The next time I have to listen to someone in the secular community lament the treatment they are receiving from the Christian community, I think I'll point out that we have put up with such things as the banning of school prayer and the charge that it is "unconstitutional" to teach creationism in public schools. Why can't Mr. Bloom just accept the fact that much of the material he is supporting is harmful?

A "secular humanist" is someone who believes that man, and only man, can solve the world's problems. Just look around. It isn't

working.

Steve Hardin  
Decatur, Ill.

### TAKING SIDES ON DECENCY

It has never been popular to be on the side of decency. What is decency? Have a look in the Bible, Old or New Testament. God makes it abundantly clear just how we should live.

Though it's tough not to sound preachy or self-righteous, we Christians have had enough of the trash in this world, and we're trying to do something about it.

Tom Noller  
58 WDBO  
Orlando, Fla.

Articles and letters appearing on this page serve as a forum for the expression of views of general interest. Contributions should be submitted to Is Horowitz, Commentary Editor, Billboard, 1515 Broadway, New York, N.Y. 10036.

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## Classic Rock Thrives In 18 Months Some Insist It's Just A Passing Phase

BY KIM FREEMAN

NEW YORK As 1986 draws to a close, it seems certain to be remembered as the year of the classic rock format. By most accounts, the format's initial success—which has been sustained in some markets—has added further programming caution to an already conservative rock radio arena.

The format has vaulted several stations into the ratings limelight in just one week. Predictions that those classic rockers would burn out as fast as they were fired up have been borne out in some markets; generally, however, classic rockers appear to be here to stay.

Opinions vary on how the format's presence has affected the marketplace and what effect it may have in the future. But the consensus is that classic rock will have to evolve in order to thrive instead of just survive.

Looking back on the 18 months since he launched classic rock on

WMMQ Lansing, Mich., Media Strategies chief Fred Jacobs says, "It's always fashionable to try to shoot holes in new things, and skepticism has certainly underscored [the development] of the format."

Although the format has received some severe criticism, Jacobs says respect for classic rock has been shown by "the way everybody has reacted to it—an industrywide effect on the way ACs, top 40s, and AORs are programmed." That reaction, he says, has taken the form of adding more oldies and more classics-oriented features.

"There's been an effect on labels as well," Jacobs continues. "We're hearing from artists—like John Fogerty and Joe Cocker—that we haven't heard from in a long time."

The advertising community is responding, too. "You can't turn on the TV without seeing older rock tunes used as the basis for commercials," Jacobs says.

"The format helped put many sta-

tions on the map," he says. "That's the easy part. The hard part is how to become competitive with the rest of the market... to start acting like a real radio station, with promotions, advertising, air talent development. The music will only generate so much loyalty."

At the recent National Assn. of Broadcasters convention, some programmers suggested that classic rockers are using the format as a wedge and that they will eventually open their playlists to newer artists in order to expand their initial piece of the pie.

"We are not there yet," says Jacobs of that theory. His client stations have, however, begun adding "Yesterday And Today" features that allow new product from classic artists to fit easily into the mix.

"There's no question the format has a big out-of-the-box buzz," says the Detroit-based consultant. Of a year also dominated by high-ticket radio sales, Jacobs says, "The immediate pressure to score high has also helped the format's acceptance. A lot of those high shares are just the result of an initial ground swell, and there will be a shake-out of shares for classic rockers."

One such shake-out took place in the early results of the summer Arbitrons: WCXR Washington fell from a 5.3 share to a 3.8 after igniting the nation's capital in its first two books.

In addition to WMMQ and WCXR, Jacobs' clients include WCFX Kansas City, WYSP Philadelphia, KRZZ Wichita, and the recently launched KSLX Los Angeles (Billboard, Oct. 11).

"A lot of people thought classic rock would be a natural extension for KMET [Los Angeles], that we would just throw in the towel," says KMET's new PD, Frank Cody. While he won't comment on the once-legendary outlet's comeback plans, Cody says, "Classic rock is a nice place to visit, but I don't know that people want to live in a museum."

"Frankly, I think the format has been somewhat overrated," says Sean Coakley, Arista's senior director of national album promotion. "There are a lot of stations—album rock and top 40—that are positioning themselves with classic rock without changing their overall sound or their policies on how they decide what to play."

Because of album rock's 18-34 male target, Coakley says, a rock station by any name will always play a high percentage of older cuts. "Those of us on the music side will always fight that," he adds, "because we're trying to sell the sizzle—what's hot now."

What is tough, Coakley says, is the effect classic rock has on a&r decisions. "Radio is on the rampage right now, talking about covers and remakes. Those are no accidents. When [stations] position themselves with classic rock, there is a tendency to play it safe in terms of imaging older artists at the expense of new and/or unknown artists. That has really caused a lot of a&r people, managers, and artists to realize that their best shot on the radio is to do something

(Continued on page 14)



**On The House.** CBS country promo rep extraordinaire Sam Harrell, left, brings two of the genre's brightest stars together by introducing CBS artist Mickey Gilley, right, to KLAC Los Angeles morning man Gerry House.

## ...newslines...

**BRIAN PUSSILANO** joins Chicago-based Superspots as executive vice president and general manager. Pussilano brings an extensive radio and television background to the programming and promotional services firm. Most recently, he was vice president/sales for CBS, and earlier he was VP/GM at the groups WHTT (now WMRQ) Boston and WBBM-FM Chicago.

**LYNN ANDERSON-POWELL** is promoted to VP/GM at Gannett's KIIS-AM-FM Los Angeles. A seven-year KIIS veteran, Anderson-Powell had been acting station manager since July and replaces Wally Clark, who left to form his own consultancy.

**DAVE NOLL** is appointed general manager of Malrite's KRXY-AM-FM Denver. Noll replaces Dave Habisch. He returns to radio after running the cable programming firm Visitors Television in Palm Springs, Calif. Noll's previous radio credits include an executive post with Sunbelt Communications.

**JIM SMITH** joins hit Nationwide hit outlet KWSS San Jose, Calif., as general manager after resigning his post as VP/GM at RKO's KFRC San Francisco.

## OUT OF THE BOX

Programmers reveal why they have jumped on certain new releases.

### TOP 40

**WBZZ** Pittsburgh program director **Nick Ferrara** says Gregory Abbot's "Shake You Down" (Columbia) is starting to pull good adult female phones. In addition, Abbot is registering great sales on the single and album. Although "B-94" typically leans urban, Ferrara says the hottest request record on the station is Bon Jovi's rocker "You Give Love A Bad Name" (PolyGram). The single has been B-94's No. 1 request for nine weeks running, Ferrara reports. "I don't know why other [top 40s] are holding off on this," he says. "It's the best-performing rock record we've had all year." Ferrara also calls attention to the "Stand By Me" soundtrack (Atlantic), which cropped up at No. 8 on B-94's sales list this week. Simultaneously, the Ben E. King title track stands at No. 3 on B-94's singles sheet. "This oldies thing is just incredible," Ferrara says. "We were one of the earlier stations to add the Beatles' 'Twist & Shout' reissue. We do a lot of call-out research, and that record just wouldn't die." Ferrara also made an add of the Monkees' "Daydream Believer" (Rhino) last week.

### BLACK/URBAN

Coming off a market-topping 8.9 summer share, **KKDA-FM** Dallas programmer **Terri Avery** was kind enough to take time out from celebrations to share some of the songs involved in her secret to success. Just added last week was Klymaxx's "Sexy" (Constellation/MCA), which "came out smokin' on the phone lines," Avery says. The single, with George Clinton production, has a "funk feel that always takes off first down here. Plus, he really got the girls rockin'." Getting the same instant reaction is Bobby Brown's "Girlfriend" (MCA), a midtempo tune that's the former New Edition member's first solo effort. "He can really sing," Avery says. General Kane's "Crack Killed Applejack" (Gordy/Motown) is taking a strong hold in Dallas after three weeks of play. "I'm really glad about that one," says Avery, who joins many programmers in supporting the song's message. Also performing well is Full Force's "Unfaithful" (Columbia). As for KKDA's nonmusic secrets to success, Avery says, "We're just doing what we do best. Staying very involved with the black community and taking that out into the streets a lot more than our competitors." **KIM FREEMAN**

## KZEW & KRQX Are Sold By Belo Corp. Henry Buys Dallas Stations

**DALLAS** Alan Henry is back in the radio business. As head of Tampa, Fla.-based Anchor Media Ltd., the former president of Gulf Broadcasting Co. is buying album rocker KZEW and classic rocker KRQX here from the A.H. Belo Corp. for \$20 million.

KZEW is the oldest album rock station in Dallas, while KRQX has its own claim to fame as the first commercial station to broadcast in Texas. That was back in 1922, when the station came on air as WFAA-AM, a 50-watt channel operating out of a 9-square-foot studio.

Before Gulf Broadcasting liquidated last year, Henry held control of KZEW's biggest rival, KTXQ, which is now a CBS station sitting at the top of Dallas' album rock race with a 5.3 overall summer Arbitron share. In the same book, KZEW stands in the challenger position with a 3.1 share.

According to sources here, Belo

president and CEO Robert W. Decherd cited recent tax reforms as a reason for the stations' sale. In addition, changes in "grandfather" provisions, which protected cross-ownership of newspapers and broadcast properties, forced Belo to rethink its corporate structure and priorities. Belo also owns the Dallas Morning News.

Newspapers and network television will be Belo's chief concerns after the completion of the KRQX/KZEW sale, which is expected before 1987.

Sources say format and personnel changes are not expected at either station, although Henry has yet to discuss his plans with the staffs.

**Canada's MuchMusic may program more soft rock... see page 64**

Hits From Billboard 10 and 20 Years Ago This Week

## POP SINGLES—10 Years Ago

1. **If You Leave Me Now**, Chicago, COLUMBIA
2. **Disco Duck (Part 1)**, Rick Dees & His Cast Of Idiots, RSO
3. **Rock'n Me**, Steve Miller Band, CAPITOL
4. **The Wreck Of The Edmund Fitzgerald**, Gordon Lightfoot, REPRISE
5. **A Fifth Of Beethoven**, Walter Murphy & the Big Apple Band, PRIVATE STOCK
6. **Love So Right**, Bee Gees, RSO
7. **She's Gone**, Hall & Oates, ATLANTIC
8. **Play That Funky Music**, Wild Cherry, EPIC
9. **Muskrat Love**, Captain & Tennille, A&M
10. **Magic Man**, Heart, MUSHROOM

## POP SINGLES—20 Years Ago

1. **96 Tears**, ? & the Mysterians, CAMEO
2. **Last Train To Clarksville**, Monkees, COLGEMS
3. **Reach Out I'll Be There**, Four Tops, MOTOWN
4. **Poor Side Of Town**, Johnny Rivers, IMPERIAL
5. **Walk Away Renee**, Left Banke, SMASH
6. **Dandy**, Herman's Hermits, MGM
7. **What Becomes Of The Brokenhearted**, Jimmy Ruffin, SOUL
8. **Hooray For Hazel**, Tommy Roe, ABC
9. **Have You Seen Your Mother, Baby, Standing In The Shadow?**, Rolling Stones, LONDON
10. **See See Rider**, Eric Burdon & the Animals, MGM

## TOP ALBUMS—10 Years Ago

1. **Songs In The Key Of Life**, Stevie Wonder, TAMLA
2. **Spirit, Earth, Wind & Fire**, COLUMBIA
3. **Fly Like An Eagle**, Steve Miller Band, CAPITOL
4. **Frampton Comes Alive**, Peter Frampton, A&M
5. **Hasten Down The Wind**, Linda Ronstadt, ASYLUM
6. **Fleetwood Mac**, WARNER BROS.
7. **Dreamboat Annie**, Heart, MUSHROOM
8. **Chicago X**, COLUMBIA
9. **Silk Degrees**, Boz Scaggs, COLUMBIA
10. **Children Of The World**, Bee Gees, RSO

## TOP ALBUMS—20 Years Ago

1. **Supremes A Go-Go**, The Supremes, MOTOWN
2. **Revolver**, Beatles, CAPITOL
3. **Dr. Zhivago**, Soundtrack, MGM
4. **The Mamas & the Papas**, DUNHILL
5. **What Now My Love**, Herb Alpert & the Tijuana Brass, A&M
6. **The Monkees**, COLGEMS
7. **And Then . . . Along Comes The Association**, VALIANT
8. **Lou Rawls Soulin'**, Lou Rawls, CAPITOL
9. **The Impossible Dream**, Jack Jones, KAPP
10. **Somewhere My Love**, Ray Conniff & the Singers, COLUMBIA

## COUNTRY SINGLES—10 Years Ago

1. **Among My Souvenirs**, Marty Robbins, COLUMBIA
2. **A Whole Lotta Things To Sing About**, Charley Pride, RCA
3. **Cherokee Maiden/What Have You Got Planned Tonight**, Diana, Merle Haggard, CAPITOL
4. **Somebody Somewhere**, Loretta Lynn, MCA
5. **Her Name Is . . .**, George Jones, EPIC
6. **Living It Down**, Freddie Fender, ABC/DOIT
7. **I'm Gonna Love You**, Dave & Sugar, RCA
8. **Come On In**, Sonny James, COLUMBIA
9. **9,999,999 Tears**, Dickey Lee, RCA
10. **You And Me**, Tammy Wynette, EPIC

## SOUL SINGLES—10 Years Ago

1. **Message In Our Music**, O'Jays, PHILADELPHIA INTERNATIONAL
2. **The Rubberband Man**, Spinners, ATLANTIC
3. **Love Ballad**, LTD, A&M
4. **You Are My Starship**, Norman Connors, BUDDAH
5. **Just To Be Close To You**, Commodores, MOTOWN
6. **Give It Up (Turn It Loose)**, Tyrone Davis, COLUMBIA
7. **You Don't Have To Be A Star (To Be In My Show)**, Marilyn McCoo & Billy Davis Jr., ABC
8. **Lowdown**, Boz Scaggs, COLUMBIA
9. **Shake Your Rump To The Funk**, Bar-Kays, MERCURY
10. **Anything You Want**, John Valenti, ARIOLA AMERICA

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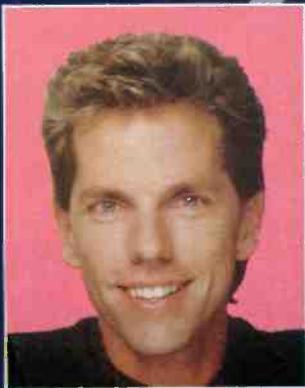
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London

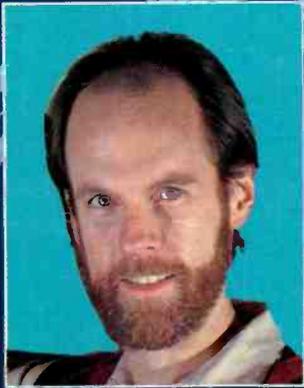


# BMI

## 1986 COUNTRY AWARDS



Dean Pitchford



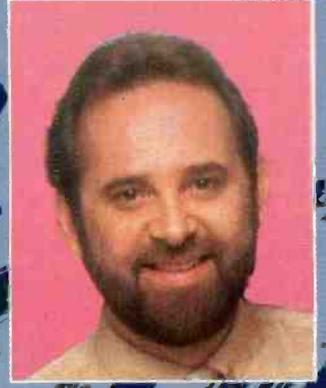
Tom Snow



Dennis Morgan



Sonny Lemaire



J.P. Pennington

### THE MOST PERFORMED COUNTRY SONG OF THE YEAR

THE ROBERT J. BURTON AWARD

TO

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Dean Pitchford • Tom Snow

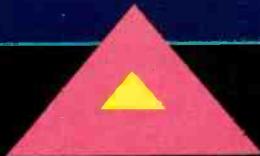
Careers Music, Inc. • Pzazz Music • Snow Music

### SONGWRITERS OF THE YEAR

Dennis Morgan • Sonny Lemaire • J.P. Pennington

### PUBLISHER OF THE YEAR

Tree Publishing Co., Inc.



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Clayton Ivey • Terry Woodford • Song Tailors Music Company

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Lionel Delmore Music Company**BOP**

Paul Davis • Web IV Music

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Michael Martin Murphey • Mystery Music, Inc.

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Blackwood Music, Inc. • Larry Butler Music  
Tree Publishing Co., Inc.**COUNTRY BOY**

Albert W. Lee

**COUNTRY GIRLS**

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Window Music Publishing Co., Inc.**DON'T CALL IT LOVE**Dean Pitchford • Tom Snow • Careers Music, Inc.  
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Willie Nelson • Willie Nelson Music, Inc.

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Lisa Silver • Music Corporation of America, Inc.

**GOT NO REASON NOW FOR GOIN' HOME**Johnny Russell • Sunflower County Songs  
Vogue Music**HANG ON TO YOUR HEART**Sonny Lemaire • J.P. Pennington • Pacific Island  
Publishing • Tree Publishing Co., Inc.**HAVE I GOT A DEAL FOR YOU**Michael Healey • Jackson Leap  
Friday Night Music • Songmedia**HAVE MERCY**

Paul Kennerley • Irving Music, Inc.

**HEART TROUBLE**Dave Gibson • Kent Robbins • Irving Music, Inc.  
Silverline Music, Inc.**HELLO MARY LOU**Cayet Mangiaracina • Gene Pitney • Champion  
Music Corporation • Unichappell Music, Inc.**HOME AGAIN IN MY HEART**Josh Leo • Wendy Waldman • Moon And Stars  
Music • Mopage Music • Screen Gems-EMI  
Music, Inc. • Warner Elektra/Asylum Music, Inc.**I COULD GET USED TO YOU**Sonny Lemaire • J.P. Pennington • Pacific Island  
Publishing • Tree Publishing Co., Inc.**I DON'T KNOW WHY YOU DON'T WANT ME**Rosanne Cash • Atlantic Music Corp.  
Checat Music**I DON'T MIND THE THORNS****(IF YOU'RE THE ROSE)**Jan Buckingham • Linda Young • Duck Songs  
Pullman Music • Warner-Tamerlane Pub. Corp.**I DON'T THINK I'M READY FOR YOU**Milton Brown • Steve Dorff • Snuff Garrett  
Burt Reynolds • Happy Trails Music  
Music Corporation Of America, Inc.**I FELL IN LOVE AGAIN LAST NIGHT**Paul Overstreet • Thom Schuyler  
Scarlet Moon Music • Writers Group Music**I WANNA SAY YES**R.C. Bannon • Three Ships Music  
Warner-Tamerlane Pub. Corp.**I'LL NEVER STOP LOVING YOU**

J.D. Martin • Music Corporation Of America, Inc.

**I'M FOR LOVE**

Hank Williams Jr. • Bocephus Music, Inc.

**IN A NEW YORK MINUTE**Chris Waters • Michael Garvin • Tom Shapiro  
O'Lyric Music • Tree Publishing Co., Inc.**JUST IN CASE**Sonny Lemaire • J.P. Pennington • Pacific Island  
Publishing • Tree Publishing Co., Inc.**A LADY LIKE YOU**

Keith Stegal • Blackwood Music, Inc.

**LISSO THE MOON**Milton Brown • Steve Dorff • Ensign Music  
Corporation**LIE TO YOU FOR YOUR LOVE**

Jeff Barry • Steeple Chase Music

**LITTLE THINGS**

Billy Barber • Reynolds Publishing Corporation

**A LONG AND LASTING LOVE**

Gerald Goffin • Screen Gems-EMI Music, Inc.

**LOST IN THE FIFTIES TONIGHT****(IN THE STILL OF THE NIGHT)**

Frederic L. Parris • Lee Corporation

**LOVE DON'T CARE (WHOSE HEART IT BREAKS)**Randy Scruggs • Blackwood Music, Inc.  
Labor Of Love Publishing Co.**LOVE IS ALIVE**

Kent Robbins • Irving Music, Inc.

**LOVE TALKS**Michael Garvin • Tom Shapiro • O'Lyric Music  
Tree Publishing Co., Inc.**MEET ME IN MONTANA**

Paul Davis • Web IV Music

**MY BABY'S GOT GOOD TIMING**

Dan Seals • Pink Pig Music

**MY ONLY LOVE**

Jimmy Fortune • Statler Brothers Music, Inc.

**NATURAL HIGH**

Freddy Powers • Mount Shasta Music, Inc.

**NOBODY FALLS LIKE A FOOL**Mark Wright • Blackwood Music, Inc.  
Land Of Music Publishing**NOBODY WANTS TO BE ALONE**Rhonda Fleming • Eaglewood Music  
Irving Music, Inc.**A PLACE TO FALL APART**Merle Haggard • Willie Nelson • Freddy Powers  
Mount Shasta Music, Inc.**RADIO HEART**Steve Davis • Dennis Morgan • Tapadero Music  
Tom Collins Music Corporation**REAL LOVE**David Malloy • Randy McCormick  
DebDave Music, Inc.**ROLLIN' LONELY**Gary Harrison • J.D. Martin • Music Corporation  
Of America, Inc. • Nashlon Music, Inc.**SEVEN SPANISH ANGELES**

Eddie Setser • Warner-Tamerlane Pub. Corp.

**SHE KEEPS THE HOME FIRES BURNING**

Dennis Morgan • Tom Collins Music Corporation

**SHE'S A MIRACLE**Sonny Lemaire • J.P. Pennington • Pacific Island  
Publishing • Tree Publishing Co., Inc.**SHE'S COMIN' BACK TO SAY GOODBYE**Eddie Rabbitt • Even Stevens • Briarpatch Music  
DebDave Music, Inc.**SHE'S SINGLE AGAIN**

Charlie Craig • Blackwood Music, Inc.

**SOME FOOLS NEVER LEARN**

John Scott Sherrill • Sweet Baby Music

**SOMEBODY ELSE'S FIRE**Pat Bunch • Mary Ann Kennedy • Pam Rose  
Love Wheel Music**SOMEBODY SHOULD LEAVE**

Harlan Howard • Tree Publishing Co., Inc.

**SOMETIMES WHEN WE TOUCH**Barry Mann • ATV Music Corp.  
Mann And Weil Songs, Inc.**STAND UP**Bruce Channel • Richard Fector  
Old Friends Music**THERE'S NO LOVE IN TENNESSEE**Steve Davis • Dennis Morgan • Tapadero Music  
Tom Collins Music Corporation**THERE'S NO STOPPING YOUR HEART**

Craig Karp • Flying Cloud Music, Inc.

**THIS AIN'T DALLAS**

Hank Williams, Jr. • Bocephus Music, Inc.

**TOO MUCH ON MY HEART**

Jimmy Fortune • Statler Brothers Music, Inc.

**TOUCH A HAND, MAKE A FRIEND**Homer Banks • Carl Hampton  
Raymond Earl Jackson • Irving Music, Inc.**USED TO BLUE**

Bill LaBounty • Captain Crystal Music

**WALKIN' A BROKEN HEART**Dennis Linde • Alan Rush • Combine Music Corp.  
Dennis Linde Music**WARNING SIGN**Eddie Rabbitt • Even Stevens • Briarpatch Music  
DebDave Music, Inc.**WHAT I DIDN'T DO**

Wood Newton • Warner House Of Music

**WHAT SHE WANTS**Kerry Chater • Renee Armand  
Padre Hotel Music • Vogue Music**WITH JUST ONE LOOK IN YOUR EYES**Steve Davis • Dennis Morgan • Little Shop Of  
Morgansongs • Tapadero Music**WORKING MAN**

Jim Hurt • Billy Ray Reynolds • Tapadero Music

**YOU CAN DREAM OF ME**John Hall • Steve Warner • Siren Songs  
Steve Warner Music, Inc.**YOU'VE GOT A GOOD LOVE COMIN'**Danny Morrison • Van Stephenson  
Warner House Of Music**BMI...WAY TO GO!**

**CLASSIC ROCK**  
(Continued from page 10)

that's already become a hit.

"It's gotten so ridiculous that major bands are rerecording their own material—Chicago, the Monkees, the Police. That is a direct result of the ever-shrinking percentage of new music on the air," Coakley says.

As far as promoting Arista's rock product, Coakley says, "My job has not gotten any more difficult because of something like classic rock. I'm trying to orchestrate records on as many playlists as possible simultaneously. Album rock has always been the hardest to orchestrate on because it's so diverse."

Alan Wolmark, RCA's director of national album promotion, says, "I don't think classic rock has made my job any more difficult. It's just generally become more difficult because album rock specifically has become tighter. That's aggravated by the proliferation of classic rockers. The difference now is that there are a chunk of album stations that just will not help you with new music until you get it to a certain level."

Wolmark says classic rock is not just another obstacle, but "an obstacle that should be eliminated by the unilateral elimination of classic rockers as [trade] reporting stations." These outlets, Wolmark says, "should be treated with all the prestige and honor of an oldies station. They are not active within the AOR format anymore."

Wolmark says classic rockers should be weeded out of the album rock category because "established stars are getting immediate play, while developing acts get seriously shortchanged by a good chunk of reporting stations."

Wolmark also points to the role classic rock has played in the perception-vs.-reality game: The format, he says, has "taken a core of AOR stations that were heavily laden with oldies as it was and gotten them to finally acknowledge what they really are. Then, they go full steam into it."

The RCA executive says he has not seen much reaction to classic rock from mainstream rockers. "It's still commonly felt that classic rock won't detract from what a currents-oriented album rocker is drawing," he says. "I hope classic rock will be a kick in the ass to mainstream rockers, making them realize that they've got to be active to get that young, viable, money-spending, advertising-oriented generation."

"In many markets," he continues, "it would behoove AORs to be deeply involved in currents. That's creative, exciting, and that's what allowed top 40 to steal the limelight from AOR a few years ago."

Judy Libow, Atlantic's vice president for national album promotion, says she sees classic rockers "affecting every other rock-type format in their markets. Others feel that to combat it, they must play more classics or must present themselves as if they were, even if they're not."

"It seems that pure classic rockers are springing up all over the place," Libow continues, "and that makes it very difficult to break new acts." Libow says college and alternative radio are becoming far more important, as is touring, and top 40 is also playing a greater role "as it leans more toward new music."

**JACKSON BROWNE**  
**GENESIS**  
**EURYTHMICS**  
**JOURNEY**  
**BILLY JOEL**  
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No other program series delivers consistently rock's major stars when they're at their hottest. Take a look at just a few of the year's **HOT ROCKS** artists and you'll see what we mean...Eurythmics, Billy Joel, Jackson Browne, John Cougar Mellencamp, Madonna, Journey, Phil Collins, Genesis, Howard Jones and Robert Palmer.

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by  
Kim  
Freeman

**RIC LIPPINCOTT** will return to Chicago as PD at Cap Cities/ABC's WYZZ (formerly WLS-FM) Chicago on Oct. 27. He's direct from 2½ years at KYUU San Francisco, NBC's personality-intensive AC. From 1981-83, Lippincott programmed WLS-AM-FM and calls his homecoming "possibly the funnest job around." Those who know Lippincott may be surprised by the move, as he had made it quite clear he was seeking a GM spot as his next career move. "I was absolutely not interested in programming again and turned down several offers," he says. "But that was before I knew that Cap Cities/ABC would ask me back."

Lippincott left KYUU with a nice 3.1 summer book and arrives at WYZZ after it jumped from a 2 to a 2.5 in 12-plus overall summer shares. Before he leaves KYUU, Lippincott will be interviewing his replacement candidates.

**THE BIGGEST TALK** in Gotham this week concerns who will fill the MD post at album rocker WXRK "K-Rock." **Bob Kranes**, MD at Infinity sister-station WBCN Boston, is the most-mentioned candidate, but neither party is talking yet.

**JOHN GORMAN** and much of his camp are headed to newly acquired Metropolis outlet WGCL Cleveland, which will soon be known as WNCX "99.5" and come up as a very adult-oriented top 40 outlet. As we have alluded to in recent columns, Metropolis and Gorman have each had something in the oven for several weeks.

WGCL PD **Phil LoCascio** and GM **Kim Colbrook** were let go when Metropolis closed the deal.

Gorman will be VP/operations manager for WNCX, and in that post he'll be fighting his employer of 13 years, WMMS. In the summer book, WMMS is sitting in its typically pretty position with a whopping 13.5 12-plus overall share, while WGCL drew a respectable 5.1 share, making it the second-rated top 40 in the city.

In addition to Gorman's track record with WMMS, Metropolis' brief but bright résumé must be considered when placing odds on which station will lead the market. Headed by **Jim Harper** and **Lorraine Golden**, Metropolis launched WDTX Detroit roughly one year ago. Since fall '85, the hit-oriented AC outlet has risen from a 1.9 to a 3.1 share in the summer book. Sources say Metropolis is financially committed and ready to go big guns with the Cleveland property.

Long-time Gorman cohorts **Denny Sanders**, **Rhonda Kiefer**, and **Gina Iorilla** will serve as WNCX's PD, MD, and promotion director, re-

spectively. As far as on-air lineup, **Spaceman Scott** is wooed away from WMMS, and **Bernie Kendall** joins from WMMS sister AM WHK. Other locals coming on board include **Paul Tapie** from WGAR and **Nancy Alden** from WKKD.

So, what about Gorman Media, the consulting firm Gorman left WMMS to form? He will still pursue that company, accepting clients on a very selective basis. The ability to consult full time was the major reason Gorman gave for leaving WMMS. Now, the "Godfather" line comes into play. "Jim and Lorraine just made us an offer we couldn't refuse," Gorman says.

## Lippincott returns to Chicago as PD in a surprise career move

**JOEL SALKOWITZ** gets a quick promotion to the PD slot at young Emmis hybrid outlet WQHT "Hot 103.5" New York. Instrumental in the development of both KPWR "Power 106" Los Angeles and Hot 103.5, Salkowitz was titled assistant PD shortly after the station debuted in August. Says Emmis VP/programming **Rick Cummings**, "The more we looked for a PD, the more we realized we already had the right one in Joel."

Stepping into WQHT's MD shoes is **Steve Ellis**, a survivor from the station's Doubleday/WAPP days, when he was PD. Noting that Ellis' primary background is in rock'n'roll, Cummings says, "We were really impressed with his adjustment, and he's been so helpful in this transition that we think he'll be an excellent member of our staff."

**ALVIN STOWE** is appointed program director at hot urban outlet WBLX Mobile, Ala. He arrives after six years in the operations manager post at WDUR/WFXC Durham, N.C. Right away, Stowe recruits **Ty Bell** as morning man; his multiformat experience last came in to play at WAPI Birmingham, Ala.

**Judy Puente** joins top 40 outlet WKQX Chicago as partner to afternoon man **Dan Walker**. She's direct from WTRK "Electric 106" Philadelphia, where she was known as **Toni Phillips**. . . Another lady on the move is **T.J. Wright**, who leaves WKSS to cross the Mississippi and land at KWSS San Jose, Calif. She'll be handling the evening shift at the top 40 station.

Capitol Broadcasting keeps the news flowing with the appointment of **Charlie Cooper** as PD at WVAF

"V-100" Charleston, W. Va. Cooper arrives from the same duties at KOFM Oklahoma City. And, there's a Capitol opening at WMJJ Birmingham, where PD **Smokey Rivers** is in need of an assistant. We told you last week that **Michael St. John** is the new PD at Capitol's WWKX "Kicks 104" Nashville. Those wanting to know the whereabouts of the top 40 station's former PD, **Bobby Cook**, will find him still with the station doing middays.

**WNEW-FM** New York's "Breakfast Club" was disbanded Oct. 13 when long-time air talents **Richard Neer** and **Mark McEwen** were let go. News director **Lisa Glasberg** stays on board. WNEW's morning show has been on the decline since fall '85, and in the summer book, the Breakfast Club was the 10th-ranked music morning show in Gotham. The album rocker's PD, **Charlie Kendall**, is sitting in on the morning show.

"We've been actively reviewing the program for the last year," says Kendall. "Richard and Mark did a good job up to the point where they took us. Now, we have to go to the next level." The Breakfast Club's descent correlates exactly with WXRK "K-Rock" morning man **Howard Stern's** ascent to the top of the summer '86 morning music pack. "There's more than just Howard Stern in this market," says Kendall. "The morning talent here is probably the best there is."

McEwen has nothing but nice things to say about WNEW, but sees the situation a little differently from his former boss. "We were opposite a juggernaut," says McEwen of Stern. "I don't know if Walter Cronkite in that spot could have done anything." McEwen is down, but far from out. He'll be cropping up on Benson & Hedges billboards soon, as well as on Chunky Soup commercials. He can be reached for major-market offers at 212-724-2800.

Regarding the delightful rumor that **John DeBella**, morning man on Metromedia's WMMR Philadelphia, would be simulcast on WNEW, Kendall says, "That is not an option at this point." Moving the legendary **Scott Muni** into mornings is another nonoption, says Kendall. "He's too much of an afternoon mainstay. He has been for the last 20 years." Kendall says he knows of several able replacement candidates and is now investigating their availability.

**KZFX "Z-107"** Houston, a new classic rocker, went on the air last month under the direction of PD **Blake Lawrence**. The station was formerly the Christian outlet **KGOL**.

In a recent column item about **WBVE** Cincinnati, we said the country station would be the only such format getting into Dayton, Ohio. Oops! . . . We momentarily forgot about the new-and-not-to-be-slighted **WBZI** Xenia/Dayton. Thanks go to MD **Dave Cusack** for calling our slip.

Vox Jox will be in Los Angeles next week, where we can be reached at our West Coast headquarters: 213-273-7040.

# ALBUM ROCK TRACKS™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL	TITLE
Compiled from national album rock radio airplay reports.					
★★ NO. 1 ★★					
1	1	1	5	BOSTON MCA	AMANDA
2	2	3	8	HUEY LEWIS & THE NEWS CHRYSALIS	HIP TO BE SQUARE
3	3	2	8	RIC OCASEK GEFREN	EMOTION IN MOTION
4	4	6	8	STEVE WINWOOD ISLAND	FREEDOM OVERSPILL
5	5	11	4	BILLY IDOL CHRYSALIS	TO BE A LOVER
6	12	37	3	THE PRETENDERS SIRE	DON'T GET ME WRONG
7	11	15	7	BRUCE HORNSBY RCA	THE WAY IT IS
8	13	21	5	JOHN FOGERTY WARNER BROS.	CHANGE IN THE WEATHER
9	10	13	10	BON JOVI MERCURY	YOU GIVE LOVE A BAD NAME
10	15	19	5	TIL TUESDAY EPIC	WHAT ABOUT LOVE
★★★ POWER TRACK ★★★					
11	23	43	3	KBC BAND ARISTA	IT'S NOT YOU, IT'S NOT ME
12	14	23	4	BAD COMPANY ATLANTIC	THIS LOVE
13	8	8	11	DAVID & DAVID A&M	WELCOME TO THE BOOMTOWN
14	16	20	6	TIMBUK 3 I.R.S.	THE FUTURE'S SO BRIGHT
15	7	5	10	TALKING HEADS SIRE	WILD, WILD LIFE
16	21	32	3	BOSTON MCA	WE'RE READY
17	17	17	5	BILLY SQUIER CAPITOL	LOVE IS THE HERO
18	6	4	12	EDDIE MONEY COLUMBIA	TAKE ME HOME TONIGHT
19	9	9	11	TRIUMPH MCA	SOMEBODY'S OUT THERE
20	22	22	5	THE OUTFIELD COLUMBIA	EVERYTIME YOU CRY
21	26	29	4	TINA TURNER CAPITOL	BACK WHERE YOU STARTED
22	18	10	8	HUEY LEWIS & THE NEWS CHRYSALIS	JACOB'S LADDER
23	35	—	2	GEORGIA SATELLITES ELEKTRA	KEEP YOUR HANDS TO YOURSELF
24	24	14	9	THE SMITHEREENS ENIGMA	BLOOD & ROSES
25	37	—	2	PETER GABRIEL GEFREN	THAT VOICE AGAIN
26	19	12	9	DAVID LEE ROTH WARNER BROS.	GOIN' CRAZY
27	27	27	4	JOHN FOGERTY WARNER BROS.	HEADLINES
28	34	40	3	RIC OCASEK GEFREN	TRUE TO YOU
29	33	38	3	WANG CHUNG GEFREN	EVERYBODY HAVE FUN TONIGHT
30	28	30	17	JOURNEY COLUMBIA	GIRL CAN'T HELP IT
★★★ FLASHMAKER ★★★					
31	NEW ▶	1	1	THE POLICE A&M	DON'T STAND SO CLOSE TO ME '86
32	25	16	19	PETER GABRIEL GEFREN	IN YOUR EYES
33	41	—	2	BOSTON MCA	COOL THE ENGINES
34	NEW ▶	1	1	BENJAMIN ORR ELEKTRA	STAY THE NIGHT
35	45	—	2	TALKING HEADS SIRE	PUZZLIN' EVIDENCE
36	40	34	18	GENESIS ATLANTIC	LAND OF CONFUSION
37	20	7	12	R.E.M. I.R.S.	FALL ON ME
38	30	25	15	STEVE WINWOOD ISLAND	SPLIT DECISION
39	44	—	2	PETE TOWNSHEND ATLANTIC	LIFE TO LIFE
40	32	24	11	BILLY JOEL COLUMBIA	A MATTER OF TRUST
41	NEW ▶	1	1	DAVID & DAVID A&M	SWALLOWED BY THE CRACKS
42	42	47	3	IGGY POP A&M	CRY FOR LOVE
43	39	31	8	HUEY LEWIS & THE NEWS CHRYSALIS	I KNOW WHAT I LIKE
44	NEW ▶	1	1	EDDIE MONEY COLUMBIA	WE SHOULD BE SLEEPING
45	NEW ▶	1	1	THE STABILIZERS COLUMBIA	ONE SIMPLE THING
46	31	26	6	PETE TOWNSHEND ATCO	BAREFOOTIN'
47	29	18	9	JOHN FOGERTY WARNER BROS.	THE EYE OF THE ZOMBIE
48	NEW ▶	1	1	RATT ATLANTIC	DANCE
49	43	33	6	NEIL YOUNG GEFREN	WEIGHT OF THE WORLD
50	36	36	4	ARETHA FRANKLIN ARISTA	JUMPIN' JACK FLASH

Tracks with the greatest airplay gains this week. The Flashmaker is the highest-debuting track of the week. The Power Track is the track on the chart that shows the largest increase in airplay over the week before.

## Featured Programming

**A** DAILY FEATURE chronicling the history of British music events is being made available by **Radio International**. "The British Wax Museum" is a five-minute program produced by Radio International's "Rock Over London" production team and hosted by **Bob Harris**. Harris became an English television celebrity as host of the popular bandstand-style show "The Old Grey Whistle Test."

Each segment will contain a song that pertains to the day's remembered events and will include interview clips. "Rock Over London" affiliates will be given right of first refusal for the barter-basis show. Scheduled for a Jan. 5, 1987, debut, the program comes packaged with an entire month's features on disk.

An early announcement in holiday specials comes from Radio International for "Rock Over London." A two-hour special featuring the best live tracks from the year's broadcasts will be available for a two-week period beginning in mid-December. The special will be available on the same terms as "Wax Museum" and promises exclusive tracks from the company's live library.

**SONDRA LOWELL** has tapped into the the benefits of syndication with her recent signing to **All Star Radio** in Los Angeles. Since 1983, Lowell has been a regular on **KABC Los Angeles' "Ken & Bob Show,"** where she is billed as the world's only singing and tap-dancing newscaster. After having a difficult time breaking into either tap dancing or newscasting, she hit upon the idea of combining the two.

Her first exposure came on Los Angeles television station **KTTV** as part of its staff on "Metro News, Metro News." Later, she tapped her way onto **KABC** radio and eventually onto stations in San Diego; Phoenix, Ariz.; and Washington, D.C. **KKBQ** Houston has also signed her on, and other outlets are expected to follow. Three segments per week of Lowell's newscasts will soon be available and are being offered on a cash, market-exclusive basis. All Star can be reached at 213-850-1169.

**UPDATE ON UPCOMING EVENTS:** **Westwood One** will feature 38 Special in a live Halloween concert. The 90-minute show will be broadcast from the Summit arena in Houston and begin at 11 p.m. EST. Dr. Timothy Leary will be the special guest on the Oct. 20-24 installments of **Denny Somach Production's "Psychedelic Psnack."** The WWI-distributed shortform show is hosted by **WNEW-FM** New York air personality **Dave Herman**.

**MEAL TICKET ENTERTAINMENT** of Panorama City, Calif., has its first daily program ready for release. "The Auto Report" is a three-minute feature hosted by **John Dinkel**, the editor of "Road & Track" magazine. The main thrust of the show will be reviewing new domestic and foreign car models. Advice to owners and prospective buyers will also be a program mainstay, as will a "listener mailbag"

feature, with prizes for letters used on the air. The show already has the **National FuelSaver Corp.** as a sponsor and will provide affiliate stations with local weekly newspaper advertising that uses their call letters.

**THE SYNDICATE** of Oakland, Calif., expands its catalog of short-form features with the addition of "Value Line Viewpoints." The program is a daily three-minute condensation of information from the investment advisory service **Value Line**. With an obvious targeting of the upscale and business-oriented audience, the show includes **Value Line's** ranking of stocks, investment advice, and economic commentary. For information on any of The Syndicate's offerings, you can contact the company at 415-832-5171.

PETER J. LUDWIG

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

Oct. 24, **Larry Gatlin & the Gatlin Brothers Band**, Music Of America, ABC Radio, 90 minutes.

Oct. 24-26, **Judds**, Country Today, MJI Broadcasting, one hour.

Oct. 24-26, **Lettermen**, The Great Sounds, United Stations, four hours.

Oct. 24-26, **Neil Sedaka**, Top 30 USA, CBS Radioradio, three hours.

Oct. 24-26, **Smokey Robinson & the Miracles**, Dick Clark's Rock Roll & Remember, United Stations, four hours.

Oct. 24-26, **Billy Ocean**, Hot Rocks, United Stations, 90 minutes.

Oct. 24-26, **Waylon Jennings**, The Weekly Country Music Countdown, United Stations, three hours.

Oct. 24-26, **Elton John**, Countdown America, United Stations, four hours.

Oct. 24-26, **David Lee Roth**, Profile '86, NBC Radio Entertainment, 90 minutes.

Oct. 24-26, **David Lee Roth**, Rock Watch: A Countdown To Ecstasy With Oedipus, United Stations, three hours.

Oct. 24-26, **Cameo**, Star Beat, MJI Broadcasting, one hour.

Oct. 24-26, **Wasp**, Metalshop, MJI Broadcasting, one hour.

Oct. 24-26, **Dave Stewart, David & David**, Rock Chronicles, Westwood One, one hour.

Oct. 25, **OMD, Survivor**, Party America, ABC Radio Networks, two hours.

Oct. 25, **Buddy Holly & the Crickets**, Solid Gold Saturday Night, United Stations, five hours.

Oct. 25-26, **Gene Simmons**, Entertainment Coast To Coast, Kris Stevens Enterprises, one hour.

Oct. 25-26, **Loverboy**, On The Radio, Nationally Syndicated Broadcasting Alliance, one hour.

Oct. 25-26, **Steve Winwood**, On The Radio, Nationally Syndicated Broadcasting Alliance, one hour.

Oct. 25-26, **Genobia Jeter, Vesta Williams, Beau Williams**, Urban Music Magazine, Syndicate It, one hour.

Oct. 26, **Thompson Twins, General Public, Nick Kershaw**, Rock Over London, Radio International, one hour.

Oct. 26, **Bad Company, 'til Tuesday**, Powercuts, two hours.

Oct. 26, **Pierre Bachelet**, Musical Starstreams, Musical Starstreams, two hours.

Oct. 27, **Daryl Hall**, Rockline, Global Satellite Network, 90 minutes.

Oct. 27, **Lee Greenwood**, Solid Gold Country, United Stations, one hour.

Oct. 27-Nov. 2, **Talking Heads**, Rock Today, MJI Broadcasting, one hour.

Oct. 31, **Bill Anderson**, Solid Gold Country, United Stations, one hour.

Oct. 31-Nov. 2, **Stryper**, Metalshop, MJI Broadcasting, one hour.

Oct. 31-Nov. 2, **Jesse Johnson**, Star Beat, MJI Broadcasting, one hour.

Nov. 1-2, **Harry James**, Sinatra Special Of The Week, Creative Radio Network, one hour.

Nov. 1-2, **Harry James**, Sinatra Special Of The Week, Creative Radio Network, one hour.

Nov. 1-2, **Aretha Franklin**, On The Radio, Nationally Syndicated Broadcasting Alliance, one hour.

Nov. 1-2, **Sheena Easton**, On The Radio, Nationally Syndicated Broadcasting Alliance, one hour.

Nov. 2, **Rudiger Lorenz**, Musical Starstreams, Musical Starstreams, two hours.

Nov. 3, **Housemartins**, Rock Over London, Radio International, one hour.

Nov. 3-9, **Pretenders**, Rock Today, MJI Broadcasting, one hour.

Nov. 7-9, **Ratt**, Metalshop, MJI Broadcasting, one hour.

Nov. 7-9, **Tina Turner**, Star Beat, MJI Broadcasting, one hour.

Nov. 7-9, **Lee Greenwood**, Country Today, MJI Broadcasting, one hour.

Nov. 8-9, 'til tuesday, On The Radio, Nationally Syndicated Broadcasting Alliance, one hour.

FOR WEEK ENDING OCTOBER 25, 1986

### Billboard ADULT CONTEMPORARY MOST ADDED

A weekly national compilation of the most added records on the radio stations currently reporting to the Top Adult Contemporary Singles chart.

88 REPORTERS	NEW ADDS	TOTAL ON
BILLY OCEAN LOVE IS FOREVER JIVE	20	20
BENJAMIN ORR STAY THE NIGHT ELEKTRA	15	15
DARYL HALL FOOLISH PRIDE RCA	9	15
THE MONKEES DAYDREAM BELIEVER ARISTA	8	15
THE HUMAN LEAGUE HUMAN VIRGIN	8	57

FOR WEEK ENDING OCTOBER 25, 1986

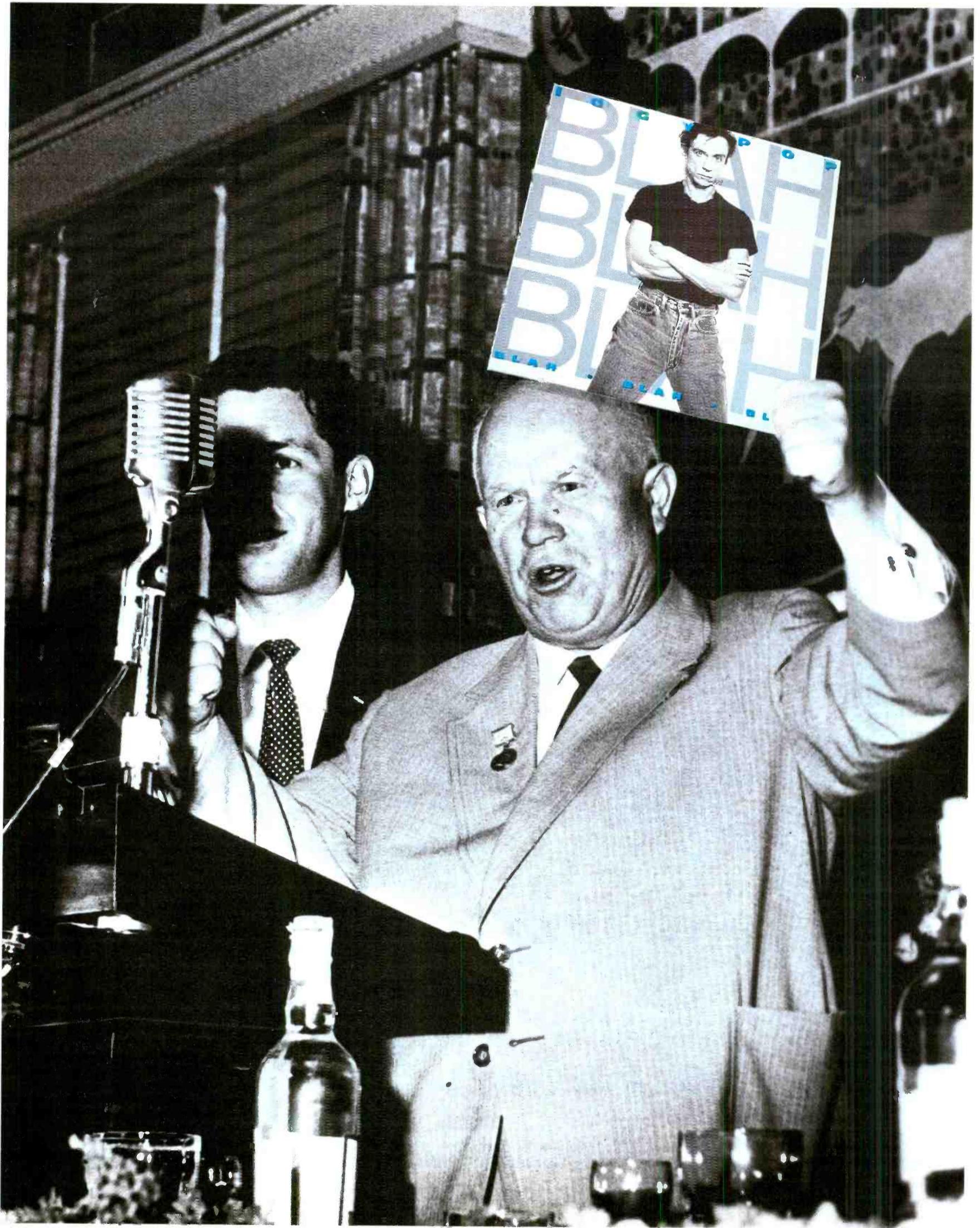
Billboard

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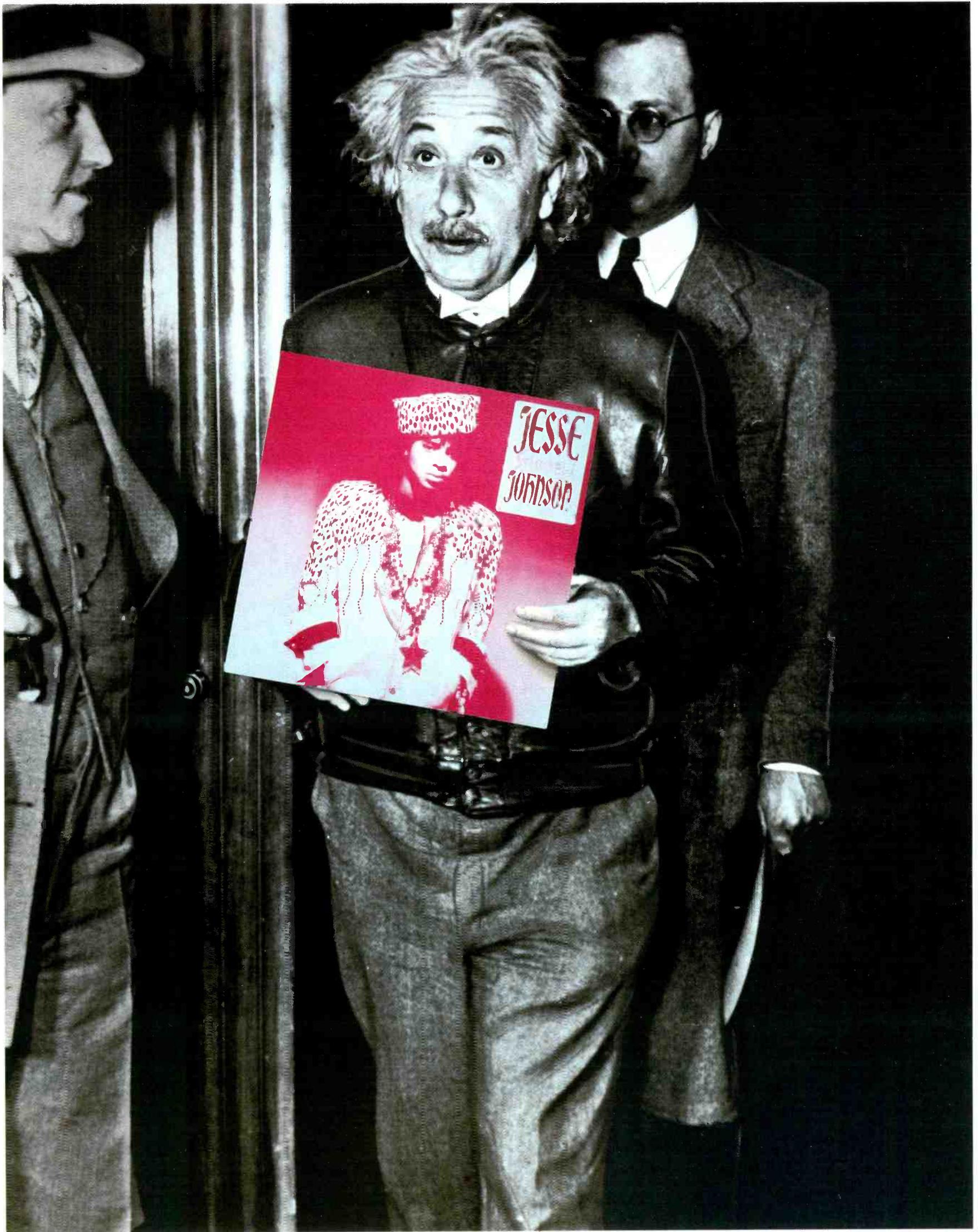
## HOT ADULT CONTEMPORARY™

Compiled from a national sample of radio playlists.					
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	2	4	8	I'LL BE OVER YOU COLUMBIA 38-06280	★ ★ NO. 1 ★ ★ 1 week at No. One ♦ TOTO
2	1	1	10	THROWING IT ALL AWAY ATLANTIC 7-89372	♦ GENESIS
3	6	12	5	THE NEXT TIME I FALL WARNER BROS. 7-28597	♦ PETER CETERA WITH AMY GRANT
4	3	3	14	SWEET LOVE ELEKTRA 69557	♦ ANITA BAKER
5	5	10	8	TRUE COLORS PORTRAIT 37-06247/EPIC	♦ CYNDI LAUPER
6	8	13	4	LOVE WILL CONQUER ALL MOTOWN 1866	LIONEL RICHIE
7	7	9	8	COMING AROUND AGAIN ARISTA 1-9525	CARLY SIMON
8	4	2	13	STUCK WITH YOU CHRYSLIS 4-43019	♦ HUEY LEWIS & THE NEWS
9	9	6	15	FRIENDS AND LOVERS CARRERE 4-06122/EPIC	CARL ANDERSON & GLORIA LORING
10	13	19	7	WHEN I THINK OF YOU A&M 2855	♦ JANET JACKSON
11	18	28	5	HUMAN VIRGIN 2861/A&M	♦ THE HUMAN LEAGUE
12	21	29	5	THE WAY IT IS RCA 5023	BRUCE HORNSBY & THE RANGE
13	16	24	6	I JUST CAN'T LET GO WARNER BROS. 7-28605 DAVID PACK WITH MICHAEL MCDONALD AND JAMES INGRAM	
14	10	5	13	LOVE ZONE JIVE 1-9510/ARISTA	♦ BILLY OCEAN
15	20	27	5	CALIFORNIA DREAMIN' CAPITOL 5630	THE BEACH BOYS
16	15	15	10	YOU CAN CALL ME AL WARNER BROS. 7-28667	♦ PAUL SIMON
17	17	21	9	A MATTER OF TRUST COLUMBIA 38-06108	♦ BILLY JOEL
18	26	36	3	TRUE BLUE SIRE 7-28591/WARNER BROS.	MADONNA
19	11	7	17	TAKE MY BREATH AWAY (LOVE THEME FROM "TOP GUN") COLUMBIA 38-05903	♦ BERLIN
20	12	8	12	LOVE ALWAYS GORDY 1857/MOTOWN	♦ EL DEBARGE
21	24	26	6	LOVING ON BORROWED TIME (LOVE THEME FROM "COBRA") SCOTTI BROS. 4-06267/EPIC	GLADYS KNIGHT AND BILL MEDLEY
22	14	11	19	WORDS GET IN THE WAY EPIC 34-06120	MIAMI SOUND MACHINE
23	19	16	12	THE STORY OF MY LIFE COLUMBIA 38-06136	NEIL DIAMOND
24	30	39	3	THEY DON'T MAKE THEM LIKE THEY USED TO RCA 5016	KENNY ROGERS
25	23	18	16	HIGHER LOVE ISLAND 7-99545/WARNER BROS.	♦ STEVE WINWOOD
26	31	34	4	THE LADY IN RED A&M 2848	CHRIS DEBURGH
27	32	33	4	TYPICAL MALE CAPITOL 5615	♦ TINA TURNER
28	28	25	8	IT'S YOU CAPITOL 5623	BOB SEGER & THE SILVER BULLET BAND
29	27	14	15	DANCING ON THE CEILING MOTOWN 1843	♦ LIONEL RICHIE
30	34	35	4	DON'T FORGET ME (WHEN I'M GONE) MANHATTAN 50037/EMI-AMERICA	♦ GLASS TIGER
31	22	20	10	THE OTHER SIDE OF LIFE POLYDOR 885 201-7/POLYGRAM	♦ THE MOODY BLUES
32	25	17	11	LONELY IS THE NIGHT ARISTA 1-9521	AIR SUPPLY
33	38	—	2	EMOTION IN MOTION Geffen 7-28617/WARNER BROS.	♦ RIC OCASEK
34	29	23	16	TAKEN IN ATLANTIC 7-89404	♦ MIKE & THE MECHANICS
35	35	30	20	THE CAPTAIN OF HER HEART A&M 2838	♦ DOUBLE
36	40	—	2	LOVING STRANGERS ARISTA 1-9530	CHRISTOPHER CROSS
37	36	32	5	LEAVING ME NOW POLYDOR 885 284-7/POLYGRAM	♦ LEVEL 42
38	NEW	▶	1	AMANDA MCA 52756	BOSTON
39	37	37	3	WOMAN OF THE WORLD A&M 2869	DOUBLE
40	NEW	▶	1	WHERE DID YOUR HEART GO? COLUMBIA 38-06294	♦ WHAM!

○ Products with the greatest airplay gains this week. ♦ Videoclip availability. • Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units.



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# HISTORIC RECORDINGS

FROM A&M

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**IGGY POP • BLAH BLAH BLAH**

Produced by David Bowie and David Richards  
SP 5145

Personal Representation: Art Colbus & Barry Taylor

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**THE POLICE: EVERY BREATH YOU TAKE  
THE SINGLES**

SP 3902

Management: Miles Copeland and Kim Turner

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**OMD • THE PACIFIC AGE**

Produced by Stephen Hague

SP 5144

Management: Direct Management Group, Steven Jensen and Martin Kirkup

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**JESSE JOHNSON • SHOCKADELICA**

Produced by Jesse Johnson for J.W.J. Productions, Inc.

SP 5122

Management: Owen R. Husney and Ronald A. Soskin

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# SUMMER '86 ARBITRON RATINGS

Following are 12 plus, average quarter hour share, metro survey area. Monday-Sunday, 6 a.m. to midnight.

Call	Format	Spring '86	Summer '86	Call	Format	Spring '86	Summer '86	Call	Format	Spring '86	Summer '86	Call	Format	Spring '86	Summer '86	Call	Format	Spring '86	Summer '86
<b>NEW YORK</b>																			
WPLJ	top 40	5.9	5.5	WCKG	AC	2.2	2.0	CKLW-FM	big band/nostalgia	.9	1.5	KTKS	top 40	3.1	4.6	WQSR	AC	2.9	1.9
WHTZ	top 40	6.9	5.5	WMAQ	country	2.6	1.8	WCXI-AM	country	1.0	1.4	KSCS	country	5.7	4.6	WRQX	top 40	.8	1.8
WOR	talk	4.5	5.3	WVON	urban	1.3	1.6	WCHB	urban	1.1	1.2	KQZY	easy listening	3.8	3.8	WWIN-AM	urban	2.1	1.7
WRKS	urban	6.2	5.1	WRXR	AC	1.2	1.5	WQBH	urban	.8	1.1	KLTY	AC	2.5	3.5	WGRX	album rock	1.2	1.7
WINS	news	4.6	4.9	WFMT	classical	1.7	1.4	WHND	oldies	1.1	1.0	KLUV	AC	3.4	3.3	WCBM	news/talk	1.4	1.4
WBLS	urban	4.3	4.9	WOJO	Spanish	1.3	1.2	<b>BOSTON</b>				KMGW	AC	2.9	3.3	WHFS	album rock	1.2	1.2
WPAT-FM	easy listening	4.3	4.4	WNIB	classical	1.2	1.0	WXKS-FM	top 40	6.7	8.5	KZEW	album rock	3.2	3.1	WCLY/WPGC	AC	1.1	1.0
WLTW	AC	4.2	3.6	<b>SAN FRANCISCO</b>				WBZ	AC/variety	9.2	8.2	KDLZ	urban	2.2	2.3	<b>SAN DIEGO</b>			
WNEW-FM	album rock	3.9	3.5	KGO	news/talk	7.2	7.3	WBCN	album rock	7.7	7.6	KHVN	gospel	1.9	1.7	KFMB-AM	AC	9.0	9.8
WCBS-AM	news	3.3	3.5	KABL-AM-FM	easy listening	5.7	6.7	WRKO	talk	6.0	6.8	WRR	classical/jazz	1.1	1.6	KGB	album rock	6.6	7.3
WCBS-FM	oldies	3.6	3.3	KSOL	urban	4.4	5.0	WJIB	easy listening	5.3	6.8	KLIF	talk	—	1.1	KJQY	easy listening	8.2	7.1
WXRK	album rock	3.1	3.3	KCBS	news	6.8	4.9	WHDH	AC	6.9	5.1	KZPS	top 40	1.3	1.0	KSDO-FM	top 40	4.8	6.5
WNEW-AM	nostalgia	2.7	3.0	KNBR	AC	4.9	4.7	WZLX	classic hits	4.1	4.6	<b>NASSAU-SUFFOLK (L.I.)</b>				KSDO-AM	news/talk	7.0	6.0
WHN	country	3.0	2.8	KMEL	top 40	3.0	4.3	WEEI	news	3.9	4.3	WALK-AM-FM	AC	5.5	5.8	XTRA-FM	album rock	6.6	6.0
WABC	talk	2.6	2.7	KYUU	AC	2.9	3.1	WROR	AC	3.3	4.3	WHTZ	top 40	7.4	5.8	XHRM	urban	4.9	6.0
WNSR	lite rock	1.9	2.3	KLOK-FM	AC	2.4	2.6	WSSH	AC	4.7	4.1	WPLJ	top 40	5.4	5.0	KFMB-FM	AC	6.8	5.9
WQXR-AM-FM	classical	1.7	2.0	KBLX	Quiet Storm	2.9	2.5	WMJX	AC	3.0	3.2	WOR	news/talk	3.1	4.6	KPQP	nostalgia	3.5	4.2
WPIX	AC	2.0	1.9	KBAY	easy listening	2.3	2.5	WAAF	album rock	2.2	3.0	WBLI	AC	5.7	4.5	KYXY	AC	3.1	3.0
WADO	Spanish	1.8	1.8	KOIT-FM	easy listening	2.7	2.4	WVBF	AC	2.9	2.6	WBAB	album rock	4.6	3.9	KSON-FM	country	3.9	2.9
WYNY	AC	2.0	1.8	KSAN	country	2.8	2.2	WBOS	country	2.8	2.4	WCBM-FM	oldies	3.5	3.7	KWLT	AC	3.1	2.9
WALK-AM-FM	AC	.8	1.8	KFOG	album rock	2.8	2.2	WZOU	top 40	2.4	2.1	WNEW-FM	album rock	3.3	3.6	KFSD	classical	2.4	2.8
WPAT-AM	easy listening	1.6	1.5	KIOI	AC	2.5	2.2	WMRQ	mellow rock	2.8	2.1	WNEW-FM	news	3.5	3.5	KIFM	AC	3.1	2.6
WNBC	AC	2.0	1.5	KRQR	album rock	2.1	2.2	WILD	urban	2.0	1.6	WXS-AM	news	3.5	3.5	XTRA-AM	oldies	2.9	2.4
WQHT	top 40	1.6	1.4	KSFO	easy listening	2.1	2.0	WPLM-FM	big band	1.2	1.6	WXRK	album rock	2.2	3.4	KCBQ-FM	country	2.8	2.4
WNCN	classical	1.2	1.4	KNEW	country	2.0	1.8	WCRB	classical	1.2	1.4	WPAT-FM	easy listening	2.7	3.3	KNX-AM	news	1.6	1.8
WSKQ	Spanish	1.0	1.4	KWSS	top 40	1.8	1.7	WXKS-AM	nostalgia	1.7	1.1	WCTO	MOR	1.7	3.2	KLZZ-FM	AC	2.3	1.7
WLIR-FM	album rock	—	1.2	KFRC	nostalgia	1.6	1.7	WFNX	album rock	1.3	1.1	WINS	news	2.9	3.1	XHITZ	top 40	1.4	1.3
WKDM	Spanish	1.1	1.0	KYA	oldies	1.6	1.6	WROL	religious	1.0	1.0	WABC	talk	2.4	2.8	KSON-AM	country	1.3	1.2
WLIB	black	.7	1.0	KITS	top 40	1.9	1.5	<b>HOUSTON</b>				WHLI	MOR	3.1	2.8	KKOS	AC	—	1.1
<b>LOS ANGELES</b>																			
KIIS-AM-FM	top 40	6.3	7.1	KKHI-AM-FM	classical	1.8	1.5	KMJQ	urban	8.0	8.0	WGSM	MOR	1.6	2.8	KCBQ-AM	country	1.6	1.0
KABC	talk	7.0	6.7	KOME	album rock	1.6	1.5	KKBQ-FM	top 40	8.3	7.4	WLTW	AC	4.1	2.4	<b>CLEVELAND</b>			
KPWR	top 40/urban	6.0	6.6	KDFC-AM-FM	classical	1.4	1.4	KIKK-FM	country	7.4	6.8	WNBC	AC	3.5	2.2	WMMS	top 40	13.2	13.5
KJQI	easy listening	5.2	4.4	KOFO	Spanish	1.8	1.4	KODA	easy listening	6.2	6.4	WHN	country	2.7	2.2	WQAL	easy listening	7.1	8.2
KOST	AC	4.2	4.1	KSJO	album rock	1.1	1.2	KRBE-FM	top 40	5.1	6.2	WNSR	soft rock	2.0	2.1	WMJI	AC	7.0	7.8
KRTH-FM	AC/classic rock	3.5	4.0	KJAZ	jazz	.9	1.2	KTRH	news/talk	5.8	5.8	WLIR-FM	album rock	2.0	2.0	WWWE	news	4.9	6.9
KBIG	easy listening	4.3	3.9	KDIA	urban	.8	1.1	KILT-FM	country	5.7	5.7	WKJY	AC	2.2	1.9	WLTW	AC	6.7	6.3
KLOS	album rock	3.4	3.7	KKCY	album rock	1.3	1.0	KLLO	album rock	3.8	5.0	WPIX	AC	1.7	1.8	WDOK	easy listening	6.5	5.9
KROQ	album rock	3.8	3.6	KLIV	nostalgia	1.0	1.0	KFMK	MOR	6.6	4.6	WBLS	urban	1.4	1.8	WGCL	top 40	5.4	5.1
KNX	news	3.1	3.5	<b>PHILADELPHIA</b>				KPRC	news/talk	3.4	4.4	WNEW-AM	variety/big band	1.2	1.8	WZAK	urban	4.8	4.9
KFWB	news	3.7	3.3	WMMR	album rock	10.9	11.5	KQUE	MOR	4.6	3.7	WQHT	urban/top 40	2.2	1.5	WGAR-AM-FM	country	4.0	4.6
KMPG	nostalgia	3.0	3.3	WEAZ	easy listening	8.1	7.2	KLTR	AC	4.4	3.7	WYNY	AC	2.0	1.4	WBBG	nostalgia	4.5	4.2
KTNQ	Spanish	2.7	3.2	WUJL	urban	6.9	6.9	KJYY	MOR	2.7	3.1	WEZN	MOR	—	1.3	WERE	news/talk	3.8	3.5
KIQQ	soft AC	2.9	2.9	KYW	news	6.8	6.5	KSRR	album rock	4.8	2.9	<b>PITTSBURGH</b>				WDMT	urban	4.8	3.5
KLVE	Spanish	3.4	2.2	WWDB	talk	4.0	5.3	KLAT	Spanish	1.1	2.0	KDKA	AC/variety	15.3	13.2	WRQC	top 40	2.1	2.5
KMET	album rock	2.2	2.0	WMGK	AC	4.9	5.0	KYOK	urban	1.4	1.8	WDVE	album rock	7.2	9.9	WRMR	MOR	1.9	1.8
KJLH	urban	1.4	1.8	WPN	nostalgia	4.5	4.7	KXYZ	Spanish	1.0	1.8	WSHH	easy listening	9.8	9.2	WONE-FM	album rock	1.9	1.8
KZLA	country	2.5	1.6	WCAU-FM	top 40	4.4	4.7	KRBE	album rock	.7	1.2	WBZZ	top 40	8.0	6.9	WCLV	classical	1.3	1.6
KUTE	Quiet Storm	1.2	1.5	WCAU-AM	news/talk	4.7	4.1	<b>WASHINGTON</b>				WAMO-FM	urban	6.8	6.0	WJMO	black	2.0	1.5
KBZT	AC	1.2	1.5	WDAS-FM	urban	4.0	3.9	WKYS	urban	7.6	8.0	WWSW	AC	4.9	5.1	WABQ	black gospel	1.4	1.4
KNX-FM	mellow rock	1.8	1.4	WXTU	country	3.8	3.8	WGAY	easy listening	7.3	7.2	WHTX	top 40	4.4	4.7	WHK	oldies	1.9	1.1
KLAC	country	1.2	1.4	WYSP	classic rock	3.6	3.6	WHUR	urban	6.1	6.5	WTKN	talk	4.2	4.3	WBEA	top 40	1.2	1.1
KNAC	pure rock	1.2	1.4	WKSZ	AC	3.4	3.5	WJAS	urban	6.8	5.8	WJAS	nostalgia	3.4	3.6	<b>BALTIMORE</b>			
KWKW	Spanish	1.7	1.3	WSNI-FM	AC	4.7	3.5	WLTJ	lite AC	6.8	5.8	WBAL	AC	6.9	9.1	WLIF	easy listening	10.2	8.8
KKGO	jazz	1.3	1.3	WIP	AC	3.2	2.6	WTAE	AC	4.7	4.5	WLIV	urban	7.7	8.7	WXVY	urban	7.7	8.7
KRLA	oldies	1.2	1.3	WIOQ	album rock	2.6	2.5	WYDD	top 40	4.7	4.5	WBSB	top 40	7.3	6.7	WBSB	top 40	7.3	6.7
KDAY	urban	1.1	1.3	WFLN-FM	classical/AC	1.8	2.0	WYDZ	country	6.8	4.4	WIYY	album rock	6.4	6.1	WPOC	album rock	6.4	6.1
KFI	AC	1.6	1.2	WFL	oldies	1.8	1.6	WRQX	top 40	3.5	4.3	WQV	AC	3.7	2.6	WFBR	country	6.6	5.8
KFAC-FM	classical	1.1	1.1	WTRK	top 40	1.5	1.6	WDJY	urban	3.9	4.2	WQV	news	3.1	2.3	WVBC	AC	4.6	4.4
KACE	urban	1.2	1.0	WDAS-AM	urban	1.0	1.1	WTOP	news	4.3	4.1	WXP	country	1.7	1.2	WWDC	album rock	2.4	3.2
<b>CHICAGO</b>																			
WGN	variety/talk	11.4	10.1	<b>DETROIT</b>				WCXR-FM	classic rock	5.3	3.8	WPIT-FM	religious	1.0	1.1	WVBC	AC	4.6	4.4
WGCI-AM-FM	urban	7.8	9.1	WJR	MOR	9.9	11.6	WBMW	top 40	2.3	3.6	WVBC	album rock	1.4	1.2	WVBC	album rock	2.4	3.2
WBBM-AM	news	5.7	5.9	WJLB	urban	7.9	7.9	WLTT	AC	3.8	3.2	WVBC	top 40	3.6	3.1	WVBC	top 40	3.6	3.1
WBMX-FM	urban	5.3	5.9	WJOF	easy listening	5.4	5.7	WGMS-AM-FM	classical	3.1	2.8	WVBC	with	2.6	3.0	WVBC	with	2.6	3.0
WLOO	easy listening	5.5	5.6	WRIF	album rock	5.3	5.3	WVBC	talk	3.1	2.5	WVBC	with	2.9	2.8	WVBC	with	2.9	2.8
WLUP	album rock	4.6	5.6	WCZY-AM-FM	top 40	5.8	5.1	WVBC	AC	2.7	2.5	WVBC	with	2.8	2.8	WVBC	with	2.8	2.8
WLAK	AC	3.9	3.6	WLLZ	album rock	4.1	5.0	WVBC	oldies	1.6	2.2	WVBC	with	2.8	2.7	WVBC	with	2.8	2.7
WKQX	top 40	3.3	3.4	WLLZ	album rock	4.1	5.0	WVBC	AC	1.7	1.8	WVBC	with	2.8	2.7	WVBC	with	2.8	2.7
WBBM-FM	top 40	3.2	3.3	WWJ	news	6.3	4.7	WVBC	AC	1.5									

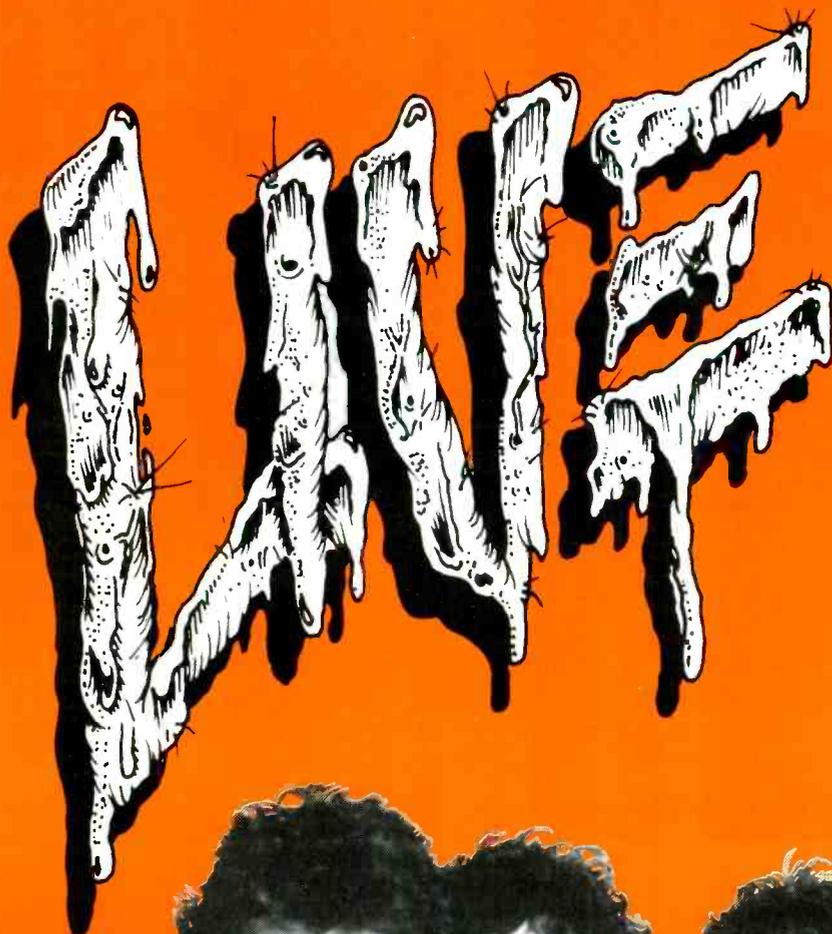


WESTWOOD ONE RADIO NETWORKS

P R E S E N T

# 38 SPECIAL

## HALLOWEEN CONCERT



The rock & roll wizards at Westwood One have conjured up a super-special treat for you and your listeners this Halloween - 38 Special, that is, live via satellite in digital stereo from the Summit in Houston. Starting at 11 p.m. (ET) Friday, October 31, band members Don Barnes, Steve Brookins, Jeff Carlisi, Jack Grondin, Larry Junstrom and Donnie Van Zandt will make their musical magic, delivering a 90-minute set featuring the best bone-rattling rock & roll from their seven albums.

You'll hear devilishly hot versions of "Like No Other Night," "Somebody Like You," "Caught Up In You," "Hold On Loosely," "Teacher Teacher," "Rough Housing," "Back Where You Belong," "Rockin' Into The Night" and much more.

Get ready for the witching hour with 38 Special live from Houston - *exclusively* from Westwood One, the leader in live concerts and big events! To scare up exclusivity in your market, contact your Westwood One Station Relations alchemist now at (213) 204-5000 or Telex 4996015 WWCONE.



## CURRENT PLAYLISTS OF THE NATION'S LARGEST AND MOST INFLUENTIAL TOP 40 RADIO STATIONS

### PLATINUM

**POWER 95**  
WPLJ-FM RADIO

New York P.D.: Larry Berger

- 1 Carl Anderson & Gloria Loring, Friend
- 2 Stacey Q, Two Of Hearts
- 3 Janet Jackson, When I Think Of You
- 4 Miami Sound Machine, Words Get In The
- 5 Huey Lewis & The News, Stuck With You
- 6 Glass Tiger, Don't Forget Me
- 7 Anita Baker, Sweet Love
- 8 Oran "Juice" Jones, The Rain
- 9 Cyndi Lauper, True Colors
- 10 Madonna, True Blue
- 11 Tina Turner, Typical Male
- 12 The Human League, Human
- 13 Gregory Abbott, Shake You Down
- 14 Berlin, Take My Breath Away
- 15 Billy Joel, A Matter Of Trust
- 16 Boston, Amanda
- 17 Lionel Richie, Dancing On The Ceiling
- 18 Lisa Lisa & Cult Jam With Full Force, Crazy
- 19 Gregory Abbott, Shake You Down
- 20 Nu Shooz, Point Of No Return
- 21 New Edition, Earth Angel
- 22 Don Johnson, Heartbeat
- 23 Robert Palmer, I Didn't Mean To Turn
- 24 Five Star, Can't Wait Another Minute
- 25 Tina Turner, Typical Male
- 26 Double, The Captain Of Her Heart
- 27 A —
- 28 A —
- 29 A —
- 30 EX The Dream Team, Let's Go Mets

**7400**  
WHTZ-FM

New York P.D.: Scott Shannon

- 1 Stacey Q, Two Of Hearts
- 2 Carl Anderson & Gloria Loring, Friend
- 3 Anita Baker, Sweet Love
- 4 Janet Jackson, When I Think Of You
- 5 Oran "Juice" Jones, The Rain
- 6 Cyndi Lauper, True Colors
- 7 Glass Tiger, Don't Forget Me
- 8 Tina Turner, Typical Male
- 9 Madonna, True Blue
- 10 New Edition, Earth Angel
- 11 Miami Sound Machine, Words Get In The
- 12 The Human League, Human
- 13 Huey Lewis & The News, Stuck With You
- 14 Gregory Abbott, Shake You Down
- 15 Genesis, Throwing It All Away
- 16 Lisa Lisa & Cult Jam With Full Force, Crazy
- 17 Billy Joel, A Matter Of Trust
- 18 Bon Jovi, You Give Love A Bad Name
- 19 Cameo, Word Up
- 20 Don Johnson, Heartbeat
- 21 Loverboy, Heaven In Your Eyes
- 22 Boston, Amanda
- 23 Robert Palmer, I Didn't Mean To Turn
- 24 Lionel Richie, Dancing On The Ceiling
- 25 Talking Heads, Wild Wild Life
- 26 Eddie Money, Take Me Home Tonight
- 27 Nu Shooz, Point Of No Return
- 28 Ben E. King, Stand By Me
- 29 Run-D.M.C., Walk This Way
- 30 Huey Lewis & The News, Hip To Be Squa
- 31 A —
- 32 EX The Human League, Human
- 33 EX The Pretenders, Don't Get Me Wrong
- 34 EX The Monkees, Daydream Believer
- 35 EX Daryl Hall, Foolish Pride

**WMMR**  
100.1 FM

Chicago P.D.: John Gehron

- 1 Janet Jackson, When I Think Of You
- 2 Carl Anderson & Gloria Loring, Friend
- 3 Robert Palmer, I Didn't Mean To Turn
- 4 Glass Tiger, Don't Forget Me
- 5 Boston, Amanda
- 6 The Human League, Human
- 7 Tina Turner, Typical Male
- 8 Miami Sound Machine, Words Get In The
- 9 Huey Lewis & The News, Stuck With You
- 10 Genesis, Throwing It All Away
- 11 Aretha Franklin, Jumpin' Jack Flash
- 12 Eddie Money, Take Me Home Tonight
- 13 Peter Cetera With Amy Grant, The Next
- 14 Madonna, True Blue
- 15 Berlin, Take My Breath Away
- 16 Anita Baker, Sweet Love
- 17 The Human League, Human
- 18 Talking Heads, Wild Wild Life
- 19 Peter Gabriel, In Your Eyes
- 20 Double, The Captain Of Her Heart
- 21 Toto, I'll Be Over You
- 22 David & David, Welcome To The Boom
- 23 Ric Ocasek, Emotion In Motion
- 24 Bruce Hornsby & The Range, The Way It
- 25 Madonna, Papa Don't Preach
- 26 Billy Joel, A Matter Of Trust
- 27 Chicago, 25 Or 6 To 4
- 28 Lionel Richie, Love Will Conquer All
- 29 Steve Winwood, Freedom Overspill
- 30 Journey, Girl Can't Help It
- 31 Bruce Hornsby & The Range, The Way It
- 32 The Beach Boys, California Dreamin'
- 33 Howard Jones, You Know I Love You
- 34 The Pretenders, Don't Get Me Wrong
- 35 The Police, Don't Stand So Close To Me
- 36 A —
- 37 A —
- 38 A —
- 39 A —
- 40 EX Huey Lewis & The News, Hip To Be Squa

**WBBM-FM**  
103.5

Chicago P.D.: Buddy Scott

- 1 Stacey Q, Two Of Hearts
- 2 Janet Jackson, When I Think Of You
- 3 Robert Palmer, I Didn't Mean To Turn
- 4 Lisa Lisa & Cult Jam With Full Force, Crazy
- 5 Madonna, True Blue
- 6 Tina Turner, Typical Male
- 7 Cyndi Lauper, True Colors
- 8 Run-D.M.C., Walk This Way
- 9 The Human League, Human
- 10 Cameo, Word Up
- 11 Carl Anderson & Gloria Loring, Friend
- 12 Anita Baker, Sweet Love
- 13 Miami Sound Machine, Words Get In The
- 14 Genesis, Throwing It All Away
- 15 Peter Cetera With Amy Grant, The Next
- 16 Boston, Amanda
- 17 Huey Lewis & The News, Stuck With You
- 18 Don Johnson, Heartbeat
- 19 New Edition, Earth Angel
- 20 Genesis, Throwing It All Away
- 21 Jermaine Stewart, Jody
- 22 Loverboy, Heaven In Your Eyes

**96TIC-FM**

Hartford P.D.: Gary Wall

- 1 Cyndi Lauper, True Colors
- 2 Eddie Money, Take Me Home Tonight
- 3 Oran "Juice" Jones, The Rain
- 4 Stacey Q, Two Of Hearts
- 5 Anita Baker, Sweet Love
- 6 Boston, Amanda
- 7 The Human League, Human
- 8 Lisa Lisa & Cult Jam With Full Force, Crazy
- 9 Tina Turner, Typical Male
- 10 Cameo, Word Up
- 11 Bon Jovi, You Give Love A Bad Name
- 12 Peter Cetera With Amy Grant, The Next
- 13 Robert Palmer, I Didn't Mean To Turn
- 14 Don Johnson, Heartbeat
- 15 Ric Ocasek, Emotion In Motion
- 16 Carl Anderson & Gloria Loring, Friend
- 17 Journey, Girl Can't Help It
- 18 Luther Vandross, Give Me The Reason
- 19 Aretha Franklin, Jumpin' Jack Flash

**KLIS**  
FM 102.7  
AM 102.7

Los Angeles P.D.: Mike Schaefer

- 1 Lisa Lisa & Cult Jam With Full Force, Crazy
- 2 Cameo, Word Up
- 3 Janet Jackson, When I Think Of You
- 4 Robert Palmer, I Didn't Mean To Turn
- 5 Oran "Juice" Jones, The Rain
- 6 The Human League, Human
- 7 The B52's, Summer Of Love
- 8 Cyndi Lauper, True Colors
- 9 Anita Baker, Sweet Love
- 10 Madonna, True Blue
- 11 Ben E. King, Stand By Me
- 12 Don Johnson, Heartbeat
- 13 New Edition, Earth Angel
- 14 Talking Heads, Wild Wild Life
- 15 Tina Turner, Typical Male
- 16 Glass Tiger, Don't Forget Me
- 17 Pet Shop Boys, Love Comes Quickly
- 18 Billy Idol, To Be A Lover
- 19 Carl Anderson & Gloria Loring, Friend
- 20 Boston, Amanda
- 21 Peter Gabriel, In Your Eyes
- 22 Journey, Girl Can't Help It
- 23 Toto, I'll Be Over You
- 24 Bangles, Walk Like An Egyptian
- 25 Genesis, Throwing It All Away
- 26 Aretha Franklin, Jumpin' Jack Flash
- 27 Peter Cetera With Amy Grant, The Next
- 28 Bruce Hornsby & The Range, The Way It
- 29 Huey Lewis & The News, Stuck With You
- 30 Ric Ocasek, Emotion In Motion
- 31 Eddie Money, Take Me Home Tonight
- 32 Bon Jovi, You Give Love A Bad Name
- 33 The Beatles, Twist And Shout
- 34 Lionel Richie, Love Will Conquer All
- 35 Huey Lewis & The News, Hip To Be Squa
- 36 A —
- 37 A —
- 38 EX Steve Winwood, Freedom Overspill
- 39 EX "Til Tuesday, What About Love
- 40 EX Wham!, Where Did Your Heart Go?
- 41 EX Wang Chung, Everybody Have Fun Tonight

**98!**  
WCAU-FM

Philadelphia P.D.: Scott Walker

- 1 Lisa Lisa & Cult Jam With Full Force, Crazy
- 2 Robert Palmer, I Didn't Mean To Turn
- 3 Cyndi Lauper, True Colors
- 4 Janet Jackson, When I Think Of You
- 5 Don Johnson, Heartbeat
- 6 Tina Turner, Typical Male
- 7 Anita Baker, Sweet Love
- 8 Genesis, Throwing It All Away
- 9 Bon Jovi, You Give Love A Bad Name
- 10 Peter Gabriel, In Your Eyes
- 11 Billy Idol, To Be A Lover
- 12 Stacey Q, Two Of Hearts
- 13 Oran "Juice" Jones, The Rain
- 14 The Human League, Human
- 15 Glass Tiger, Don't Forget Me
- 16 Madonna, True Blue
- 17 Brinkley, When Your Done With Me
- 18 Boston, Amanda
- 19 Talking Heads, Wild Wild Life
- 20 Midnight Star, Midas Touch
- 21 Corey Hart, I Am By Your Side
- 22 Cameo, Word Up
- 23 Journey, Girl Can't Help It
- 24 Toto, I'll Be Over You
- 25 Bruce Hornsby & The Range, The Way It
- 26 Eddie Money, Take Me Home Tonight
- 27 Trippie, Somebody's Out There
- 28 The Beach Boys, California Dreamin'
- 29 Wang Chung, Everybody Have Fun Tonight
- 30 Lionel Richie, Love Will Conquer All
- 31 Peter Cetera With Amy Grant, The Next
- 32 Robbie Nevil, C'est La Vie
- 33 Ric Ocasek, Emotion In Motion
- 34 Billy Idol, To Be A Lover
- 35 Aretha Franklin, Jumpin' Jack Flash
- 36 Corey Hart, I Am By Your Side
- 37 James Brown, Crazy
- 38 Billy Squier, Love Is The Hero
- 39 The Beach Boys, California Dreamin'
- 40 EX Wham!, Where Did Your Heart Go?
- 41 EX Wang Chung, Everybody Have Fun Tonight
- 42 EX Billy Idol, To Be A Lover
- 43 EX The Pretenders, Don't Get Me Wrong
- 44 EX Talking Heads, Wild Wild Life
- 45 EX K.T.P., One Step
- 46 EX R.E.M., Fall On Me
- 47 EX The Temptations, Lady Soul
- 48 EX Samantha Fox, Touch Me
- 49 EX Laban, Love In Siberia
- 50 EX Stacy Lattisaw, Nail It To The Wall
- 51 EX Billy Ocean, Love Is Forever
- 52 EX Huey Lewis & The News, Hip To Be Squa
- 53 EX Daryl Hall, Foolish Pride
- 54 EX Frankie Goes To Hollywood, Rage Hard
- 55 EX Bruce Hornsby & The Range, The Way It
- 56 EX Joan Jett And The Blackhearts, Good M
- 57 EX Jesse Johnson, Crazy
- 58 EX Robbie Nevil, C'est La Vie
- 59 EX Gregory Abbott, Shake You Down
- 60 EX Elton John, Heartache All Over The Wo
- 61 EX Midnight Star, Midas Touch
- 62 EX Steve Winwood, Freedom Overspill

**96TIC-FM**

Boston P.D.: Sunny Joe White

- 1 Tina Turner, Typical Male
- 2 Cyndi Lauper, True Colors
- 3 Robert Palmer, I Didn't Mean To Turn
- 4 Anita Baker, Sweet Love
- 5 Oran "Juice" Jones, The Rain
- 6 Madonna, True Blue
- 7 Nu Shooz, Point Of No Return
- 8 Corey Hart, I Am By Your Side
- 9 Boston, Amanda
- 10 The Human League, Human
- 11 Eddie Money, Take Me Home Tonight
- 12 "Til Tuesday, What About Love
- 13 Peter Gabriel, In Your Eyes
- 14 Journey, Girl Can't Help It
- 15 Toto, I'll Be Over You
- 16 Five Star, Can't Wait Another Minute
- 17 Bon Jovi, You Give Love A Bad Name
- 18 Triumph, Somebody's Out There
- 19 Lionel Richie, Love Will Conquer All
- 20 Aretha Franklin, Jumpin' Jack Flash
- 21 Jermaine Stewart, Jody
- 22 David Lee Roth, Goin' Crazy
- 23 Corey Hart, I Am By Your Side
- 24 Orchestral Manoeuvres In The Dark, The Temptations, Lady Soul
- 25 James Brown, Crazy
- 26 Billy Squier, Love Is The Hero
- 27 The Beach Boys, California Dreamin'
- 28 EX Wham!, Where Did Your Heart Go?
- 29 EX Wang Chung, Everybody Have Fun Tonight
- 30 EX Billy Idol, To Be A Lover
- 31 EX The Pretenders, Don't Get Me Wrong
- 32 EX Talking Heads, Wild Wild Life
- 33 EX K.T.P., One Step
- 34 EX R.E.M., Fall On Me
- 35 EX The Temptations, Lady Soul
- 36 EX Samantha Fox, Touch Me
- 37 EX Laban, Love In Siberia
- 38 EX Stacy Lattisaw, Nail It To The Wall
- 39 EX Billy Ocean, Love Is Forever
- 40 EX Huey Lewis & The News, Hip To Be Squa
- 41 EX Daryl Hall, Foolish Pride
- 42 EX Frankie Goes To Hollywood, Rage Hard
- 43 EX Bruce Hornsby & The Range, The Way It
- 44 EX Joan Jett And The Blackhearts, Good M
- 45 EX Jesse Johnson, Crazy
- 46 EX Robbie Nevil, C'est La Vie
- 47 EX Gregory Abbott, Shake You Down
- 48 EX Elton John, Heartache All Over The Wo
- 49 EX Midnight Star, Midas Touch
- 50 EX Steve Winwood, Freedom Overspill

**96TIC-FM**

Pittsburgh P.D.: Nick Ferrara

- 1 Cameo, Word Up
- 2 Glass Tiger, Don't Forget Me
- 3 Boshia, Love In Siberia
- 4 Oran "Juice" Jones, The Rain
- 5 Cyndi Lauper, True Colors
- 6 Robert Palmer, I Didn't Mean To Turn
- 7 Genesis, Throwing It All Away
- 8 Don Johnson, Heartbeat
- 9 Bon Jovi, You Give Love A Bad Name
- 10 Tina Turner, Typical Male
- 11 Van Halen, Love Walks In
- 12 Madonna, True Blue
- 13 Janet Jackson, When I Think Of You
- 14 Loverboy, Heaven In Your Eyes
- 15 The Beatles, Twist And Shout
- 16 Nu Shooz, Point Of No Return
- 17 Talking Heads, Wild Wild Life
- 18 Peter Cetera With Amy Grant, The Next
- 19 Journey, Girl Can't Help It
- 20 Billy Idol, To Be A Lover
- 21 Huey Lewis & The News, Hip To Be Squa
- 22 The Human League, Human
- 23 Corey Hart, I Am By Your Side
- 24 Ben E. King, Stand By Me
- 25 Stacey Q, Two Of Hearts
- 26 EX Billy Joel, A Matter Of Trust
- 27 Jermaine Stewart, Jody
- 28 Lionel Richie, Love Will Conquer All
- 29 Orchestral Manoeuvres In The Dark, The Pretenders, Don't Get Me Wrong
- 30 EX Ric Ocasek, Emotion In Motion
- 31 EX Bruce Hornsby & The Range, The Way It
- 32 A —
- 33 A —
- 34 A —
- 35 A —
- 36 A —
- 37 A —
- 38 A —
- 39 A —
- 40 EX The Police, Don't Stand So Close To M
- 41 EX The Monkees, Daydream Believer

**93**

Atlanta P.D.: Bob Case

- 1 Cyndi Lauper, True Colors
- 2 Tina Turner, Typical Male
- 3 Bangles, Walk Like An Egyptian
- 4 Anita Baker, Sweet Love
- 5 Lisa Lisa & Cult Jam With Full Force, Crazy
- 6 Stacey Q, Two Of Hearts
- 7 Janet Jackson, When I Think Of You
- 8 Madonna, True Blue
- 9 Oran "Juice" Jones, The Rain
- 10 Robert Palmer, I Didn't Mean To Turn
- 11 Don Johnson, Heartbeat
- 12 The Human League, Human
- 13 Peter Cetera With Amy Grant, The Next
- 14 Journey, Girl Can't Help It
- 15 Huey Lewis & The News, Hip To Be Squa
- 16 Boston, Amanda
- 17 Eddie Money, Take Me Home Tonight
- 18 Toto, I'll Be Over You
- 19 Cameo, Word Up
- 20 Bon Jovi, You Give Love A Bad Name
- 21 Oran "Juice" Jones, The Rain
- 22 Peter Gabriel, In Your Eyes
- 23 Ric Ocasek, Emotion In Motion
- 24 Corey Hart, I Am By Your Side
- 25 EX Bruce Hornsby & The Range, The Way It
- 26 David & David, Welcome To The Boom
- 27 Toto, I'll Be Over You
- 28 Aretha Franklin, Jumpin' Jack Flash
- 29 Wang Chung, Everybody Have Fun Tonight
- 30 EX The Monkees, Daydream Believer
- 31 Lionel Richie, Love Will Conquer All
- 32 Corey Hart, I Am By Your Side
- 33 Talking Heads, Wild Wild Life
- 34 EX Steve Winwood, Freedom Overspill
- 35 EX Daryl Hall, Foolish Pride
- 36 EX Howard Jones, You Know I Love You
- 37 EX Billy Ocean, Love Is Forever
- 38 EX Orchestral Manoeuvres In The Dark, The Police, Don't Stand So Close To Me
- 39 EX Timbuk 3, The Future's So Bright I Go

**93**

Washington P.D.: Chuck Morgan

- 1 Janet Jackson, When I Think Of You
- 2 Genesis, Throwing It All Away
- 3 The Human League, Human
- 4 Lisa Lisa & Cult Jam With Full Force, Crazy
- 5 Tina Turner, Typical Male
- 6 Loveboy, Heaven In Your Eyes
- 7 Robert Palmer, I Didn't Mean To Turn
- 8 Cyndi Lauper, True Colors
- 9 Ben E. King, Stand By Me
- 10 Oran "Juice" Jones, The Rain
- 11 Madonna, True Blue
- 12 Boston, Amanda
- 13 Eddie Money, Take Me Home Tonight
- 14 Corey Hart, I Am By Your Side
- 15 Peter Cetera With Amy Grant, The Next
- 16 Oran "Juice" Jones, The Rain
- 17 Don Johnson, Heartbeat
- 18 Anita Baker, Sweet Love
- 19 Talking Heads, Wild Wild Life
- 20 Wang Chung, Everybody Have Fun Tonight
- 21 Ric Ocasek, Emotion In Motion
- 22 Journey, Girl Can't Help It
- 23 New Edition, Earth Angel
- 24 Toto, I'll Be Over You
- 25 Lionel Richie, Love Will Conquer All
- 26 Huey Lewis & The News, Hip To Be Squa
- 27 Billy Idol, To Be A Lover
- 28 Cameo, Word Up
- 29 EX Bangles, Walk Like An Egyptian
- 30 EX Bon Jovi, You Give Love A Bad Name
- 31 EX Talking Heads, Wild Wild Life
- 32 A —
- 33 A —
- 34 A —
- 35 A —
- 36 A —
- 37 A —
- 38 A —
- 39 A —
- 40 EX A-Ha, I've Been Losing You

**98!**  
WCAU-FM

Tampa P.D.: Mason Dixon

- 1 Genesis, Throwing It All Away
- 2 Van Halen, Love Walks In
- 3 Don Johnson, Heartbeat
- 4 Glass Tiger, Don't Forget Me
- 5 Cyndi Lauper, True Colors
- 6 Tina Turner, Typical Male
- 7 Toto, I'll Be Over You
- 8 Billy Joel, A Matter Of Trust
- 9 Boston, Amanda
- 10 Huey Lewis & The News, Stuck With You
- 11 Bon Jovi, You Give Love A Bad Name
- 12 Daryl Hall, Dreamtime
- 13 Oran "Juice" Jones, The Rain
- 14 Tina Turner, Typical Male
- 15 Janet Jackson, When I Think Of You
- 16 Loverboy, Heaven In Your Eyes
- 17 The Human League, Human
- 18 Madonna, True Blue
- 19 Lisa Lisa & Cult Jam With Full Force, Crazy
- 20 Eddie Money, Take Me Home Tonight
- 21 Berlin, Take My Breath Away
- 22 Robert Palmer, I Didn't Mean To Turn
- 23 Orchestral Manoeuvres In The Dark, The Police, Don't Stand So Close To Me
- 24 EX Ben E. King, Stand By Me
- 25 Miami Sound Machine, Words Get In The
- 26 Huey Lewis & The News, Hip To Be Squa
- 27 Peter Cetera With Amy Grant, The Next
- 28 EX Billy Ocean, Love Is Forever
- 29 EX Bruce Hornsby & The Range, The Way It
- 30 EX The Monkees, Daydream Believer
- 31 EX Andy Taylor, When The Rain Comes
- 32 EX Journey, Girl Can't Help It
- 33 EX Corey Hart, I Am By Your Side
- 34 EX Triumph, Somebody's Out There
- 35 EX EX

**93**

Miami P.D.: Rick Stacy

- 1 Janet Jackson, When I Think Of You
- 2 Cyndi Lauper, True Colors
- 3 Tina Turner, Typical Male
- 4 Robert Palmer, I Didn't Mean To Turn
- 5 Anita Baker, Sweet Love
- 6 Boston, Amanda
- 7 The Human League, Human
- 8 Oran "Juice" Jones, The Rain
- 9 The Human League, Human
- 10 Bon Jovi, You Give Love A Bad Name
- 11 Bruce Hornsby & The Range, The Way It
- 12 Billy Ocean, Love Is Forever
- 13 Talking Heads, Wild Wild Life
- 14 The Secret Ties, Dancing In My Sleep
- 15 Genesis, Throwing It All Away
- 16 Five Star, Can't Wait Another Minute
- 17 Nu Shooz, Point Of No Return
- 18 Eddie Money, Take Me Home Tonight
- 19 Madonna, True Blue
- 20 Gregory Abbott, Shake You Down
- 21 Glass Tiger, Don't Forget Me
- 22 Lionel Richie, Love Will Conquer All
- 23 Chico De Barge, Talk To Me
- 24 Billy Joel, A Matter Of Trust
- 25 Run DMC, You Be Illin'
- 26 Don Johnson, Heartbeat
- 27 Stacy Lattisaw, Nail It To The Wall
- 28 "Til Tuesday, What About Love
- 29 Ric Ocasek, Emotion In Motion
- 30 EX Wang Chung, Everybody Have Fun Tonight
- 31 EX Robbie Nevil, C'est La Vie
- 32 EX Nancy Martinez, For Tonight
- 33 EX Peter Cetera With Amy Grant, The Next
- 34 Stacey Q, Two Of Hearts
- 35 Bruce Hornsby & The Range, The Way It
- 36 A —
- 37 A —
- 38 A —
- 39 A —
- 40 EX Howard Hewitt, I'm For Real
- 41 EX Shantae, You Know I Love You
- 42 EX Corey Hart, I Am By Your Side
- 43 EX Wham!, Where Did Your Heart Go?

**93**

Chicago P.D.: Jan Jeffries

- 1 Stacey Q, Two Of Hearts
- 2 Carl Anderson & Gloria Loring, Friend
- 3 Janet Jackson, When I Think Of You
- 4 Robert Palmer, I Didn't Mean To Turn
- 5 Boston, Amanda
- 6 Cyndi Lauper, True Colors
- 7 The Human League, Human
- 8 Glass Tiger, Don't Forget Me
- 9 Tina Turner, Typical Male
- 10 Lisa Lisa & Cult Jam With Full Force, Crazy
- 11 Miami Sound Machine, Words Get In The
- 12 Huey Lewis & The News, Stuck With You
- 13 Madonna, True Blue
- 14 Aretha Franklin, Jumpin' Jack Flash
- 15 Genesis, Throwing It All Away
- 16 Robert Palmer, I Didn't Mean To Turn
- 17 Don Johnson, Heartbeat
- 18 The Human League, Human
- 19 Peter Cetera With Amy Grant, The Next
- 20 Journey, Girl Can't Help It
- 21 Huey Lewis & The News, Hip To Be Squa
- 22 Boston, Amanda
- 23 Eddie Money, Take Me Home Tonight
- 24 Cameo, Word Up
- 25 Bon Jovi, You Give Love A Bad Name
- 26 Oran "Juice" Jones, The Rain
- 27 Peter Gabriel, In Your Eyes
- 28 Ric Ocasek, Emotion In Motion
- 29 Corey Hart, I Am By Your Side
- 30 EX Bruce Hornsby & The Range, The Way It
- 31 David & David, Welcome To The Boom
- 32 Toto, I'll Be Over You
- 33 Aretha Franklin, Jumpin' Jack Flash
- 34 Wang Chung, Everybody Have Fun Tonight
- 35 EX The Monkees, Daydream Believer
- 36 Lionel Richie, Love Will Conquer All
- 37 Corey Hart, I Am By Your Side
- 38 Talking Heads, Wild Wild Life
- 39 EX Steve Winwood, Freedom Overspill
- 40 EX Daryl Hall, Foolish Pride
- 41 EX Howard Jones, You Know I Love You
- 42 EX Billy Ocean, Love Is Forever
- 43 EX Orchestral Manoeuvres In The Dark, The Police, Don't Stand So Close To Me
- 44 EX Timbuk 3, The Future's So Bright I Go

**93**

Cleveland P.D.: Kid Leo

- 1 Cyndi Lauper, True Colors
- 2 Tina Turner, Typical Male
- 3 Eddie Money, Take Me Home Tonight
- 4 Robert Palmer, I Didn't Mean To Turn
- 5 Boston, Amanda
- 6 Bon Jovi, You Give Love A Bad Name
- 7 The Human League, Human
- 8 Genesis, Throwing It All Away
- 9 Journey, Girl Can't Help It
- 10 Bruce Hornsby & The Range, The Way It
- 11 Peter Gabriel, In Your Eyes
- 12 "Til Tuesday, What About Love
- 13 Madonna, True Blue
- 14 Don Johnson, Heartbeat
- 15 Toto, I'll Be Over You
- 16 Aretha Franklin, Jumpin' Jack Flash
- 17 Ric Ocasek, Emotion In Motion
- 18 The Pretenders, Don't Get Me Wrong
- 19 Orchestral Manoeuvres In The Dark, The Police, Don't Stand So Close To Me
- 20 Billy Joel, A Matter Of Trust
- 21 Corey Hart, I Am By Your Side
- 22 Steve Winwood, Freedom Overspill
- 23 Triumph, Somebody's Out There
- 24 Huey Lewis & The News, Hip To Be Squa
- 25 David & David, Welcome To The Boom
- 26 The Art Of Noise With Max Headroom, P
- 27 Cameo, Word Up
- 28 Wang Chung, Everybody Have Fun Tonight
- 29 Bruce Hornsby & The Range, The Way It
- 30 Peter Cetera With Amy Grant, The Next
- 31 Micheal Stanley Band, Poor Side Of
- 32 Luis Cardenas, Runaway
- 33 Bangles, Walk Like An Egyptian
- 34 Wham!, Where Did Your Heart Go?
- 35 Southside Johnny, Tell Me
- 36 EX Anita Baker, Sweet Love
- 37 EX Jermaine Stewart, Jody
- 38 EX Daryl Hall, Foolish Pride
- 39 EX Howard Jones, You Know I Love You
- 40 EX Benjamin Orr, Stay The Night
- 41 EX The Police, Don't Stand So Close To M
- 42 EX Pete Townsend, Barefootin'
- 43 EX Lionel Richie, Love Will Conquer All
- 44 EX Elton John, Heartache All Over The Wo
- 45 EX Regina, Beat Of Love
- 46 EX Bad Company, This Love
- 47 EX Talking Heads, Wild Wild Life
- 48 EX Berlin, Like Flames
- 49 EX Joan Jett And The Blackhearts, Good M
- 50 EX The Outfield, Evertime You Cry
- 51 EX Lipstick, I Want To Be With You Tonight
- 52 EX Billy Joel, A Matter Of Trust
- 53 EX Bananarama, More Than Physical
- 54 EX Andy Taylor, When The Rain Comes
- 55 EX Devo, Who Says
- 56 EX EX
- 57 EX EX
- 58 EX EX
- 59 EX EX
- 60 EX EX

**93**

Detroit P.D.: Gary Berkowitz

- 1 Stacey Q, Two Of Hearts
- 2 Cyndi Lauper, True Colors
- 3 Glass Tiger, Don't Forget Me
- 4 Lisa Lisa & Cult Jam With Full Force, Crazy
- 5 Madonna, True Blue
- 6 The Human League, Human
- 7 Boston, Amanda
- 8 Don Johnson, Heartbeat
- 9 Janet Jackson, When I Think Of You
- 10 Genesis, Throwing It All Away
- 11 Tina Turner, Typical Male
- 12 Billy Joel, A Matter Of Trust
- 13 Bon Jovi, You Give Love A Bad Name
- 14 Eddie Money, Take Me Home Tonight
- 15 Miami Sound Machine, Words Get In The
- 16 Lionel Richie, Love Will Conquer All
- 17 Anita Baker, Sweet Love
- 18 Robert Palmer, I Didn't Mean To Turn
- 19 Peter Cetera With Amy Grant, The Next
- 20 Journey, Girl Can't Help It
- 21 Corey Hart, I Am By Your Side
- 22 Bangles, Walk Like An Egyptian
- 23 Huey Lewis & The News, Stuck With You
- 24 Carl Anderson & Gloria Loring, Friend
- 25 Ric Ocasek, Emotion In Motion
- 26 Steve Star, Can't Wait Another Minute
- 27 Loverboy, Heaven In Your Eyes
- 28 Oran "Juice" Jones, The Rain
- 29 Huey Lewis & The News, Hip To Be Squa
- 30 EX Ben E. King, Stand By Me
- 31 EX Wang Chung, Everybody Have Fun Tonight
- 32 EX Toto, I'll Be Over You
- 33 EX Triumph, Somebody's Out There
- 34 EX "Til Tuesday, What About Love

**93**

Cleveland P.D.: Phil LoCascio

- 1 Genesis, Throwing It All Away
- 2 Tina Turner, Typical Male
- 3 Huey Lewis & The News, Stuck With You
- 4 Cyndi Lauper, True Colors
- 5 Daryl Hall, Dreamtime
- 6 Janet Jackson, When I Think Of You
- 7 Glass Tiger, Don't Forget Me
- 8 Billy Joel, A Matter Of Trust
- 9 Van Halen, Love Walks In
- 10 Loverboy, Heaven In Your Eyes
- 11 Don Johnson, Heartbeat
- 12 Robert Palmer, I Didn't Mean To Turn
- 13 Lisa Lisa & Cult Jam With Full Force, Crazy
- 14 Stacey Q, Two Of Hearts
- 15 Carl Anderson & Gloria Loring, Friend
- 16 Madonna, True Blue
- 17 Miami Sound Machine, Words Get In The
- 18 Billy Ocean, Love Zone
- 19 Anita Baker, Sweet Love
- 20 Peter Gabriel, In Your Eyes
- 21 Eurythmics, Missionary Man
- 22 Huey Lewis & The News, Hip To Be Squa
- 23 Lionel Richie, Love Will Conquer All
- 24 Journey, Girl Can't Help It
- 25 Peter Cetera With Amy Grant, The Next
- 26 Bon Jovi, You Give Love A Bad Name
- 27 Boston, Amanda
- 28 Huey Lewis & The News, Hip To Be Squa
- 29 The Human League, Human
- 30 Lionel Richie, Dancing On The Ceiling
- 31 EX The Pretenders, Don't Get Me Wrong
- 32 EX Huey Lewis & The News, Hip To Be Squa
- 33 EX Corey Hart, I Am By Your Side

**93**

Detroit P.D.: Brian Patrick

- 1 Cyndi Lauper, True Colors
- 2 Tina Turner, Typical Male
- 3 Janet Jackson, When I Think Of You
- 4 Don Johnson, Heartbeat
- 5 Boston, Amanda
- 6 Genesis, Throwing It All Away
- 7 Eurythmics, Missionary Man
- 8 Robert Palmer, I Didn't Mean To Turn
- 9 Glass Tiger, Don't Forget Me
- 10 Huey Lewis & The News, Stuck With You
- 11 Luther Vandross, Give Me The Reason
- 12 Lisa Lisa & Cult Jam With Full Force, Crazy
- 13 Stacey Q, Two Of Hearts
- 14 Billy Ocean, Love Zone
- 15 Five Star, Can't Wait Another Minute
- 16 Billy Joel, A Matter Of Trust
- 17 Midnight Star, Midas Touch
- 18 Simply Red, Money Tight
- 19 Aretha Franklin, Jumpin' Jack Flash
- 20 Madonna, True Blue
- 21 Cameo, Word Up
- 22 Corey Hart, I Am By Your Side
- 23 Lionel Richie, Dancing On The Ceiling
- 24 Jermaine Stewart, Jody
- 25 Journey, Girl Can't Help It
- 26 Peter Cetera With Amy Grant, The Next
- 27 Peter Cetera With Amy Grant, The Next
- 28 Steve Winwood, Freedom Overspill
- 29 The Temptations, Lady Soul
- 30 Peter Gabriel, In Your Eyes
- 31 Huey Lewis & The News, Hip To Be Squa
- 32 Bruce Hornsby & The Range, The Way It
- 33 Oran "Juice" Jones, The Rain
- 34 Bon Jovi, You Give Love A Bad Name
- 3

EX EX Joan Jett And The Blackhearts, Good M  
EX EX Robbie Nevil, C'est La Vie  
EX EX Bananarama, More Than Physical  
EX EX Chris DeBourgh, The Lady In Red

**93Q**  
HOT HITS KISS FM

Houston P.D.: John Lander  
1 Lisa Lisa & Cult Jam With Full Force,  
2 Uptown, I Know I'm Losing You  
3 Huey Lewis & The News, Stuck With You  
4 Oran "Juice" Jones, The Rain  
5 Cyndi Lauper, True Colors  
6 Robert Palmer, I Didn't Mean To Turn  
7 Boston, Amanda  
8 Bon Jovi, You Give Love A Bad Name  
9 Janet Jackson, When I Think Of You  
10 Madonna, True Blue  
11 Stacey Q, Two Of Hearts  
12 The Human League, Human  
13 Anita Baker, Sweet Love  
14 Ric Ocasek, Emotion In Motion  
15 Cameo, Word Up  
16 Tina Turner, Typical Male  
17 Genesis, Throwing It All Away  
18 Eddie Money, Take Me Home Tonight  
19 Huey Lewis & The News, Hip To Be Squa  
20 Glass Tiger, Don't Forget Me  
21 New Edition, Earth Angel  
22 Peter Gabriel, In Your Eyes  
23 Don Johnson, Heartbeat  
24 The Beatles, Twist And Shout  
25 Miami Sound Machine, Words Get In The  
26 Lionel Richie, Dancing On The Ceiling  
27 Aretha Franklin, Jumpin' Jack Flash  
28 Eurythmics, Missionary Man  
A39 Peter Cetera With Amy Grant, The Next  
A Bangles, Walk Like An Egyptian  
EX Elton John, Heartache All Over The Wo  
EX Wang Chung, Everybody Have Fun Tonight  
EX EX Chris DeBourgh, The Lady In Red  
EX DeWice, Who Says

**KMEL 100**

San Francisco P.D.: Steve Rivers  
1 Cameo, Word Up  
2 The Human League, Human  
3 Oran "Juice" Jones, The Rain  
4 Eddie Money, Take Me Home Tonight  
5 Robert Palmer, I Didn't Mean To Turn  
6 Five Star, Can I Wait Another Minute  
7 Madonna, True Blue  
8 Tina Turner, Typical Male  
9 Run D.M.C., You Be Illin'  
10 Nancy Martinez, For Tonight  
11 Cyndi Lauper, True Colors  
12 Howard Hewett, I'm For Real  
13 Ben E. King, Stand By Me  
14 Midnight Star, Midas Touch  
15 The B52's, Summer Of Love  
16 'Til Tuesday, What About Love  
17 The Bang Orchestra, Sample That  
18 Orchestral Manoeuvres In The Dark

22 The Secret Ties, Dancing In My Sleep  
20 Peter Gabriel, In Your Eyes  
21 Boston, Amanda  
23 Wang Chung, Everybody Have Fun Tonight  
24 Stacy Lattisaw, Nail It To The Wall  
25 Chico De Barge, Talk To Me  
26 Talking Heads, Wild Wild Life  
27 Jermaine Stewart, Jody  
28 Bon Jovi, You Give Love A Bad Name  
29 Janet Jackson, When I Think Of You  
30 Billy Idol, To Be A Lover  
31 EX Bananarama, More Than Physical  
32 Bruce Hornsby & The Range, The Way It  
33 Eurythmics, Missionary Man  
A33 Jesse Johnson, Crazy  
34 Lisa Lisa & Cult Jam With Full Force  
35 Huey Lewis & The News, Hip To Be Squa  
A Bangles, Walk Like An Egyptian  
A The Commodores, Going To The Bank

**SILVER**

**ZOO**  
WZLX 94.5 FM

Boston P.D.: Harry Nelson  
1 Billy Joel, A Matter Of Trust  
2 Robert Palmer, I Didn't Mean To Turn  
3 Don Johnson, Heartbeat  
4 Tina Turner, Typical Male  
5 Cyndi Lauper, True Colors  
6 Boston, Amanda  
7 Simply Red, Money's Too Tight  
8 Lisa Lisa & Cult Jam With Full Force,  
9 Anita Baker, Sweet Love  
10 The Human League, Human  
11 Journey, Girl Can't Help It  
12 Aretha Franklin, Jumpin' Jack Flash  
13 Peter Gabriel, In Your Eyes  
14 Oran "Juice" Jones, The Rain  
15 Eddie Money, Take Me Home Tonight  
16 Huey Lewis & The News, Stuck With You  
17 Janet Jackson, When I Think Of You  
18 Ric Ocasek, Emotion In Motion  
19 'Til Tuesday, What About Love  
20 Wang Chung, Everybody Have Fun Tonight  
21 Cameo, Word Up  
22 Talking Heads, Wild Wild Life  
23 Toto, I'll Be Over You  
24 Ben E. King, Stand By Me  
25 Wang Chung, Everybody Have Fun Tonight  
26 Corey Hart, I Am By Your Side  
27 Bon Jovi, You Give Love A Bad Name  
28 Bruce Hornsby & The Range, The Way It  
29 EX Timbuk 3, The Future's So Bright I Go  
30 Peter Cetera With Amy Grant, The Next  
A The Outfield, Everlytime You Cry  
EX Daryl Hall, Foolish Pride  
EX The Pretenders, Don't Get Me Wrong  
EX EX Steve Winwood, Freedom Overspill  
EX EX Billy Idol, To Be A Lover  
EX EX Lionel Richie, Love Will Conquer All  
EX EX Robbie Nevil, C'est La Vie

**WBSB**

Baltimore P.D.: Steve Kingston  
1 Janet Jackson, When I Think Of You  
2 Genesis, Throwing It All Away  
3 Miami Sound Machine, Words Get In The  
4 Anita Baker, Sweet Love  
5 Cyndi Lauper, True Colors  
6 Madonna, True Blue  
7 Glass Tiger, Don't Forget Me  
8 Huey Lewis & The News, Stuck With You  
9 Oran "Juice" Jones, The Rain  
10 Tina Turner, Typical Male  
11 Stacey Q, Two Of Hearts  
12 Cameo, Word Up  
13 Run-D.M.C., Walk This Way  
14 Boston, Amanda  
15 Nu Shooz, Point Of No Return  
16 Lisa Lisa & Cult Jam With Full Force,  
17 Robert Palmer, I Didn't Mean To Turn  
18 Loverboy, Heaven In Your Eyes  
19 The Human League, Human  
20 Steve Winwood, Higher Love  
21 Peter Cetera With Amy Grant, The Next  
22 Huey Lewis & The News, Hip To Be Squa  
23 Corey Hart, I Am By Your Side  
24 Lionel Richie, Love Will Conquer All  
25 Ben E. King, Stand By Me  
26 Bon Jovi, You Give Love A Bad Name  
27 EX Wang Chung, Everybody Have Fun Tonight  
28 Billy Idol, To Be A Lover  
29 EX Bangles, Walk Like An Egyptian  
30 EX Jermaine Stewart, Jody  
A Bruce Hornsby & The Range, The Way It  
A Toto, I'll Be Over You  
A Eddie Money, Take Me Home Tonight

**WAVA**  
POWER 107.5

Washington P.D.: Mark St. John  
1 Lisa Lisa & Cult Jam With Full Force,  
2 Janet Jackson, When I Think Of You  
3 Tina Turner, Typical Male  
4 Van Halen, Love Walks In  
5 New Edition, Earth Angel  
6 Huey Lewis & The News, Hip To Be Squa  
7 Glass Tiger, Don't Forget Me  
8 Genesis, Throwing It All Away  
9 The Human League, Human  
10 Madonna, True Blue  
11 Oran "Juice" Jones, The Rain  
12 Cyndi Lauper, True Colors  
13 Stacey Q, Two Of Hearts  
14 Loverboy, Heaven In Your Eyes  
15 Don Johnson, Heartbeat  
16 Robert Palmer, I Didn't Mean To Turn  
17 Boston, Amanda  
18 Peter Cetera With Amy Grant, The Next  
19 Corey Hart, I Am By Your Side  
20 Anita Baker, Sweet Love  
21 Bon Jovi, You Give Love A Bad Name  
22 Eddie Money, Take Me Home Tonight  
23 Daryl Hall, Dreamtime  
24 Cameo, Word Up  
25 Ric Ocasek, Emotion In Motion  
26 Jermaine Stewart, Jody

26 Billy Idol, To Be A Lover  
27 Wang Chung, Everybody Have Fun Tonight  
28 EX Huey Lewis & The News, Hip To Be Squa  
29 EX Lionel Richie, Love Will Conquer All  
30 EX Bangles, Walk Like An Egyptian  
A Toto, I'll Be Over You  
A The Pretenders, Don't Get Me Wrong  
EX Talking Heads, Wild Wild Life  
EX Cyndi Lauper, True Colors  
EX EX Aretha Franklin, Jumpin' Jack Flash  
EX EX Nu Shooz, Point Of No Return  
EX EX Bruce Hornsby & The Range, The Way It  
EX EX Elton John, Heartache All Over The Wo  
EX EX Ben E. King, Stand By Me

**94-Q**  
94.1 FM

Atlanta P.D.: Jim Morrison  
1 Tina Turner, Typical Male  
2 Cyndi Lauper, True Colors  
3 The Human League, Human  
4 Don Johnson, Heartbeat  
5 Anita Baker, Sweet Love  
6 Boston, Amanda  
7 Bon Jovi, You Give Love A Bad Name  
8 Janet Jackson, When I Think Of You  
9 Robert Palmer, I Didn't Mean To Turn  
10 Billy Joel, A Matter Of Trust  
11 Glass Tiger, Don't Forget Me  
12 Oran "Juice" Jones, The Rain  
13 R.E.M., Fall On Me  
14 Aretha Franklin, Jumpin' Jack Flash  
15 Eddie Money, Take Me Home Tonight  
16 Steve Winwood, Freedom Overspill  
17 Madonna, True Blue  
18 Genesis, Throwing It All Away  
19 Carl Anderson & Gloria Loring, Friend  
20 Lionel Richie, Love Will Conquer All  
21 Peter Gabriel, In Your Eyes  
22 Bruce Hornsby & The Range, The Way It  
23 Eurythmics, Missionary Man  
24 Triumph, Somebody's Out There  
25 David & David, Welcome To The Boom  
26 Toto, I'll Be Over You  
27 Peter Cetera With Amy Grant, The Next  
28 Talking Heads, Wild Wild Life  
29 Billy Idol, To Be A Lover  
30 Van Halen, Love Walks In  
31 Loverboy, Heaven In Your Eyes  
32 Ric Ocasek, Emotion In Motion  
33 EX Huey Lewis & The News, Hip To Be Squa  
34 EX Wang Chung, Everybody Have Fun Tonight  
35 EX 'Til Tuesday, What About Love  
A Billy Ocean, Love Is Forever  
A Howard Jones, You Know I Love You  
EX EX Ben E. King, Stand By Me  
EX EX Daryl Hall, Foolish Pride  
EX EX Gregory Abbott, Shake You Down  
EX EX Corey Hart, I Am By Your Side  
EX EX Timbuk 3, The Future's So Bright I Go  
EX EX The Pretenders, Don't Get Me Wrong

**WLOT 99.7**

Minneapolis P.D.: Tac Hammer  
1 Janet Jackson, When I Think Of You  
2 The Human League, Human

3 Eddie Money, Take Me Home Tonight  
4 Tina Turner, Typical Male  
5 Robert Palmer, I Didn't Mean To Turn  
6 Billy Joel, A Matter Of Trust  
7 Kenny Loggins, Playing With The Boys  
8 Stacey Q, Two Of Hearts  
9 Talking Heads, Wild Wild Life  
10 Cyndi Lauper, True Colors  
11 Toto, I'll Be Over You  
12 Ric Ocasek, Emotion In Motion  
13 Corey Hart, I Am By Your Side  
14 Madonna, True Blue  
15 Peter Cetera With Amy Grant, The Next  
16 Boston, Amanda  
17 Don Johnson, Heartbeat  
18 Journey, Girl Can't Help It  
19 Limited Warranty, Hit You  
20 Bruce Hornsby & The Range, The Way It  
21 Lisa Lisa & Cult Jam With Full Force,  
22 Billy Idol, To Be A Lover  
23 Wang Chung, Everybody Have Fun Tonight  
24 Huey Lewis & The News, Hip To Be Squa  
25 Bon Jovi, You Give Love A Bad Name  
26 Daryl Hall, Foolish Pride  
27 Lionel Richie, Love Will Conquer All  
28 Cameo, Word Up  
29 Bangles, Walk Like An Egyptian  
30 EX Oran "Juice" Jones, The Rain  
31 EX David & David, Welcome To The Boom  
32 Genesis, Throwing It All Away  
33 Howard Jones, You Know I Love You  
34 Paul Simon, You Can Call Me Al  
35 EX The Pretenders, Don't Get Me Wrong  
EX EX Jermaine Stewart, Jody

**KDWB**

St. Paul P.D.: David Anthony  
1 Janet Jackson, When I Think Of You  
2 Carl Anderson & Gloria Loring, Friend  
3 Homey Moon Suite, What Does It Take  
4 Robert Palmer, I Didn't Mean To Turn  
5 Sheena Easton, So Far So Good  
6 Miami Sound Machine, Words Get In The  
7 Eddie Money, Take Me Home Tonight  
8 Stacey Q, Two Of Hearts  
9 Billy Joel, A Matter Of Trust  
10 Huey Lewis & The News, Stuck With You  
11 Loverboy, Heaven In Your Eyes  
12 The Human League, Human  
13 Tina Turner, Typical Male  
14 Kenny Loggins, Playing With The Boys  
15 Madonna, True Blue  
16 Boston, Amanda  
17 Berlin, Take My Breath Away  
18 Corey Hart, I Am By Your Side  
19 Cyndi Lauper, True Colors  
20 Ric Ocasek, Emotion In Motion  
21 Genesis, Throwing It All Away  
22 Peter Cetera With Amy Grant, The Next  
23 Paul Simon, You Can Call Me Al  
24 Far Corporation, Starway To Heaven  
25 Bruce Hornsby & The Range, The Way It  
26 Oran "Juice" Jones, The Rain  
27 Toto, I'll Be Over You  
28 Harold Faltermeyer, Top Gun Anthem  
29 Limited Warranty, Hit You  
30 Triumph, Somebody's Out There  
31 David & David, Welcome To The Boom  
32 The Beach Boys, California Dreamin'  
33 Robbie Nevil, C'est La Vie

34 Wang Chung, Everybody Have Fun Tonight  
35 Huey Lewis & The News, Hip To Be Squa  
36 EX Steve Winwood, Freedom Overspill  
37 Quiet Riot, The Wild And The Young  
38 Talking Heads, Wild Wild Life  
A39 Cameo, Word Up  
A40 Bon Jovi, You Give Love A Bad Name  
A Bangles, Walk Like An Egyptian  
A Elton John, Heartache All Over The Wo  
EX EX Joan Jett And The Blackhearts, Good M

**KITS**

San Francisco P.D.: Richard Sands  
1 Cyndi Lauper, True Colors  
2 The Human League, Human  
3 Oran "Juice" Jones, The Rain  
4 Madonna, True Blue  
5 Huey Lewis & The News, Stuck With You  
6 Miami Sound Machine, Words Get In The  
7 Janet Jackson, When I Think Of You  
8 Tina Turner, Typical Male  
9 Boston, Amanda  
10 Robert Palmer, I Didn't Mean To Turn  
11 Bananarama, Venus  
12 Berlin, Take My Breath Away  
13 Billy Idol, To Be A Lover  
14 Run-D.M.C., Walk This Way  
15 Eddie Money, Take Me Home Tonight  
16 Cameo, Word Up  
17 Genesis, Throwing It All Away  
18 Eurythmics, Missionary Man  
19 Talking Heads, Wild Wild Life  
20 Steve Winwood, Higher Love  
21 Jermaine Stewart, Jody  
22 Peter Gabriel, In Your Eyes  
23 General Kane, Crack Killed Apple Jack  
24 Aretha Franklin, Jumpin' Jack Flash  
25 'Til Tuesday, What About Love  
26 Steve Winwood, Freedom Overspill  
A27 Orchestral Manoeuvres In The Dark,  
28 David & David, Welcome To The Boom  
29 Ric Ocasek, Emotion In Motion  
30 EX Bruce Hornsby & The Range, The Way It  
EX Corey Hart, I Am By Your Side  
EX R.E.M., Fall On Me  
EX EX Loverboy, Heaven In Your Eyes  
EX EX Bangles, Walk Like An Egyptian  
EX EX Wang Chung, Everybody Have Fun Tonight  
EX EX Bon Jovi, You Give Love A Bad Name  
EX EX The Pretenders, Don't Get Me Wrong  
A Huey Lewis & The News, Hip To Be Squa  
A Howard Jones, You Know I Love You  
A Bananarama, More Than Physical

# Washington Roundup

BY BILL HOLLAND

**A HOUSE-SENATE** conference committee has put the brakes on efforts by House Speaker Thomas (Tip) O'Neill, D-Mass., to make the Fairness Doctrine the law of the land. Instead, the committee adopted compromise language to be included in the "continuing resolution" government funding bill. Efforts by the NAB's legislative office got the phones ringing up on Capitol Hill, and the compromise went through on Oct. 10. Now the FCC must hang on to the Doctrine until Congress returns; broadcasters will have another chance to let legislators know they don't want it.

**MICKEY MOUSE** Marriot elevators... Remember the gridlock at the big hotel during Radio '86 in New Orleans? Well, NAB asked for a meeting with Marriot about the logistical catastrophe, which evidently not only inconvenienced guests, but may have cost hospitality suite groups both business and bucks. The result? Marriot, according to the NAB, will offer "restitution" to suite holders on a case-by-case basis following written complaints. In all fairness, though, some suite holders told NAB they couldn't have handled any more traffic. By the way, Washington Roundup got a very nice letter from

the hotel apologizing for the elevator service. Frankly, we were hoping for a package of fast-frozen seafood gumbo, but a letter's good enough. Bon temps rouler!

**THE FCC HAS DENIED** reconsideration of its October 1985 decision to loosen the rules requiring proof-of-performance measurements by AM stations using directional antennas as well as the criteria for antenna monitor sampling approval. The Assn. of Federal Communications Consulting Engineers (AFCCCE), among others, had sought reconsideration. However, the FCC did add a note to new rules explaining where and how interested parties can locate the deregulated public notice. Let's hope folks can find the note.

**MINORITY-OWNED** radio and TV stations now comprise 2.1% of all U.S. stations—209 radio stations and 38 TV stations—according to the results of a five-year NAB survey. The breakdown of radio: Blacks own 94 AM and 56 FM stations; Hispanics own 35 AM and nine FM outlets; native Americans own five AM and eight FM stations; and Asian-Americans own one AM and one FM station. There are more than 10,000 radio stations across the country.

**THE FIRST OF SEVERAL** NAB

groups to endorse the voluntary standard for improved AM service is the Medium Market Radio Committee, which also encouraged all NAB members to send in comments on the draft standard by Dec. 15. The standard posits a 10 kHz limit on audio bandwidth, use of a 75 microsecond pre-emphasis, and a complementary AM receiver use of de-emphasis. The standard was announced at Radio '86. Comments should be sent to NAB, c/o the National Radio Systems Committee (NRBC).

**NANCY REAGAN** wrote a little thank-you note to the nation's broadcasters last month. The First Lady told the NAB that the work they are doing "on behalf of the fight against substance abuse in our country is of tremendous importance."

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# Reliance Puts KVIL Dallas, Six Other Outlets On Block

BY CHARLENE ORR

**DALLAS** Anyone with an extra \$170 million this year can purchase the perfect Christmas present. This city's almost perennial market leader, adult contemporary outlet KVIL, is part of a radio package available to the highest bidder for the third time in the last three years.

The Reliance Capitol Group put KVIL and its sister AM, KVIX, on the block along with six other radio outlets: WFLA/WPDS Tampa, Fla.; WIBC/WNAP Indianapolis; and WHDH/WZOU Boston. The radio stations are John Blair & Co. properties and are expected to be posted for between \$170 million and \$175 million.

(Although KVIL remains a valuable property, it recently lost its No. 1 status, at least for now. For the first time in recent memory, urban outlet KKDA-FM topped KVIL in the summer Arbitrons, pulling an 8.9 overall share, while KVIL dropped from an 8.8 to a 7.1 to finish second in Dallas.)

Sources estimate that KVIL alone will carry a price tag of between \$90 million and \$100 million. If the station sells at that price, the transaction would double the current record for the price paid for a single station. That record

was established early this year when Infinity purchased KROQ Los Angeles for \$45 million.

Reliance bought the eight radio stations, along with five television properties and Blair's sales rep and syndication businesses, for \$356.5 million in August. On Sept. 19, the FCC approved Reliance's control of the broadcast properties. According to sources here, it was at this time that Reliance made moves to sell all but two of its broadcast outlets.

Blair's TV syndication business, Blair Syndication, and its radio and television advertising divisions will remain part of Reliance after the broadcast facilities are sold.

At presstime, Reliance was extremely tight-lipped about the transaction. Therefore, it is not known whether the stations will be sold only as a package or if bids will be accepted for individual properties.

Dave Spence, general manager of KVIL, was not able to shed much light on the deal, although he says he does not expect the station to be strongly affected.

"We've been through it all before," Spence notes. "For most of us, this is our fourth set of owners. We've come to realize that it doesn't matter who owns the station as long as they let us run it."

# Journey Glad To Be On Long & Winding Tour Road

BY STEVE GETT

NEW YORK Journey vocalist Steve Perry couldn't be happier now that the group has embarked on a U.S. tour to promote its Columbia album "Raised On Radio."

"Performing live is the reason I got into this business," says Perry. "Making records is a different enjoyment and can be the frustrating side of it too. But I love being on the road and always will."

Originally scheduled to play summer concerts, Journey was forced to delay its tour when it encountered problems finding a new rhythm section. The tour finally kicked off in early September and represents the band's first road outing since 1983.

Though absent from the concert

circuit for the past three years, the members of Journey have not been idle. In addition to launching his own guitar company, guitarist Neal Schon teamed briefly with Sammy Hagar in the group HSAS. That outfit played several concerts and released a live album on Geffen.

Perry recorded his Columbia debut solo set, "Street Talk," which produced the hit singles "Oh Sherrie" and "Foolish Heart." Says the vocalist, "That was one of the most fun experiences I've had. I wanted to touch on a lot of different types of music and feel I accomplished that."

The idea of playing solo concerts was considered, but, says Perry, "I'd just got off 107 shows with Journey and basically decided I

would stay at home for a while."

The emergence of "Street Talk" precipitated rumors that Perry was planning to quit Journey. "Those thoughts certainly crossed my mind," he says. "But then I got a call from Jon [Cain, Journey's keyboardist] saying he thought there were some unfinished songs lying around and that he wished I'd think

about coming back to work with the band."

Though Perry returned to the Journey camp, bassist Ross Valory and drummer Steve Smith both quit the lineup. "They weren't pleased with the kind of music we were playing and weren't too keen on touring," says Perry. "So we asked if they'd mind us replacing them."

Smith, who has since joined the jazz outfit Steps Ahead, played on three of the "Raised On Radio" songs. For the rest of album, the nucleus of the band—Perry, Schon, and Cain—enlisted various session players to handle rhythm chores.

Studio sessions for the new album saw Perry producing Journey (Continued on page 28)



**Record Breaker.** At a recent ceremony in New York, rock drummer Luis Cardenas, center, was officially entered into the Guinness Book of Records for having the world's largest drum kit. Cardenas, who recently released his debut Allied Artists album, "Animal Instinct," was presented with an official certificate by the book's editor-in-chief, Alan Russell, left. Also on hand for the event was Kim Richards, Cardenas' manager and head of Allied Artists. (Photo: Chuck Pulin)

## PolyGram Salutes Cinderella Gold Rush; Lauper Delays Tour But Keeps Money

by Steve Gett

NEW YORK PolyGram threw an Oct. 10 luncheon at New York's Tavern On The Green honoring the RIAA gold certification of Cinderella's debut album, "Night Songs." MTV DJ Mark Goodman was on hand to present the members of the Philadelphia hard rock quartet with gold albums. PolyGram chief Dick Asher and key label executives Bob Jamieson and Harry Anger gave brief congratulatory speeches.

Stressing the label's delight in notching up sales of more than 600,000 on "Night Songs" without the support of a hit single, Jamieson promised, "We're going all the way with this album."

Gold awards were also given to MTV's Les Garland for the channel's support in breaking Cinderella, to members of the label's national field staff, and to Cinderella manager Larry Meiser, who tipped his hat to a&r staffer Derek Shulman for signing the band. It was Shulman, you may recall, who gave On The Beat a sneak preview of "Night Songs" last May. (Remember: You read it here first!)

After lunch, the band members chatted enthusiastically about their current stint as openers for David Lee Roth. Upon completion of the Roth dates, Cinderella will connect with label mates Bon Jovi on the "Slippery When Wet" tour. By the way, congrats to Jon Bon Jovi and his New Jersey rockers for hitting No. 1 on this week's Top Pop Albums chart.

**SHE BOPS—HE ROCKS:** Cyndi Lauper has postponed her U.S. tour, originally set for an Oct. 24 start. Word has it she will now hit the road in late November or early December. As originally planned, Eddie Money will be Lauper's opening act.

Currently climbing the Hot 100 Singles chart with "Take Me Home Tonight," his duet with Ronnie Spector, Money has a new touring band. The lineup features guitarists John Nelson and Tom Girven, bassist Jamie Hunting, keyboardist Kai Gilbert, and ex-Untouchables drummer Glenn Symmonds.

After a three-year hiatus, Money recently returned to the concert scene, playing several headlining dates to support his latest Colum-

bia album, "Can't Hold Back."

**SHORT TAKES:** George Michael, Paul Young, and Duran Duran's Simon LeBon were among those who showed at Cameo's recent sold-out London concerts... Look for the "King Of The Schmooze" profile of CBS head honcho Walter Yetnikoff in the latest issue of Esquire... Elton John, David Lee Roth, Cher, and Pee Wee Herman appeared on the Oct. 9 premiere of Fox-TV's new "Late Show Starring Joan Rivers"... Kirk Brandon has reformed Spear Of Destiny. The group is working on a new album

for the new B.A.D. album, but he has denied rumors that he will be touring with the band.

**SHORT TAKES II:** Vinnie Vincent Invasion will be supporting its self-titled Chrysalis debut album as opening act on the Alice Cooper tour, which kicks off Oct. 28 in Lansing, Mich.... Local act Gerard heads the nomination list for Milwaukee's annual WAMI Awards ceremony, to be held Oct. 27 at the Oriental Theater. Gerard, also set for an appearance on the TV show "Star Search," is up for 12 awards. Other nominees include the BoDeans, Violent Femmes, Bad Boy, and X-570... Berlin is taking PolyGram act the Rainmakers out on its tour, which runs through mid-December... The Jets and Mazarati have renewed contracts with the Good Music Agency... Pittsburgh's Civic Arena unveiled an interesting configuration when it presented a Sept. 14 Quiet Riot/Keel show in the new Backstage Theater. With two-thirds of the arena closed off, a crowd of 3,500 can be seated behind the regular stage area, thus creating a more intimate venue... Michael Des Barres is set to star in the 1987 movie "Nightflyers." What his publicist probably won't remind you of is that back in 1967 a young Mikey appeared in the Sidney Poitier flick "To Sir With Love."

**STICKY SITUATION:** Elvis Costello's U.K. label, Demon Records—the artist has an interest in the company—has run into problems with the cassette packaging for his "Blood & Chocolate" album, which copies the design of Cadbury's Bourneville chocolate bar. Cadbury's has requested that Demon destroy its stock of said item and that all copies be withdrawn from stores.

"We have nothing against pop music; in fact, we're about to launch a massive television advertising campaign with Elton John," says a Cadbury's spokesperson. He says the company took exception to the design being used without permission.

Demon general manager Andy Childs says the label will comply with the demands and adds that there should be few problems because the Costello cassette has only been distributed through Virgin stores.

## ON THE BEAT

Artist news, touring, signings, venues... for those who need to know

after inking a U.K. deal with 10 Records... Rumor has it that David Bowie will be playing keyboards on Iggy Pop's upcoming tour. The not-so-thin white one handled the job on Pop's 1977 dates... After co-producing Motorhead's new GWR/Profile album, "Orgasmatron," with Bill Laswell, Jason Corsaro is working on Arista's Latin Quarter in Britain... Following national tours with AC/DC and Ozzy Osbourne, Queensryche is supporting its EMI America album "Rage For Order" with a series of headlining dates... Bryan Adams recently donated his 1930 Estey Baby grand piano to his junior high alma mater, Sutherland High School in North Vancouver... When one of Prince's June concerts in Detroit was recently aired on British TV, a local paper made an amusing error by listing one of the Purple Pain's hits as "When Dogs Cry." How!

**BAD TO THE BONE:** With its second Columbia album, "No. 10 Upping St.," just out, Big Audio Dynamite kicks off a European tour Oct. 30 in Belfast, Northern Ireland. No word as yet on any U.S. dates.

Meanwhile, B.A.D. guitarist Mick Jones has reportedly been writing songs for ex-Clash pal Joe Strummer's debut solo album, which he may also produce. Strummer was on hand during studio ses-

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11:30—2:30

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# CMJ MUSIC MARATHON

## THE DISCOVERY & DEVELOPMENT OF NEW ARTISTS

OCTOBER 30 - NOVEMBER 2, NEW YORK CITY

### SCHEDULE OF EVENTS

(Program subject to change)

Thursday, October 30

#### COLLEGE RADIO: Present & Future

Evening: Club Weekend in NYC

Halloween, Friday, October 31

#### DISCOVERY OF NEW ARTISTS

10:00 - 11:00 am

##### KEYNOTE ADDRESS

Jeff Ayeroff (Managing Director, Virgin Records, U.S.)

11:00 - 12:30 pm

##### METAL MARATHON KEYNOTE ADDRESS

Ronnie James Dio

##### FROM THE TURF TO THE TOP—A CASE STUDY

12:30 - 2:00 pm

##### INDEPENDENT RECORD LABELS

Howard Wuefling (Jem Records), moderator

##### MUSIC PUBLISHING

David Renzer (Jive/Zomba), moderator

Panelists: Lew Bachman (AGAC Songwriters Guild),  
Cherie Fonorow (Chrysalis), Holly Greene (Jo Bet),  
Mark Levinsohn (Attorney), Deidra O'Hara (CBS Songs),  
Lennie Petze (Epic)

##### INTERNATIONAL LICENSING

##### REGGAE WORKSHOP

Amy Wachtel (Night Nurse - CMJ Reggae Route), moderator

Panelists: Tad Dawkins (Reggae Music USA),  
Sister Del (WVOF), Dr. Dread (RAS),  
Trevor James (Esthetic Enterprises)

##### METAL MARATHON I

Fresh Metal: Discovery & Development

Walter O'Brien & Bob Chipaldi

(Concrete Marketing & Management), co-moderators

Panelists: Ida Langsam (Public I), and more

2:00 - 3:30 pm

##### COLLEGE AND ALTERNATIVE RADIO

David Scharff (NY Talk), moderator

Panelists: Gerard Cosloy (Homestead),

Scott Forman (Metro-America), Christie Lefebvre (WBIM),

Michael Scott (Fresh), John Van Citters (WUSC),

Lisa Yimm (KUSF)

##### MANAGEMENT

Richard Grabel (Cowan & Bodine), moderator

Panelists: Jim Barber (Wasted Management),

Lyor Cohen (Rush Productions), Michael Hill

(Warner Bros.), Emily Kaplan (Salem 66), Marina Lutz

(Raunch Hands), David Savoy (Husker Du), Andy Schwartz

(Beat Rodeo), Bob Singerman (Singer Management)

##### FANZINES AND LOCAL PRESS

Byron Coley (Forced Exposure), moderator

Panelists: Ted Gottfried (See Hear), Glen Morrow

(ex-New York Rocker), Liz Phillips (Matter),

Barbara Anne Rice (Truly Needy), Doug Simmons

(Village Voice), Barry Solz (Suburban Relapse)

#### RHYTHM WORKSHOP

Jill Hazelton (CMJ Beat Box), moderator

Panelists: Rusty Garner (Capitol/EMI),

Joe Grant (Atlantic), Chris LaSalle (Profile),

"Mr. Bill" Stephney (Def Jam/Rush Productions)

#### METAL MARATHON II

Underground Metal

Don Kaye (WBCR, Kerrang!), moderator

Panelists: Connie Barrett (Hard Core Management),

Charlie Benante (Anthrax), Tim Carr (Capitol),

Gene Khoury (Hard Rock), Joe Leonard (Combat),

Michael Schnapp (Rock Hotel), Brian Slagel (Metal Blade)

3:30 - 5:00 pm

#### A&R

Tim Carr (Capitol), moderator

#### THE UNDERGROUND CONCERT CIRCUIT

Steve Fallon (Maxwell's, Coyote Records), moderator

Panelists: Liz Cox (Christmas), Lilly Dennison

(Scruffy The Cat), Bob Mauld (Husker Du),

Frank Riley (Venture Booking)

#### NEW TECHNOLOGY

#### JAZZ WORKSHOP

Suzanne Berg (Gramavision), moderator

#### METAL MARATHON III

Hard Rockin' Around The World

Bruce Kirkland (Second Vision), moderator

Evening: "Scary Monsters" Halloween

Costume Ball starring Shriekback

Plus Club Weekend in NYC

Saturday, November 1

#### DEVELOPMENT & MARKETING OF NEW ARTISTS

10:00 - 11:30 am

##### MAJOR RECORD LABELS

Pam Kent (Landslide), moderator

Panelists: Karen Glauber (A&M), Dave Johnson (Elektra),

and more.

##### MUSIC JOURNALISM

Anthony De Curtis (Rolling Stone), moderator

Panelists: J.D. Considine (Freelance),

Sally Cragin (Freelance), Bill Flanagan (Musician),

Nelson George (Billboard), John Leland (Spin)

##### CHR

##### FOLK WORKSHOP

Tom Goodkind (Washington Squares), moderator

##### INTERNATIONAL ARTIST DEVELOPMENT

Peter Wright (Peter Wright Promotions), moderator

Panelists: Barry Feldman (Upside), Mick Leyland

(Vinyl Mania), Steve Montgomery (Steve Montgomery

Presents), Dan Osbourne (WNUR), Ashly Warren

(Caroline Imports)

11:30 - 1:00 pm

#### THE COLLEGE RADIO AUDIENCE

Nan Fisher (MCA), moderator

Panelists: Michael B. (KXLU), Todd Bisson (WUNH),

Nick Cucci (Relativity), Jennifer Grossberndt (WRAS),

Faith Henschel (KCMU), Nancy McCoy (Big Time),

Mike Mena (A&M), Claudia Stanten (Rockpool)

#### VISUAL MARKETING

#### INDIE DISTRIBUTION

Chris Osgood (Twin/Tone), moderator

Panelists: Steve Daly (Caroline), Graham Hatch (Frontier),

Linda Marazi (JEM), Craig Marks (Dutch East India),

Michelle Mena (Pipeline)

#### COUNTRY WORKSHOP

Brenna Davenport (RCA), moderator

Panelists: Jim Bessman (Freelance), Will Botwin (Side One)

Tony Brown (MCA), Steve Earle (Recording Artist/MCA),

Mary Martin (RCA), Eddie Reeves (Warner Bros.),

David Zimmerman (USA Today)

#### METAL MARATHON I

Metal and Radio

Brad Hunt (Elektra), moderator

Panelists: Mark DiDia (F.M.Q.B. Album Report),

Phil Hardy (WSOU), Rich Lacourciere (WCWP),

Drew Murray (PolyGram), Trip Reeb (KISS),

Mark Snider (MJ Metal Shop)

1:00 - 2:30 pm

#### THE RETAIL CONNECTION

Cathy Lincoln (Warner Bros.), moderator

Panelists: Jim Brandt (Concrete Management & Marketing

David Giles (Ruthless), Blake Gumprecht (Twin/Tone),

Pat Hall (Slash), Graham Hatch (Frontier),

Scott Martin (SRO Marketing)

#### PROGRESSIVE ALBUM RADIO

John Mrvos (EMI), moderator

Panelists: Larry "The Duck" Dunn (WJLR), Bill Hard

(The Hard Report), Jack Isquith (Epic), Mark Kates (Big Time),

Charlie Kendall (WNEV), Norm Winer (WXRT)

#### THE VIDEO MEDIUM

George Aposporos (Vusic Express Ltd.), moderator

#### UNDERGROUND NETWORKING

Scott Becker (Option), moderator

#### METAL MARATHON II

Metal In The Eyes Of The Public

Dave DiMartino (Creem), moderator

2:30 - 4:00 pm

#### SUCCESSFULLY MARKETING

#### A NEW ARTIST—TYING IT ALL TOGETHER

Tony James (Sigue Sigue Sputnik), moderator

#### METAL MARATHON III

Metal Artist Panel

4:00 - 5:30 pm

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# Hall: Solo Stint Won't Have Snappy Ending

## Plans Tour Without Oates In '87

BY STEVE GETT

NEW YORK After enjoying a top five hit with "Dreamtime," the lead-off single from his RCA album "Three Hearts In The Happy Ending Machine," Daryl Hall has no complaints about life as a solo artist. Hall, who recently returned from a European promotional visit during which he filmed a video for the follow-up single, "Foolish Pride," says he's not ready to start working with

longtime partner John Oates just yet.

"I feel like I'm a new artist in a lot of ways, even though I'm identifiable with a lot of things," says Hall. "When it's time to work with John, I want it to be a special project. It shouldn't be a case of resuming things, it should be completely new, and that's going to take time. But it's also a matter of wanting to solidify the separation in people's minds."

Of the decision to launch his new album with the up-tempo, hard-edged

"Dreamtime," Hall says, "It sets the tone for the album and makes an obvious break with what I've done in the immediate past. It's a transition song."

Though Hall has broken new musical ground with "Three Hearts In The Happy Ending Machine," the album does not veer as far from the mainstream as did his debut solo set, "Sacred Songs," on which he collaborated with Robert Fripp.

"That whole period of time when I was doing 'Sacred Songs,' whether I was working with Robert or in Hall & Oates, was very experimental," says Hall. "I was trying to find my musical direction and my focus. I think I finally found what I was searching for on the [1980 Hall & Oates] 'Voices' album. That's when I figured out how to put all the stylistic elements together to make my unique style, whatever that is."

Hall is clearly keen to maintain the creative interplay that comes from working with Oates, though. Rather than going totally solo on "Three Hearts In The Happy Ending Machine," Hall found himself drawing on the talents of the Eurythmics' Dave Stewart and longtime bassist Tom "T-Bone" Wolk, listed as the album's co-producers.

"Dave is a really humorous, quick-thinking person, and I like to bounce off people in a really casual way," says Hall. "I didn't need someone to take me in hand and lead me someplace—I had all that together."

Hall describes Stewart as a catalyst for the project: "He just kind of got the machine started. Although he was only involved at the beginning of the album, we collaborated on songs and came up with ideas that made me think of things in a slightly different way. And I had T-Bone to take care of the real technical stuff."

Hall is eager to play solo concerts. "The way it looks at the moment, I'll be going out in January and doing a world tour. I want to tour extensively in Europe, but in the States I'm not really keen to play large halls. I may want to play in smaller places."



**Celebration Days.** Epic recording artists Claudja Barry and Carl Anderson connected at a Manhattan party thrown by the label in honor of their recent hit singles: Barry hit No. 1 on dance charts with "Down And Counting," while Anderson has enjoyed pop success with "Friends And Lovers," his duet with Gloria Loring.



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## Talent in Action

38 SPECIAL  
BON JOVI

Meadowlands Arena  
East Rutherford, N.J.  
Tickets: \$15.50; \$13.50

STRONG DOUBLE BILLS serve to boost ticket sales, but they also run the risk of a main attraction being upstaged by its opening act. And that's exactly what happened at this Sept. 12 concert. Headliner 38 Special did not give a poor performance—in fact, it was quite good—but at this show everything seemed to be working in favor of support band Bon Jovi, whose third PolyGram album, "Slippery When Wet," is charging up the Top Pop Albums chart.

Bon Jovi's explosive performance drew on a variety of tunes: "In And Out Of Love"; "Runaway"; the current hit single, "You Give Love A Bad Name"; and a rendition of the classic "Walk Away Renee." With no signs of slowing down, the set ran

some 70 minutes, prompting officials to turn on the house lights. A victorious Jon Bon Jovi then strutted off the stage with two female fans who had succeeded in getting past security.

Sporting a new stylish look in an attempt to shake its outdated Southern rock image, 38 Special gave a performance that centered on past and present hits. Among them were "Back Where You Belong," "Somebody Like You," "Stone Cold Believer," and "Rockin' Into The Night."

38 Special lacked the excitement and spontaneity of Bon Jovi, but the headliner's quality and level of professionalism could not be faulted.

LINDA MOLESKI

THE RAINMAKERS

Lone Star Cafe, New York  
Tickets: \$10

WITH ITS UNCOMPROMISING blend of humor, intelligence, and (Continued on page 29)

## JOURNEY TOUR

(Continued from page 26)

for the first time. Once he had proved his production capabilities on "Street Talk," Perry says, "The other guys in the band decided they wanted me to be at the helm just to protect their own interests."

"They wanted to have as much production input as the next person and felt a producer-producer in there strictly taking over the helm could cut off their creative ability. Journey knows what it should sound like, so we all agreed I would be a good, safe, nondictator-type producer. But they really helped me out, and we kind of worked as a team."

"Raised On Radio," arguably Journey's most polished album to date, hit record stores in the spring. The group received a good deal of publicity by not initially supporting the album with videoclips. "Girl Can't Help It," at No. 19 on this week's Hot 100 Singles chart, has an accompanying live-performance

clip, but the previous singles from the album, "Be Good To Yourself" and "Suzanne," relied strictly on radio promotion.

"I think we could have probably sold more records if we'd had video," says Perry. "But this band has integrity to maintain—we're not simply living by the units. One thing that pisses me totally off is that everybody thinks this band is about as self-defined as Velveeta cheese, and that's bullshit. Journey is what it is, knows what it is, and does what it does when it wants to."

"So yes, I do think the album may have gotten hurt a bit because we didn't do the standard thing and release videos. I think videos are a very powerful medium, and I just wanted to treat them with all the respect they deserve, to do them properly, and not just throw something out because someone says it's what everybody's doing."

Rather than film conceptual vid-

eoclips, Perry says, he and the other Journey members were more comfortable with a live-performance shoot. The "Girl Can't Help It" video, filmed at the Mountain Air II festival in California, is part of an upcoming documentary on the band.

Journey will continue playing live dates in the U.S. through January before embarking on a Japanese tour. Tentative plans call for a second North American leg to commence in early 1987.

With songs like "Positive Touch," "Happy To Be," and "Once You Love Somebody" offering obvious hit-single potential, "Raised On Radio" looks likely to climb beyond its current platinum status. Confident that touring will increase sales of the album, Perry says, "I think live is where our music really belongs, where we come across best, and I think it's what sells the records."



# BOXSCORE TOP CONCERT GROSSES

ARTIST(S)	Venue	Date(s)	Gross Ticket Price(s)	Attendance Capacity	Promoter
GENESIS	Madison Square Garden New York, N.Y.	Sept. 29-Oct. 3	\$1,898,937 \$20/\$17.50	99,500 five sellouts	Ron Delsener Enterprises
GENESIS	Rosemont Horizon Rosemont, Ill.	Oct. 5-10	\$1,784,772 \$17.50	101,987 sellout	Jam Prods.
BILLY JOEL	The Spectrum Philadelphia, Pa.	Oct. 7-8, 13	\$916,065 \$17.50/\$15	55,372 sellout	Electric Factory Concerts
BOB SEGER & THE SILVER BULLET BAND THE FABULOUS THUNDERBIRDS	Madison Square Garden New York, N.Y.	Sept. 23, 25	\$591,000 \$19/\$17	32,000 sellout	Ron Delsener Enterprises
JOURNEY GLASS TIGER	Joe Louis Arena Detroit, Mich.	Oct. 8-9	\$577,616 \$16.50	35,007 sellout	Brass Ring Prods.
BOB SEGER & THE SILVER BULLET BAND FRANKIE MILLER	Providence Civic Center Providence, R.I.	Oct. 11-12	\$371,029 \$16/\$15	23,464 sellout	Frank J. Russo
BOB SEGER & THE SILVER BULLET BAND FRANKIE MILLER	Centrum in Worcester Worcester, Mass.	Oct. 7-8	\$365,044 \$17/\$15	22,336 sellout	Don Law Co.
KENNY ROGERS & DOLLY PARTON LEE GREENWOOD	Maple Leaf Gardens Toronto, Ontario	Oct. 8	\$346,064 (\$432,580 Canadian) \$35/\$30/\$27.50	13,833 14,500	Concert Prods. International
BILL COSBY	Joe Louis Arena Detroit, Mich.	Oct. 10	\$336,690 \$50/\$25/\$20/\$15	14,578 20,698	Brass Ring Prods.
DAVID LEE ROTH CINDERELLA	Meadowlands Arena East Rutherford, N.J.	Oct. 10	\$331,973 \$17.50/\$15.50	20,701 sellout	Monarch Entertainment Bureau John Scher Presents
BILL COSBY	Met Center Bloomington, Minn.	Oct. 11	\$330,098 \$18.50/\$17	18,143 sellout	Artist Consultants Prods. Frank Prods.
BILLY JOEL	Capitol Centre Landover, Md.	Oct. 10	\$315,402 \$17.50	18,023 sellout	Cellar Door Prods.
THE MOODY BLUES THE FIXX	Radio City Music Hall New York, N.Y.	Oct. 6-7	\$314,380 \$22.50/\$20	14,784 17,622 sellout	Radio City Music Hall Prods.
NEIL YOUNG & CRAZY HORSE	Maple Leaf Gardens Toronto, Ontario	Oct. 3	\$308,548 (\$385,685 Canadian) \$23.50	16,412 16,500	Concert Prods. International
WILLIE NELSON & FAMILY PATTY LOVELESS	Holiday Star Theatre Merrillville, Ind.	Sept. 24-28	\$307,384 \$22	13,972 17,000	Whiteco Star Tickets
NEIL YOUNG & CRAZY HORSE	Madison Square Garden New York, N.Y.	Oct. 7	\$280,000 \$19/\$17	16,100 sellout	Ron Delsener Enterprises
BOB SEGER & THE SILVER BULLET BAND JOHN EDDIE	Capitol Centre Landover, Md.	Oct. 5	\$252,434 \$15/\$17	14,938 sellout	Cellar Door Prods.
ASHFORD & SIMPSON EL DEBARGE	Radio City Music Hall New York, N.Y.	Sept. 26-27	\$237,558 \$22.50/\$20	11,219 11,748	Radio City Music Hall Prods.
LIONEL RICHIE SHELIA E.	The Omni Atlanta, Ga.	Oct. 10	\$235,043 \$17.50	13,431 sellout	Alex Cooley/Southern Promotions Turning Point Prods.
DAVID LEE ROTH CINDERELLA	The Spectrum Philadelphia, Pa.	Oct. 11	\$228,729 \$14.50/\$12.50	16,706 sellout	Electric Factory Concerts
BOB SEGER & THE SILVER BULLET BAND THE FABULOUS THUNDERBIRDS	Nassau Veterans Memorial Coliseum Uniondale, N.Y.	Sept. 26	\$228,000 \$17/\$15	16,000 sellout	Ron Delsener Enterprises Larry Vaughan Presents
VAN HALEN BACHMAN-TURNER OVERDRIVE	Frank Erwin Center Univ. of Texas Austin, Texas	Oct. 4	\$220,731 \$15/\$13	15,741 16,881	in-house PACE Concerts Stardate Concerts
LIONEL RICHIE SHELIA E.	Birmingham-Jefferson Civic Center Birmingham, Ala.	Oct. 11	\$197,357 \$16.50	11,961 sellout	New Era Prods. Turning Point Prods.
DAVID LEE ROTH CINDERELLA	Capital Centre Landover, Md.	Oct. 7	\$183,615 \$15	12,241 15,000	Cellar Door Prods.
LIONEL RICHIE SHELIA E.	Mid-South Coliseum Memphis, Tenn.	Oct. 7	\$179,850 \$16.50	10,900 sellout	Mid-South Concerts
NEIL YOUNG & CRAZY HORSE	Cobo Arena Detroit, Mich.	Oct. 11	\$165,165 \$16.50	10,010 12,191	Brass Ring Prods.
THE MOODY BLUES THE FIXX	The Spectrum Philadelphia, Pa.	Oct. 10	\$164,179 \$14.50/\$12.50	11,756 12,742	Electric Factory Concerts
VAN HALEN BACHMAN-TURNER OVERDRIVE	Rushmore Plaza Civic Center Rapid City, S.D.	Oct. 11	\$162,000 \$16/\$15	11,000 11,200	United Concerts
VAN HALEN BACHMAN-TURNER OVERDRIVE	San Antonio Convention Center San Antonio, Texas	Oct. 3	\$154,685 \$15.15	10,563 sellout	Stone City Attractions PACE Concerts
VAN HALEN BACHMAN-TURNER OVERDRIVE	Pan American Center Las Cruces, N.M.	Oct. 6	\$154,350 \$15	10,290 sellout	PACE Concerts Stardate Concerts
STEVIE WONDER	Providence Civic Center Providence, R.I.	Oct. 3	\$153,550 \$18.50	8,300 10,286	Michael Striar Presents
ANNE MURRAY	Expo '86 Theatre Vancouver, British Columbia	Sept. 27-28	\$140,687 (\$175,859 Canadian) \$22.50	8,024 sellout	in-house
AN EVENING WITH RAPHAEL	Radio City Music Hall New York, N.Y.	Oct. 4	\$134,740 \$25/\$20	5,874 sellout	Radio City Music Hall Prods.
LIONEL RICHIE SHELIA E.	Mississippi Fairgrounds Complex Jackson, Miss.	Oct. 8	\$134,129 \$16.50	8,129 sellout	Mid-South Concerts
THE MONKEES THE GRASS ROOTS GARY PUCKETT & THE UNION GAP HERMAN'S HERMITS	Civic Arena Pittsburgh, Pa.	Oct. 8	\$120,435 \$13.75	9,077 12,500	in-house
STEVE WINWOOD BRUCE HORNSBY & THE RANGE	Reunion Arena Dallas, Texas	Oct. 4	\$117,146 \$14.50	8,542 9,600	PACE Concerts
ANNE MURRAY	Irvine Meadows Amphitheatre Laguna Hills, Calif.	Sept. 19	\$115,943 \$19/\$17.50/\$12.50	7,358 15,000	Avalon Attractions
LOU REED THE SMITHEREENS	Radio City Music Hall New York, N.Y.	Oct. 1	\$115,280 \$20	5,874 sellout	Radio City Music Hall Prods.
THE MOODY BLUES THE FIXX	Centrum in Worcester Worcester, Mass.	Oct. 9	\$109,652 \$15.50/\$14.50	7,110 9,617	Frank J. Russo

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## TALENT IN ACTION

(Continued from preceding page)

boisterous rock'n'roll, the Rainmakers' self-titled PolyGram debut album is one of the year's most accomplished releases. Consequently, expectations were high for this Sept. 21 gig, the group's first headlining date in New York. The show, however, was only slightly more exciting than listening to the album; it lacked that ineffable something that sparks a live performance.

Perhaps everything went a little *too* smoothly. Lead singer/rhythm guitarist Bob Walkenhorst is a thoroughly engaging front man, commanding the stage like a hyperactive Mick Jagger. But his spoken introductions to some of the songs seemed a bit pat, as if they had been used many times before.

The rest of the band—drummer Pat Tomek, bass player Rich Ruth, and guitarist Steve Phillips—was uniformly excellent, but the musical arrangements rarely strayed from the record.

The material itself left nothing to be desired, though. "Let My People Go-Go," the first single, is a masterpiece of tongue-in-cheek angst, and none of that was lost in performance. Two new songs, "Small Circles" and "Snakedance," bode well for the group's future.

The Rainmakers have a reputation for their powerful live performances, but at this show the crowd at the Lone Star, a small club that was about half full, was only politely enthusiastic, and the group was not accorded an encore. If the Rainmakers learn how to be "on" consistently, they'll be among rock's most important purveyors. **JEAN ROSENBLUTH**

### QUIET RIOT KEEL

Palace Theatre, Albany  
Tickets: \$14.50, \$13.50

QUIET RIOT'S TIME may well have come and gone, judging by the turnout for this Sept. 12 show. Three years ago, riding high on the success of its quadruple-platinum "Metal Health" album, the band sold out a show here in a record four hours. But this time around, even with the support of fellow Los Angeles hard rockers Keel, Quiet Riot drew a crowd of only 605—less than one-fifth of the house's capacity.

To compensate for the lack of ticket sales, Quiet Riot boosted the volume to deliver a set that blended songs from its latest Epic/Pasha album, "QR III," with older material, including the Slade covers "Cum On Feel The Noise" and "Mama Weer All Craze Now."

Vocalist Kevin DuBrow was as sexist and hyperbolic as ever, Fran-

kie Banali drummed with authority, new bassist Chuck Wright more than held his own, and Carlos Cavazo spawned the patented guitar rhapsodies that Quiet Riot fans have come to expect. The sound was augmented by an off-stage keyboardist.

Although songs like "Put Up Or Shut Up" and "Main Attraction" from the new album offered some vitality, the set lacked consistency.

Keel reeks of ambition but is too reliant on metal cliches. Flanked by guitarists Bryan Jay and Marc Ferrari, singer Ron Keel spearheaded a 45-minute set distinguished by the anthemic "Rock And Roll Animal," the ballad "Tears Of Fire," and a clumsy, if endearing, cover of the Patti Smith-Bruce Springsteen collaboration "Because The Night." Better material may make Keel a headlining attraction. **CARLO WOLFF**

### R.E.M.

Universal Amphitheatre  
Universal City, Calif.  
Tickets: \$17.50, \$16

LONG A CULT BAND, R.E.M. showed every sign of attaining mass acceptance at this recent L.A. concert. The enigmatic Georgia-based act, currently riding the success of its latest I.R.S. album, "Lifes Rich Pageant," brought fans to their feet for most of this near-sellout show.

The quartet rocked heartily through most of a 90-minute set, which climaxed with three encores. The material, spanning the group's debut EP and four albums, ranged from moody to extroverted. Vocalist Michael Stipe, guitarist Peter Buck, and bassist Mike Mills were frequently seen in ebullient flight across the stage, as drummer Bill Berry pounded behind them.

Crisp sound put the band's intriguing lyrics in sharp relief, and Stipe rose to the occasion with a galvanizing vocal performance. A moving encore rendition of "So. Central Rain (Sorry)," sung by Stipe and Mills with solo accompaniment by Buck, stood out in the repertoire. The most delicious surprise was a walloping cover of Iggy Pop's "Funtime."

The stylish mounting of the performance reflected the band's burgeoning commercial popularity. Lighting was more elaborate than ever, and slides and films were frequently projected behind the band. A looming black stage set suggested a combination brownstone apartment building and church.

The delirium of the Amphitheatre crowd indicated that R.E.M. has finally found the following it has deserved throughout its uncompromising career. **CHRIS MORRIS**

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# TALENT BUYERS UPBEAT AT ANNUAL MEETING

BY EDWARD MORRIS

NASHVILLE Ken Kragen, the man who convinced 7 million people to hold hands—and pay to do it—told talent buyers and agents here that it is time “to take country music to a higher ground—to the next plateau.” Addressing the Talent Buyers Entertainment Marketplace, held Oct. 11-13, the Hands Across America founder estab-

lished the upbeat tone that permeated the annual event.

In addressing the 350 registrants, Kragen said, “We need to stop fighting against trends and begin starting trends.” Kragen—a former president of the Country Music Assn. (CMA), which sponsors the talent buyers meeting—manages Lionel Richie and Kenny Rogers, among other show business clients.

Kragen told the buyers to “make

everything you do an event.” Events in an artist’s career, he argued, are essential and need to be clustered together for maximum impact on the public. He said that multiple events are necessary because it takes a minimum of three events to get people’s attention. Examples of those events are getting a record played, achieving TV exposure, and being written up in a national magazine story—all in quick succession.

Kragen said, “We need to spend more time thinking about the principles behind the successes we have.”

Attendance at this year’s meeting was down 50-100 registrants from last year.

To give the registrants access to the same information, the meeting consisted of several workshops, each of which was repeated five times. Among the topics covered were advertising/promotion/publicity; agent/manager/buyer relations; corporate sponsorships; insurance; and show production.

During the insurance session, Phil Colson of Haas Wilkerson-Wohlberg, St. Louis, and Walter Howell Jr. of W.R. Howell & Associates, Birmingham, Mich., estimated that costs for promoters and building managers will level off this year. Both men insisted that market conditions had led to the sharp boosts in insurance. Howell said, “As far as price goes, concert people were living in a dream world before. For every dollar we took in from promoters, we were paying out two.”

Today’s average rate for promoters who carry \$1 million in insurance is about 22 cents a head for ticket buyers, according to Howell. “I have some promoters at 12 cents and some at 60 cents,” he added.

Howell argued that promoters and building managers remain unwise in the ways of insurance-buying, often leaving themselves liable for suits that should be lodged against other parties in the venue, such as concessionaires and security services. “Promoters should get a certificate of coverage from the security they use,” he said.

A continuing affliction to insurance agencies and their clients, Howell and Colson agreed, is that claims can be filed long after the event in question has taken place. “I’m still getting Michael Jackson [the Victory Tour] claims,” Howell said. “If you hear of [suit-causing injuries] in a building, get witness-

es. Find out where the person was injured in relation to his or her seat.”

The policy of searching ticket-buyers at venues is a touchy one, Howell noted, cautioning that it cannot legally be done at random. “You’ve got to search everybody or else it’s discrimination.”

To cut down on personal injury risks and the legal actions that can spring from them, Howell advised promoters to insist on three rules: “Nothing goes off the stage—not even a guitar pick; no one goes on stage without workman’s compensation; and no one goes on stage without signing a release.”

He said that some buildings are now being constructed with metal-detecting door frames like those now used for airport security.

“Today, so many products are in a parity situation—a beer’s a beer, a stick of gum is a stick of gum,” said Jim Vail. Speaking in the sponsorship workshop, Vail, who heads the Vail Group in Los Angeles, said that the fact that a product needs the heightened identity that a sponsorship brings is the reason corporations are increasingly willing to sponsor entertainment events.

Vail and Lon Varnell, head of Nashville’s Varnell Enterprises, chaired the sponsorship session. Varnell said he had been an advocate of corporate sponsorships since 1949, when he began promoting the Harlem Globetrotters. “It’s a way to make more and spend less,” he said.

The key to corporate sponsorships, Varnell asserted, is to convince sponsors that “events are newsworthy and products aren’t.” He advised corporation suitors to concentrate on matching their act and the people it attracts to a company that produces a product aimed at the same market.

“Almost every artist who goes out now wants a sponsor,” Vail

(Continued on next page)

## NASHVILLE SCENE

by Gerry Wood



NASHVILLE and country music have had a great impact on the world of pop music, and this influence is forcefully demonstrated in “The Billboard Book of Number One Hits” by Fred Bronson, one of the most fascinating volumes on music ever compiled.

This publication chronicles every No. 1 Billboard hit, from Bill Haley’s epochal “Rock Around The Clock” in 1955 to the 1985 supersong “We Are The World.” And throughout the years, country music has always figured prominently.

Before emerging as the father of rock’n’roll, Haley had formed a country band, the Four Aces Of Western Swing, and next a band named the Saddlemen. Back in 1952, the Saddlemen recorded a country/r&b fusion song called “Rock This Joint.”

Also emerging on the scene in 1955 was Ernest Jennings Ford from Bristol, Tenn., who performed a song written by country singer Merle Travis. Tennessee Ernie’s “Sixteen Tons” soared straight to the top. The following year saw another revolution in music: the arrival of Elvis Presley—via Memphis, Tenn., and Nashville—and his rise to the top of popular music charts with “Heartbreak Hotel,” a song co-written by Mae Axton. Recorded in Nashville, the song took rock where it had never been before. And those who were at the session included Chet Atkins, Floyd Cramer, the Jordanares, D.J. Fontana, and Scotty Moore. Through the years, many more Elvis hits have populated the No. 1 list.

Buddy Knox scored with “Party Doll” on March 30, 1957—and who was the co-writer? Jimmy Bowen, now the head of MCA/Nashville. Later that same year Pat Boone reigned for five weeks at No. 1 with “Love Letters In The Sand.” Sept. 23, 1957, brought “That’ll Be The Day” by Buddy Holly & the Crickets. Holly, who formerly played in a duo with Bob Montgomery, now a Nashville producer, had a couple of band members named Tommy Allsup and Waylon Jennings. Jimmie Rodgers hit with “Honeycomb” in 1957, and the Everly Brothers, those Kentucky wonders, followed with “Wake Up Little Susie,” written by Felice and Boudleaux Bryant and mentored by Wesley Rose.

In 1958 Sheb Wooley, who had worked at WLAC radio in Nashville and pitched songs here, went to the zenith with “The Purple People Eater.” A few months later, a man who took his unusual name from the towns of Conway, Ark., and Twitty, Texas, took a song produced by Jim Vienneau to No. 1. The artist was Conway Twitty and the song was “It’s Only Make Believe.” Not only did “The Battle Of New Orleans,” a No. 1 single of 1959, catapult Johnny Horton to the top, it also took country writer Jimmy Driftwood to the height of the pop chart rankings. Horton had done stints on KLAC in Los Angeles, KXLA in Pasadena, Calif., and KWKH Shreveport, La., where he appeared on “Louisiana Hayride Radio Show.”

To let you know why I feel you need to buy this

book (regardless of the fact that it’s published by Billboard), I refer to the biographical data that can keep you enthralled for hours, if not for days. Take this tidbit on Johnny Horton, for example: “Horton was invited to the premiere of the film [“North To Alaska,” the John Wayne movie for which he sang the title song] in Alaska, but was having premonitions of his own death and canceled plans to go. He refused to fly on airplanes and rescheduled appearances. On the fifth of November in 1960, he was performing at the Skyline Club in Austin, Texas—the same club where Hank Williams made his final appearance before his

death. Driving home to Shreveport on foggy U.S. Highway 79, Horton was killed in a head-on collision that also took the life of his guitarist, Gerald Tomlinson. In a sad coincidence, Horton’s widow, Billie Jean, had once been married to Hank Williams.”

And before getting very far into the book, I suddenly realized that Nashville’s contribution to the world of rock and pop deserves more than one column. Stay tuned for the continuation of this musical melange in the next issue in an exciting climax starring Jimmy Gilmer and Brenda Lee.

**NEWSNOTES:** Don Williams is taking a break from the road after performing an average of 125 dates a year for 15 years. The Capitol artist plans to rest, relax, and enjoy some time at home—and also try to recuperate from chronic back pain . . . With 100 of his friends watching, Jerry Lee Lewis celebrated his 51st birthday recently at a rocking party held at Marlee’s Lounge in Memphis . . . Lane Brody makes her TV guest star debut Nov. 1 on the ABC crime drama “Heart Of The City.” She’ll be acting as well as singing.

The Nashville chapter of National Academy of Recording Arts & Sciences (NARAS) has presented Belmont College student Julie Ann Piper with the NARAS/Brenda Lee Merit Scholarship. The scholarship is annually given to a music or music-business major. Presenting the scholarship were Nancy Shapiro, executive director; Roger Sovine, president; and Merlin Littlefield, education chairman.

**SIGNINGS:** Leroy Van Dyke to Triangle Talent Inc. of Louisville, Ky. . . . Tony Joe White to Mooreland House Music Group with an exclusive booking agreement . . . Kelita, RCA-Ariola Canadian artist, to Headline International Talent . . . Sparrow recording act White Heart to Charles Dooris and Associates for booking . . . Six-member group Gresham and Brooklyn, N.Y., country girl Sherri London to Compleat Records . . . Suzy Boggus to Capitol Records.

### Book uncovers deep-rooted, varied influences on pop

FOR WEEK ENDING OCTOBER 25, 1986

## Billboard HOT COUNTRY SINGLES ACTION

### RADIO MOST ADDED

131 REPORTERS			NEW	TOTAL
			ADDS	ON
DAN SEALS	YOU STILL MOVE ME	EMI-AMERICA	50	50
DON WILLIAMS	THEN IT'S LOVE	CAPITOL	46	99
JOHN CONLEE	THE CARPENTER	COLUMBIA	44	54
STEVE EARLE	SOMEDAY	MCA	40	41
CONWAY TWITTY	FALLIN' FOR YOU FOR YEARS	WARNER BROS	33	78

Radio Most Added is a weekly national compilation of the five records most added to the playlists of the radio stations reporting to Billboard. Retail Breakouts is a weekly national indicator of those records with significant future sales potential based on initial market reaction at the retailers and one-stops reporting to Billboard. The full panel of reporters is published periodically as changes are made, or is available by sending a self-addressed stamped envelope to: Billboard Chart Dept., 1515 Broadway, New York, N.Y. 10036.

### RETAIL BREAKOUTS

43 REPORTERS			NUMBER
			REPORTING
G. STRAIT	IT AIN'T COOL TO BE CRAZY ABOUT YOU	MCA	21
HOLLY DUNN	DADDY'S HANDS	MTM	16
GEORGE JONES	WINE COLORED ROSES	EPIC	14
ALABAMA	TOUCH ME WHEN WE'RE DANCING	RCA	9
T GRAHAM BROWN	HELL AND HIGH WATER	CAPITOL	8

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### TALENT BUYERS

(Continued from preceding page)

said.

More sponsorships are becoming sales-oriented as opposed to image-directed, according to Dick McCullough of E.H. Brown Advertising, Chicago. McCullough, along with Dick Gary of the Gary Group, Venice, Calif., spoke on advertising/promotion/publicity. Gary suggested that those interested in seeking sponsorships should read Special Events Newsletter, published in Chicago, and Amusement Business, published in Nashville.

To promote participation in what has become an elementary—and often repetitive—advice-giving ses-

sion, the CMA offered sweepstakes prizes to registrants who had perfect attendance at the workshops and talent agent suites.

Talent showcases were held throughout the final two days of the meeting. Among the acts performing were T. Graham Brown, Steve Earle, Girls Next Door, Patty Loveless, Schuyler, Knoblock & Overstreet, Lacy J. Dalton, Lyle Lovett, Pake McEntire, New Grass Revival, Orleans, Con Hunley, Riders In The Sky, Sweethearts Of The Rodeo, Tennessee River Boys, and Keith Whitley.



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FOR WEEK ENDING OCTOBER 25, 1986

Billboard

# TOP COUNTRY ALBUMS™

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THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	Compiled from a national sample of retail store and one-stop sales reports.	
				ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
1	1	1	18	<b>RANDY TRAVIS</b> WARNER BROS. 1-25435 (8.98)	★ ★ NO. 1 ★ ★ ★ 7 weeks at No. One STORMS OF LIFE
2	3	4	13	<b>EXILE</b> EPIC FE 40401	GREATEST HITS
3	5	7	25	<b>STEVE EARLE</b> MCA 5713 (8.98)	GUITAR TOWN
4	2	2	14	<b>HANK WILLIAMS, JR.</b> WARNER/CURB 1-25412/WARNER BROS. (8.98)	MONTANA CAFE
5	4	3	28	<b>DWIGHT YOAKAM</b> REPRISE 25372/WARNER BROS. (8.98)	GUITARS, CADILLACS, ETC., ETC.
6	6	6	20	<b>GEORGE STRAIT</b> MCA 5750 (8.98)	# 7
7	9	9	20	<b>THE STATLER BROTHERS</b> MERCURY 422-826 782-1 M/POLYGRAM (8.98)	FOUR FOR THE SHOW
8	7	5	13	<b>JANIE FRICKE</b> COLUMBIA FC 40383	BLACK & WHITE
9	NEW		1	<b>ALABAMA</b> RCA 5649-1-R	THE TOUCH
10	10	11	8	<b>LEE GREENWOOD</b> MCA 5770	LOVE WILL FIND ITS WAY TO YOU
11	11	13	7	<b>RAY STEVENS</b> MCA 5789	SURELY YOU JOUST
12	12	12	8	<b>CRYSTAL GAYLE</b> WARNER BROS. 1-25405	STRAIGHT TO THE HEART
13	13	17	5	<b>GARY MORRIS</b> WARNER BROS. 1-25438	PLAIN BROWN WRAPPER
14	14	14	10	<b>SWEETHEARTS OF THE RODEO</b> COLUMBIA 40406	SWEETHEARTS OF THE RODEO
15	8	8	49	<b>THE JUDDS</b> ● RCA/CURB AHL1-7042/RCA (8.98) (CD)	ROCKIN' WITH THE RHYTHM
16	18	18	18	<b>T GRAHAM BROWN</b> CAPITOL ST 12487 (8.98)	I TELL IT LIKE IT USED TO BE
17	17	20	7	<b>JOHN SCHNEIDER</b> MCA 5795	TAKE THE LONG WAY HOME
18	15	10	35	<b>ALABAMA</b> ▲ RCA AHL1-7170 (8.98) (CD)	GREATEST HITS
19	19	22	5	<b>MARIE OSMOND</b> CAPITOL/CURB ST-12516/CAPITOL	I ONLY WANTED YOU
20	16	15	34	<b>REBA MCENTIRE</b> MCA 5691 (8.98) (CD)	WHOEVER'S IN NEW ENGLAND
21	20	16	20	<b>NITTY GRITTY DIRT BAND</b> WARNER BROS. 1-25382 (8.98)	TWENTY YEARS OF DIRT
22	22	28	30	<b>TANYA TUCKER</b> CAPITOL ST-12474 (8.98)	GIRLS LIKE ME
23	24	24	22	<b>BILLY JOE ROYAL</b> ATLANTIC/AMERICA 90508	LOOKING AHEAD
24	21	19	29	<b>RONNIE MILSAP</b> RCA AHL1-7194 (8.98) (CD)	LOST IN THE FIFTIES TONIGHT
25	26	26	101	<b>THE JUDDS</b> ▲ RCA/CURB AHL1-5319/RCA (8.98) (CD)	WHY NOT ME
26	NEW		1	<b>EARL THOMAS CONLEY</b> RCA 5619-1-R	TOO MANY TIMES
27	23	21	69	<b>ROSANNE CASH</b> COLUMBIA FC 39463	RHYTHM AND ROMANCE
28	30	36	83	<b>GEORGE STRAIT</b> ● MCA 5567 (8.98) (CD)	GEORGE STRAIT'S GREATEST HITS
29	25	23	52	<b>EARL THOMAS CONLEY</b> RCA AHL1-7032 (8.98) (CD)	GREATEST HITS
30	27	25	27	<b>WILLIE NELSON</b> COLUMBIA FC-40327	THE PROMISELAND
31	31	33	12	<b>RAY CHARLES</b> COLUMBIA FC 40338	FROM THE PAGES OF MY MIND
32	33	38	75	<b>THE STATLER BROTHERS</b> MERCURY 824-420-1/POLYGRAM (8.98)	PARDNERS IN RHYME
33	43	37	266	<b>WILLIE NELSON</b> ▲ <sup>2</sup> COLUMBIA KC 237542 (CD)	GREATEST HITS
34	34	29	19	<b>CARL PERKINS, JERRY LEE LEWIS, ROY ORBISON, &amp; JOHNNY CASH</b> AMERICA/SMASH 830 002-1 M1/POLYGRAM (8.98)	CLASS OF '55
35	29	34	17	<b>THE FORESTER SISTERS</b> WARNER BROS. 1-25411 (8.98)	PERFUME, RIBBONS AND PEARLS
36	NEW		1	<b>REBA MCENTIRE</b> MCA 5807	WHAT AM I GONNA DO ABOUT IT
37	28	30	25	<b>EDDIE RABBITT</b> RCA AHL1-7041 (8.98) (CD)	RABBITT TRAX
38	42	63	19	<b>SOUTHERN PACIFIC</b> WARNER BROS. 1-25409 (8.98)	KILLBILLY HILL

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
39	39	50	12	<b>MARTY STUART</b> COLUMBIA B6C 40302	MARTY STUART
40	40	43	8	<b>MICKY GILLEY</b> EPIC 40353	ONE AND ONLY
41	67	57	29	<b>WAYLON JENNINGS</b> MCA 5688 (8.98) (CD)	WILL THE WOLF SURVIVE
42	NEW		1	<b>SAWYER BROWN</b> CAPITOL/CURB ST-12517/CAITOL	OUT GOIN' CATTIN'
43	37	31	31	<b>MERLE HAGGARD</b> EPIC 40286	A FRIEND IN CALIFORNIA
44	44	49	3	<b>LYLE LOVETT</b> MCA/CURB 5748/MCA	LYLE LOVETT
45	51	51	14	<b>RONNIE MCDOWELL</b> MCA/CURB 5725/MCA (8.98)	ALL TIED UP IN LOVE
46	52	55	76	<b>LEE GREENWOOD</b> ● MCA 5582 (8.98) (CD)	GREATEST HITS
47	47	74	8	<b>THE KENDALLS</b> MCA/CURB C5724/MCA	FIRE AT FIRST SIGHT
48	48	48	75	<b>RONNIE MILSAP</b> ● RCA AHL1-5425 (8.98) (CD)	GREATEST HITS VOL. 2
49	36	27	49	<b>RICKY SKAGGS</b> EPIC FE-40103	LIVE IN LONDON
50	54	52	240	<b>WILLIE NELSON</b> ▲ <sup>3</sup> COLUMBIA FC 37951 (CD)	ALWAYS ON MY MIND
51	41	42	33	<b>JOHN CONLEE</b> COLUMBIA FC-40257	HARMONY
52	35	35	15	<b>T.G. SHEPPARD</b> COLUMBIA FC 40310	IT STILL RAINS IN MEMPHIS
53	60	60	4	<b>BARBARA MANDRELL</b> MCA 5769	MOMENTS
54	49	47	88	<b>ALABAMA</b> ▲ RCA AHL1-5339 (8.98) (CD)	40 HOUR WEEK
55	59	68	15	<b>REBA MCENTIRE</b> MERCURY 822-455-1 M-1	REBA NELL MCENTIRE
56	45	45	442	<b>WILLIE NELSON</b> ▲ <sup>3</sup> COLUMBIA FC 35305 (CD)	STARDUST
57	32	32	16	<b>KEITH WHITLEY</b> RCA CPL1-7043 (8.98)	L.A. TO MIAMI
58	55	66	33	<b>DON WILLIAMS</b> CAPITOL ST-12440 (8.98)	NEW MOVES
59	64	64	56	<b>GEORGE STRAIT</b> ● MCA 5605 (8.98) (CD)	SOMETHING SPECIAL
60	65	53	10	<b>LACY J. DALTON</b> COLUMBIA 40393	HIGHWAY DINER
61	61	75	14	<b>ED BRUCE</b> RCA AHL1-5808 (8.98)	NIGHT THINGS
62	62	71	21	<b>PAKE MCENTIRE</b> RCA AFL1-5809 (8.98)	TOO OLD TO GROW UP
63	63	—	183	<b>ALABAMA</b> ▲ <sup>2</sup> RCA AHL1-4663 (8.98) (CD)	THE CLOSER YOU GET
64	50	61	128	<b>THE STATLER BROTHERS</b> MERCURY 818-652-1/POLYGRAM (8.98) (CD)	ATLANTA BLUE
65	NEW		1	<b>THE BELLAMY BROTHERS</b> MCA/CURB 5812/MCA	GREATEST HITS, VOL. II
66	66	—	114	<b>THE STATLER BROTHERS</b> MERCURY 812 184-1/POLYGRAM (8.98)	TODAY
67	NEW		1	<b>DAN SEALS</b> EMI-AMERICA PW 17231	ON THE FRONT LINE
68	74	39	14	<b>DAVID ALLEN COE</b> COLUMBIA FC 40346	SON OF THE SOUTH
69	46	44	17	<b>GIRLS NEXT DOOR</b> MTM ST 71053/CAPITOL (8.98)	THE GIRLS NEXT DOOR
70	58	67	241	<b>ALABAMA</b> ▲ <sup>3</sup> RCA AHL1-4229 (8.98) (CD)	MOUNTAIN MUSIC
71	57	59	33	<b>EVERLY BROTHERS</b> MERCURY 826 142-1/POLYGRAM (8.98)	BORN YESTERDAY
72	53	58	132	<b>ALABAMA</b> ▲ <sup>2</sup> RCA AHL1-4939 (8.98) (CD)	ROLL ON
73	70	54	30	<b>JUDY RODMAN</b> MTM 71050 (8.98)	JUDY
74	73	46	19	<b>JOHNNY CASH AND WAYLON JENNINGS</b> COLUMBIA 40347	HEROES
75	69	69	17	<b>CONWAY TWITTY</b> WARNER BROS. 1-25408 (8.98)	FALLIN' FOR YOU FOR YEARS

○ Albums with the greatest sales gains this week. (CD) Compact disk available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units, with each additional million indicated by a numeral following the symbol. \*CBS Records and PolyGram Records do not issue a suggested list price for its product.

# 74 Songs Cited 3 Named BMI's Top Writers

NASHVILLE Dennis Morgan, Sonny Lemaire, and J.P. Pennington shared writer-of-the-year honors at the annual BMI awards ceremony held here Oct. 14. The three writers earned four citations each to clinch the top prize. Tree International, with nine song citations, took publisher-of-the-year honors.

The awards show was hosted by BMI president Frances Preston and Roger Sovine, vice president of Nashville operations.

Writers Dean Pitchford and Tom Snow and publishers Career Music, Pzazz Music, and Snow Music won BMI's 18th annual Robert J. Burton Award for "Don't Call It Love," cited as the society's most-performed country song of the year.

Awards were given to 74 top songs, measured by broadcast performances between April 1, 1985, and March 31, 1986. In all, 90 writers and 71 publishers were honored.

The songs, writers, and publishers receiving citations were as follows:

"Angel In Your Arms"—Clayton Ivey, Terry Woodford; Song Tailors  
"Between Blue Eyes And Jeans"—Kenneth R. McDuffie; Hall-Clement, Lionel Delmore  
"Bop"—Paul Davis; Web IV  
"Carolina In The Pines"—Michael Martin Murphey; Mystery  
"The Chair"—Hank Cochran, Dean Dillon; Blackwood, Larry Butler, Tree  
"Country Boy"—Albert W. Lee  
"Country Girls"—Eddie Setser; Warner-Tamerlane  
"Dixie Road"—Don Goodman, Mary Ann Kennedy, Pam Rose; Circle South, Southern Soul, Window  
"Don't Call It Love"—Dean Pitchford, Tom Snow; Careers, Pzazz, Snow  
"Drinkin' And Dreamin'"—Max D. Barnes; Blue Lake  
"Everyday"—Buddy Holly, Norman Petty; Peer International  
"The Fireman"—Wayne Kemp, Mack Vickery; Tree  
"Forgiving You Was Easy"—Willie Nelson; Willie Nelson  
"Forty Hour Week (For A Livin')"—Lisa Silver; Music Corp. of America  
"Got No Reason Now For Goin' Home"—Johnny Russell; Sunflower County, Vogue  
"Hang On To Your Heart"—Sonny Lemaire, J.P. Pennington; Pacific Island, Tree  
"Have I Got A Deal For You"—Michael Heaney, Jackson Leap; Friday Night, Songmedia  
"Have Mercy"—Paul Kennerley; Irving  
"Heart Trouble"—Dave Gibson, Kent Robbins; Irving, Silverline  
"Hello Mary Lou"—Cayet Mangiaracina, Gene Pitney; Champion, Unichappell  
"Home Again In My Heart"—Josh Leo, Wendy Waldman; Moon and Stars, Mopage, Screen Gems-EMI  
"I Could Get Used To You"—Sonny Lemaire, J.P. Pennington; Pacific Island, Tree  
"I Don't Know Why You Don't Want Me"—Rosanne Cash; Atlantic, Chelcait  
"I Don't Mind The Thorns (If You're The

Rose)"—Jan Buckingham, Linda Young; Duck Songs, Pullman, Warner-Tamerlane  
"I Don't Think I'm Ready For You"—Milton Brown, Steve Dorff; Snuff Garrett; Burt Reynolds, Happy Trails, Music Corp. of America  
"I Fell In Love Last Night"—Paul Overstreet, Thom Schuyler; Scarlet Moon, Writers Group  
"I Wanna Say Yes"—R.C. Bannon; Three Ships, Warner-Tamerlane  
"I'll Never Stop Loving You"—J.D. Martin; Music Corp. of America  
"I'm For Love"—Hank Williams Jr.; Bocephus  
"In A New York Minute"—Chris Waters, Michael Garvin, Tom Shapiro; O'Lyric, Tree  
"Just In Case"—Sonny Lemaire, J.P. Pennington; Pacific Island, Tree  
"A Lady Like You"—Keith Stegall; Blackwood  
"Lasso The Moon"—Milton Brown, Steve Dorff; Ensign  
"Lie To You For Your Love"—Jeff Barry; Steeple Chase  
"Little Things"—Billy Barber; Reynolds  
"A Long And Lasting Love"—Gerald Goffin; Screen Gems-EMI  
"Lost In The Fifties Tonight (In The Still Of The Night)"—Frederic L. Parriss; Lee  
"Love Don't Care (Whose Heart It Breaks)"—Randy Scruggs; Blackwood, Labor of Love  
"Love Is Alive"—Kent Robbins; Irving  
"Love Talks"—Michael Garvin, Tom Shapiro; O'Lyric, Tree  
"Meet Me In Montana"—Paul Davis; Web IV  
"My Baby's Got Good Timing"—Dan Seals; Pink Pig  
"My Only Love"—Jimmy Fortune; Statler Brothers  
"Natural High"—Freddy Powers; Mount Shasta  
"Nobody Falls Like A Fool"—Mark Wright; Blackwood, Land of Music  
"Nobody Wants To Be Alone"—Rhonda Fleming; Eaglewood, Irving  
"A Place To Fall Apart"—Merle Haggard, Willie Nelson, Freddy Powers; Mount Shasta  
"Radio Heart"—Steve Davis, Dennis Morgan; Tapadero, Tom Collins  
"Real Love"—David Malloy, Randy McCormick; DebDave  
"Rollin' Lonely"—Gary Harrison, J.D. Martin; Music Corp. of America  
"Seven Spanish Angels"—Eddie Setser; Warner-Tamerlane  
"She Keeps The Home Fires Burning"—Dennis Morgan; Tom Collins  
"She's A Miracle"—Sonny Lemaire, J.P. Pennington; Pacific Island, Tree  
"She's Comin' Back To Say Goodbye"—Eddie Rabbitt, Even Stevens; Briarpatch, DebDave  
"She's Single Again"—Charlie Craig; Blackwood  
"Some Fools Never Learn"—John Scott Sherrill; Sweet Baby  
"Somebody Else's Fire"—Pat Bunch, Mary Ann Kennedy, Pam Rose; Love Wheel  
"Somebody Should Leave"—Harlan Howard; Tree  
"Sometimes When We Touch"—Barry Mann; ATV, Mann and Weil  
"Stand Up"—Bruce Channel, Richard Rector; Old Friends  
"There's No Love In Tennessee"—Steve Davis, Dennis Morgan; Tapadero, Tom Collins  
"There's No Stopping Your Heart"—Craig Karp; Flying Cloud  
"This Ain't Dallas"—Hank Williams Jr.;

Bocephus  
"Too Much On My Heart"—Jimmy Fortune; Statler Brothers  
"Touch A Hand, Make A Friend"—Homer Banks, Carl Hampton, Raymond Earl Jackson; Irving  
"Used To Blue"—Bill LaBounty; Captain Crystal  
"Walkin' A Broken Heart"—Dennis Linde, Alan Rush; Combine, Dennis Linde  
"Warning Sign"—Eddie Rabbitt, Even Stevens; Briarpatch, DebDave  
"What I Didn't Do"—Wood Newton; Warner House of Music  
"What She Wants"—Kerry Chater, Renee Armand; Padre Hotel, Vogue  
"With Just One Look In Your Eyes"—Steve Davis, Dennis Morgan; Little Shop of Morgansongs, Tapadero  
"Working Man"—Jim Hurt, Billy Ray Reynolds; Tapadero  
"You Can Dream Of Me"—John Hall, Steve Wariner; Siren Songs, Steve Wariner  
"You've Got A Good Love Comin'"—Danny Morrison, Van Stephenson; Warner House of Music

## SESAC Gives Franceschi Top Honor

NASHVILLE Nearly 300 songwriters, publishers, and other music industry figures were in attendance when Kendal Franceschi was named SESAC's songwriter of the year at the association's 22nd annual awards banquet Oct. 16 at Vanderbilt Plaza Hotel.

Hosting the ceremonies were A.H. Prager, SESAC chairman; W. Robert Thompson, senior executive; and Vincent Candilora, executive vice president. C. Dianne Petty, vice president of writer and publisher affiliations, presided over the awards presentation.

Multiple-award winners included Franceschi, Bill O'Connell, Jerry Gillespie, Stan Webb, and Susan Longacre. Chip Davis was honored with SESAC's humanitarian award for the PBS television special soundtrack "Saving The Wildlife."

In addition to the national performance activity winners, writer Lloyd Barry & the Chicago Bears Shufflin' Crew won a video performance award for "The Super Bowl Shuffle."

"Ain' A That Good News"—William Dawson; Music Press  
"Baby Wants"—Jerry Gillespie, Stan Webb; Somebody's Music  
"Bring Christmas Home"—Susan Longacre; Somebody's Music  
"Candle In The Window"—Susan Longacre; Somebody's Music  
"Chris-Cross"—Bill O'Connell; O'Connell  
"Come Next Monday"—K.T. Oslin; Tri-Chappell  
"Down And Out"—Frank Dycus; Musicor  
"Drawn To The Fire"—Stan Webb; Warner Noreale  
"Grandslam"—Bill O'Connell; O'Connell  
"I Love You By Heart"—Jerry Gillespie, Stan Webb; Somebody's Music  
"It's About Time"—John Virgin; Cherry Tree  
"Marina Del Rey"—Frank Dycus; Musicor  
"Miss V"—Bill O'Connell; O'Connell  
"Oasis"—Bill O'Connell; O'Connell (two awards)  
"Sweetheart"—Pete Warner; Warner's Thunder, Reel Deal  
"Tabasco"—Bill O'Connell; O'Connell  
"Whoever's In New England"—Kendal Franceschi, Quentin Powers; W.B.M. Music

# 'Lost In The Fifties Tonight,' 82 Others Honored By ASCAP

NASHVILLE ASCAP named "Lost In The Fifties Tonight (In The Still Of The Night)" its song of the year and Troy Seals its top songwriter at the society's 24th annual country music awards dinner Oct. 15. The black-tie event was held in the Presidential Ballroom of the Opryland Hotel.

Warner Bros. Music was honored as ASCAP's publisher of the year. Awards were given to the writers and publishers of five "most-performed country standards" and to the 78 most popular tunes from last year.

Winners in the most-performed category were "City Of New Orleans" (third award), written by Steve Goodman and published by Turnpike Tom; "Don't It Make My Brown Eyes Blue" (seventh award), Richard Leigh, CBS-U; "The Gambler" (sixth award), Don Schlitz, Writer's Night; "Three Times A Lady" (third award), Lionel Richie, Brockman Ents., Jobete; and "You Needed Me" (seventh award), Randy Goodrum, Chappell-Intersong-USA, Ironside.

The other honored songs, writers, and publishers were as follows:

"Ain't She Something Else"—Jerry Foster, Bill Rice; Jack and Bill  
"All Tangled Up In Love"—Bob McDill, Jim Weatherly; Bright Sky, Jack and Bill, Charlie Monk  
"Angel In Your Arms"—Tom Brasfield; I've Got The Music  
"Baby Bye Bye"—Jamie Brantley, Gary Morris; Gary Morris, WB  
"Baby's Got Her Blue Jeans On"—Bob McDill; Jack and Bill  
"Blue Highway"—Don Henry, David Womack; Cross Keys, Oven Bird  
"Bop"—Jennifer Kimball, Michael H. Goldsen; Sweet Angel  
"Can't Keep A Good Man Down"—Bob Corbin; Sabal  
"Country Boy"—Tony Colton, Albert William Lee, Ray Smith; Ackee  
"Country Girls"—Troy Seals; Two-Sons, WB  
"Cowboy Rides Away"—Casey Kelly, Sonny Throckmorton; Cross Keys, Tight List  
"Crazy"—Richard N. Marx, Kenny Rogers; Lion's Mate, Security Hogg  
"Crossword Puzzle"—Frank Myers; Collins Court  
"Doncha"—Walt Aldridge; Rick Hall  
"Don't Call Him A Cowboy"—Debbie Hupp, Johnny MacRae, Bob Morrison; Southern Nights  
"Drinkin' And Dreamin'"—Troy Seals; Two-Sons, WB  
"Fallin' In Love"—Randy Goodrum, Brent Maher; April, Blue Quill, Random Notes, Welbeck  
"Fire In The Night"—Bob Corbin; Sabal  
"Fooled Around And Fell In Love"—Elvin Bishop; Crabshaw  
"Forty Hour Week (For A Livin')"—Dave Loggins, Don Schlitz; MCA, Patchwork, Don Schlitz  
"Girl's Night Out"—Jeff Bullock, Brent Maher; Blue Quill, Welbeck  
"Heartache And A Half"—Edward H. Struzick II; Jaseppy, Struzick  
"High Horse"—Jimmy Ibbotson; Unami  
"The Highwayman"—Jimmy L. Webb; White Oak Songs  
"Honor Bound"—Charlie Black, Austin Roberts, Tommy Rocco; Bibb, Chappell/Intersong, Chriswald, Hopi-Sound, MCA  
"I Cry Just A Little Bit"—Bob Heatlie; Colgems-EMI  
"I Don't Know Why You Don't Want Me"—Rodney Crowell; Coolwell, Granite  
"I Need More Of You"—David Bellamy; Bellamy Brothers, Famous  
"I Never Made Love (Till I Made It With You)"—Bob McDill; Jack and Bill  
"I Wanna Hear It From You"—Rick Giles,

Nancy Montgomery; Dejamus, Silver Rain  
"I Want Everyone To Cry"—Mike Noble; Bob Montgomery, WB  
"I'd Dance Every Dance With You"—Kevin Welch; Cross Keys  
"If That Ain't Love"—Jeff Harrington, Jeff Pennig; Flowering Stone  
"I'll Never Stop Loving You"—Dave Loggins; MCA, Patchwork  
"I'm Gonna Leave You Tomorrow"—Gene Dobbins, Johnny A. Wilson; Chappell/Intersong  
"Lady"—Lionel Richie; Brockman  
"A Lady Like You"—Jim Weatherly; Bright Sky, Charlie Monk  
"Lie To You For Your Love"—David Bellamy, Howard Bellamy, Frankie Miller; Bellamy Brothers, Rare Blue  
"Long And Lasting Love"—Michael Masser; Prince Street  
"Lost In The Fifties Tonight (In The Still Of The Night)"—Mike Reid, Troy Seals; Lodge Hall, Two-Sons, WB  
"Love Don't Care (Whose Heart It Breaks)"—Earl Thomas Conley; April, Blue Moon  
"Love Talks"—Bucky Jones; Cross Keys  
"Make My Life With You"—Gary Burr; Garwin, Sweet Karol  
"Modern Day Romance"—Kix Brooks, Dan Tyler; Golden Bridge, Mota  
"Morning Desire"—Dave Loggins; MCA, Patchwork  
"My Baby's Got Good Timing"—Bob McDill; Jack and Bill, Ranger Bob  
"Never Be You"—Tom Petty, Benmont Tench; Blue Gator, Gator  
"Nobody Falls Like A Fool"—Peter McCann; April, New & Used  
"Nobody Wants To Be Alone"—Michael Masser; Almo, Prince  
"Old Hippie"—David Bellamy; Bellamy Brothers  
"One Owner Heart"—Walt Aldridge, Tom Brasfield, Mac McAnally; Beginner, Tom Brasfield, Rick Hall  
"Operator, Operator"—Janet Willoughby, Larry Willoughby; Goldline, Granite  
"Pretty Lady"—Keith Stegall; April, Keith Stegall  
"Real Love"—Richard "Spady" Brannan; Cottonpatch, Mallven  
"Save The Last Chance"—Walt Aldridge, Robert Byrne; Rick Hall, Terry Woodford  
"Seven Spanish Angels"—Troy Seals; Two-Sons, WB  
"She Keeps The Home Fires Burning"—Don Pfrimmer, Mike Reid; Collins Court, Lodge Hall  
"She's Gonna Win Your Heart"—Billy Burnette, Mentor Williams; Cavesson, Dorsey, Welbeck  
"She's Single Again"—Peter McCann; April, New & Used  
"Slow Hand"—John Bettis; Sweet Harmony  
"Somebody Should Leave"—Chick Rains; Choskee Bottom, Cross Keys  
"Something In My Heart"—Wayland Patton; Jack and Bill  
"Sometimes When We Touch"—Dan Hill; Welbeck  
"Stand Up"—Sonny Throckmorton; Cross Keys  
"Step That Step"—Mark A. Miller; G.I.D.  
"There's No Way"—John Jarrard, Lisa Pallas, Will Robinson; the Alabama Band  
"Time Don't Run Out On Me"—Carole King Evers; Colgems-EMI, Elorac  
"To All The Girls I've Loved Before"—Hal David, Albert Hammond; April, Casa David  
"Used To Blue"—Fred Knobloch; A Little More Music  
"We've Got Tonight"—Bob Seger; Gear  
"What I Didn't Do"—Mike Noble; WB Gold  
"Who's Gonna Fill Their Shoes"—Troy Seals; Two-Sons, WB  
"Why Not Me"—Brent Maher, Sonny Throckmorton; Blue Quill, Cross Keys, Welbeck  
"You And I"—Frank Myers; Cottonpatch, Mallven  
"You Make Me Want To Make You Mine"—Dave Loggins; MCA, Patchwork  
"You Turn Me On (Like A Radio)"—Bob McDill, Jim Weatherly; Bright Sky, Jack and Bill  
"You're Going Out Of My Mind"—Wayland Holyfield, Jerry McBe; CBS-U Catalog, Ideas of March  
"You've Got A Good Love Comin'"—Jeff Silbar; WB Gold

### Hall Of Fame Inductees

## NSAI Honors Parton, Blackwell

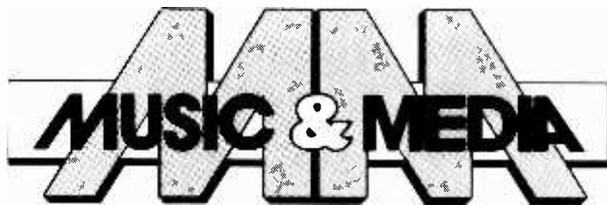
NASHVILLE Dolly Parton and Otis Blackwell were elected to the Nashville Songwriters Assn. International's Hall of Fame at ceremonies held here Oct. 12. Only Blackwell was on hand to receive his award; BMI chief Frances Preston accepted for Parton.

While singing and acting have been Parton's main activities the past few years, she has also long been one of country music's most admired songwriters. Her compositions include "9 To 5," "Coat Of

Many Colors," "Kentucky Gambler," "Put It Off Until Tomorrow," "To Daddy," "Love Is Like A Butterfly," and "Jolene."

Blackwell's catalog of hit compositions includes "All Shook Up," "Fever," "Don't Be Cruel," "Return To Sender," "Breathless," "Great Balls Of Fire," and "Handyman."

Sen. Albert Gore, D-Tenn., was given the NSAI's President's Award for his opposition to the source licensing bill.



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THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL
1	2	4	14	<b>CRY</b> J.E. NORMAN (C. KOHLMAN)	CRYSTAL GAYLE WARNER BROS. 7-28689
★ ★ NO. 1 ★ ★ 1 week at No. One					
2	3	6	14	<b>IT'LL BE ME</b> B. KILLEN (S. LEMAIER, J. PENNINGTON)	EXILE EPIC 34-06229
3	4	7	13	<b>TOO MANY TIMES</b> N. LARKIN, M. WRIGHT (M. SMOTHERMAN, S. PAGE, T. MCSHEAR)	◆ EARL THOMAS CONLEY AND ANITA POINTER RCA 14380
4	6	8	11	<b>DIGGIN' UP BONES</b> K. LEHNING (P. OVERSTREET, A. GORE)	RANDY TRAVIS WARNER BROS. 7-28649
5	8	13	12	<b>THAT ROCK WON'T ROLL</b> T. DUBOIS, S. HENDRICKS (J. S. SHERRILL, B. DIPIERO)	RESTLESS HEART RCA 14376
6	7	10	14	<b>DOO-WAH DAYS</b> N. WILSON, M. GILLEY (E. HUNNICUTT, D. GILMORE, G. VINCENT)	◆ MICKEY GILLEY EPIC 34-06184
7	12	15	14	<b>SINCE I FOUND YOU</b> S. BUCKINGHAM (B. LLOYD, R. FOSTER)	◆ SWEETHEARTS OF THE RODEO COLUMBIA 38-06166
8	13	18	11	<b>STARTING OVER AGAIN</b> T. BROWN, J. BOWEN (D. GOODMAN, J. W. RYLES)	STEVE WARINER MCA 52837
9	1	3	16	<b>JUST ANOTHER LOVE</b> J. CRUTCHFIELD (P. DAVIS)	◆ TANYA TUCKER CAPITOL 5604
10	14	19	9	<b>YOU'RE STILL NEW TO ME</b> P. WORLEY (P. OVERSTREET, P. DAVIS)	MARIE OSMOND WITH PAUL DAVIS CAPITOL/CURB 5613/CAPITOL
11	10	11	12	<b>DIDN'T WE</b> J. CRUTCHFIELD (G. LYLE, T. SEALS)	LEE GREENWOOD MCA 52896
12	17	20	11	<b>NO ONE MENDS A BROKEN HEART LIKE YOU</b> T. COLLINS (J. SCHWEERS)	BARBARA MANDRELL MCA 52900
13	16	23	10	<b>SHE USED TO BE SOMEBODY'S BABY</b> C. YOUNG (L. GATLIN)	LARRY, STEVE, RUDY: THE GATLIN BROTHERS COLUMBIA 38-06252
14	18	21	10	<b>CHEAP LOVE</b> R. LANDIS (D. SHANNON)	JUICE NEWTON RCA 14417
15	19	22	11	<b>HONKY TONK CROWD</b> J. ANDERSON, J. E. NORMAN (L. A. DELMORE, L. CORDLE)	JOHN ANDERSON WARNER BROS. 7-28639
16	20	24	9	<b>AT THE SOUND OF THE TONE</b> J. BOWEN, J. SCHNEIDER (M. T. BARNES, D. RICHARDSON)	JOHN SCHNEIDER MCA 52901
17	21	25	6	<b>TOUCH ME WHEN WE'RE DANCING</b> H. SHEDD, ALABAMA (T. SKINNER, J. L. WALLACE, K. BELL)	◆ ALABAMA RCA 5003-7
18	9	9	16	<b>YOU CAN'T STOP LOVE</b> J. STROUD (P. OVERSTREET, T. SCHUYLER)	SCHUYLER, KNOBLOCH & OVERSTREET MTM 72071/CAPITOL
19	22	26	7	<b>IT AIN'T COOL TO BE CRAZY ABOUT YOU</b> J. BOWEN (D. DILLON, R. PORTER)	GEORGE STRAIT MCA 52914
20	11	1	16	<b>BOTH TO EACH OTHER (FRIENDS &amp; LOVERS)</b> R. LANDIS (J. GRUSKA, P. GORDON)	EDDIE RABBITT & JUICE NEWTON RCA 14377
21	5	5	15	<b>SECOND TO NO ONE</b> D. MULLOY (R. CASH)	◆ ROSANNE CASH COLUMBIA 38-06159
22	24	30	8	<b>HELL AND HIGH WATER</b> B. LOGAN (T. BROWN, A. HARVEY)	◆ T. GRAHAM BROWN CAPITOL 5621
23	27	32	5	<b>TOO MUCH IS NOT ENOUGH</b> E. GORDY, JR. (D. BELLAMY, R. TAYLOR)	BELLAMY BROTHERS WITH THE FORESTER SISTERS MCA/CURB 52917/MCA
★ ★ ★ POWER PICK/SALES ★ ★ ★					
24	28	31	10	<b>DADDY'S HANDS</b> T. WEST (H. DUNN)	◆ HOLLY DUNN MTM 72075/CAPITOL
25	29	33	10	<b>I MISS YOU ALREADY</b> N. LARKIN (M. RAINWATER, F. YOUNG)	BILLY JOE ROYAL ATLANTIC/AMERICA 7-99519/ATLANTIC
26	32	35	7	<b>OUT GOIN' CATTIN'</b> R. L. SCRUGGS (M. MILLER, R. SCRUGGS)	SAWYER BROWN WITH "CAT" JOE BONSAALL CAPITOL/CURB 5629/CAPITOL
27	26	29	10	<b>MY LIFE'S A DANCE</b> J. WHITE (J. WHITE, M. SPIRO)	ANNE MURRAY CAPITOL 5610
28	35	39	5	<b>GIVE ME WINGS</b> B. MAHER (R. FLEMING, D. SCHLITZ)	◆ MICHAEL JOHNSON RCA 14412
29	38	42	3	<b>MIND YOUR OWN BUSINESS</b> H. WILLIAMS, JR. (B. BECKETT, J. E. NORMAN (H. WILLIAMS, JR.))	HANK WILLIAMS, JR. WARNER/CURB 7-28581/WARNER BROS.
30	33	36	7	<b>WINE COLORED ROSES</b> B. SHERRILL (D. KNUTSON, A. LOWENS)	GEORGE JONES EPIC 34-06296
31	36	38	6	<b>WHAT YOU'LL DO WHEN I'M GONE</b> J. BOWEN, W. JENNINGS (L. BUTLER)	WAYLON JENNINGS MCA 52915
32	40	44	3	<b>LOVE'S GONNA GET YOU SOMEDAY</b> R. SKAGGS (C. CHAMBERS)	RICKY SKAGGS EPIC 34-06327
33	23	17	12	<b>A GIRL LIKE EMMYLOU</b> SOUTHERN PACIFIC (J. E. NORMAN (T. GOODMAN, J. MCFEE, K. KNUDSEN, S. COOKE))	SOUTHERN PACIFIC WARNER BROS. 7-28647
34	44	54	3	<b>WHAT AM I GONNA DO ABOUT YOU</b> J. BOWEN, R. MCENTIRE (D. GILMORE, B. SIMON, J. ALLISON)	REBA MCENTIRE MCA 52922
35	15	2	17	<b>LONELY ALONE</b> J. L. WALLACE, T. SKINNER (J. D. MARTIN, J. JARRARD)	THE FORESTER SISTERS WARNER BROS. 7-28687
36	39	40	7	<b>EVERYTHING I USED TO DO</b> G. WATSON, L. BOOTH (E. ROWELL)	GENE WATSON EPIC 34-06290
37	48	—	2	<b>CRY MYSELF TO SLEEP</b> B. MAHER (P. KENNERLEY)	THE JUDDS RCA/CURB 5000-7/RCA
38	42	48	5	<b>STAND ON IT</b> J. KENNEDY (B. SPRINGSTEEN)	MEL MCDANIEL CAPITOL 5620
39	37	37	8	<b>WHEN YOU HURT I HURT</b> B. KILLEN (R. MCDOWELL)	RONNIE MCDOWELL MCA/CURB 52907/MCA
40	43	45	7	<b>WALK THE WAY THE WIND BLOWS</b> A. REYNOLDS (T. P. O'BRIEN)	◆ KATHY MATTEA MERCURY 884-978-7/POLYGRAM
41	31	34	8	<b>WE HAD IT ALL</b> V. GARAY (T. SEALS, D. FRITTS)	DOLLY PARTON RCA 5001-7
42	46	51	6	<b>OH DARLIN'</b> K. KANE, J. O'HARA (J. O'HARA, K. KANE)	THE O'KANES COLUMBIA 38-06242
★ ★ ★ POWER PICK/AIRPLAY ★ ★ ★					
43	58	—	2	<b>THEN IT'S LOVE</b> D. WILLIAMS, G. FUNDIS (D. LINDE)	DON WILLIAMS CAPITOL 5638
44	47	52	5	<b>ONLY YOU</b> J. KENNEDY (B. RAM, A. RAND)	◆ THE STATLER BROTHERS MERCURY 888-042-7/POLYGRAM
45	49	56	4	<b>SHE THINKS THAT SHE'LL MARRY</b> T. WEST (J. RODMAN, D. ORENDER)	◆ JUDY RODMAN MTM 72076/CAPITOL
46	53	64	3	<b>HALF PAST FOREVER (TILL I'M BLUE IN THE HEART)</b> R. HALL (R. BYRNE, T. BRASFIELD)	T. G. SHEPPARD COLUMBIA 38-06347
47	52	65	3	<b>BAD LOVE</b> M. WRIGHT (D. LINDE)	PAKE MCENTIRE RCA 5004-7
48	34	14	16	<b>GUITARS, CADILLACS</b> P. ANDERSON (D. YOAKAM)	◆ DWIGHT YOAKAM REPRISE 28688/WARNER BROS.
49	25	12	18	<b>ALWAYS HAVE ALWAYS WILL</b> N. WILSON (J. MEARS)	◆ JANIE FRICKE COLUMBIA 38-06144

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL
50	30	16	19	<b>GUITAR TOWN</b> E. GORDY, JR., T. BROWN (S. EARLE)	◆ STEVE EARLE MCA 52856
51	63	—	2	<b>FALLIN' FOR YOU FOR YEARS</b> C. TWITTY, D. HENRY, R. TREAT (T. SEALS, M. REID)	CONWAY TWITTY WARNER BROS. 7-28577
52	61	—	2	<b>OUT AMONG THE STARS</b> B. MONTGOMERY (A. MITCHELL)	MERLE HAGGARD EPIC 34-06344
53	56	62	6	<b>AIN'T THAT PECULIAR</b> G. FUNDIS (W. ROBINSON, W. MOORE, M. TARPLIN, R. ROGERS)	NEW GRASS REVIVAL EMI-AMERICA 8347
54	41	27	12	<b>I'M NOT TRYING TO FORGET YOU</b> W. NELSON (W. NELSON)	WILLIE NELSON COLUMBIA 38-06246
★ ★ ★ HOT SHOT DEBUT ★ ★ ★					
55	NEW ▶	—	1	<b>THE CARPENTER</b> B. LOGAN (G. CLARK)	JOHN CONLEE COLUMBIA 38-06311
56	67	73	3	<b>THAT'S MORE ABOUT LOVE (THAN I WANTED TO KNOW)</b> E. GORDY, JR., T. BROWN (D. LEE, B. MCDILL, B. JONES)	NICOLETTE LARSON MCA 52937
57	NEW ▶	—	1	<b>YOU STILL MOVE ME</b> K. LEHNING (D. SEALS)	DAN SEALS EMI-AMERICA 9851
58	55	59	5	<b>QUITTING TIME</b> K. LEHNING (HELLARD, GARVIN, JONES)	CON HUNLEY CAPITOL 5631
59	45	28	17	<b>IN LOVE</b> R. MILSAP, T. COLLINS, R. GALBRAITH (M. REID, B. DEES)	RONNIE MILSAP RCA 14365
60	NEW ▶	—	1	<b>SOMEDAY</b> E. GORDY, JR., T. BROWN (S. EARLE)	STEVE EARLE MCA 52920
61	79	—	2	<b>THEY DON'T MAKE THEM LIKE THEY USED TO</b> B. BACHARACH, C. BAYER SAGER (B. BACHARACH, C. BAYER SAGER)	KENNY ROGERS RCA 5016-7
62	54	47	9	<b>FIDDLIN' MAN</b> J. E. NORMAN (M. MURPHEY, C. RAINS, J. E. NORMAN)	MICHAEL MARTIN MURPHEY WARNER BROS. 7-28598
63	62	43	19	<b>TEN FEET AWAY</b> B. MEVIS (T. SEALS, B. SHERRILL, M. D. BARNES)	KEITH WHITLEY RCA 14363
64	50	49	7	<b>FOOLS FOR EACH OTHER</b> E. BRUCE, B. MEVIS (G. CLARK)	ED BRUCE WITH LYNN ANDERSON RCA 5005-7
65	65	68	5	<b>SHE WANTS TO MARRY A COWBOY</b> M. DANIEL (J. L. WILLIAMS)	JAMES & MICHAEL YOUNGER AIR 00106
66	75	—	2	<b>WE BELONG TOGETHER</b> R. RUFF (C. CHASE)	CARLETTE LUV 125
67	76	—	2	<b>WEREN'T YOU LISTENING</b> R. OATES (C. WATERS, M. GARVIN, T. SHAPIRO)	ADAM BAKER AVISTA 8602
68	70	—	2	<b>I CAN'T HELP THE WAY I DON'T FEEL</b> B. BECKETT (M. GARVIN, C. WATERS, T. SHAPIRO)	KAYLEE ADAMS WARNER BROS. 7-28567
69	59	61	4	<b>NIGHT LIFE</b> S. BUCKINGHAM (W. NELSON, P. BUSKIRK, W. BREELEND)	B. J. THOMAS COLUMBIA 38-06314
70	68	50	16	<b>FARTHER DOWN THE LINE</b> T. BROWN, L. LOVETT (L. LOVETT)	LYLE LOVETT MCA/CURB 52818/MCA
71	NEW ▶	—	1	<b>SHE'S THE TRIP THAT I'VE BEEN ON</b> R. BAKER (S. D. SHAFER, D. FRAZIER)	LARRY BOONE MERCURY 888-044-7/POLYGRAM
72	NEW ▶	—	1	<b>HEART TO HEART</b> G. DAVIES, P. PENDRAS (J. HIATT, F. KOLLER)	WILD CHOIR FEATURING GAIL DAVIES RCA 5011-7
73	66	46	20	<b>GOT MY HEART SET ON YOU</b> B. LOGAN (D. GRAY, B. RENEAU)	JOHN CONLEE COLUMBIA 38-06104
74	74	81	3	<b>I'LL GO STEPPIN' TOO</b> G. SUTTON (T. JAMES, W. DENNY)	GLENN SUTTON MERCURY 884-974-7/POLYGRAM
75	51	53	7	<b>TIME STOOD STILL</b> V. GOSDIN, R. J. JONES (R. J. JONES)	VERNON GOSDIN COMPLEAT 158/POLYGRAM
76	57	57	7	<b>THESE SHOES</b> D. EDMUNDS (L. LEE, J. GOIN)	EVERLY BROTHERS MERCURY 884-694-7/POLYGRAM
77	60	60	5	<b>FIRE AT FIRST SIGHT</b> T. SKINNER, J. L. WALLACE (T. SKINNER, J. L. WALLACE)	THE KENDALLS MCA/CURB 52933/MCA
78	64	41	18	<b>LITTLE ROCK</b> J. BOWEN, R. MCENTIRE (P. MCANUS, B. DIPIERO, G. HOUSE)	REBA MCENTIRE MCA 52848
79	73	66	21	<b>THAT'S HOW YOU KNOW</b> E. GORDY, JR., T. BROWN (W. WALDMAN, C. BICKHARDT)	NICOLETTE LARSON (WITH STEVE WARINER) MCA 52839
80	NEW ▶	—	1	<b>TWO SIDES</b> K. ESPY (S. DAVIS)	JIMMY MURPHY ENCORE 10033/NATIONWIDE SOUND
81	69	58	19	<b>STAND A LITTLE RAIN</b> M. MORGAN, P. WORLEY (D. SCHLITZ, D. LOWERY)	NITTY GRITTY DIRT BAND WARNER BROS. 7-28690
82	72	55	12	<b>THAT'S WHAT HER MEMORY IS FOR</b> R. ALVES (R. MURRAY, J. SCHWEERS, J. D. HICKS)	BUTCH BAKER MERCURY 884-857-7/POLYGRAM
83	71	72	5	<b>HOW MUCH DO I OWE YOU</b> L. MORTON (S. KAROL, D. HALEY)	TONI PRICE MASTER 01/NSD
84	80	77	8	<b>LOVE DON'T COME ANY BETTER THAN THIS</b> B. BECKETT (K. ROBBINS, S. LONGACRE)	SHELLY WEST WARNER BROS. 7-28648
85	78	69	21	<b>DESPERADO LOVE</b> C. TWITTY, D. HENRY, R. TREAT (M. GARVIN, S. JOHNS)	CONWAY TWITTY WARNER BROS. 7-28692
86	77	63	20	<b>COUNTRY STATE OF MIND</b> H. WILLIAMS, JR. (B. BECKETT, J. E. NORMAN (H. WILLIAMS, JR., R. A. WADE))	HANK WILLIAMS, JR. WARNER/CURB 7-28691/WARNER BROS.
87	84	74	11	<b>SO THIS IS LOVE</b> N. WILSON, S. SNEED BROTHERS (S. DAVIS, D. MORGAN)	CHARLY MCCLAIN EPIC 34-06167
88	82	75	22	<b>SOMETIMES A LADY</b> P. WORLEY, E. RAVEN (E. RAVEN, F. MYERS)	◆ EDDY RAVEN RCA 14319
89	86	78	9	<b>ANYTHING FOR LOVE</b> D. FOSTER (D. FOSTER, G. LIGHTFOOT)	GORDON LIGHTFOOT WARNER BROS. 7-28655
90	83	67	20	<b>SLOW BOAT TO CHINA</b> T. WEST (M. RAGOONA)	◆ GIRLS NEXT DOOR MTM 72068/CAPITOL
91	87	82	9	<b>ALONG FOR THE RIDE ('56 T-BIRD)</b> R. NICHOLS (D. O'KEEFE, B. BRAUN)	JOHN DENVER RCA 14406
92	92	—	2	<b>YOU'RE A BETTER MAN THAN I</b> G. KENNEDY (J. BURTON, F. HORTON)	PERRY LAPOINTE DOOR KNOB 86-252
93	85	71	7	<b>TALKIN' BLUE EYES</b> B. STRANGE (J. JARRARD, C. QUILLEN)	MARTY HAGGARD MTM 72073/CAPITOL
94	89	70	11	<b>I WON'T LET YOU DOWN</b> J. CRUTCHFIELD, H. PEDERSEN (G. BURR)	TOM WOPAT EMI-AMERICA 8334
95	93	91	22	<b>A FRIEND IN CALIFORNIA</b> M. HAGGARD, R. REYNOLDS (F. POWERS)	MERLE HAGGARD EPIC 34-06097
96	94	92	9	<b>WHAT DID YOU DO TO MY HEART</b> B. ARLEDGE (J. CALHOUN)	CHANCE MERCURY 884-918-7/POLYGRAM
97	95	80	22	<b>HEARTBEAT IN THE DARKNESS</b> D. WILLIAMS, G. FUNDIS (D. LOGGINS, R. SMITH)	◆ DON WILLIAMS CAPITOL 5588
98	96	95	24	<b>COUNT ON ME</b> J. KENNEDY (D. REID)	THE STATLER BROTHERS MERCURY 884-721-7/POLYGRAM
99	97	76	12	<b>ALL BECAUSE OF YOU</b> C. ALLEN (S. FORBERT)	MARTY STUART COLUMBIA 38-06230
100	88	83	7	<b>PEOPLE'S COURT</b> R. STEVENS (C. W. KALB, JR., D. SLATER, J. WHITE)	RAY STEVENS MCA 52924

○ Products with the greatest airplay and sales gains this week. ◆ Videoclip availability. ● Recording Industry Assn. Of America (RIAA) certification for sales of 1 million units. ▲ RIAA certification for sales of 2 million units.

# Billboard Hot Country Singles SALES & AIRPLAY™

A ranking of the top 30 country singles by sales and airplay, respectively, with reference to each title's composite position on the main Hot Country Singles chart.

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT CTRY POSITION
1	2	CRY	CRYSTAL GAYLE	1
2	3	TOO MANY TIMES	EARL THOMAS CONLEY AND ANITA POINTER	3
3	4	DIGGIN' UP BONES	RANDY TRAVIS	4
4	5	IT'LL BE ME	EXILE	2
5	6	THAT ROCK WON'T ROLL	RESTLESS HEART	5
6	7	DOO-WAH DAYS	MICKEY GILLEY	6
7	9	SINCE I FOUND YOU	SWEETHEARTS OF THE RODEO	7
8	10	HONKY TONK CROWD	JOHN ANDERSON	15
9	13	STARTING OVER AGAIN	STEVE WARINER	8
10	14	CHEAP LOVE	JUICE NEWTON	14
11	15	SHE USED TO BE SOMEBODY'S BABY	THE GATLIN BROTHERS	13
12	20	YOU'RE STILL NEW TO ME	MARIE OSMOND WITH PAUL DAVIS	10
13	1	JUST ANOTHER LOVE	TANYA TUCKER	9
14	22	NO ONE MENDS A BROKEN HEART LIKE YOU	BARBARA MANDRELL	12
15	18	TOUCH ME WHEN WE'RE DANCING	ALABAMA	17
16	25	AT THE SOUND OF THE TONE	JOHN SCHNEIDER	16
17	8	DIDN'T WE	LEE GREENWOOD	11
18	19	I MISS YOU ALREADY	BILLY JOE ROYAL	25
19	12	BOTH TO EACH OTHER	EDDIE RABBITT & JUICE NEWTON	20
20	16	SECOND TO NO ONE	ROSANNE CASH	21
21	21	GUITAR TOWN	STEVE EARLE	50
22	—	IT AIN'T COOL TO BE CRAZY ABOUT YOU	GEORGE STRAIT	19
23	23	ALWAYS HAVE ALWAYS WILL	JANIE FRICKE	49
24	—	DADDY'S HANDS	HOLLY DUNN	24
25	24	GUITARS, CADILLACS	DWIGHT YOAKAM	48
26	11	YOU CAN'T STOP LOVE	SCHUYLER, KNOBLOCH & OVERSTREET	18
27	28	WINE COLORED ROSES	GEORGE JONES	30
28	—	HELL AND HIGH WATER	T GRAHAM BROWN	22
29	—	I'M NOT TRYING TO FORGET YOU	WILLIE NELSON	54
30	30	MIND YOUR OWN BUSINESS	HANK WILLIAMS, JR.	29

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT CTRY POSITION
1	2	CRY	CRYSTAL GAYLE	1
2	3	IT'LL BE ME	EXILE	2
3	5	TOO MANY TIMES	EARL THOMAS CONLEY AND ANITA POINTER	3
4	6	DIGGIN' UP BONES	RANDY TRAVIS	4
5	10	THAT ROCK WON'T ROLL	RESTLESS HEART	5
6	8	DOO-WAH DAYS	MICKEY GILLEY	6
7	12	SINCE I FOUND YOU	SWEETHEARTS OF THE RODEO	7
8	1	JUST ANOTHER LOVE	TANYA TUCKER	9
9	13	YOU'RE STILL NEW TO ME	MARIE OSMOND WITH PAUL DAVIS	10
10	11	DIDN'T WE	LEE GREENWOOD	11
11	14	STARTING OVER AGAIN	STEVE WARINER	8
12	15	NO ONE MENDS A BROKEN HEART LIKE YOU	BARBARA MANDRELL	12
13	17	SHE USED TO BE SOMEBODY'S BABY	THE GATLIN BROTHERS	13
14	18	CHEAP LOVE	JUICE NEWTON	14
15	19	AT THE SOUND OF THE TONE	JOHN SCHNEIDER	16
16	20	TOUCH ME WHEN WE'RE DANCING	ALABAMA	17
17	7	YOU CAN'T STOP LOVE	SCHUYLER, KNOBLOCH & OVERSTREET	18
18	21	IT AIN'T COOL TO BE CRAZY ABOUT YOU	GEORGE STRAIT	19
19	22	HONKY TONK CROWD	JOHN ANDERSON	15
20	4	SECOND TO NO ONE	ROSANNE CASH	21
21	9	BOTH TO EACH OTHER	EDDIE RABBITT & JUICE NEWTON	20
22	25	HELL AND HIGH WATER	T GRAHAM BROWN	22
23	27	TOO MUCH IS NOT ENOUGH	BELLAMY BROTHERS	23
24	28	DADDY'S HANDS	HOLLY DUNN	24
25	30	OUT GOIN' CATTIN'	SAWYER BROWN WITH "CAT" JOE BONSALE	26
26	—	I MISS YOU ALREADY	BILLY JOE ROYAL	25
27	24	MY LIFE'S A DANCE	ANNE MURRAY	27
28	—	GIVE ME WINGS	MICHAEL JOHNSON	28
29	—	MIND YOUR OWN BUSINESS	HANK WILLIAMS, JR.	29
30	—	WINE COLORED ROSES	GEORGE JONES	30

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## COUNTRY SINGLES BY LABEL

A ranking of distributing labels by the number of titles they have on the Hot Country Singles chart.

LABEL	NO. OF TITLES ON CHART
MCA (13)	17
MCA/Curb (4)	
RCA (15)	16
RCA/Curb (1)	
WARNER BROS. (12)	15
Warner/Curb (2)	
Reprise (1)	
CAPITOL (7)	14
MTM (5)	
Capitol/Curb (2)	
COLUMBIA	11
POLYGRAM	9
Mercury (8)	
Complet (1)	
EPIC	8
EMI-AMERICA	3
AIR	1
ATLANTIC	1
Atlantic/America (1)	
AVISTA	1
DOOR KNOB	1
LUV	1
NSD	1
Master (1)	
NATIONWIDE SOUND	1
Encore (1)	

## COUNTRY SINGLES A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE	Publisher - Licensing Org.	Sheet Music Dist.	
53 AIN'T THAT PECULIAR	(Jobete, ASCAP) CPP	(Timberwolf, BMI/Cross Keys, ASCAP/Kahala, BMI) HL	
99 ALL BECAUSE OF YOU	(Rolling Tide, ASCAP)	77 FIRE AT FIRST SIGHT	(Hall-Clement, BMI) HL
91 ALONG FOR THE RIDE ('56 T-BIRD)	(Bicamer, BMI/Slavetone, ASCAP)	64 FOOLS FOR EACH OTHER	(Chappell, ASCAP) HL
49 ALWAYS HAVE ALWAYS WILL	(Texican, ASCAP/Cavesson, ASCAP) CPP	95 A FRIEND IN CALIFORNIA	(Inorbit, BMI) CPP
89 ANYTHING FOR LOVE	(Moose, CAPAC/Air Bear, BMI/Warner-Tamerlane, BMI)	33 A GIRL LIKE EMMYLOU	(That's What She Said, BMI/Long Tooth, BMI/K-Kuad, ASCAP/Standup, ASCAP)
16 AT THE SOUND OF THE TONE	(WB, ASCAP/Two Sons, ASCAP)	28 GIVE ME WINGS	(Irving, BMI/Eaglewood, BMI/MCA, ASCAP/Don Schlitz, ASCAP) CPP/ALM/HL
47 BAD LOVE	(Dennis Linde, BMI)	73 GOT MY HEART SET ON YOU	(Simonton, BMI/N2D, ASCAP)
20 BOTH TO EACH OTHER (FRIENDS & LOVERS)	(Colgems-EMI, ASCAP/WB, ASCAP/French Surf, ASCAP)	50 GUITAR TOWN	(Goldline, ASCAP) HL
55 THE CARPENTER	(April, ASCAP/GSC, ASCAP)	48 GUITARS, CADILLACS	(Coal Dust West, BMI)
14 CHEAP LOVE	(Shidel, BMI/Bug, BMI)	46 HALF PAST FOREVER (TILL I'M BLUE IN THE HEART)	(Rick Hall, ASCAP)
98 COUNT ON ME	(Stattler Brothers, BMI)	72 HEART TO HEART	(Lilly Billy/Lucrative/BMI)
86 COUNTRY STATE OF MIND	(Bocephus, BMI/Tapadero, BMI) CPP	97 HEARTBEAT IN THE DARKNESS	(MCA, ASCAP/Patchwork, ASCAP) HL
1 CRY	(Shapiro Bernstein & Co., ASCAP)	22 HELL AND HIGH WATER	(April, ASCAP/Ideas Of March, ASCAP/Preshus Child, BMI) CPP/ABP
37 CRY MYSELF TO SLEEP	(Irving, BMI)	15 HONKY TONK CROWD	(Jack & Bill, ASCAP/Foggy Jonz, ASCAP/Amanda-Lin, ASCAP) HL
24 DADDY'S HANDS	(Blackwood, BMI) CPP/ABP	83 HOW MUCH DO I OWE YOU	(Emily Too, SESAC)
85 DESPERADO LOVE	(Tree, BMI/Lowery, BMI) CPP/HL	68 I CAN'T HELP THE WAY I DON'T FEEL	(Tree, BMI/O'Lyric, BMI)
11 DIDN'T WE	(Irving, BMI/WB, ASCAP/Two Sons, ASCAP) CPP/ALM	25 I MISS YOU ALREADY	(Tree, BMI) HL
4 DIGGIN' UP BONES	(Writers Group, BMI/Scarlet Moon, BMI/Sawgrass, BMI/Lawyers Daughter, BMI) CPP/HL	94 I WON'T LET YOU DOWN	(Garwin, ASCAP/WB, ASCAP/Bob Montgomery, ASCAP)
6 DOO-WAH DAYS	(Young Beau, BMI/Tapadero, BMI/Rok, BMI) CPP	74 I'LL GO STEPPIN' TOO	(APRS, BMI)
36 EVERYTHING I USED TO DO	(Jack & Bill, ASCAP/Little Will, ASCAP/Ernie Powell, ASCAP) HL	54 I'M NOT TRYING TO FORGET YOU	(Willie Nelson, BMI) CPP
51 FALLIN' FOR YOU FOR YEARS	(WB, ASCAP/Two Sons, ASCAP/Lodge Hall, ASCAP)	59 IN LOVE	(Lodge Hall, ASCAP/Misap, BMI) CPP
70 FARTHER DOWN THE LINE	(Michael H. Goldsen, ASCAP/Lyle Lovett, ASCAP)	19 IT AIN'T COOL TO BE CRAZY ABOUT YOU	(Larry Butler, BMI/Blackwood, BMI/Southwing, ASCAP) CPP/ABP
62 FIDDLIN' MAN		2 IT'LL BE ME	(Tree, BMI/Pacific Island, BMI) CPP/HL
		9 JUST ANOTHER LOVE	(Web IV, BMI)
		78 LITTLE ROCK	(Combine, BMI/Music City, ASCAP)
		35 LONELY ALONE	(MCA, ASCAP/Alabama Band, ASCAP) HL
		84 LOVE DON'T COME ANY BETTER THAN THIS	(Irving, BMI/Somebody's, SESAC) CPP/ALM
		32 LOVE'S GONNA GET YOU SOMEDAY	(Hall-Clement, BMI/Ricky Skaggs, BMI/Chip Peay, BMI) HL
		29 MIND YOUR OWN BUSINESS	(Acuff-Rose Opryland, BMI/Rightsong, BMI/Hiram, BMI) HL
		27 MY LIFE'S A DANCE	(Youngster Musikverlag, GEMA/Edition Sunrise, BMI) CPP
		69 NIGHT LIFE	(Tree, BMI/Glad, BMI) HL
		12 NO ONE MENDS A BROKEN HEART LIKE YOU	(Collins Court, ASCAP) CPP
		42 OH DARLIN'	(Cross Keys, ASCAP) HL
		44 ONLY YOU	(Hollis, BMI)
		52 OUT AMONG THE STARS	(Warner-Tamerlane, BMI/Ten Speed, BMI)
		26 OUT GOIN' CATTIN'	(Zoo Crew, ASCAP/Colgems-EMI, ASCAP/Labor Of Love, BMI)
		100 PEOPLE'S COURT	(Ray Stevens, BMI/New London, ASCAP)
		58 QUITTIN' TIME	(Tree, BMI/Cross Keys, ASCAP) HL
		21 SECOND TO NO ONE	(Chelcalt, BMI/Atlantic, BMI)
		45 SHE THINKS THAT SHE'LL MARRY	(Uncle Artie, ASCAP/Sabal, ASCAP) HL
		13 SHE USED TO BE SOMEBODY'S BABY	(Larry Gatlin, BMI)
		65 SHE WANTS TO MARRY A COWBOY	(Jack & Bill, ASCAP) HL
		71 SHE'S THE TRIP THAT I'VE BEEN ON	(Acuff-Rose Opryland, BMI)
		7 SINCE I FOUND YOU	(Lawyers Daughter, BMI/Uncle Artie, ASCAP)
		90 SLOW BOAT TO CHINA	(Uncle Artie, ASCAP)
		87 SO THIS IS LOVE	(Tapadero, BMI/Little Shop Of Morgansongs, BMI) CPP
		60 SOMEDAY	(Goldline, ASCAP)
		88 SOMETIMES A LADY	(RavenSong, ASCAP/Michael H. Goldsen, ASCAP/Collins Court, ASCAP) CPP
		81 STAND A LITTLE RAIN	(Don Schlitz, ASCAP/MCA, ASCAP/Sheddhouse, ASCAP) HL
		38 STAND ON IT	(Bruce Springsteen, ASCAP)
		8 STARTING OVER AGAIN	(Forrest Hills, BMI/Write Road, BMI)
		93 TALKIN' BLUE EYES	(Alabama Band, ASCAP/Quillsong, ASCAP/Dejamus, ASCAP) HL
		63 TEN FEET AWAY	(WB, ASCAP/Two Sons, ASCAP/Algee, BMI/Blue Lake, BMI) CPP
		5 THAT ROCK WON'T ROLL	(Combine, BMI)
		79 THAT'S HOW YOU KNOW	(Screen Gems-EMI, BMI/Moon & Stars, BMI/Colgems-EMI, ASCAP)
		56 THAT'S MORE ABOUT LOVE (THAN I WANTED TO KNOW)	(Hall-Clement, BMI/Maplehill, BMI/Cross Keys, ASCAP/Tree, BMI) HL
		82 THAT'S WHAT HER MEMORY IS FOR	(Tom Collins, BMI/Collins Court, ASCAP) CPP
		43 THEN IT'S LOVE	(Dennis Linde, BMI)
		76 THESE SHOES	(Carlsongs, BMI/Carlyric, ASCAP)
		61 THEY DON'T MAKE THEM LIKE THEY USED TO	(New Hidden Valley, ASCAP/Wait Disney, ASCAP/CBS, BMI/Wonderland, BMI)
		75 TIME STOOD STILL	(Hookit, BMI/Blue Lake, BMI) CPP
		3 TOO MANY TIMES	(Rowdy Boy, ASCAP/P.B.T.W., ASCAP/Tuna Day, ASCAP)
		23 TOO MUCH IS NOT ENOUGH	(Bellamy Bros., ASCAP)
		17 TOUCH ME WHEN WE'RE DANCING	(Hall-Clement, BMI) HL
		80 TWO SIDES	(Hear No Evil, BMI)
		40 WALK THE WAY THE WIND BLOWS	(Colgems-EMI, ASCAP/White Sheep, ASCAP)
		66 WE BELONG TOGETHER	(Pauke, BMI)
		41 WE HAD IT ALL	(Danor, BMI/Irving, BMI) CPP/ALM
		67 WEREN'T YOU LISTENING	(Tree, BMI)
		34 WHAT AM I GONNA DO ABOUT YOU	(Tapadero, BMI/Jim's Allisongs, BMI)
		96 WHAT DID YOU DO TO MY HEART	(Marledge, ASCAP)
		31 WHAT YOU'LL DO WHEN I'M GONE	(Larry Butler, BMI/Blackwood, BMI) CPP/ABP
		39 WHEN YOU HURT I HURT	(Tree, BMI/Strawberry Lane, BMI) HL
		30 WINE COLORED ROSES	(Hall-Clement, BMI/Frizzell, BMI/Cavesson, ASCAP) CPP/HL
		18 YOU CAN'T STOP LOVE	(Lawyers Daughter, BMI/Writers Group, BMI/Scarlet Moon, BMI/Bethlehem, BMI) CPP
		57 YOU STILL MOVE ME	(Pink Pig, BMI)
		92 YOU'RE A BETTER MAN THAN I	(Door Knob, BMI/Chip 'N'Dale, ASCAP)
		10 YOU'RE STILL NEW TO ME	(Writers Group, BMI/Scarlet Moon, BMI/Web IV, BMI) CPP

**SHEET MUSIC AGENTS**  
are listed for piano/vocal sheet music copies and may not represent mixed folio rights.

ABP	April Blackwood	CPP	Columbia Pictures
ALM	Almo	HAN	Hansen
B-M	Belwin Mills	HL	Hal Leonard
B-3	Big Three	IMM	Ivan Mogull
BP	Bradley	MCA	MCA
CHA	Chappell	PLP	Peer Southern
CLM	Cherry Lane	PLY	Plymouth
CPI	Cimino	WBM	Warner Bros.



**Creative Peers.** Peer-Southern Productions executives meet with recording artist Bonnie Forman to ink an exclusive production and publishing agreement. Forman's producer for Peer-Southern will be Larry Gottlieb. Pictured with Forman are, from left, Wayne Rooks, Forman's manager; Gottlieb; Ralph Peer II, president of Peer-Southern; and Allan Tepper, director of creative services for the company.



**Happening Life Styles.** Recording artists Mic Holwin and Latitude show off their upcoming debut releases on the Moss Music Group's new contemporary label, Life Style Records. Standing, from left, are Herb Dorfman, Moss Music vice president of sales; Marla Roseman, Life Style director of promotion; Rick Bleiweiss, independent marketing consultant; Craig Peyton of Latitude; and John Golden, Latitude manager. Seated, from left, are Nico Anducich, Life Style a&r director; Holwin; Ira Moss, Moss Music president; and Ben Verdery of Latitude.



**Sparkling Talent.** Composer/producer Steve Diamond, seated at right, gathers with Jobete Music executives in Los Angeles to sign a worldwide publishing agreement with the company. Shown with Diamond are, standing from left, Rodney Gordy, professional manager; Frank Banyai, vice president of administration and international; Genie Brown, department staffer; Vince Perrone, vice president of business affairs; and Joey Averbach, professional manager. Seated with Diamond is president Lester Sill.



**Manufacturing Mania.** Ozzy Osbourne, left, gets a tour of CBS' disk and tape facility in Georgia. Bill Johns, manufacturing manager, center, and Bob Myers, vice president of Carrollton Manufacturing, CBS Records Operations U.S. lead him through the plant. The Jet/Epic Records artist spent an afternoon there before the Atlanta date on his recent tour.



**Warner Bros.' Robin.** Pictured at the signing of Cock Robin to Warner Bros. Music are, from left, group manager Jay Landers, vocalist/songwriter Peter Kingsbery, Warner Bros. chairman Chuck Kaye, and attorney Mario Gonzalez.



**This New Contract.** Artist Peter Himmelman, at left, discusses his forthcoming debut album for Island Records with Lou Maglia, the label's president. Titled "This Father's Day," the release is self-financed.



**Broadway Wonder.** Gathered at an American Society of Composers, Authors and Publishers reception in New York honoring composer Charles Strouse are, from left, Roger Stevens, chairman of the Kennedy Center in Washington, D.C.; Strouse; Chita Rivera; and Morton Gould, ASCAP president. Strouse, who wrote the music for many Broadway hits including "Annie" and "Bye Bye Birdie," was cited for his dedication to developing new theatrical songwriter talent through his leadership of ASCAP's Musical Theater Workshop for Songwriters.

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# Retailers Dub Maxell Tape Leader In 4th Quarter

BY CHRIS MCGOWAN

**LOS ANGELES** With the fourth quarter underway, Maxell is leading the pack in both blank audiotape and videotape sales, and TDK is running a close second, according to many retailers.

Sales are thriving due to multipack deals, specials such as free video rental coupons, and low prices on audio 10-packs. Additionally, November and December look to have heavy promotion from all the major brands.

"The audio 10-packs have done astronomically well for us now that the price has dropped to the magic point of \$19.95," says Marc Miterman, accessories buyer for the 85-

**'Maxell carried us through the summer, but TDK looks to come on strong'**

outlet Wall-To-Wall Sound and Video chain. "We usually merchandise them with a premium, such as a free wall rack, cassette case, or dollar-off coupon."

The Cinnaminson, N.J.-based chain is running specials on video multipacks as well, such as free rolls of camera film, movie rental coupons, and four-packs that contain one high-grade and three standard tapes. Promotions are run on all brands carried, which are Maxell, TDK, and Fuji in audio and video and Scotch in video only. Maxell is the leading seller in both categories for Wall-To-Wall.

Maxell also tops blank videotape

sales for Tower Records and Tower Video. "Maxell carried us through the summer, but TDK looks to come on strong at the end of the fourth quarter," says Joe Medwick, director of video marketing for the 42-store chain based in West Sacramento, Calif.

Medwick notes that Maxell and TDK are far ahead of other brands, accounting for an estimated 50%-60% of blank videotape sales for Tower. Next in line are Sony, Memorex, and BASF. He says Tower blank tape sales benefit greatly from advertising and that it is important to make multipacks available, use specials (such as free rental coupons), and offer high-grade blank tapes.

In the audio area, Tower carries BASF, Maxell, Memorex, Sony, TDK, and Teac blanks.

The top spot at Record Bar vacillates between TDK and Maxell. Steve Bennett, vice president of marketing for the Durham, N.C., firm says, "Usually Maxell is No. 1 in audio and TDK in video." Next come Memorex and Scotch in audio, with that order reversed in video.

Fourth-quarter plans for the 126-outlet chain include special promotions to induce the consumer to switch from standard videotape to high-grade varieties. "We'll also have a lot of audio multipacks, and after Christmas we're going to test SKC videotape."

Sound Waves, which has two stores in Houston, carries Sony and JVC videocassettes. "They have the best price I can find locally," says Greg Zachary, the store manager. The audiotapes it carries are Maxell, TDK, Memorex, and Teac. Zachary says, "I love the Maxell sound. I get a lot of requests for Teac, and I keep Memorex for the lower price. TDK does well, but not as well as

Maxell."

At Waxie Maxie's, the three brands sold for both audio and video are Maxell, Memorex, and TDK. "We don't want to confuse the consumer with too many choices," says David Blaine, vice president and general manager of the 25-outlet, Washington, D.C.-based chain. "We think these three are the most representative lines that are clearly identifiable and meet the majority of our consumers' needs."

"We have blank tape promotions all the time and will continue that in the fourth quarter. We will continue our heavy advertising and display contests—especially during Christmas, when a lot of people receive cassette players and VCRs as gifts. Maxell especially gives a lot of in-store support and is very aggressive in promotions."

Maxell, TDK, and Memorex are the three leaders in sales for both audio and video in the 18-store Cavages chain, based in Buffalo, N.Y. Sony and Fuji audiocassettes and Fuji videocassettes are also vended.

"In the fourth quarter we will tie in to Maxell's fall promotions, such

as the ongoing Legends contest," says Tom Kreppeneck, accessory buyer for Cavages.

The blank tape leaders at National Record Mart are the following, in order of popularity: TDK, Maxell, and BASF. That order holds true for both audio and video, according to George Balicky, vice president of

**'We'll have a lot of audio multipacks'**

marketing and advertising for the 74-store, Pittsburgh-based chain. Other lines are also sold intermittently on a promotional basis.

"We go with these three companies because we've had a good, long-lasting relationship with each one, and we want to maintain that, rather than just grab a short-term good deal," comments Balicky.

He notes that all three are chipping in significantly with co-op ad dollars. "They're taking out a higher percentage of ad space this year than other years," adds Balicky. He observes that a secret to success in

blank tape sales is "constantly featuring something at a good price, having special buys for promotional packages."

For the fourth quarter, Dallas-based Sound Warehouse will feature Maxell Month in November and multitape ads in both that month and December. "Our store philosophy is to be very visible with both advertising and promotion. I think it works well," says John Quinn, director of retail operations for the 84-outlet chain.

Maxell and TDK top the blank tape list for Sound Warehouse in both audio and video. "The No. 1 position goes back and forth between them, depending on who's advertising and promoting that month," adds Quinn. The other brands carried are Memorex, Scotch, BASF, Fuji, and Sony.

According to spokesman George Chronis, the videotapes of choice at Los Angeles-based Music Plus are TDK, Maxell, Scotch, Sony, and Fuji. Audio brands carried at the 42-store chain are Memorex, Maxell, TDK, and Sony.

## ON TARGET

by Mike Shalett

**C**ORPORATE SPONSORSHIPS are big business in today's music industry. The competitive nature of the marketplace is creating, in some cases, extremely large fees for the linking of a logo or slogan with an artist or venue.

More companies and their advertising agencies will try to use our industry's commodities to generate cost-effectiveness campaigns to increase awareness and actual unit sales. And at the same time, managers and venue managers search eagerly for dollars for their acts and their buildings.

We have found that more and more often, these same investors in talent and real estate are no longer basing their decisions strictly on gut reaction. The costs have gotten too high to base marketing approaches on such an antiquated way of doing business. We thought we'd offer some results from research we've done on sponsorship effectiveness and also offer some suggestions on how to generate data that could aid in getting corporate sponsorship dollars.

We tracked the awareness level of sponsorship at a particular venue over a period of time. This year was the first time that the company in question sponsored this particular venue's concert series.

At the beginning of the season, after the initial advertising campaign, 26% of the audience could recite the name of the product sponsor when asked. The question was open-ended, not multiple choice.

As we went into our second month, the scores remained constant. Except for rare occasions

when an act would come in that had an atypical audience—such as Bob Dylan with Tom Petty & the Heartbreakers, whose audience was much older than this venue's typical customers—the percentage remained constant or crept up slightly.

As the season wore on, the continuation of the sponsorship showed a positive effect on awareness. We began to see a steady

### Sponsors require data in advance

climb of awareness above the 30% level. Again, we would see "blips" in the graphic rise caused, we believe, by acts that attracted audiences far different than the core of fans constantly in attendance.

By the end of the summer season, the success story was fully documented. Of the customers attending concerts at this particular venue, 45% could cite the event's sponsor.

It's important to note here that creating awareness among the 15,000 fans at a particular concert or venue is only a small part of the total picture. What is of far greater importance is to create increased product visibility and awareness among the 15 million people in the overall marketplace. This point is of key importance in the discussion of tour sponsorship vs. venue sponsorship, both of which can be very successful with the correct marketing strategy.

How can one go about getting a sponsor? How does a corporation

know which bands or arenas to get involved with in regard to event- or music-marketing sponsorships?

Most corporations and/or their advertising agencies do extensive research to identify the demographic and psychological profile of target customers. These can be matched if information is available on the audience or marketplace that a particular act or venue attracts. We have heard many complaints from would-be sponsors who can't find that information. A company generating such data could be essential to making a successful tie-in.

One other key point must be addressed. Corporate sponsorships, whether they center on an artist or a venue, must be financially successful for both parties.

"On Target" is a biweekly feature to help readers understand more about consumer buying habits and trends. The column is based on retail research conducted by the Street Pulse Group, a Connecticut-based music industry marketing consultancy of which Mike Shalett is president.

In one retail survey technique, Street Pulse distributes packets containing questionnaires and product to 50 retail stores around the country. A packet is handed out randomly to a consumer immediately after he or she has paid for a purchase, and a \$2 coupon, good for the consumer's next purchase at the store, is the motivation for completing the questionnaire. The firm also polls concert venues.

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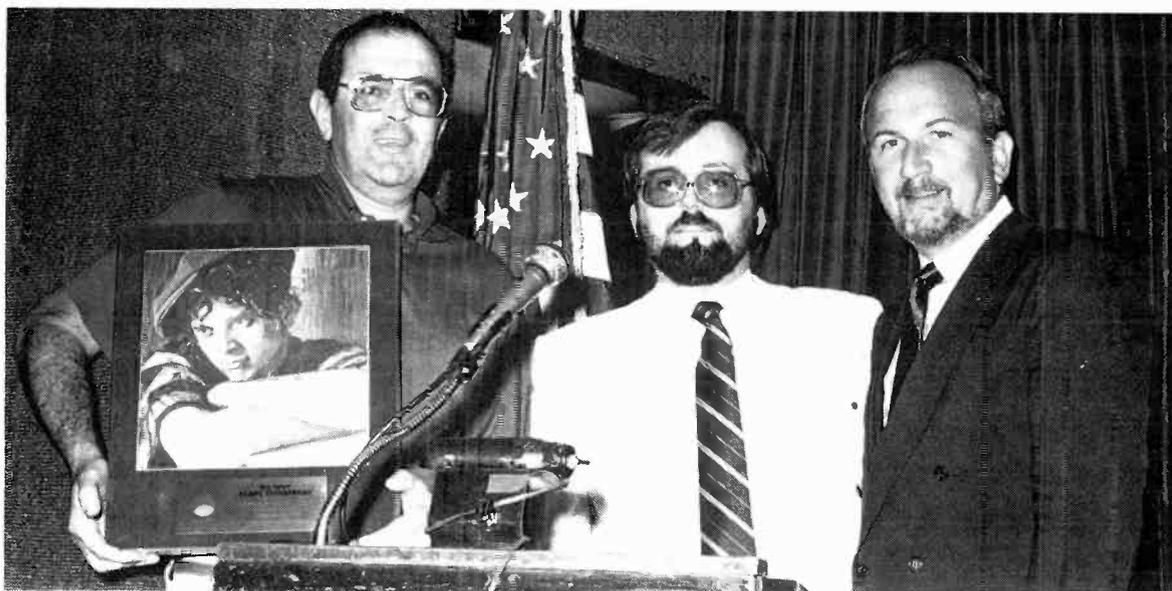
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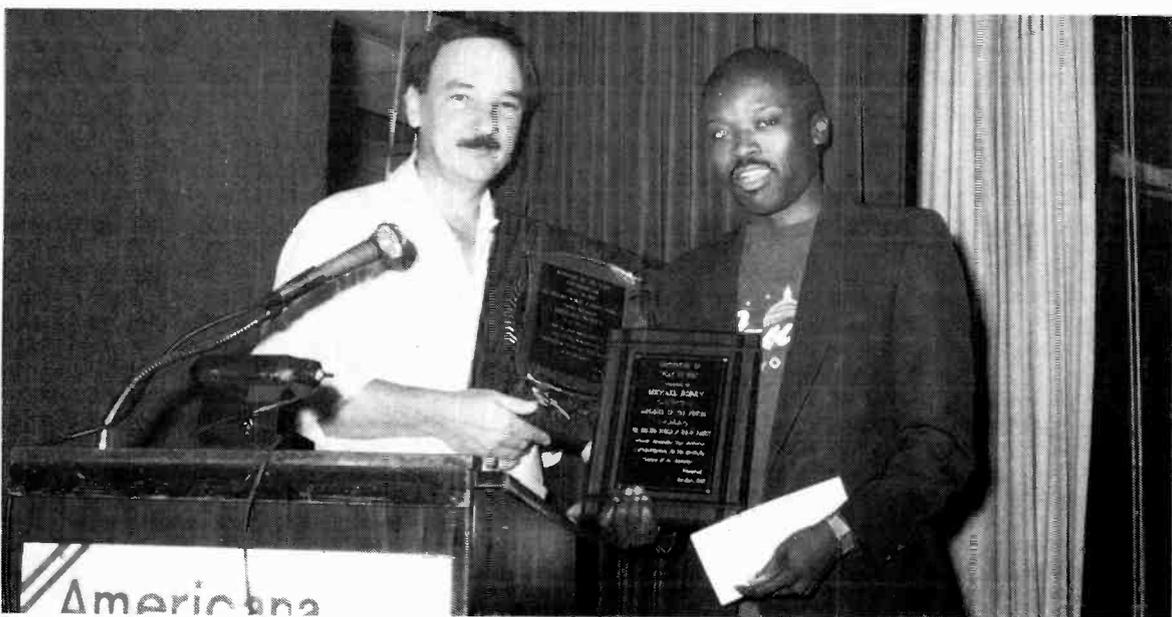
**Managers' Milestone.** Director of merchandising Tom Pettit, far right, recognizes Record World's five-year managers at the chain's Lancaster, Pa. meet. Shown, from left, are Ron Tedesco, accepting for his assistant manager Barbara Simmons; Wayne Olsen; Ray Zanfani; and Joe Logatto.



**Meeting's Greeting.** Bruce Imber, vice president/director of planning, welcomes attendees during the convention's opening remarks.



**Simply Successful.** Roy Imber, president of Elroy Enterprises and its Record World chain, receives a plaque from Elektra/Asylum for his company's support of Simply Red's "Picture Book." On hand for the presentation are, from left, Imber; Tony Pelligrino, regional marketing director, Elektra; and Keith Hamlin, the label's recently appointed vice president of sales.



**Winning Touch.** White Marsh, Md., store manager Michael Roney, right, receives manager-of-the-year and manager-of-the-region awards from Tom Pettit, Elroy's director of merchandising.

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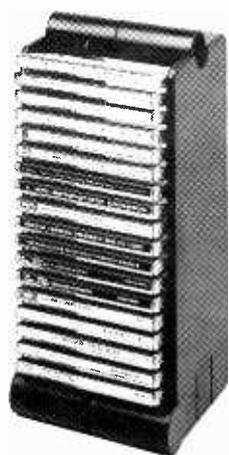
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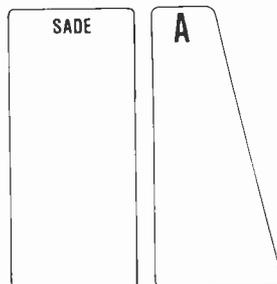
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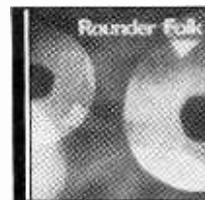
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FOR WEEK ENDING OCTOBER 25, 1986

# Billboard TOP COMPACT DISKS

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				<b>POP™</b>			
				Compiled from a national sample of retail sales reports.			
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL	TITLE		
				★★ NO. 1 ★★			
1	1	1	11	STEVE WINWOOD ISLAND 25448-2/WARNER BROS. 3 weeks at No. One	BACK IN THE HIGHLIFE		
2	2	2	17	PETER GABRIEL GEFEN 2-24088/WARNER BROS.	SO		
3	5	3	15	GENESIS ATLANTIC 2-81641	INVISIBLE TOUCH		
4	4	4	5	LIONEL RICHIE MOTOWN 6158MD	DANCING ON THE CEILING		
5	9	29	3	HUEY LEWIS & THE NEWS CHRYSALIS VK-41534	FORE!		
6	3	5	7	BILLY JOEL COLUMBIA CK 40402	THE BRIDGE		
7	7	8	6	PAUL SIMON WARNER BROS. 2-25447	GRACELAND		
8	6	7	13	SOUNDTRACK COLUMBIA CK 40323	TOP GUN		
9	8	6	10	MADONNA SIRE 2-25442/WARNER BROS.	TRUE BLUE		
10	15	9	74	PINK FLOYD HARVEST CD 46001/CAPITOL	DARK SIDE OF THE MOON		
11	20	—	2	TINA TURNER CAPITOL CDP 46323	BREAK EVERY RULE		
12	10	10	58	WHITNEY HOUSTON ARISTA ARCD 8212	WHITNEY HOUSTON		
13	12	13	25	ROBERT PALMER ISLAND 2-90471/ATLANTIC	RIPTIDE		
14	22	—	2	TALKING HEADS SIRE CDP 46157/WARNER BROS.	TRUE STORIES		
15	14	12	11	ANDREAS VOLLENWEIDER CBS MASTERWORKS MK 42255	DOWN TO THE MOON		
16	13	15	73	DIRE STRAITS WARNER BROS. 2-25264	BROTHERS IN ARMS		
17	17	14	22	THE MOODY BLUES POLYDOR 829179-2/POLYGRAM	THE OTHER SIDE OF LIFE		
18	29	19	61	CREEDENCE CLEARWATER REVIVAL FANTASY FCD 623-CCR2	CHRONICLES		
19	21	16	7	R.E.M. I.R.S. IRSD 5783/MCA	LIFE'S RICH PAGEANT		
20	19	11	13	EURYTHMICS RCA PCD 1-5847	REVENGE		
21	28	30	3	LINDA RONSTADT ELEKTRA 9 60474-2	FOR SENTIMENTAL REASONS		
22	24	25	21	STEELY DAN MCA MCAD 5570	DECADE		
23	RE-ENTRY			BOB SEGER & THE SILVER BULLET BAND CAPITOL CDP 46195	LIKE A ROCK		
24	18	17	6	DAVID LEE ROTH WARNER BROS. 2-25470	EAT 'EM AND SMILE		
25	27	24	74	PHIL COLLINS ATLANTIC 2-81240	NO JACKET REQUIRED		
26	26	26	18	BOB JAMES & DAVID SANBORN WARNER BROS. 2-25393	DOUBLE VISION		
27	23	21	18	THE FABULOUS THUNDERBIRDS CBS ASSOCIATED ZK 40304/EPIC	TUFF ENUFF		
28	11	18	5	PAUL MCCARTNEY CAPITOL CDP 46269	PRESS TO PLAY		
29	16	22	4	BRUCE HORNSBY & THE RANGE RCA PCD 1-8058	THE WAY IT IS		
30	RE-ENTRY			ANITA BAKER ELEKTRA 60444-2	RAPTURE		

				<b>CLASSICAL™</b>			
				Compiled from a national sample of retail sales reports.			
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST		
				★★ NO. 1 ★★			
1	1	1	9	DOWN TO THE MOON CBS MK-42255	3 weeks at No. One ANDREAS VOLLENWEIDER		
2	2	2	38	BACHBUSTERS TELARC 80123	DON DORSEY		
3	3	5	12	SYNCOATED CLOCK PRO ARTE CDD-264	ROCHESTER POPS (KUNZEL)		
4	4	4	31	HOROWITZ: THE LAST ROMANTIC DG 419-045	VLADIMIR HOROWITZ		
5	6	6	19	BACH MEETS THE BEATLES PRO ARTE CDD-211	JOHN BAYLESS		
6	5	3	74	AMADEUS SOUNDTRACK FANTASY WAM-1791	NEVILLE MARRINER		
7	7	7	7	HOROWITZ: THE STUDIO RECORDINGS DG 419-217	VLADIMIR HOROWITZ		
8	8	9	74	TCHAIKOVSKY: 1812 OVERTURE TELARC 80041	CINCINNATI POPS (KUNZEL)		
9	10	14	5	SABRE DANCE PRO ARTE CDD-250	HOUSTON SYMPHONY (COMMISSIONA)		
10	9	8	74	TIME WARP TELARC 80106	CINCINNATI POPS (KUNZEL)		
11	11	10	29	SWING, SWING, SWING PHILIPS 412-626	BOSTON POPS (WILLIAMS)		
12	14	18	4	HOLST: THE PLANETS TELARC CD-80133	ROYAL PHILHARMONIC ORCHESTRA		
13	12	11	39	ORCHESTRAL SPECTACULARS TELARC 80115	CINCINNATI POPS (KUNZEL)		
14	13	13	18	TELARC SAMPLER #3 TELARC 80003	VARIOUS ARTISTS		
15	15	12	74	STAR TRACKS TELARC 80094	CINCINNATI POPS (KUNZEL)		
16	27	27	3	ANNIVERSARY LONDON 417-362	LUCIANO PAVAROTTI		
17	16	15	26	SONGS FROM LIQUID DAYS CBS MK-39564	PHILIP GLASS		
18	18	17	8	BERNSTEIN: WEST SIDE STORY (HIGHLIGHTS) DG 415-963	TE KANAWA, CARRERAS (BERNSTEIN)		
19	17	16	15	BEAUTIFUL DREAMER LONDON 417-242	MARILYN HORNE		
20	20	20	6	ROMANCES FOR SAXOPHONE CBS MK-42122	BRANFORD MARSALIS		
21	19	22	20	COPLAND: BILLY THE KID/RODEO ANGEL CDC-47382	SAINT LOUIS SYMPHONY (SLATKIN)		
22	22	24	27	WILLIAM TELL AND OTHER FAVORITE OVERTURES TELARC 80116	CINCINNATI POPS (KUNZEL)		
23	23	23	63	GERSHWIN: RHAPSODY IN BLUE CBS MK-39699	LOS ANGELES PHILHARMONIC (THOMAS)		
24	21	21	16	CELEBRATE AMERICA PRO ARTE CDD-263	HOUSTON SYMPHONY (COMMISSIONA)		
25	25	25	74	TELARC SAMPLER #1 TELARC 80101	VARIOUS ARTISTS		
26	24	19	22	PLEASURES OF THEIR COMPANY ANGEL CDC-47196	KATHLEEN BATTLE, CHRISTOPHER PARKENING		
27	26	26	74	COPLAND: APPALACHIAN SPRING TELARC 80078	ATLANTA SYMPHONY		
28	28	—	2	TCHAIKOVSKY: 1812 OVERTURE LONDON 417-300	MONTREAL SYMPHONY (DUTOIT)		
29	RE-ENTRY			BEETHOVEN: SYMPHONY NO. 9 DG 410-987	BERLIN PHILHARMONIC (KARAJAN)		
30	29	29	22	BEETHOVEN: SYMPHONY NO. 9 TELARC 80120	CLEVELAND ORCHESTRA (DOHNANYI)		

# New Releases

## ALBUMS

The following configuration abbreviations are used: LP—album; EP—extended play; CA—cassette; NA—price not available. Multiple records and/or tapes in a set appear within parentheses following the manufacturer number. ▲=Simultaneous release on CD.

### POP/ROCK

**JOE BURKE, MICHAEL COONEY & TERRY CORCORAN**  
Happy To Meet & Sorry To Part  
LP Green Linnet/no list

**MAX CREEK**  
Windows  
LP Relix RRLP 2018/no list  
CA RRLP 2018C/no list

**CHICO DEBARGE**  
Talk To Me  
LP Motown 6214ML/MCA/\$8.98  
CA 6214MC/no list

**KEITH & DONNA GODCHEAUX**  
The Heart Of Gold Band  
LP Relix RRLP 2020/no list  
CA RRKO 2020C/no list

▲ **ROBERT HUNTER**  
Rock Columbia  
LP Relix RRLP 2019/no list  
CA RRLP 2019C/no list  
CD RRCD 2019/no list

**KRAFTWERK**  
Electric Cafe  
LP Warner Bros. 1-25525/WEA/\$8.98  
CA 4-25525/\$8.98

**STACY LATTISAW**  
Take Me All The Way  
LP Motown 6212ML/MCA/\$8.98  
CA 6212MC/no list

**THE MIGHTY LEMON DROPS**  
Happy Head  
LP Sire 1-25532/WEA/\$8.98  
CA 4-25532/\$8.98

▲ **THE NEW RIDERS OF THE PURPLE SAGE**  
Before Time Began  
LP Relix RRLP 2024/no list  
CA RRLP 2024C/no list  
CD RRCD 2024/no list

▲ **POINTER SISTERS**  
Hot Together  
LP RCA 5609-1-R9/\$9.98  
CA 5609-4-R9/\$9.98  
CD 5609-2-RC/no list

**KENNY ROGERS**  
They Don't Make Them Like They Used To  
LP RCA 5633-1-R9/\$9.98  
CA 5633-4-R9/\$9.98  
CD 5633-2-R/no list

**SILLY WIZZARD**  
A Gint Of Silver  
LP Green Linnet/no list

**KIM SIMMONDS, ACOUSTIC SAVOY BROWN**  
Slow Train  
LP Relix RRLP 2023/no list  
CA RRLP 2023C/no list

**TWO MINDS CRACK**  
The Victory Parade  
LP Sire 1-25517/WEA/\$8.98  
CA 4-25517/\$8.98

### COMPACT DISK

**THOMAS ALMQUIST**  
Unknown Tracks  
CD Breakthru' ABCD4/\$16.98

**LARRY CARLTON**  
Alone/But Never Alone  
CD MCA Jazz MCAD-5689/no list

**CRUSADERS**  
Royal Jam  
CD MCA Jazz MCAD-8017/no list

**CRUSADERS**  
Street Life  
CD MCA Jazz MCAD-3094/no list

**CABO FRIO**  
Right On The Money  
CD MCA Jazz ZEBD-5685/no list

**MARVIN GAYE**  
Trouble Man  
M.P.G.  
CD Tamla/Motown 8036TD/MCA/no list

**BILLIE HOLLIDAY**  
Billie Holiday  
CD MCA Jazz MCAD-5776/no list

**JAMES INGRAM**  
Never Felt So Good  
CD Qwest 2-25424/WEA/\$15.98

**JOHN KLEMMER**  
Barefoot Ballet  
CD MCA Jazz MCAD-1583/no list

**JOHN KLEMMER**  
Touch  
CD NCA Jazz MCAD-37152/no list

**STEFAN NILSSON**  
Romantic Piano Dreams  
CD Breakthru' ABCD5/\$16.98

**PEKKA POHJOLA**  
Space Waltz  
CD Breakthru' ABCD1/\$16.98

**JANNE SCHAFFER**  
Traffic  
CD Breakthru' ABCD2/\$16.98

**THE TEMPTATIONS**  
A Song For You  
Masterpiece  
CD Gordy/Motown 8035GD/MCA/no list

**THE TEMPTATIONS**  
Live At The Copa  
With A Lot O' Soul  
CD Gordy 8037GD/MCA/no list

**TRIANGULUS WITH BJORN J-SON LINDH**  
Triangulus With Bjorn J-son Lindh  
CD Breakthru' ABCD3/\$16.98

**YELLOWJACKETS**  
Shades  
CD MCA Jazz MCAD-5752/no list

### BLACK

**OMAR HILL & ART WEBB**  
Caribbean Breeze  
LP Gaslight/Universal/no list

### GOSPEL

**CJSS/DAVID T. CHASTAIN**  
Praise The Lord  
LP Leviathan LAB62/Important/\$8.98  
CA LC862/\$8.98

**REV. C.L. FAIRCHILD & THE GREATER FAITH CHURCH BAPTIST CHOIR**  
Just Like That  
LP Melitone MEL 1344/\$7.98  
CA MEL 1344/\$7.98

**SCOTT FRAZIER**  
A Better Way  
CA Niromi NRC 10116/\$8.98

**DR. CHARLES HAYES & THE COSMOPOLITAN CHOIR**  
I Won't Take It Back  
LP Melitone MEL 1343/\$7.98  
CA MEL 1343/\$7.98

**THE HIGHWAY Q - C'S**  
You Been Good To Me  
LP Melitone MEL 1341/\$7.98  
CA MEL 1341/\$7.98

**LESLIE JAFFAE**  
Hold Your Dreams To Heart  
CA Niromi NRC 10115/\$8.98

**DON MARK**  
Songs Of Light  
CA Niromi NRC 1020/\$8.98  
EP Niromi NRC 1021/\$5.98

**DOC MCKENZIE & THE GOSPEL HI-LITES**  
We Have You Lord  
LP Melitone MEL 1342/\$7.98  
CA MEL 1342/\$7.98

**SLIM & THE SUPREME ANGELS**  
I'll Rise Again  
LP Melitone MEL 1339/\$7.98  
CA MEL 1339/\$7.98

(Continued on page 42a)

# ...newslines...

**SOUTHEAST REGIONAL MEETS** take the National Assn. of Recording Merchandisers (NARM) on the road next month for four dates: Nov. 10 in Jacksonville, Fla.; Nov. 11 in Atlanta; Nov. 12 in Tampa, Fla.; and Nov. 13 in Miami. A primary goal for these gatherings will be to acquaint nonmembers with the trade group's services, while member companies have been encouraged to bring along store managers and clerks who have not had a chance to participate in NARM functions. Agendas at each site include the merchandising committee's video on store displays and a presentation by Ralph King, the former Record Bar executive who now heads Advanced Retail Consultants.

**LOU KWIKER**, president and CEO of the the Warehouse Entertainment chain, will receive the fifth retailer-of-the-year award from California State Univ.-Los Angeles' Institute Of Retail Management. Previous winners of the tribute include prestigious merchant captains: M.W. Proudfoot, chairman of the Broadway; Eve Rich, CEO of Contempo Casuals; Alfonso Schettini, president of J.W. Robinson's; and Ray Klauer, CEO of May Co. Kwiker will be feted at the Institute's annual luncheon, scheduled for Nov. 6 at the Hyatt Regency in Los Angeles.

**THE RHINO RECORDS LABEL** expects strong consumer reaction to its "By Request: The Best Of Billy & The Beaters" album as a result of exposure on the NBC television series "Family Ties." The Beaters' song "At This Moment" has been adopted as a love theme for the relationship between Alex—played by Michael J. Fox—and the character Ellen. The label claims network affiliates have been swamped with response. NBC spokeswoman Martha Hanrahan says, "We've had much more response than [Phil Collins' "In The Air Tonight"] received when it was on 'Miami Vice,' and that tune went on to the top 10."

**THE NATIONAL RETAIL MERCHANTS ASSN. (NRMA)** return to New York City's Hilton and Sheraton Centre hotels for its annual business and equipment exposition Jan. 11-14, 1987. Almost 600 booths will display wares from various retail services, including suppliers of point-of-sale terminals and systems, store fixtures, security systems, and inventory-management computer programs. The NRMA meet also features 66 seminars covering a broad range of retail topics, with 20 sessions geared toward independent dealers. For more information, contact the New York-based trade group at 212-586-7000.

**MOVING DAY:** NARM and sister organization the Video Software Dealers Assn. will take up residence at their new larger home on Dec. 1 (Billboard, Oct. 4), relocating from Cherry Hill, N.J., to a nearby burg. The new mailing address will be 3 Eves Drive, Suite 307, Marlton, N.J., 08053.  
GEOFF MAYFIELD

Video scores big at Waxworks/Disc Jockey confab ... see page 43

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Design: Barbara Cold

# Audio Products

By GEOFF MAYFIELD

The products go by many names in record/tape retail chains.

Jack Eugster, president of the 512-store Musicland Group, has called them "take-along products." At the 184-store Camelot Music chain they are called "special products," and others call them "add-

Audio-Technica's ATH-M7 PRO Closed-Back Dynamic Stereo-phones



ons."

These buzz words all refer to accessory products; another justifiable nickname for such items could well be "profit champs."

With wholesale prices generally well below shelf price, successful music retailers have found that a well-stocked and smartly merchandised lineup of audiocassette headcleaners, record care kits, phonograph needles, tape cases, and other related products can be a handsome profit center.

And since many music stores have also gone into home video in a big way with full-line rental/sales departments, or at least supplement their blank audio tape inventories with blank videocassettes, many have found it worth their while to stock video-related accessories, too.

These money makers are welcome among music and music/video dealers. Heavy competition in the marketplace and the slim margin that exists between the wholesale price of prerecorded products and their customary selling prices—especially with new, hot sellers—makes the wider margin on accessories quite attractive.

"The key is merchandising," says Mike Stephenson, marketing director at North Canton, Ohio-based Camelot. "A lot of people just put these products on the wall and see if they'll sell. But if you put them in a part of the store where the accessories relate to your other products, then you have a chance to move more goods."

In many cases, Stephenson and other chain executives say such placement helps these  
(Continued on page A-2)

# A RETAILER'S GUIDE TO

# AUDIO AND VIDEO

# ACCESSORIES



Discwasher's CD Storage System holds 20 jewel boxes

**Record/Tape/Video Stores Discover Beautiful Music In The Little Money Makers With The Big Profit Punch—And The Margin That Matters**

## Accessory Hot List VCR & CD PENETRATION SPURS SUPPLIERS TO VAST NEW MARKET

By EDWARD MORRIS

With VCRs and CD players firmly entrenched in millions of American homes, accessories manufacturers are finding a vast market for cleaners, holders, carrying cases, and allied gadgetry. Some companies predict that camcorder accessories will be the next big bulge on the market.

A sampling of suppliers show these bestselling and upcoming hot items:

**ALPHA ENTERPRISES**  
(216-494-9505)

Bestsellers: CD organizer; CD cleaner; CD care kits; individual videotape storage cases.

New and promising: Videocassette security packages for retailers.

**AMARAY INTERNATIONAL**  
(206-881-1000)

Bestsellers: Three-pack and 10-pack see-through videocassette storage cases; video camera and video recorder luggage.

New and promising: The Trackmate CD/record/audio/VCR cleaning system.

**BASF** (617-271-4000)

Bestsellers: LH Extra C60 and C90 blank audiotapes; T120 High Grade, T120 Extra Quality and T160 blank videotapes.

New play: BASF will be educating consumers to the versatility of the T160 format, reminding them to "take advantage of the third speed on your VCR."

**BIB AUDIO/VIDEO PRODUCTS** (303-985-1565)

Bestsellers: The VE 40 video headcleaner; the TwoShot disposable audio headcleaner.

New and promising: The A607 CD cleaner; camcorder care kit.

**CASE LOGIC**  
(303-444-4706)

Bestsellers: Soft-side carrying cases for 15, 30 and 60 audiocassettes; 30-cassette carrier with pocket.

New and promising: Carrying

cases for 15 and 30 CDs; carrying case for 30 CDs with pocket for personal CD unit.

**DISCWASHER**  
(312-671-5680)

Bestsellers: D4 record cleaning fluid and pad; V.R.P. record-protecting sleeves; D'Stat II antistatic turntable mat; Zerostat antistatic instrument; video head cleaners; Perfect Path audio head cleaners.

New and promising: CD storage system for up to 20 jewel boxes.

**KOSS** (414-964-5000)

Bestsellers: Home stereophones, particularly the SST7 and the Koss Kordless; lightweight stereophones to replace those that came with personal stereos; three models of the Sound Cells series—small, portable speakers for personal stereos.

New and promising: Audio/video portable loudspeakers, some self-powered. Also look for more emphasis on accessories  
(Continued on page A-5)

tailers. Surprisingly, several well known video specialty stores do little business with this product, concentrating instead on the renting and selling of prerecorded video and sales of blank tape.

However, video specialty dealers and audio/video combos that do commit to stocking a variety of VCR and videocassette accessories are pleased with the handsome profits these items provide.

"We do lots of accessory business," says Larry Jacobs, president of seven-store Delta Video, based in North Little Rock, Ark. "Accessories have a much, much better markup than our other products—usually around 30%. We're lucky to make 15%-20% on a movie sale."

"Video accessories don't really account for a significant percentage of our overall business, but the margin on those products is worthwhile," says Patti Steinbaugh, accessories buyer for the 41 store, Los Angeles chain Music Plus.

"We try to stock everything there's going to be a demand for, says Mike Worswick, president of Wolfe's Camera & Video, a photography and video hardware/software outlet in Topeka, Kan.

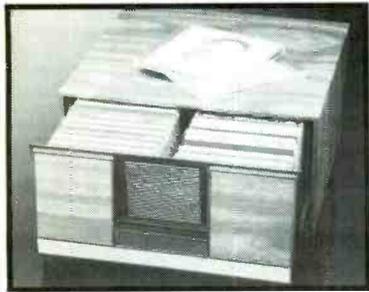
"We carry a storage system that will accommodate any home entertainment products—it can be converted for everything from floppy disks to videocassettes and CDs. We have connecting cords for all portable video cameras and camcorders, even if we don't carry those cameras in our stock."

And if Wolfe's does not have a particular connecting cord in  
(Continued on page A-4)

Billboard



The Amaray Trackmate family of cleaning systems for, from left, CDs, VHS VCRs, LPs, and audio cassette decks.



Hartzell Dynasound Organizer Model CD40WD



Signet SK314 Automatic CD Cleaning System



Ortofon's TM Series Universal Mount phono cartridges

## AUDIO

(Continued from page A-1)

products sell themselves:

Place a selection of inexpensively priced cassette headcleaners next to a blank tape display at the checkout counter and you've opened the door to an impulse buy. This strategy accounts for the monikers "take along" and "add-on" for accessory products.

There are other similar ploys:

- Put video headcleaners in a display of blank video tape.
- Display compact disk cleaners where you merchandise your CDs. "We put them right in the bins with the CDs," says Stephenson.
- Build a bulk display of tape cases close to the area where customers shop for prerecorded cassettes.
- If certain manufacturers enjoy significant brand name recognition with your customers, gang these vendors' products together.

But as is true for most types of retailing, successful selling is not simply a matter of "show and tell."

Buying and displaying accessories is a start, but salesmanship is an important factor—perhaps more so with these products than with prerecorded software. After all, a customer probably already knew what Huey Lewis & the News sounded like before they came to the store to buy their latest tape, but he may not know that it is important to keep one's cassette head clean.

"My main tip is product knowledge," says Jim Pomeranz, blank tape and accessory buyer for the 84-store Budget Tapes & Records franchise, based in Denver.

"The people behind the counter should really know the product; take it home and give it a road test. If the salesperson knows how a product works and the benefits that it offers, it's a lot easier to make the sale to the customer."

Camelot's Stephenson agrees: "We have to educate our store people about accessories, and we're really encouraging knowledge of the product. Salesmanship is the key, especially with a higher priced item. Customers have to know they need it and why."

"For example, a lot of people have never cleaned their VCR heads. They don't know that they need a video headcleaner. So, if our salespeople don't know to tell them how important it is to have clean heads, we lose sales. We're really stressing suggestive sales."

On the other hand, Stephenson has seen great movement for audiocassette headcleaners.

"Your basic cassette cleaner has been our real No. 1 seller among accessories," he says. "You can retail a simple cassette cleaner for anywhere from 99 cents to \$5.99. But the video headcleaners, are more expensive and that may be part of the reason that they don't move as fast."

Because of the lower price points, Stephenson says audio headcleaners work well in dis-

plays on a store's cash register counter. "If you put something near the counter, it's got to be an impulse item. Now, a \$19.95 video headcleaner wouldn't work there."

Discount's Pomeranz has also seen good movement for basic audio cassette headcleaners, but he thinks that the complete tape care packages tend to be overlooked by a lot of consumers. Again, the key is education.

"I have some friends that are really into cassettes. Usually they'll just get a basic cleaner like a Perfect Path and they think that will do the whole job. They don't realize they also need to keep the capstain and the pinch rollers clean," says Pomeranz.

As cassettes continue to gain a larger share of prerecorded music sales, Discount and Camelot have also seen the sale of cassette cases grow. But there are changes in the marketplace: cases are becoming more colorful, with pastels and brighter colors overtaking the once-customary black or brown; fabric is becoming more popular than vinyl; and although 12-tape capacity cases still lead the pack, cases that hold more tapes are starting to pick up ground.

"The new trend is cloth versus the fake leather," says Pomeranz. "Case Logic came out with that and everybody's copying that right now."

As for color, he detects what could be a seasonal trend. "In the winter, gray did real well. And in the summer, the blue and the red started to do better. It's starting to look like it may be a seasonal trend. Now that we're into fall, I'll be interested if they'll go back to more basic colors," says Pomeranz.

Stephenson thinks that the increased use of cassettes in cars may account for changes in color schemes.

"Basic black and brown has run its course. Our bigger sellers now are blue, dark tan, and burgandy—colors that seem to fit more people's car interiors."

For size, he says Camelot's top seller is still the 12-tape capacity case.

"As people get more and more into cassettes, the bigger cases are picking up ground on the smaller ones," says Stephenson. "The ratio between small and larger cases used to (Continued on opposite page)

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# AV ACCESSORIES

## AUDIO

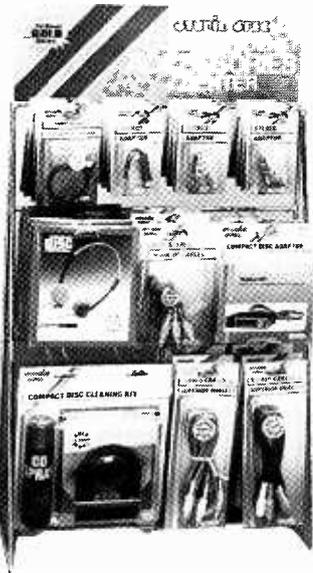
(Con't from opposite page)

be 3-to-1. Now it's more like 1 1/2-to-1. The 30-tape case is our No. 2 seller, and on military bases, where the guys are really into their cassettes, the 60-tape case is just about our No. 1 seller."

In tape cases and all accessory products, Pomeranz gives a sharp eye to packaging when he makes buying decisions.

"Case Logic came out with a very striking package and it really took off," he says. "Savoy and Lebo have also come out with good looking packaging and it really makes a difference. When you change the package, it looks to the consumer that the product is new and improved."

Intelligent buying, eye-catching and well-planned merchandising, and salesmanship help make non-music products an important addition to a music store's stock. Whether you call them "take-alongs" or "special products" or any other catch phrase, accessories by an other name can spell sweet profits.



Studio Spec's CD accessories center from Ora Electronics

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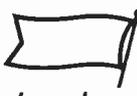
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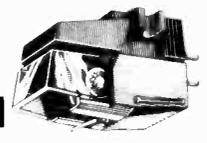
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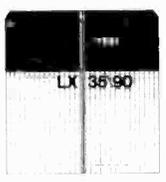


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## VIDEO

(Continued from page A-1)

stock, Worswick's store has a special order service to quickly turn around customer requests. "We get a dozen or so special orders a month," he says.

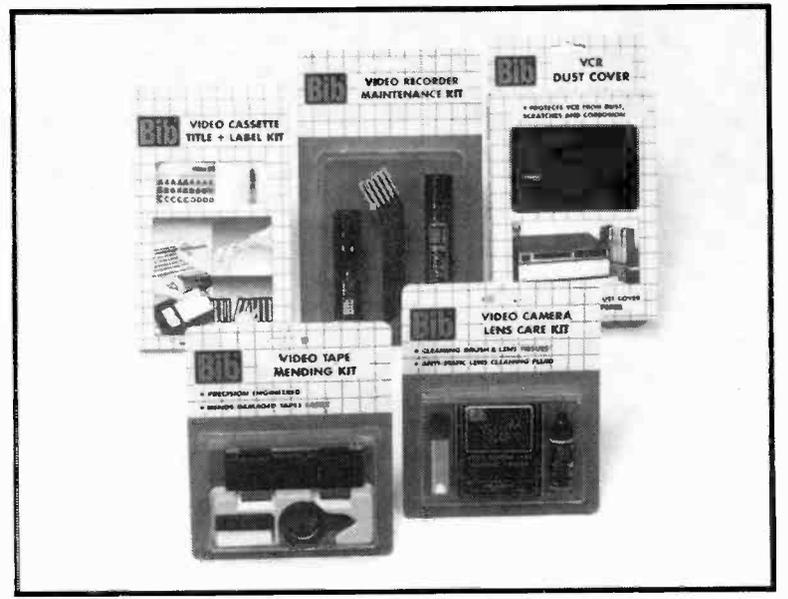
Borrowing a page from audio accessories, video dealers say that smart merchandising of product and salesmanship are the most important elements in the selling of video-related products.

"You're not going to sell it if you don't have it, and if you have it, you have to sell it," says Delta Video's Jacobs.

His stores and Wolfe's Camera both take advantage of their hardware sales create accessory sales. If a customer just bought a camcorder from you, it is an ideal time to suggest he also buy a carrying case, necessary cords, light kits and/or batteries. Jacobs says, "If we sell a camcorder, we're always going to sell a tripod, batteries, what have you."

Sales opportunities also exist for stores that do not emphasize hardware sales. Every VCR consumer needs a video headcleaner—although not all are aware that they do. Headcleaners are the number one selling video accessory for Music Plus, according to Steinbaugh.

But Mike Stephenson, marketing director for 184-store Camelot Music, a record chain with full-line video depart-



From top left: Bib's video cassette title & label kit, VCR maintenance kit, VCR dust cover, video camera lens care kit, and video tape mending kit.

ments in half its locations, says the chain does not do large numbers with such products. He suspects that price point and consumer lack of awareness for the necessity of the product account for the fact that these cleaners do not sell as well as their audio counterparts. Some buyers point out another problem—some models actually hurt rather than cleanse VCR heads.

At Wolfe's, Worswick has a solution to fight the consumer's lack of awareness: "We spiff our people on selling headcleaners when they sell hardware and it's a good product for us." That way, the consumer is aware of the product's need from the start, and as a result, he says headcleaners are the store's "biggest video accessory seller."

For Music Plus, advertising is another tool to sell headcleaners. Through a co-op arrangement, Steinbaugh says the chain plugs Allsop3 cleaners in each of its weekly blank tape newspaper ads.

As is true of any product line,

some accessories sell better than others. Stephenson says Camelot does good business with home videotape storage cases, but portable videocassette cases have slowed down greatly.

Other dealers say that home storage units move slow, too. "Every K-Mart and Wal-Mart in the world is selling them, and we can't compete with the prices they can offer," says Jacobs.

"We tried some of the wooden racks but our experience was that there wasn't enough margin. And the plastic racks seem too tacky," says Worswick.

Dust covers for VCRs also seem to be low sellers, according to Steinbaugh and Worswick, although the item had a bonus impact for the latter.

"There was a Recoton promotion where they had a headcleaner packaged together with a dust cover. We priced it so the customer felt like he was getting a free cover for buying the cleaner."

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Dealer inquiries invited.

## A/V ACCESSORIES

# LIST

(Continued from page A-1)

ries as "fashion" items—vivid colors and eye-catching designs.

## JASCO PRODUCTS (405-752-0710)

Bestsellers: VCR total care kit (quilted nylon dustcover, wet-system video head-cleaner); three-, six- and 10-pack videotape storage boxes; video dubbing kit; CD cleaners and storage units.

New and promising: Camcorder accessories: tripods, bags, lens cleaners.

## LE-BO PEERLESS (201-429-8600)

Bestsellers: The Voyager (20030) carrying case for 30 boxed (or 48 unboxed) audiotapes, featuring a large pocket, removable shoulder strap and handle; the Venturer (21030) carrying case for 30 boxed audiocassettes, with removable tray but no pockets or strap.

New and promising: Full line of CD and video storage units in plastic and wood.

## ORA ELECTRONICS (818-701-5848)

Bestsellers: Studio Spec line's Stereo-Video Dubbing Kit (DUB-S3) interconnects two



Geneva Group's consumer promotions runs through Nov. 5. Instant winner game cards are inside Geneva's brand products.

video recorders, and features 24 karat gold-plated ends. Also: Studio Spec's Video Head Cleaner (VHS500) & Dust Cover (VCC2420).

New and promising: Hottest newcomer to the Studio Spec line is the HQ Video Enhancer (HQ1000), which lets owners upgrade older VCRs to match the "High Quality" sound and picture improvements in newer units. Also hot: Compact Disc Adaptor (CDA-1) for portable play in cars, vans and trucks; a six-CD, soft-cloth Portable Case (CD-W-6) and Storage Case (CD-4).

## PFANSTIEHL (312-623-1360)

Bestsellers: Video dubbing kits; replacement phonograph needles; headcleaning equip-

ment (in both cassette and swab forms.)

New and promising: 18 gauge speaker wire; replacement jewel boxes for CDs; a complete line of replacement antennas for TV sets and boom boxes.

## RECOTON (718-392-6442)

Bestsellers: VCR dust cover; CD radial cleaner; 10-foot video stereo dubbing cables; VHS head cleaner.

New and promising: Color-Grams, a space-planning system for retail accessories stores.

CREDITS: *Special Issues Editor, Ed Ochs; Assistant Editor, Robyn Wells; Editorial by Billboard writers; Cover & Design, Stephen Stewart.*

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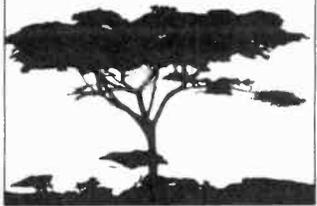
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# etailing



**Denver's World.** At the Vancouver Expo '86, veteran performer John Denver, center, gives a backstage welcome to Billy and Pam Jordan, managers of Musicland's Bowling Green, Ky., store and winners of a display contest in support of Denver's "One World" album. The Jordans beat out more than 520 entrants and won a three-day trip to the Canadian event, which includes Denver's concert.

## Wherehouse Cuts Back LPs Vid Rentals Yield Biggest Profits

BY EARL PAIGE

LOS ANGELES Video rentals continue to promote the growth of Wherehouse here, and certain stores appear to be noticeably short on LPs. However, the giant 185-store retail web says it plans to gradually eliminate vinyl from its stock.

In the chain's financial statement for the six-month period ending July 31, video-rental revenue was \$29.6 million, near the total in that category for all of 1985 (Billboard, Sept. 27).

Wherehouse is not yet to the point of completely phasing out LPs in select stores, according to Richard Chapin, chief financial officer. Although in those stores music inventories al-

ready appear to be almost completely converted to compact disks and cassettes, Chapin says the elimination of LP "will happen over a period of several years."

Chapin says configuration mix varies on a store-to-store basis. He also says that in some stores, such as the Studio City outlet, CD will be greatly emphasized.

"CD is replacing the LP," Chapin says, adding that CD-share percentages are not yet available for the most recent six-month period.

Wherehouse made an early move to ensure adequate flow of CDs. A 25,000-square-foot warehouse used exclusively for the product was leased a year ago.

The company's latest 10K notes "the company [will] use its purchasing power to buy and warehouse substantial quantities" of CDs.

The same document refers to the firm's new headquarter facilities in Torrance, with 100,000 square feet and a base rent of \$370,000 per year. The firm still maintains some functions at its former Gardena headquarters. Chapin says the new quarters "are still in a shakedown phase."

Wherehouse units vary considerably in size and inventory. Recently, a third Concept 600 outlet, the company's top-of-the-line superstore design, bowed in the Bay area suburb of San Lorenzo. These units run 12,000-13,000 square feet; most new units average 7,000-8,000 square feet. The 10K describes music inventories in the chain ranging from 6,500-31,000 titles per store, with album SKUs running 16,000-95,000.

The chain continues to be a leading video rental marketer as well as an innovator in its field. It has opened about 50 units in malls, where a new floor plan is being tested. No final evaluations on the floor plan have yet been made, according to Chapin.

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(Continued from page 41)

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## HOME VIDEO

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Jake Steinfeld  
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STARTED  
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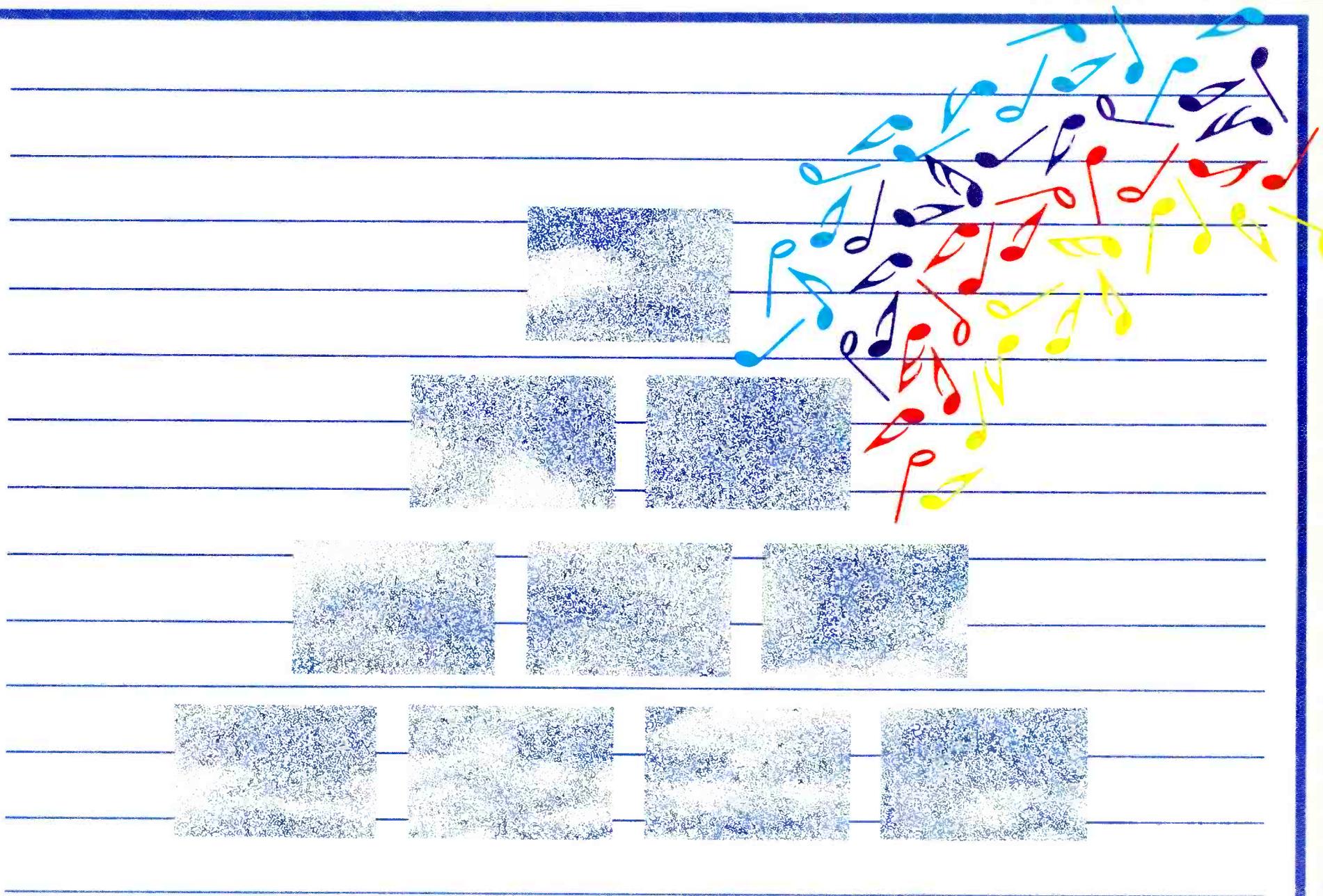
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To get your company's new video releases listed, send the following information—title, performers, distributor/manufacturer, format(s), catalog number(s) for each format, and the suggested list price (if none, indicate "no list" or "rental")—to Nadine Reis, Billboard, 1515 Broadway, New York, N.Y. 10036.

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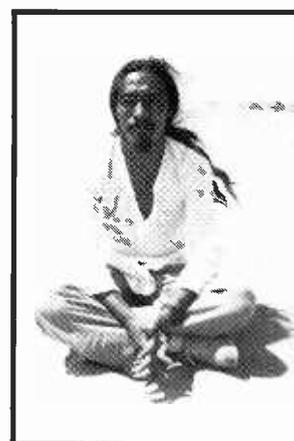
Top center: Shadowfax



Right center: Paul Winter



Left: Kitaro



Left center: Lucia Hwong

# INSTRUMENTAL INROADS: Outburst Of Quiet Fusion Signals That New Age Has Arrived

By CHRIS MCGOWAN

**N**ew age music—be it the gentle piano musings of a George Winston or the dense aural landscapes of a Kitaro—has arrived as a viable commercial category. Although as a descriptive term “new age” generates controversy, as music product this eclectic, non-frenetic, contemporary instrumental fare is selling in significant and ever-growing quantities.

The Windham Hill label grossed \$25 million in 1985 and could top \$30 million this year; Andreas Vollenweider and George Winston have been mainstays on the Billboard charts in the mid-'80s; and, Todd Hackett, an audio buyer for Music Plus, estimates that new age product accounts for some 3% to 5% of the audio sales in his chain.

The major labels have moved quickly into this lucrative new area, creating or signing six new age/progressive instrumental labels within the last five months. New age music will be a category in next year's Grammy Awards, the VH-1 cable channel has a weekly modern instrumental show and programming consultant Lee Abrams is working on a 24-hour new age radio format.

The music sells not only in record stores and non-traditional outlets, but—with Windham Hill as the spearheader—is moving into bookstore chains, outdoor equipment stores and mass merchandiser outlets.

Consumer studies conducted by Windham Hill, Lee Abrams and others suggest that the audience for this new genre is comprised both of students between 18 and 25, and the “young urban professional” 25-to-40 range that is well-educated (over 50% with college degrees; over 30% with advanced degrees) and endowed with higher-than-average income.

It appears that many members of the second demographic were 1960s and '70s progressive rock or jazz fusion fans who now find mellow and exotic new age sounds more suited to their evolving tastes. Classical fans may also be attracted to the genteel, richly-textured music that lacks the dissonance of modern classical works, yet offers a change of pace from old favorites such as Mozart, Bach or Beethoven.

In any event, they tend to like their music recorded on CDs, premium virgin vinyl or audiophile cassettes, and new age labels are marketing accordingly. And they respond well to the sophisticated packaging of the LPs, on which one might see a David Muench or Greg Edmonds photo.

This smart, well-heeled audience is already attracting advertisers eager to reach their demographic. The Living Music label has plans to tie with Remy Martin for cognac tastings/music performances for retail and press. Undoubtedly, the makers of computers, sportscars and other high-end product will soon tie to new age artists in commercials,

(Continued on page N-14)

*'This type of music is going to go far; it's going to be a door opener to an ever-evolving genre of instrumental music that will probably evolve into some form of what is loosely called world music. It will only broaden.'*

Left: Andreas Vollenweider



# THE ECLECTIC MUSICIAN: Sharing A Common Vision With The Global Producers Of New 'World Music'

**A** progressive instrumental musician today is often of an eclectic nature: he or she may mix jazz, folk, classical, ragas, sambas or any of a number of other forms drawn from around the world. Those whose music is especially personal, evocative and non-frenetic are today often finding their LPs sorted into “new age” bins at places such as Tower Records. Many artists so categorized resent this new labeling—they feel that it lumps together a disparate assortment of musicians and dislike the perceived connotation that new age music is slow, droning, modern Mantovani.

Yet these same musicians greatly respect most of their peers similarly tagged with the new age moniker, and they do share a common attribute: progressive instrumental music that is rich in its ability to inspire the listener's imagination. The labeling has had two benefits: record sales have increased for those so tagged, and fans of contemporary instrumental music now find it easier to locate the music they enjoy and learn about new artists in the category.

The most popular current new age stars are **Andreas Vollenweider** and **George Winston**. Vollenweider is a Swiss harpist whose warm melodies integrate tangos, sambas, Afro-Cuban percussion, Caribbean steel drumming, Irish folk music and other styles and sonorities in a very lyric blend. He has sold over two million units worldwide; his 1985 CBS LP “White Winds” went gold here and in Europe; and his new album, “Down To The Moon,” is another crossover hit.

George Winston released “Autumn” on Windham Hill in Nov., 1980, and by May, 1983, it was in the Billboard jazz top 12 along with “Winter Into Spring” and “December.” “Autumn” is now platinum and the other two gold. The pianist has not released an album since 1982, but continues to tour, most often playing in 2,500-3,000 seat venues.

“He consistently fills them and we see all types of people at the concerts, not just preppies between 20 and 40,” says promoter Larry Berle, of SRO Productions. Berle also handles Vollenweider (who plays similar size venues), Michael Hedges, Liz Story, Alex de Grassi and Paul Winter on many of their U.S. dates.

French composer **Jean-Michel Jarre** scored big in 1976 with “Oxygene,” a debut album that has sold more than two million copies worldwide to date. Overall, Jarre has sold over 25 million albums globally, according to PolyGram. “Rendez-vous” is the latest LP by the master of romantic and elegant electronic music.

**Paul Horn** was one of the pioneers of new age music in the 1960s and '70s, along with Tony Scott, Tomita, Paul  
(Continued on page N-10)



A Billboard Spotlight

# Commitment Takes Quantum Leap in '86: Major Labels Move Quickly To Mine Musical Motherlode

**T**he commitment of the majors to new age music has taken a quantum leap in 1986. Since June, RCA, A&M (through Windham Hill), MCA and Capitol have started up, or signed distribution pacts with, six new age/progressive instrumental labels.

In addition, Windham Hill, Meadowlark and Gramavision (tied to A&M, Capitol and PolyGram) are enjoying rapid growth, while Geffen Records has signed Japan's new age star Kitaro. And, the major labels are finding a place in



mitted to integrity in the music and the physical product."

Besides Living Music, **Windham Hill** also distributes five other labels. Founded in 1976 by William Ackerman and Anne Robinson, Windham Hill grossed \$25 million in 1985 and should go 20% to 30% beyond that in 1986, according to Robinson. The label currently has 55 releases (11 of which came out this year); top artists include George Winston, William Ackerman, Mark Isham, Michael Hedges, Alex de Grassi, Michael Manning, and Ira Stein and Russel  
(Continued on page N-18)

A Billboard Spotlight



**Left:** Peter Baumann

**Below:** Terry Riley & the Kronos Quartet



**Left:** Steven Halpern



"new age" record bins for hard-to-categorize instrumentalists like Andreas Vollenweider as well as jazz crossover stars such as Pat Metheny.

The following is a rundown of new age/progressive instrumental activity among the majors, their subsidiaries and their licensed labels.

**A&M:** The catalog of **A&M** includes many albums by Paul Winter, who has profoundly influenced today's new age musicians. In 1980, Winter decided to form his own label, **Living Music**, and then he came full circle by signing a distribution and manufacturing pact this June with Windham Hill and A&M.

The deal was preceded by Winter's move in 1985 to make his label more commercially viable. At that time, Richard Perl came on to helm Living Music. "We reorganized the company and brought in shareholders; Paul's interest in Living Music went from 100% to about 20%," recalls Perl.

The small label will release three new artists this year: Consort member Eugene Friesen ("New Friend") and Paul Halley ("Pianosong") and pianist Denny Zeitlin ("Homecoming"). Perl plans to work extensively with radio, press and retail, in order to introduce Living Music artists through Remy Martin cognac tastings, river rafting sweepstakes and poster display contests.

Perl is pleased about the label's association with Windham Hill and A&M. "They have done more to open this marketplace than any other companies, and they are com-

**Right:** Mark Isham



**Below:** Oregon



**Right:** Jerry Goodman



## THE INDEPENDENTS: OASES OF INDIVIDUALITY OFFERING WELCOME RELIEF FROM VOLUME WARS

By GEOFF MAYFIELD

**I**n the words of one insider, it was not long ago that independent labels had to rely on a universe of "tofu and yogurt stores" to market recordings of an eclectic nature. But the coining of the phrase "new age" is causing those dynamics to change.

With media drawing attention to the genre—including coverage from Time magazine and the Cable News Network—many indie labels are now following the lead of Windham Hill, trying to break through to the conventional record store market.



**Right:** Chip Davis



**Above center:** Brian Eno



**Left center:** Michael Jones



**Left:** Michael Shrieve

Some will make it there and some will not. But regardless of whether they penetrate mainstream music stores, the independent labels fortunately have trump cards to play in the new age game that ensure success:

- New age music was born in the indie label camp, and the highest level of commitment to such music remains with these companies—including those that have gone to major labels for distribution.

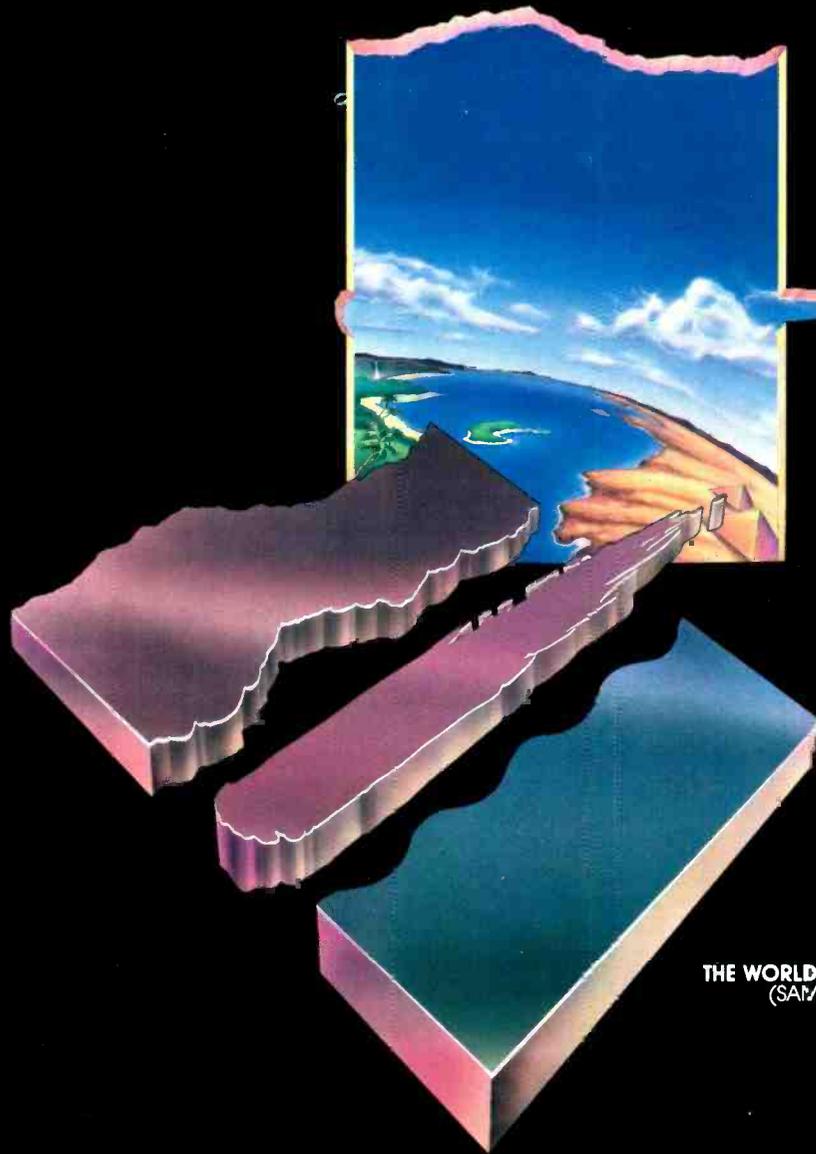
- One cannot sneeze at the sales potential of the "alternate market," comprised of bookstores, gift shops, health food stores and boutique outlets. Some indies have generated startling, large numbers in such stores.

- Direct mail remains a profitable vehicle for new age product from independent labels and distributors.

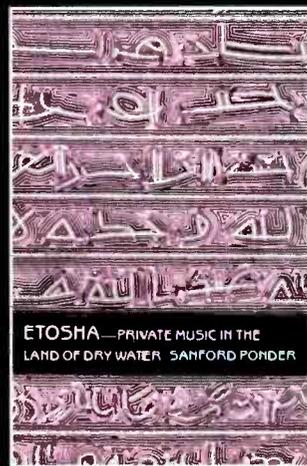
- Titles that *do* find their way to record retailers will benefit from the establishment of new age. Other categories where those records were once stuck did little to effectively market the product.

**American Gramophone**, best known for its Mannheim Steamroller "Fresh Aire" series, is one label that is not thrilled with the "new age" tag. But according to marketing  
(Continued on page N-20)

# THE WORLD OF PRIVATE MUSIC



THE WORLD OF PRIVATE MUSIC  
(SAMPLE 2009)



**ETOSHA**  
SANFORD PONDER 2001



**ANCIENT DREAMS**  
PATRICK O'HEARN 2002



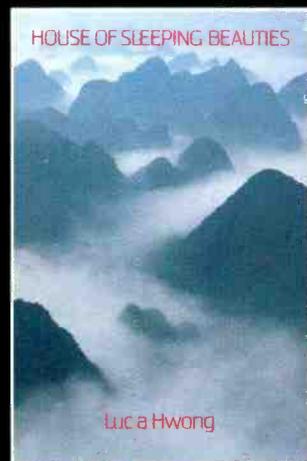
**ON THE FUTURE OF AVIATION**  
JERRY GOODMAN 2003



**PIANO ONE**  
VARICUS ARTISTS 2004



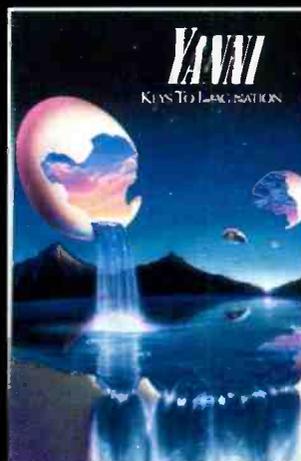
**THEME OF SECRETS**  
EDDIE JOBSON 2005



**HOUSE OF SLEEPING BEAUTIES**  
LUCIA HWONG 2006



**A SHOUT TOWARD NOON**  
LEO KOTTKE 2007



**KEYS TO IMAGINATION**  
YANNI 2008



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HEARTSOUNDS



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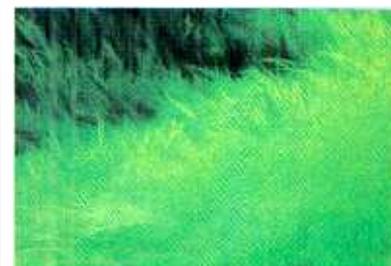
Michael Jones Piano Solos  
N-61009

OPENINGS



William Ellwood Solo Guitar  
N-61010

EMERALD



Brewer, Rumbel, Tingstad  
N-61011

# NEW AGE RADIO: SYNDICATED SHOWS BLAZE COSMIC TRAIL TO FORMAT OF THE FUTURE

**A**ccording to programming consultant Lee Abrams, the time is ripe for a new 24-hour radio format: new age music.

"I've researched it, studied it, and I think it has tremendous potential. I've been spending about two years on this and it's all ready to go: 24-hour new age." Abrams' assessment of the music's airwave potential is supported both by the increasing sales of new age product and the great success of two syndicated new age/spacemusic radio shows: "Music From The Hearts Of Space" and "Musical Star-



In L.A., from left: Richard Souther, KUTE-FM's Lawrence Tantner, Justo Almario, and KUTE-FM's Ken Davis. Souther and Almario record for Meadowlark.

streams."

"It reminds me of progressive rock in 1967," adds Abrams. "There was a buzz happening and records were selling, but nobody was really playing it. Then AOR/progressive rock happened on the radio and it just totally exploded. The same thing is happening here."

In the playlist that Abrams is putting together for the new format—which he prefers to call "new progressive"—a typical hour would include: Shadowfax, Jean-Luc Ponty, George Winston, Pat Metheny, Jerry Goodman, Tangerine Dream, Patrick O'Hearn, Jon Anderson and Vangelis (from their three joint LPs), Liz Story and Jean-Michel Jarre. More esoteric electronic music would be included, but probably relegated to the evening hours.

"It will appeal to two types of people," says Abrams. "Firstly, those who grew up with progressive rock in the late 1960s and early '70s and this is the next step in their personal musical evolution; secondly, to the person who may not have progressive rock roots and likes nice atmospheric music to relax to, but finds Mantovani awfully old and boring. And if you combine these two types of listeners, you have enough people to make the format viable commercially."

Abrams has undoubtedly been inspired by the remarkable mid-'80s success of three nationally-syndicated shows: "Musical Starstreams" (on 25 stations), "Portraits In Sound" (11 stations) and "Music From The Hearts Of Space," a one-hour weekly public radio show that airs on 197 listener-supported stations.

"Hearts Of Space," which bowed on KPFA Berkeley in 1973, is on a roll: in the summer of this year it picked up 40 stations. "The interest in this kind of music has tripled in 1986," says Anna Turner, who produces and hosts the satellite-broadcast show with Stephen Hill. "A lot of people want a second hour from us or as much as we can give them."

"Spacemusic" is the term applied by Turner and Hill to their particular mixture of contemporary electronic music, classical adagios, slow jazz pieces, quiet chorales and soothing meditative pieces from around the world. The common thread in the music is its conduciveness to deep relaxation and mental expansion.

"The term new age doesn't really cover the music, descriptively, but it's a convenient handle for the record industry and press," says Hill. Indeed, on a "Hearts Of Space" show, one might hear Pat Metheny, Stomu Yamashta or Beethoven.

Each "Hearts Of Space" show is centered around a weekly theme ("Cathedral Space," "Star Journey," "Mystical Vibratory," "English Present/Celtic Past," "Spacemusic For The Guitar," and "Terry Riley Retrospective" are sample program titles). "We try to work on each program as a separate experience and take people somewhere," says Hill.



Far left: Videotapes in "The Art Of Relaxation" series. Left: VH-1 VJ Frankie Crocker.

"And that's very different from the kind of intellectual repertory approach to classical music or jazz that public radio typically has."

Along with their show, Turner and Hill also have a thriving "spacemusic" mail order business (with a 96-page catalog) and record company, both based in San Francisco. Hearts Of Space Records was begun in 1984 and has such artists as Kevin Braheny, Constance Denby, David Lang and Tim Clark. Also, a dozen tapes of the radio program will be available for sale between now and the end of 1987.

"Musical Starstreams" is a weekly, two-hour, syndicated new age show that has gone the commercial radio route. Begun in 1981 at KTIM San Rafael, the show now airs on 25 stations, including KEZX Seattle, KRQR San Francisco, WCKG Chicago, and PBTS Bangkok. The show has enjoyed remarkably high Arbitron ratings in 1985 and 1986 for the 25-49 age group in many of its markets.

Frank Forest, producer and host of the Mill Valley-based show, calls his blend of music "new age/spacemusic." "In my mind, the line between the two forms is not too distinct,"

(Continued on page N-11)



Stephen Hill and Anna Turner of "Music From The Hearts Of Space" radio show

## VH-1's 'New Visions' Helps Expand Horizons NEW AGE VIDEO: VAST LANDSCAPES AND MINDSCAPES OF VISUAL MUSIC ARE SOUNDTRACKS IN SEARCH OF FILM

**J**ust as many top new age artists have long written music for films, now videos are being created for many new age songs. "Koyaanisqatsi" (a feature-length visual essay with a Philip Glass soundtrack) demonstrated the possibilities of new age longforms; home videos of the Paul Winter Consort and Windham Hill's artists are on sale; and, the VH-1 cable channel has brought new age shortform videos to television with its two-hour, Saturday night show "New Visions."

"New Visions," which airs from 10 p.m. to midnight, eastern time, explores "modern instrumental music" and airs the videos of such performers as Glass, Pat Metheny, Jean-Luc Ponty, Chick Corea, Andreas Vollenweider, Jerry Goodman, Mannheim Steamroller, Paul Winter, Tangerine Dream, Shadowfax, Laurie Anderson, Mark Isham, Jean-Michel Jarre, and Weather Report. In that progressive instrumental groups like Weather Report are not generally sold at retail in new age bins, shows such as "New Visions" may eventually have a role in changing the definition of new age music.

"We encompass progressive jazz, Windham Hill, avant garde music and electronic music," says Ellen Goosenberg, producer of the show. "I hesitate to use labels, though, because they don't do justice to the diversity of the music and the scope and virtuosity of the artists. Most of these artists have extraordinary musical backgrounds and can move within the different music worlds. That's why we prefer to call it modern instrumental music."

Frankie Crocker is the host of "New Visions," which debuted in March and was immediately well-received. Celebrity cohosts, generally appearing once a month, have included or will include Pat Metheny, Philip Glass, Chick Corea, Lee Ritenour, Dave Grusin, Herbie Hancock, David Sanborn, and John McLaughlin.

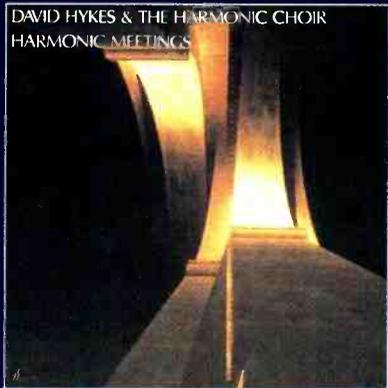
"Our viewers tend to be a sophisticated, affluent audience," says Goosenberg. "We get letters all the time from around the country, especially from doctors, lawyers and other professionals. People are very enthusiastic about 'New Visions' and many are still discovering the show. It hasn't peaked yet in terms of viewers catching up to it."

There has been a limit to some extent on clip availability, but Goosenberg doesn't anticipate that to be a future problem. "These artists are getting more and more interested in video. The music is so visual—I think that video is going to go hand-in-hand with the growth of this kind of music."

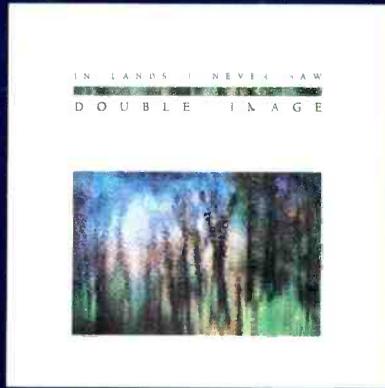
Of those new age/progressive instrumental videos now available for sale, Windham Hill has again been a sales leader. "Western Light," "Autumn Portrait," "Water's Path" and "Winter" combine beautiful images of nature (fall in New England; the Grand Canyon, the Sierra Nevada, etc.) with music by various Windham Hill artists. Available on Paramount Home Video, the four music videos retail for \$29.95 each (\$99.95 in a gift box set) and to date have grossed a combined \$1.3 million at retail, according to Paramount.

"Canyon Consort" is a 60-minute music documentary of  
(Continued on page N-11)

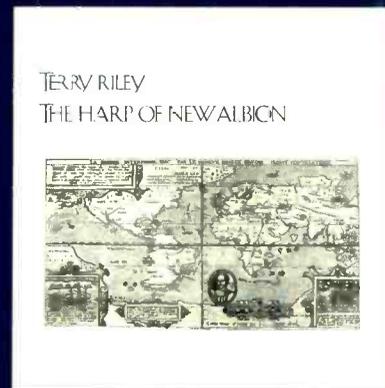
# Celestial Harmonies.....



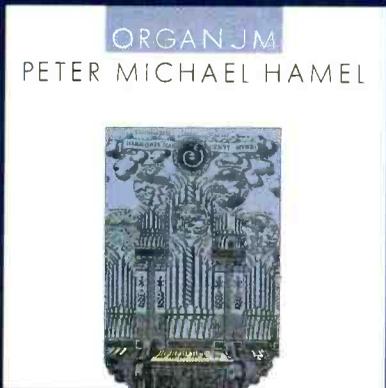
DAVID HYKES/THE HARMONIC CHOIR  
HARMONIC MEETINGS CEL  
013/14



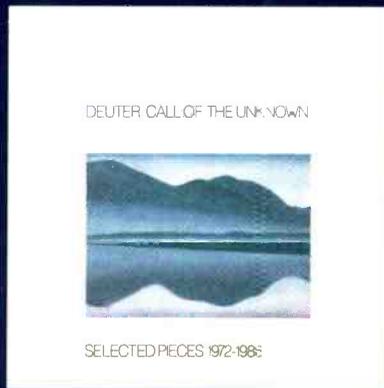
DOUBLE IMAGE  
IN LANDS I NEVER SAW CEL  
015



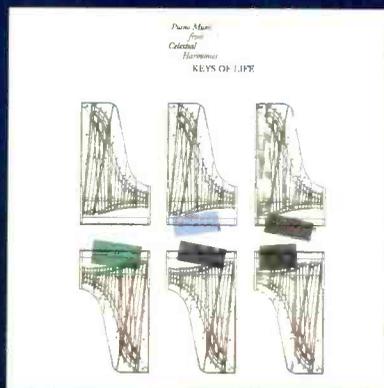
TERRY RILEY  
THE HARP OF NEW ALBION CEL  
018/19



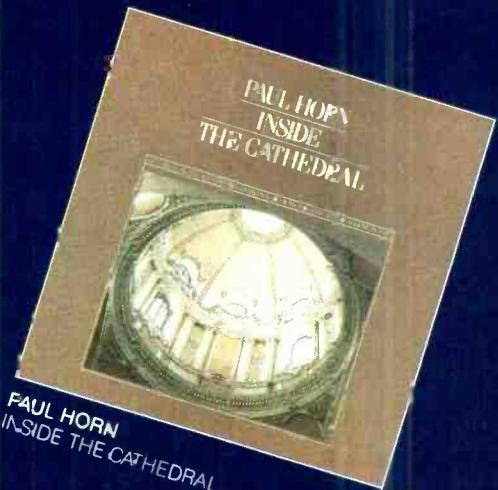
PETER MICHAEL HAMEL  
ORGANUM 074



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## ECLECTIC MUSICIAN

(Continued from page N-3)

Winter, Terry Riley, Deuter, Tangerine Dream, Steven Halpern, Brian Eno and Jarre. In 1968, Horn recorded what many feel to be the seminal new age album: "Inside The Taj Mahal." His solo flute improvisations within the acoustically-remarkable edifice were peaceful, fascinating and perfect to listen to in a dark room with a candle burning. The LP has sold over half a million copies and is still selling.

In the years that followed, Horn's popularity caused him to be invited to play both at jazz and "new age consciousness" festivals. His 37th album, "Traveller," came out this month on Global Pacific. Much of his catalog is on Celestial Harmonies (Kuckuck). Horn is currently touring Europe (through November) with **Amber Skies**, a group that includes **Paul McCandless** and **Ralph Towner** of Oregon.

**Shadowfax** likes to call their tune "world music" and indeed their kaleidoscope of musical styles and influences lend credence to that term. Instrumentation on their LPs may include gamelon gongs, bamboo angklungs, wood block marimbas, Chinese water cymbals or synthesizers and electric guitars. They explore musical styles everywhere from the Ganges delta to the Mississippi delta, and their virtuosity occasionally catches some of their "new age" fans by surprise.

"We sometimes have a bit of a problem with the new age label," says Chuck Greenberg, the group's saxophone/flute player. "Some people come to a Shadowfax concert and we'll do some highly electric things, like an Elmore James song, and it's not what they're expecting at all. They probably think that we're musicians who go out into a field with some peppermint tea and compose our songs there. But that's not where we're coming from."

Their fifth Windham Hill LP, "Too Far To Whisper," is high on the Billboard jazz charts and approaching gold. Greenberg notes that their current success grew largely out of constant touring and from airplay. They used national public radio and college radio as a base, then began to pick

up jazz, rock and AOR stations, all the while doing many interviews on the air. Their current tour will visit the east coast and Texas, playing 3-6,000 seat venues.

**Steven Halpern** has recorded 35 albums since 1975, sold nearly one million total copies (half of that in the last two years), and explored two musical paths: mellow, relaxing, background sounds (Halpern Sounds Anti-Frantic Alternative) and hypnotic, more dynamic, electronic spacemusic. It is music designed to soothe the spirit and heighten creativity. His LPs are staple best-sellers in non-traditional outlets such as health food stores and new age bookstores like the Bodhi Tree in Los Angeles.

Halpern released his LPs through his own company, Halpern Sounds, until 1985, when he signed with Gramavision. "We'd gone as far as an independent can go; and, in order to break into the larger market in a more meaningful way, we had to tie-in to someone who was already in the pipeline rather than establishing our own." His latest LP, "Lifetide," with Susan Mazer and Dallas Smith, is in "new age jazz" vein and may garner increased radio airplay (something that has eluded Halpern), but he also plans to continue with his relaxation-oriented LPs as well. "After all," he says, "we have 40 million people in America who need to relax—and this is something cost-effective, legal and healthy that's much better than a pill."

Windham Hill artist **Mark Isham** has sold over 100,000 units of his debut LP "Vapor Drawings" and has drawn acclaim for his "Never Cry Wolf" soundtrack. His musical influences include Miles Davis, Weather Report, Mahler, Bach, and Mozart: "I tie myself very much to those people like Debussy who were involved in the programmatic approach, using music to tell a story. For example, 'La Mer' by Debussy tells the story of the sea and is specifically designed to conjure up images of the sea."

Though his atmospheric music is hard to classify, it certainly isn't laid back: "On The Threshold Of Liberty" is a stirring, percussive piece. "Never Cry Wolf," on the other hand, is a moody and evocative tone-poem that suggests the solitude and strangeness of the arctic Yukon. Isham currently plays in clubs, is working on more film scores and will

have a new LP in early 1987. Also on Windham Hill: **William Ackerman**, **Michael Hedges**, **Alex de Grassi**, **Michael Manring**, **Ira Stein** and **Russel Walder**.

**Paul Winter** had a profound influence on instrumental music with the Paul Winter Consort's fusions of jazz, classical and Brazilian music from 1967 on. In 1977, the group added nature as an accompanist: "Common Ground" blended Guinean music, Brazilian tunes by Ivan Lins and Dorival Caymmi, splendid acoustic instrumentation and the actual sounds of a humpback whale, African fish-eagle and timber wolf. "Missa Gaia/Earth Mass" in 1982 was an ecumenical mass celebrating life on earth.

Currently, Winter records for Living Music, as do other members of the Consort such as **Paul Halley** and **Eugene Friesen**. Winter was on a jazz tour of Russia in September and his group's new longform video, "Canyon Consort," chronicles the consort's trip down the Colorado River and music-making deep in the Grand Canyon.

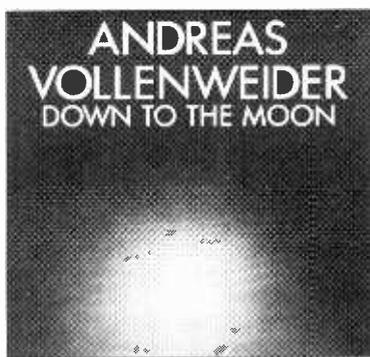
Geffen stars **Pat Metheny** and **Lyle Mays** are jazz crossover stars whose music sells well among new age fans. **Kitaro**, signed this year to Geffen (which has put out eight Kitaro LPs; Gramavision has released six in the U.S.; and, Kuckuck distributes many of his LPs in Europe), has multiple gold albums in Japan and is one of the most popular current new /ge stars in America. "Tenku," released in September on Geffen, is the latest LP of the virtuoso composer of fluid, harmonic, symphonic electronic works.

Recording for ECM are **Egberto Gismonti** (the Brazilian pianist-guitarist whose ECM album "Solo" is a quintessential lyrical and introspective new age piece), **Uakti** (the Brazilian acoustic group that crafts their own custom, avant-garde instruments and records for Barclay in Brazil), **Keith Jarrett** (whose impressionistic piano improvisations were new age before the term was invented), **Oregon** (the groundbreaking instrumental group featuring Ralph Towner, Glen Moore and Paul McCandless), **Eberhard Weber** and **John Scofield**.

German new age star **Deuter** records for Celestial Harmonies and is apt to incorporate the sounds

(Continued on page N-16)

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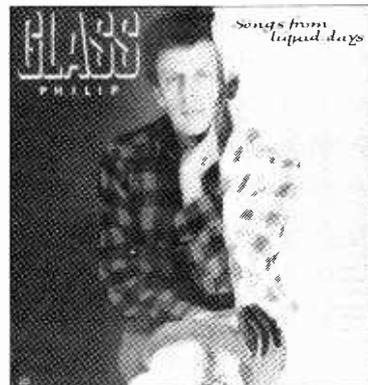
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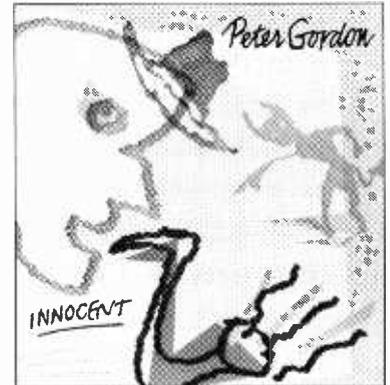
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## RADIO

(Continued from page N-8)

says Forest, "but basically I think of spacemusic as the more futuristic, electronic, cyclic-sounding stuff and I think of new age as more of the acoustic-oriented things.

"I don't define new age/spacemusic as just being instrumental, but to me it is music created with a special feeling by the artist, with the ability to evoke a certain type of emotional response in the listener—often an inspirational or a relaxing feeling.

"When I choose music for my show, it has to be non-nervous and melodic, with a non-frantic energy level. But there are lots of times when I just use gut feelings as to what my listeners will respond to and what fits the mood and flow of the show."

Forest finds that tuning in a new age program is often much more relaxing than listening to jazz or classical (two non-rock alternatives), as you can be hit with nervous, frenetic solos in the former case and funeral march dirges or irritating violin solos in the latter.

"On the radio, there's a void now as far as hearing consistently relaxing music with substance."

As on "Hearts Of Space," "Musical Starstreams" features a wide variety of music. "But a few of those who come to mind as played most often include Deuter, Jean-Michel Jarre, Vangelis, Vollenweider, Kitaro, Michael Stearns, people on the Private Music label and some of the Windham Hill artists."

Concludes Forest, "The unique thing about this music is that it appeals to every age group. I get cards and letters from people in their teens who think it's really hip and an alternative; a lot of them are heavy metal fans who like to mellow out to it. And then I hear from people in their '60s who love it. It's not a craze, it's not a fad. It's building."

"Portraits In Sound," which bowed in January, already is syndicated in 11 markets and is a one-hour show airing weekly.

## VIDEO

(Continued from page N-8)

a trip taken by the Paul Winter Consort down the Colorado River and their live performances deep in the Grand Canyon. Previously distributed by Open Circle, the tape bowed on A&M Home Video this month and retails for \$29.95.

Other current new age videos include: "White Night" (Tadayoshi Arai); "Watercolors" (featuring five California spacemusic composers); "Crystal Vista" (Iasos); "Summer Wind" (Steven Halpern); "The Grand Canyon" (music of Klaus Schulze, Kitaro, Deuter and others) and "Radiance: The Experience Of Light" (music by Alex de Grassi, Schulze, Iasos, William Ackerman, Oregon and others).



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## INSTRUMENTAL INROADS

(Continued from page N-3)

sponsorships and co-promotions.

Hollywood has already had a long relationship with today's new age stars: Tangerine Dream, George Winston, Lucia Hwong, Pat Metheny, Popol Vuh, Mark Isham, Vangelis, and Philip Glass have all written memorable soundtracks for American feature films. This should come as no surprise, since the impressionistic instrumental music now termed "new age" is in many ways a descendent of the programmatic works of Debussy, Saint-Saens, Gustav Holst and Erik Satie. And, in fact, such composers are often included with contemporary instrumental sounds on radio shows such as the nationally-syndicated "Music From The Hearts Of Space."

In our era, the first new age album was Tony Scott's 1964 Verve release "Music For Zen Meditation," according to Eckart Rahn, president of Celestial Harmonies and a veteran in the field. On the LP, clarinetist Scott improvised with Shinchi Yuize (koto) and Hozan Yamamoto (shakuhachi), two masters of Japanese classical music.

Next came Paul Horn, with his 1968 "Inside The Taj Mahal" LP; Deuter, who cut an east-west fusion LP in 1971; the Paul Winter Consort (with their blends of jazz, classical, Brazilian and African music from 1967 on), Oregon (with "Music Of Another Era" in 1973), and John Fahey (with "Requia" in 1967). Meanwhile, La Monte Young and Terry Riley were creating minimalism, and—largely in Europe

and Japan—artists such as Tangerine Dream were breaking new ground with the synthesizer.

An audience grew for these disparate forms of instrumental music: for the acoustic folk/jazz/world music such as that played by the Paul Winter Consort; for electronic ambient, symphonic and/or pop fare as created by Brian Eno, Tangerine Dream, Jean-Michel Jarre, Vangelis, Kitaro, and Stomu Yamashta; for classical minimalists such as Riley, Philip Glass and Steve Reich; and, for the meditative albums of musicians like Steven Halpern and Deuter.

What the music had in common was its eclecticism, which is why so many musicians today prefer "contemporary instrumental" or "progressive instrumental" to "new age" as a generic label for the genre. Some of it had more to do with religious ritual, conceptual art or eastern idioms than it did with conventional western musical aesthetics. Most of it was more relaxing, mystical, exotic, and contemplative than rock, traditional jazz or disco.

With the exception of crossover stars such as Jarre, Winter and Horn, much of this music found its greatest success in non-mainstream outlets. There it picked up the "new age" moniker through being associated with yoga, health foods, eastern religions and such. Musicians such as Horn often performed at late-'70s "new age" festivals devoted to such fare. There was little airplay, but word-of-mouth spread news of this music through what some have nicknamed "the Perrier underground."

In 1981, the Tower Records store in Mountain View, Calif., installed a "new age music" bin. "The phrase was already in use," recalls Randi Swindel, then the Mountain View store manager and now East Coast regional manager for Tower. "We decided to have the section because this type of music did so well." By this time, "new age" as a marketing category was broadening in definition and growing in sales as musicians such as the Windham Hill artists were added to the new genre.

In 1982, the film "Koyaanisqatsi" introduced the music of Philip Glass to a wide audience, and in 1983 George Winston stormed the Billboard jazz charts, putting three albums into the top 12 during May. Concurrently, Windham Hill—

Winston's label—was posting huge annual sales increases, as it benefitted from label touring, shrewd marketing and having something of a "designer label" image (its records are usually grouped together in stores).

In the last three years, many record chains have set up "new age" sections and sales have soared for the artists thus marketed. There is an entire generation of listeners that has been largely ignored by the youth-conscious music industry, and there are young fans who want something other than the latest repackaging of old rock forms.

Looking into the future, one question is: just how mellow will new age remain? Musicians like Jerry Goodman ("On The Future Of Aviation") are already pushing the boundaries. Goodman's music is evocative and mystical, but his incandescent violin work is reminiscent of his old Mahavishnu Orchestra days. The marketing definition of new age changes almost monthly; its mainstream usage is moving far afield from the original connotation. Will the more cyclical, spacy fare remain in the health food stores, while retailers mix both soft and harder-edged instrumental music?

"I think this type of music is going to go far," says Steve Backer, executive producer of RCA's new age/jazz label Novus. "I believe it's going to be a door opener to an ever-evolving genre of instrumental music that will probably evolve into some form of what is loosely called world music. It will only broaden."

Adds Windham Hill president Anne Robinson, "I think we're going to expand people's horizons in music."



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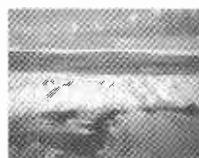
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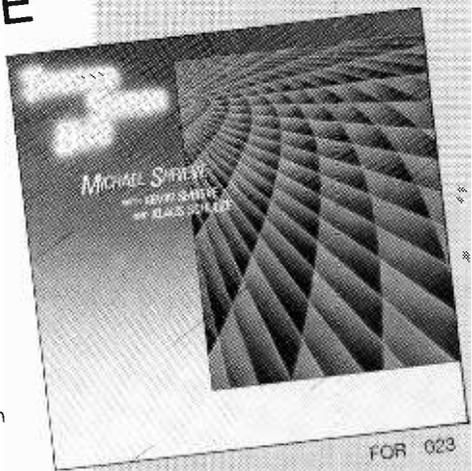
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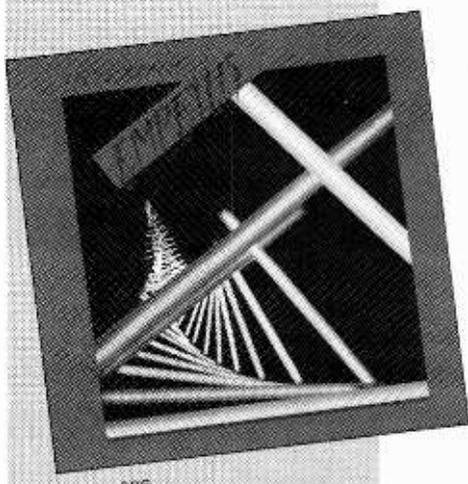
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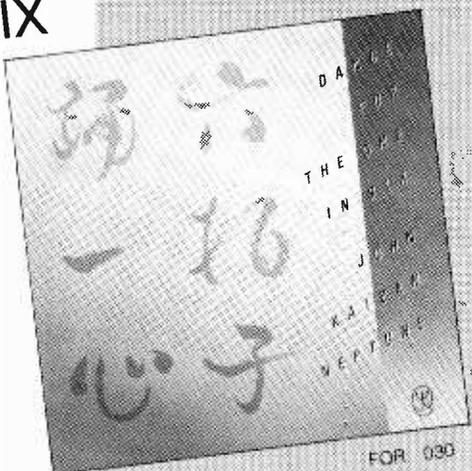
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# MARKETING NEW AGE: THE WINDHAM HILL STORY

By SAM SUTHERLAND

**S**ince its breakthrough to mass market visibility in the early '80s with artists such as George Winston, Alex DeGrassi, Shadowfax and label founder Will Ackerman, Windham Hill Records, now marking its 10th year, has become synonymous with new age to most mainstream record/tape merchandisers and major label observers. Yet Ackerman and co-founder Anne Robinson have historically resisted the tag for the label's artists, distinguishing them from the consciously devotional and therapeutic poles that influenced early new age composers and performers.

The company's musical evolution since then parallels the mainstream trade's increasingly broad-based application of the new age term: Windham Hill's own roster continues to expand well beyond its original base in solo acoustic stylists, drawing from both traditional and contemporary sources, electronic and acoustic technology, solo and ensemble approaches. Subsidiary labels such as Open Air, Magenta, Hip Pocket and Lost Lake Arts have provided channels for diversification into pop, jazz, fusion and international music, as have two distributed labels, George Winston's Dancing Cat and Paul Winter's Living Music.

The latter label, which joined the Windham Hill family this summer, underscores the ironies of the new age tag further, since Winter and his fellow musicians continue exploring a stylized instrumental approach that evolved well before the new age concept was first verbalized.

If such growth has carried Windham Hill beyond that tenuous musical link to new age, the company's marketing stance mirrors a much more concrete connection to what may be new age music's most important aspect, marketing. Prominent among Windham Hill's earliest accounts were self-described new age businesses such as metaphysical book stores, health food shops and other specialty boutiques. Today, Windham Hill maintains a non-traditional marketing arm in its Palo Alto, Calif. headquarters, where those original new age retail accounts have been progressively augmented with more familiar non-music outlets.

The real lesson offered by such thrusts isn't the viability of yesterday's hippies or today's yuppies, either. Those stereotypes fail to accurately capture the true marketplace in terms of viable retail opportunities and consumer characteristics. Today's non-traditional map, for Windham Hill, includes the retail book trade, outdoor recreation suppliers, direct mail catalogs and the company's own direct marketing ef-

fort. Windham Hill's audience, as profiled in a market research survey conducted this summer, comprises a significantly more diverse group than those yupified models imply.

According to the study, which examines a random sample culled from the company's direct mail roster of 140,000 active Windham Hill buyers, the market's median age (31.7) does match up to the presumed young adult base; likewise, data on educational level confirm its upscale credentials, with 40% college graduates, 22% having completed some college courses, and 33% carrying graduate degrees. And, consistent with expectations, the market is predominantly urban (about 70% live within 25 miles of urban markets).

In other respects, however, Windham Hill's audience breaks from the stereotypes: while 70% fall within the 25-39-year-old demographic segments, the overall market starts younger (27% between the ages of 15 and 24) and tapers off more rapidly than assumed in the upper demos. And, while the breakdown of buyers by occupations does show management, health/medical, scientific/technical, teaching, computer, legal and other upscale professions more dominant, the single largest category among 25 different categories tracked is students.

It's also an audience that does listen to commercial radio, with soft rock/adult contemporary formats dominant (at 44%), despite the significant returns for jazz (36%), National Public Radio (32%) and classical (31%) formats.

In short, the Windham Hill buyer—and, by inference, the consumer who browses mainstream retail's "new age" bins—offers more than the stereotypical yuppie often tendered as the model. This consumer also samples a diverse array of musical styles, and shouldn't be regarded in isolation from other popular genres. Most important, such data argues that this market segment and the music it likes offers an attractive target for the record industry (as witnessed by the growing number of majors now linking up with new age labels or spinning off their own new age divisions) and radio.

Retail, of course, already understands this growing field. For Windham Hill, approximately 95% of domestic sales now move through mainstream accounts serviced through the company's three-year-old distribution agreement with A&M Records. That relationship has helped lead to separate Windham Hill bins in a growing number of prestige accounts including both freestanding chains and racked mass merchandisers.

*Sam Sutherland is vice president/manager director, Windham Hill Records.*

## ECLECTIC

(Continued from page N-10)

of crickets, Irish flutes, dulcimers, bells or synthesizers in his serene, spiritual compositions. Album titles include "Nirvana Road," "Cicada" and "Silence Is The Answer."

**Brian Eno**, who records for Editions EG (Jem), has had an enormous impact on contemporary music, both through his pop music collaborations (with David Bowie, Roxy Music and Talking Heads) and through his solo "ambient" albums such as "Apollo, Atmospheres & Soundtracks" and "Music For Airports."

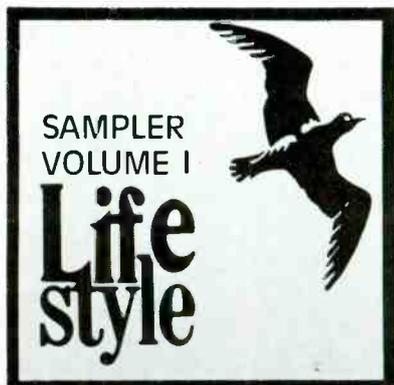
**Philip Glass** is the minimalist composer of "Einstein On The Beach" and the score for "Koyaanisqatsi." Along with **Terry Riley**, **Steve Reich** and **La Monte Young**, he is marketed in both the classical and new age categories.

**Vangelis** is the Greek composer who scored "Chariots Of Fire" and "Blade Runner." The Academy Award winner has also recorded LPs with **Jon Anderson** (with songs centered on love and growth, political and spiritual freedom) and rich electronic orchestrations such as "Antarctica," "China" and his latest, "Opera Sauvage."

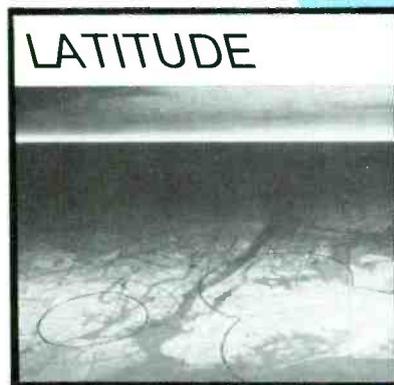
**Lucia Hwang**, who composed the title music for "Year Of The Dragon," is a Chinese-American who combines oriental and western musical forms in dramatic and exotic works that create an otherworldly mood. Her debut album for Private Music is "House Of Sleeping Beauties." Also on the Private Music label are: **Patrick O'Hearn** (the bassist/keyboard player for Missing Persons who has recorded "Ancient Dreams"); **Eddie Jobson** (an art-rock keyboard player for bands such as Roxy Music and Jethro Tull; "Theme Of Secrets" is his new LP); **Sanford Ponder** ("Etosha"); **Jerry Goodman** (the ex-violin player for Mahavishnu Orchestra); **Ryuichi Sakamoto**; and, **Leo Kottke**.

Also prominent in the new age field are: **Stomu Yamashta** (the Japanese composer of such electronic, symphonic soundscapes as "Sea And Sky"); **Mannheim Steamroller** on American Gramophone; **Kevin Braheny** (Composer of synthesizer spacemusic such as "Lullaby For The Hearts Of Space"); **Ray Lynch** ("Deep Breakfast"); **Michael Shrieve** (Santana's drummer for seven years, Shrieve collaborated with Stomu Yamashta and Steve Winwood in the group Go and recorded "Transfer Station Blue" with Klaus Schulze), **Patrick Ball** (the "Celtic Harp" series) and **Steve Roach** ("Structures From Silence") on Fortuna Records; **Michael Stearns** ("Chronos" soundtrack and "M'Ocean"), **Craig Huxley** ("Quantum Mechanix"), **Georgia Kelly** ("In A Chord" with Huxley) and **Ananda** (Continued on page N-22)

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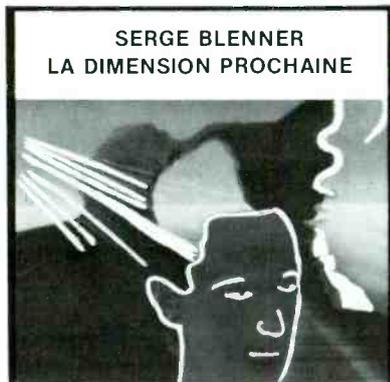
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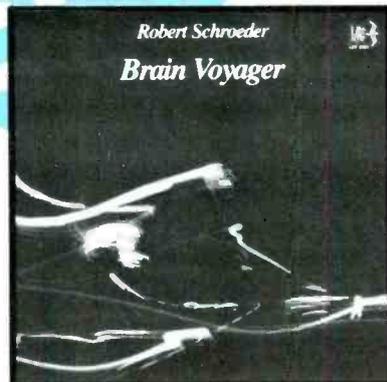
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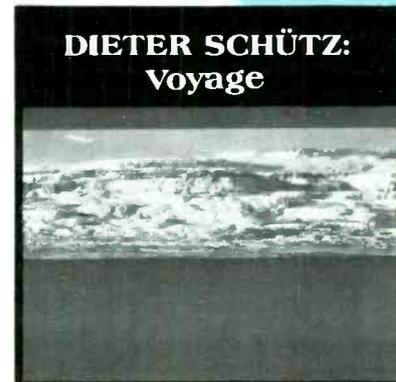
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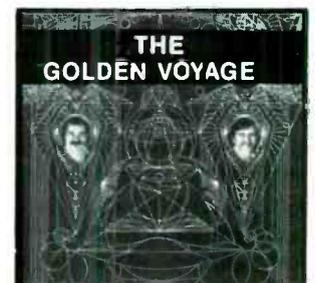
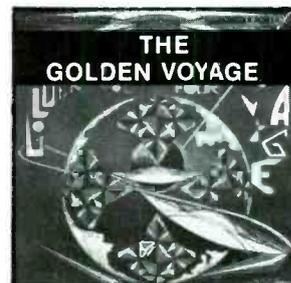
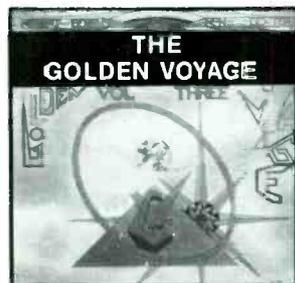
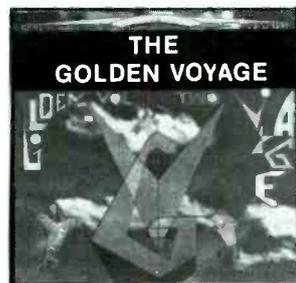
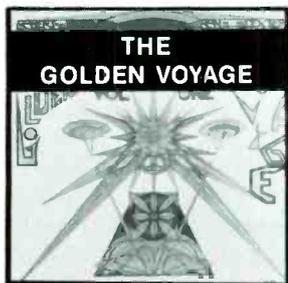


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## MAJORS

(Continued from page N-4)  
Walder.

The A&M agreement and an association with Ingram Audio has enabled Windham Hill to flesh out its distribution service and the label is now in mainstream record stores, bookstore chains, outdoor equipment stores and mass merchandisers. Video will probably not be a significant part of future Windham Hill promotion. "We have a few, but it's not something I'm really attached to. I think it's a poor allocation of resources and limiting in a lot of ways," remarks Robinson.

Besides Living Music, Windham Hill distributes **Dancing Cat** (which has Bola Sete and Michael Lorimar LPs) and owns four labels: **Magenta** (Ben Sidran, Anthony Braxton), **Open Air** (Jane Siberry, Michael Hedges), **Lost Lake Arts** (a reissue label) and **Hip Pocket** (Andy Narrell).

**CBS: CBS Masterworks** has two of the genre's biggest stars—Andreas Vollenweider and Philip Glass—as well as Osamu Kitajimi ("The Source") and Steffan Scheja ("Spirits Of Europa").

**CAPITOL:** Capitol distributes two new age/progressive instrumental labels: **Cinema Records** and **Meadowlark Records**. Cinema bowed in June and is helmed by Denny Somach. "We're really a new progressive label, as Harvest was in the early '70s," says Somach. The goal is powerful, high tech, mostly instrumental music that will be both atmospheric and visual—a natural evolution from the progressive rock style created by bands like Genesis, Yes, ELP and Pink Floyd.

Cinema's first four signings are Patrick Moraz (former keyboardist for Yes; currently with the Moody Blues and also scoring films), Amin Bhatia (synthesizer programmer for Toto), Michael Hoenig (formerly with Tangerine Dream) and Peter Bardens (formerly with Camel).

"What we're doing is based on the euro-synth music of Jarre, Vangelis and others, but we're using rock-oriented people," says Somach. "All our artists will be tourable, visible and doing videos. We will release five records in late Feb. or early March of 1987 and then after that the releases will come two at a time. One reason we went with Capitol is that we'll have CD releases simultaneously with the LPs and cassettes and Capitol will have the first operating CD plant in this country by the end of this year."

Capitol also manufactures and distributes **Meadowlark Records**, owned by Sparrow Corp., a Christian communications company. Founded in 1985, Meadowlark offers inspirational new age fare, what label creator Billy Ray Hearn calls "contemplative music for the contemporary," pressed onto KC 560 premium virgin vinyl or recorded on Cobalt CS-1 tape. The roster includes: Justo Almario, John Michael Talbot, Douglas Trowbridge,

Jeff Johnson, Richard Souther, Hadley Hockensmith and Billy Smiley. While Capitol handles traditional outlets, Narada Distributing will take Meadowlark to health food stores, motivational clinics and meditation centers.

**FANTASY:** Fantasy is distributing three **Catero Records** new age-style artists: Paul Speer ("Collection 983: Spectral Voyages"), Cyrille Verdeaux ("Messengers Of The Son") and Doug McKeehan and Air Craft.

**MCA: MCA Master Series** includes three progressive instrumentalists whose work is viable in the new age category: Edgar Meyer ("Unfolding"), John Jarvis ("So Fa So Good") and Giles Reaves ("Wunjo"). The LPs of the three are all pressed on KC 569 blend premium virgin vinyl.

MCA will also bow Danny Goldberg's new **Gold Castle** folk/new age label this fall. 1987 will see its first new age product releases.

**Narada Productions** bowed in 1984 and signed with MCA in September. Releases on the acoustic-oriented label include "Sunscapes" and "Pianoscapes" by Michael Jones (the latter LP by the pianist has topped six figures in sales), "Openings" by guitarist William Elmwood, "Impressions" by guitarist Gabriel Lee and "Nightfall" by pianist David Lanz.

"What we're going to MCA for is obviously increased distribution and increased visibility in the marketplace," says Wesley Van Linda, Narada vice president. "The potential market for this product is much larger than has been tapped and we need the aid of a major to do what we'd like to accomplish."

**POLYGRAM:** PolyGram records new age stars Jean-Michel Jarre and Vangelis. The label also distributes **Gramavision**. "We signed the deal with PolyGram in 1983," comments Gramavision president Jonathan Rose. "We have tripled our sales every year, both before PolyGram and after, but obviously it's easier to grow bigger with their support. Now our records are consistently available throughout America, and we're seeing an ever-increasing interest in new music in mainstream retail. It's selling.

"We're garnering bigger sales in those markets than in the alternative outlets; it used to be the consumer had to go to a bookstore 'cause there was no other place to find this kind of music, but now he's starting to shift to mainstream retail, because that's where he buys his other music."

Gramavision artists include Steven Halpern, six Kitaro titles, Klaus Schulze, Terry Riley, La Monte Young, Yaz-Kaz and Pandit Pran Nath. "We have found samplers to be very effective," says Rose, "and we have videos with Halpern and we plan to do more, to be very active in videos. We also extensively promote to jazz radio, college radio (Continued on page N-22)

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**NEIL NAPPE • "JULY"**  
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**DON SLEPIAR • "REFLECTIONS"**  
Don performs consistently interesting music drawing on the past to create new musical futures. On his newest recording, his electric artistry blends the perfect blend of electronic and acoustic sounds.

**SYNERGY • "COMPUTER EXPERIMENTS VOL. 1"**  
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## INDIES

(Continued from page N-4)

director Michael Delich, the company has benefited from the category's development.

"We prefer to think of our music as 'eclectic,' but in the past it's almost been impossible to figure out where to merchandise our product," says Delich. Some stores put us with easy listening, some with rock, others with jazz, and we really didn't belong in any of those sections. So new age is a nice vehicle for us because at least there's a place for it now."

"It's something to call it," says Bob Hayman, general manager of **Sonic Atmospheres**, a label founded by film score producer and musician Craig Huxley. "When we first started out, there really wasn't anything you *could* call it."

Ashley Britwell, promotional director for **Fortuna Records**, says her company has never fought the new age tag. The company acts as a distributor in addition to recording titles on its own label. "The more we get known, the better we like it. We've always been called new age," says Britwell.

She notes the Grammy Awards will include a new age category in next year's presentation, and such attention has yielded a pragmatic benefit for Fortuna. She says the increased focus on new age has helped her label make inroads with such chains as Tower Records, Tur-

tles Records & Tapes, and Wherehouse.

Howard Gabriel, vice president of **Relativity**—whose catalog includes Gershon Kingsley, Fumio Miyashata, Andreas Vollenweider guitarist Max Lasser and the veteran electronic band Tangerine Dream—also finds favor with the phrase.

"I think it does a better job of describing the audience than it does the music," he says. "There's so much product out there being described as new age, a lot of different elements. So it seems that the people buying it are 'new age.'"

**Global Pacific Records** president Howard "Bo" Sapper defines new age as "an important crossroads of artistic background and creativity. I only hope there will not be any artistic sacrifice as we see more public acceptance and increased commercial potential of this music."

Given the convictions of the people who comprise the independent network and, the artists who record for these labels, such sacrifices are not soon anticipated. Marty Scott, president of **Jem Records Group**, exemplifies the spirit of the independent.

As a distributor, Jem handles the **Landscape** and **EG** labels. Scott describes the former as "the first British new age label," and includes artists like Claire Hamill, Dashiell Rae, and former Yes keyboardist Rick Wakeman. The latter, which in-

cludes Robert Fripp and ambient music pioneer Brian Eno, is being marketed as "the original new age label."

But Jem's commitment goes beyond distribution. In addition to creating the fusion label **Passport**, Scott has also established—with Synergy synthesist Larry Fast—the **Audion** label.

"Larry and I started this label a year ago with the intention of recording the best in electronic music. Some of it would be considered new age, others wouldn't. But to me, new age is everything you can't describe by any other category."

"We're not necessarily concerned with selling a lot of records as much as we are putting out the best recordings we can. In time, they will sell themselves. Records only sell because people think they're good, not because you think they're good."

Underscoring the commitment that he and Fast have for Audion's direction is the label's newest signing: the synthesizer frontrunner Wendy Carlos, who (as Walter Carlos) captured the music industry's attention close to two decades ago with "Switched On Bach."

Scott says the new age genre represents a unique opportunity for he and like-minded labels, because "new age shelf life far exceeds the life of a rock record. You can sell them for months and months and years and years."

Enthusiasm and a belief in artistic integrity appear to be constants among new age indies, but there is a split among these labels and distributors regarding the market's future.

Some look to the record store pipeline as a prosperous route, and they say they have already seen growth in that market. Others believe in the alternative marketplace. Many employ both avenues.

"We are finding that the alternative market is a onesie, twosie; once a year, twice a year kind of thing," says Jem's Scott. "The big movement is going to happen in the record store. We're distributing to the alternative market, but we think the real success will happen with record stores in terms of net sales."

**Spirit Music's** Jonathan Goldman, who recorded pop music before turning his attention to new age, also has an eye on music retailers: "What I'm looking for right now is a pathway into more traditional distribution. And that means getting into the record stores."

But **Celestial Harmonies'** Paul Marotta says the record pipeline may not be a panacea for new age marketers. He thinks chain buyers are being flooded with too much product to elevate the presence of the genre in record stores.

"I'm seeing confusion," says Marotta. "I'm seeing buyers inundated with lots and lots of stuff, some of which is legitimately new age and some of it is not. He's sitting there trying to figure out what to buy for 100 stores and he's having trouble sorting it all out."

He cites numbers posted by keyboardist/guitarist Deuter as proof of the alternative market's potential. "Three of his records have sold over 100,000 each, and he's virtually unknown in the conventional record market," says Marotta. "All of that has happened in the alternative market."

Similarly, promotions director Geoff Workman of **Music West Records** says guitarist Ray Lynch has sold more than 72,000 copies of his "Deep Breakfast" album "without promotion or widespread distribution." Jeff Chamo, president of distributor Vital Body Marketing, points to a Steven Halpern title that posted "a quarter of a million units" without record stores.

"A lot of people that buy this music don't buy records every week and every month. And many of them never shop in record stores, which is why we've done so well in bookstores and other alternate markets," says Chamo.

To beef up their efforts with "non-record stores," he says Vital Body is enlisting the support of childrens label Peter Pan Records and its sales staff of 125 to push the 64-title Art Of Relaxation series. He notes that like childrens product, new age finds a comfortable niche in book and gift outlets.

"The dramatic growth is in the alternative market," Stephen McArthur, director of marketing for Silo, a distributor which handles close to

300 labels, with more than 40 of those offering new age product.

"We're going to a lot of book store and gift shop trade shows and we're picking up accounts everywhere we go. Basically mom-and-pops, not chains. We went to the ABA show in New Orleans and picked up 60 accounts. That was in May, and the orders from that show are still coming in," says McArthur.

Just as market philosophy differs, the various indies that have been classified as new age state different intentions for the music they record.

Spirit's Goldman, whose roster of relaxing offerings including an off-beat entry performed by a chorus of Tibetan monks, says the label's "focal point, or goal, is music for healing."

On the other end of the spectrum, American Gramophone's Delich says their catalog "tends to be more intellectually and emotionally challenging" than most new age albums.

He adds, "That's not to take anything away from new age, but in a lot of cases that music is intended *not* to be challenging; to help the listener wash away the stress of the work day or week. But I don't think you'd put on 'Fresh Aire IV' if you were trying to relax or go to sleep."

The indie new age menu is diverse. The field represents a goldmine to many committed independent labels and distributors—through alternative markets and direct mail. And yes—for some—in record stores.

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The rock minstrel becomes the Paul Revere of song who sounds the alarm and hurls his song 'against the priest-hoods of arms, the fib-monger and lie peddler' in 'Reveille Rock.'

To 'breathe Woodstock into the micro-chip' or bring the 'best of the sixties into the eighties' is Mark's aim with the extraordinary repertoire of the 'Freedom Machine.' Today, on and off stage, Mark confronts the moral guardians who would usher in another era of McCarthyism with music censorship.

But Mark is not Johnny One Note, too busy challenging the enemies of freedom and the mind and missing out on the fun. He puts Ramboism in its place with mock heroic rock parodies and even the rock super star gets his and her share in 'Stars of Stage and Scream' and 'Blow Dryers and Looking Glass.'

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Edmondo Fittipaldi  
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## MAJORS

(Continued from page N-18)

and AOR radio that has jazz and new age shows. We do a lot of press promotion and we're trying to increase the visibility of our artists in record stores—because new age music is most often purchased by people who browse."

**RCA:** Veteran synthesizer player/classical interpreter Tomita is a mainstay on the **RCA** roster. This month, RCA is bowing **Novus**, a new label devoted to new age music and contemporary jazz, to be executive produced by Steve Backer.

The first five releases include three new age artists: Liz Story ("Part Of Fortune"), Juan Martin ("Painter In Sound") and Ara Dinkjian ("Pictures"). The word "Novus" will have a red "O" on jazz product and a blue "O" on non-jazz product.

"We want Novus to be challenging and diverse music, to knock down some of the boundaries that exist between various types of contemporary instrumental music—such as jazz, new age, world music, ethnic music, even classical," comments Backer, who was vice president at Windham Hill for five years.

"I think the major labels are critical to the overall success and health of the entire genre from a longterm point of view. It wasn't until Windham Hill got to the point of securing a deal with A&M through RCA that they became anywhere near as successful as they are now. I think it's

absolutely necessary just from the point of view of the resources in personnel, promotion, advertising and money that you have available to you—the independents don't have access to that kind of power."

RCA also distributes **Private Music**, which signed a distribution agreement with the label in July. "This obviously will give us a stronger presence in the retail stores and regular distribution," says Private Music president Peter Baumann. He estimates that about 10% to 15% of Private Music's sales occur outside of mainstream record shops (including direct mail).

Private Music currently has eight releases, including Jerry Goodman's "On The Future Of Aviation," Lucia Hwong's "House Of Sleeping Beauties," Leo Kottke's "A Shout Toward Noon," Eddie Jobson's "Theme Of Secrets" and works by Yanni, Patrick O'Hearn, Ryuichi Sakamoto and Sanford Ponder.

"And we have recently signed with Ravi Shankar for two albums," says Baumann. "He'll be working a lot with synthesizers—it won't be your typically classical kind of Indian record."

Baumann plans a series of live concerts in 1987 to showcase his "contemporary instrumental" artists and has already directed lush, beautiful videos for Goodman, Hwong, Ponder, O'Hearn and Jobson. "I think the videos helped us establish the style of Private Music and

they've been shown a lot at record stores and conventions."

**WEA:** The **WEA** family includes many new age/progressive instrumental artists, including Kitaro on **Geffen Records**. "We signed a worldwide deal with Kitaro in the spring," comments label head Ed Rosenblatt. Geffen released a new LP "Tenku" in September and also, earlier this year, released seven Kitaro albums cut for Sound Design

## ECLECTIC MUSICIAN

(Continued from page N-16)

("Amazonia" with Huxley and Paulinho da Costa) on Sonic Atmospheres Records; **Tomita** (who interprets classical works on the synthesizer; his latest RCA LP is "Tomita Live At Linz"); **Tangerine Dream** (the pioneers of electronic pop; they now record for Relativity Records); **Liz Story** (the talented Novus pianist); **Klaus Schulze** and **Yaz-Kaz** of Gramavision; **Patrick Moraz** (current keyboardist for the Moody Blues) and **Michael Hoenig** for Cinema Records and **Michael Jones** (nearing gold with "Pianoscapes") for Narada Productions. Also: **Billy Smiley**, **Richard Souther** and **Douglas Trowbridge** on Meadowlark Records; and, **Giles Reaves**, **Edgar Meyer** and **John Jarvis** on MCA Masterseries.

(Shizen).

"We've been doing very well with Kitaro," says Rosenblatt. "The question is to broaden the sales bases we have. He's certainly known within the area of new age, but now we want to widen it—to make him available for publicity and to do scores for films here, possibly a tour in 1987. We've got a video and the support of WEA—we're excited about Kitaro."

**ECM** has a number of jazz artists with new age crossover potential. Pat Metheny already appears on the "New Visions" VH-1 show, as well as the "Hearts Of Space" syndicated new age/spacemusic radio show. Oregon, Ralph Towner, Keith Jarrett, John Scofield, Eberhard Weber and Egberto Gismonti are also natural picks because of their lyrical, eclectic, often gently melodic instrumentals.



Albums by Mic Holwin and Latitude are among the first offerings from the Moss Music Group's Life Style Records. From left, back, are Herb Dorfman, Moss Music; Nico Anducich, Life Style; Marla Roseman, Life Style; Rick Bleiweiss, Life Style consultant; Latitude's Craig Peyton; and manager John Golden. Front: Mic Holwin; Ira Moss, Moss Music Group; and Latitude's Ben Verdery.

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Mayfield and "Windham Hill" by Sam Sutherland, vice president/managing director, Windham Hill Records; Cover & Design, Stephen Stewart.

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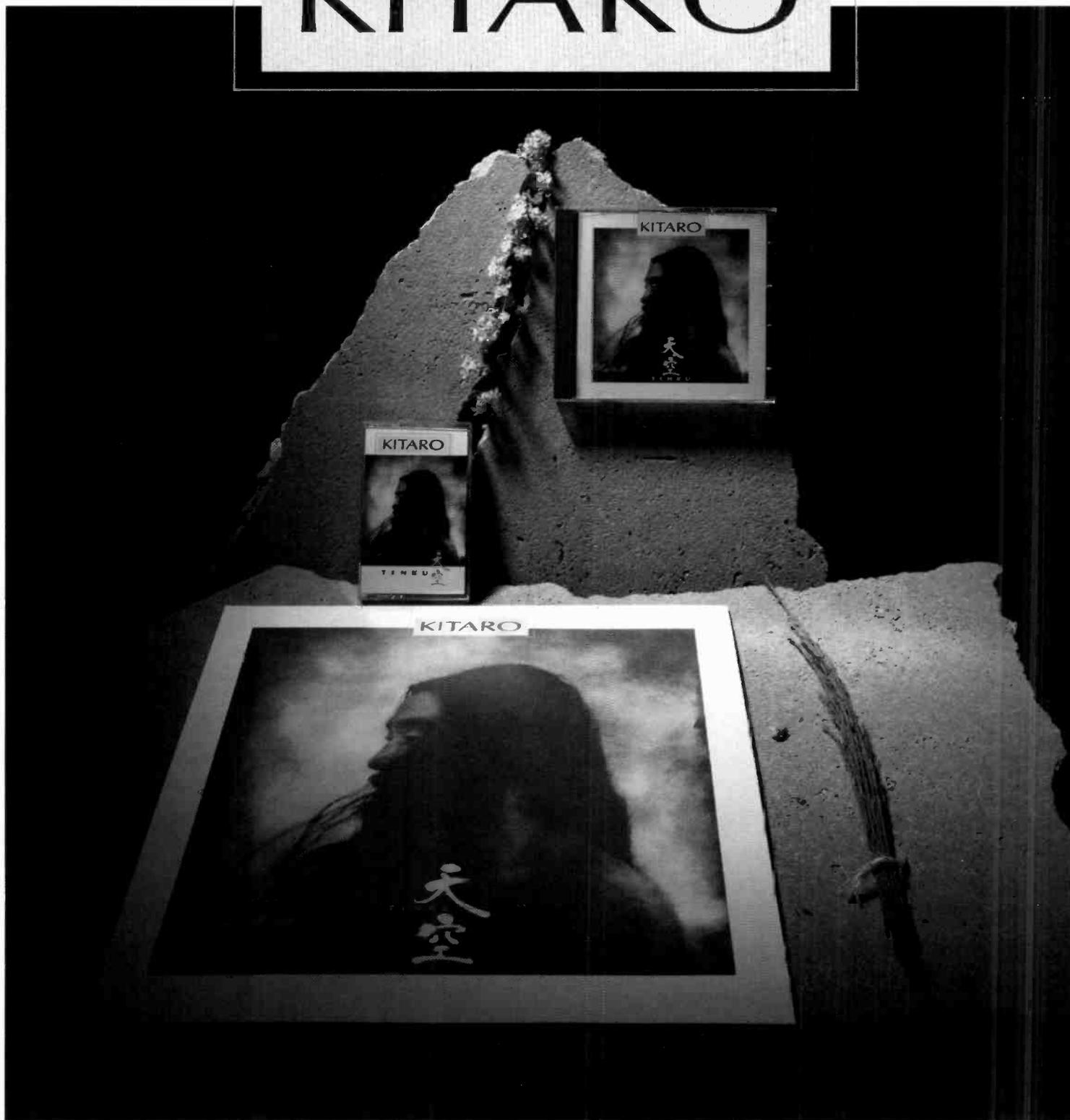
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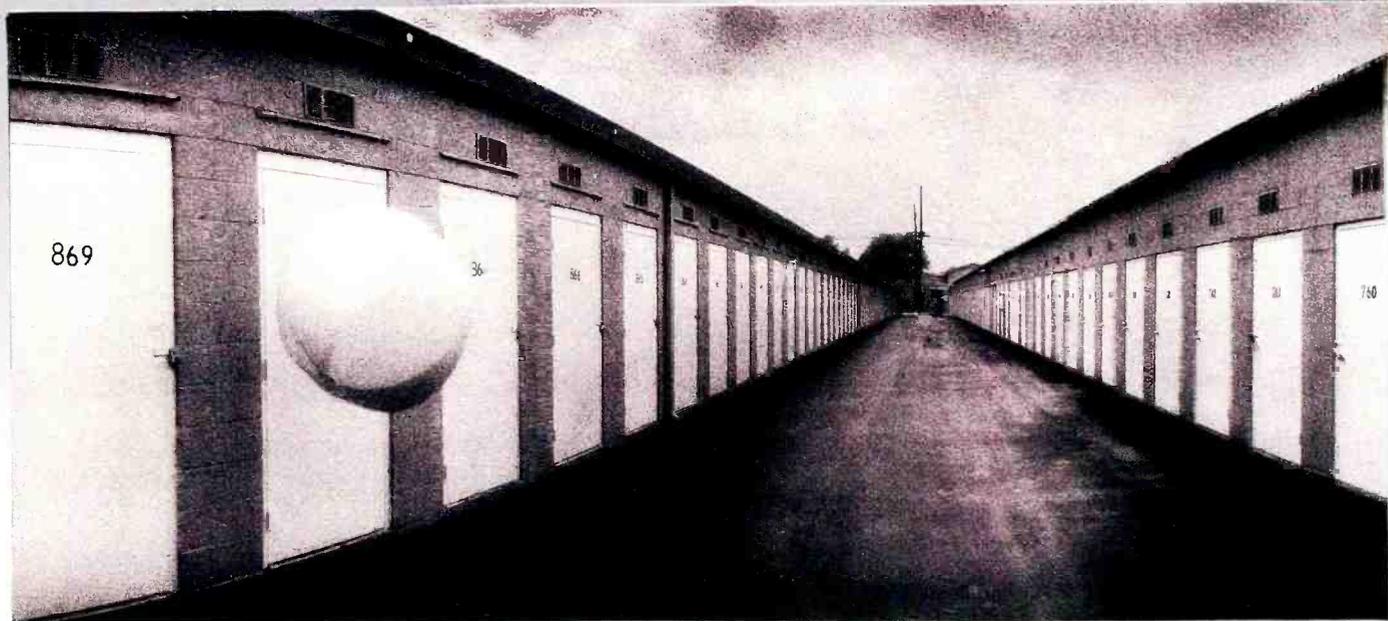
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# Sixth WaxWorks Trade Show Sets Sales Record

BY EDWARD MORRIS

OWENSBORO, Ky. "We made video history," says WaxWorks/VideoWorks president Terry Woodward, noting the \$1.2 million in volume earned by his one-stop division during the company's sixth annual trade show (Billboard, Oct. 18).

According to Woodward, the sales total of the two-day video supermarket for retailers doubled last year's figure.

Like the 1985 meet, Woodward says this year's sale was "pretty much cash-and-carry." Approximately 1,500 attended the sale.

The show was marked by all manner of preplanned and on-the-spot specials. The WaxWorks booth, in addition to its push on

CDs for video-store owners, offered a prepack of 25 sell-through videos for about \$500, depending on specific titles. The pack included 14 movies, four music videos, five children's programs, and two

## 'We made video history'

exercise tapes.

As a part of the package, buyers were guaranteed a free fixture and header board. They were also assured the right to return any or all titles for full credit after 180 days from the date of invoice and the right to exchange any title for a more salable one.

In its efforts to get audio prod-

ucts in video stores, WaxWorks also offered an audiocassette dump bin with a prepack of 150 country, big band, easy listening, and soft rock titles for \$487.50, with complete right of exchange for defective product and 15% exchange on overstock, based on the buyer's previous purchases during the course of 60 days. Suggested retail price on the cassettes was \$4.98.

Other specials were the following:

- From 3M Leisuretime, buy six hunting tapes and get a \$50 rebate and a free Highlight tape directly

from 3M; buy 12 assorted tapes and get a free tape and a free p-o-p display.

- From Video Gems, a selection of more than 400 Beta titles at \$7.90 each.

- From Allsop, a VHS kit—which includes a 60100 cleaner, a Maxell T-120 tape, an Allsop dust cover, and a half-hour Jane Fonda sampler—for \$15.99, regularly \$17.49.

- From Magnum, buy four tapes and get one free tape or a wiggling hand novelty item; buy 10 tapes, get a free "Frankie Stein" inflatable doll and a wiggling hand.

- From MGM Home Video, buy 10 tapes and get a free T-shirt; buy 15 tapes and get a windbreaker; buy 30 tapes and get a watch; buy 50 tapes and receive a satin jacket.

- From Academy, buy one tape and get one free.

Woodward, whose Disc Jockey record store chain now numbers 43 units, reports that seven new stores were opened this year and that six to eight will open next year. Confirmed locations for new stores are Council Bluffs, Iowa; Louisville, Ky.; and Knoxville, Tenn.

FOR WEEK ENDING OCTOBER 25, 1986

Billboard®

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# TOP KID VIDEO SALES

Compiled from a national sample of retail store sales reports.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Year of Release	Price
			★ ★ NO. 1 ★ ★			
1	1	19	ALICE IN WONDERLAND ▲◆	Walt Disney Home Video 3	1951	29.95
2	2	56	PINOCCHIO ◆	Walt Disney Home Video 239	1940	29.95
3	3	56	DUMBO ▲◆	Walt Disney Home Video 24	1941	29.95
4	7	19	WINNIE THE POOH AND THE BLUSTERY DAY	Walt Disney Home Video 63	1968	14.95
5	5	14	POUND PUPPIES	Family Home Entertainment F1193	1985	14.95
6	4	18	WINNIE THE POOH AND THE HONEY TREE	Walt Disney Home Video 49	1965	14.95
7	13	18	MICKY KNOWS BEST	Walt Disney Home Video 442	1986	14.95
8	10	51	ROBIN HOOD ◆	Walt Disney Home Video 228	1973	29.95
9	6	19	WINNIE THE POOH AND TIGGER TOO	Walt Disney Home Video 64	1974	14.95
10	8	28	THE SWORD IN THE STONE ◆	Walt Disney Home Video 229	1963	79.98
11	12	5	CARE BEARS II: A NEW GENERATION	RCA/Columbia Pictures Home Video 6-20682	1986	79.95
12	11	47	PETE'S DRAGON ▲◆	Walt Disney Home Video 10	1977	29.95
13	NEW ▶		A MIRTHWORM MASQUERADE	Family Home Entertainment FI-195	1986	14.95
14	14	20	MY LITTLE PONY: ESCAPE FROM CATRINA	Children's Video Library Vestron 1403	1986	19.95
15	19	28	SESAME STREET PRESENTS: FOLLOW THAT BIRD ●	Warner Bros. Inc. Warner Home Video 11522	1985	79.95
16	17	31	VELVETEEN RABBIT	Family Home Entertainment F1173	1985	14.95
17	9	19	THE IMPORTANCE OF BEING DONALD	Walt Disney Home Video 443	1986	14.95
18	16	33	HUGGA BUNCH	Children's Video Library Vestron 1513	1985	29.95
19	18	3	RUPERT AND THE FROG SONG	Family Home Entertainment FI-198	1985	14.95
20	15	56	THE CARE BEARS MOVIE ▲◆	Samuel Goldwyn Vestron 5082	1985	24.95
21	20	14	LEARNING ABOUT LETTERS	Children's Television Workshop Random House Home Video 88319-57	1986	No listing
22	23	4	STAR FAIRIES	Family Home Entertainment FI-200	1985	9.95
23	24	28	RAINBOW BRITE AND THE STAR STEALER	Warner Bros. Inc. Warner Home Video 11531	1985	79.95
24	22	52	BUGS BUNNY'S WACKY ADVENTURES ●	Warner Bros. Inc. Warner Home Video 11504	1985	17.98
25	21	12	LEARNING ABOUT NUMBERS	Children's Television Workshop Random House Home Video 88315-24	1986	No listing

● Recording Industry Assn. of America gold certification for theatrical films, sales of 75,000 units or suggested list price income of \$3 million (30,000 or \$1.2 million for nontheatrical made-for-home-video product; 25,000 or \$1 million for music video product). ▲ RIAA platinum certification for theatrical films, sales of 150,000 units or suggested list price income of \$6 million (60,000 or \$2.4 million for nontheatrical made-for-home-video product; 50,000 units or a value of \$2 million for music video product). Titles certified prior to Oct. 1, 1985, were certified under different criteria. ◆ International Tape Disc Assn. certification for a minimum sale of 75,000 units or a dollar volume of \$3 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. SF short-form. LF long-form. C concert. D documentary.



Maxell hopes to plug into powerful profits by diversifying into the battery business. Included in its Nicad rechargeable lineup is a portable VCR battery.

## Video Plus

BY EDWARD MORRIS

A biweekly column spotlighting new video products and accessories. Vendors introducing such products may send information and promotional material to Edward Morris, Billboard, P.O. Box 24970, Nashville, Tenn. 37202.

WITH AN EYE ON the burgeoning home video market, Maxell (201-641-8600) is launching a line of nicad (nickel cadmium) rechargeable batteries. The lineup includes sizes D, C, AA, AAA, and 9-volt batteries, a multiple-cell charger, a portable VCR battery, and a camcorder power pack. Suggested retail prices have not yet been established.

Shipments of the batteries began in late September, and a fourth-quarter advertising campaign is planned. The portable VCR battery and the camcorder power pack are available for all four video formats.

Multi-Video (704-536-6928) is offering a new array of video repair products for retailers and videophiles. Integral to the collection is a how-to videotape, "Video Cassette Repair," available in both VHS and Beta for \$14.95.

The company's repair tools include a VHS/Beta editing block (\$30), a box of 100 mylar tape splices (\$7.25) or 1,000 (\$58.50), a "blinkety blank" screwdriver to remove "Mercedes-symbol-shaped" screws (\$12.95), a Rivet Router kit (\$19.95), a Nipple Phillips screwdriver (\$13.95), and a De-Clover to remove screws with three flared points (\$13.95).

From Innovative Marketing Concepts (800-362-6124 in Ohio, 800-321-8774 elsewhere) comes budget-price videocassette cases—in clear, black, or brown. The Videokeepers, available in Universal and Beta sizes, feature full-length hinges and five individual locking devices.

Prices to dealers range from 75 cents each in quantities of four and fewer to 29 cents each for orders of 400 or more within a year. The latter price is available for clear cases only.

**New video releases appears in this issue on page 42A**

## TOP VIDEOCASSETTES RENTALS

# ...newsline...

**A MONTHLY CATALOG** featuring videos at sell-through prices is being offered to accounts by Artec, the Vermont-based distributor. Called the Video Collector, it is designed for use as either a direct-mail piece or a counter-top handout. Broken down by category, the catalog lists all titles priced under \$30 and features numerous vendor ads; front and back covers have full-color ads. Cost is 15 cents per copy. For an order of 200 or more, Artec will customize the piece for free with store logo and address.

**MUSIC PLUS'** 41 video departments replaced Oktoberfest with Videofest. The chainwide video promotion offered Los Angeles-area consumers half-price rentals of \$1.25 per title on specific categories each weekend, with pricing good Friday-Monday. During the first three weekends, drama, comedy, and action/adventure, respectively, were discounted. To capitalize on Halloween, horror and science fiction videos will be featured the weekends of Oct. 24-27 and Oct. 31-Nov. 3.

**SCHOOL'S OUT:** For the second time in the past eight months, low enrollment forced the New York Univ. School of Continuing Education to cancel a scheduled 10-hour, four-week course in video retail management. Failure to get the \$250 course off the ground cannot be blamed on a lack of instructor expertise. Arthur Morowitz, president of the Video Software Dealers Assn. (VSDA) and head of New York City's 15-store Video Shack chain and national supplier Metro Distributors, was to guide the October classes with Dr. Roger Fransecky, president of CEL Education Resources/CEL Communications and former president of the National Television Workshop. A publicist for Morowitz says it is doubtful NYU will try the program again.

**THE KANSAS CITY CHAPTER ELECTION** will give new direction to the area's VSDA group, says founding president Barbara Borders, Continental Video, Overland Park, Kan. New officers and their term lengths are Richard Rostenberg, Hollywood At Home, president (one year); Don Cahail, Video Express, vice president (1); Sheila Soptick, Regional Distributors, secretary (2); Jeff Bell, Video Take Two, treasurer (3). Other directors: Pam Kelley, Home Entertainment Distributors (3); Kevin Vogler, Sight & Sound Distributors (3); Borders (2); Jim Elmore, Continental Home Video (2); Jennie Bates, McVideo Tapes To Go (1).

**AN IN-STORE VIDEO PROGRAM** called the Video Preview Show will roll out Nov. 1, available on a subscription basis from Cinema Preview Channel. The monthly sales tool offers customers a look at highlights from new titles, music videos from film soundtracks, and upcoming releases. The point-of-purchase tape, introduced at the recent VSDA convention in Las Vegas, will also feature each month's top rental titles and a movie trivia game. Based in Calabasas, Calif., Cinema Preview Channel also produces television's The Cinema Attractions Show, which is syndicated through cable and broadcast channels.

**VIDEO HIGHLIGHTS**, a Portland, Ore.-based company, offers a merchandising tool to video retailers, intended to help movies sell themselves to customers. The company publishes 1- by 3-inch labels with descriptions of movies and programs—combining reviews, story lines, and trivia—which can be attached to the boxes of home video releases. Cost is \$95 for a starter package of more than 1,000. Update service, with 250-300 titles a shot, costs \$35 every three months.

**SUPER BOWL SWEEPSTAKES:** A contest for a trip to Super Bowl XXI in Pasadena and a free goods program are key incentives offered to retailers by Today Home Entertainment in the marketing of the NFL Football Video Trivia Game, hosted by Los Angeles Raider tight end Todd Christensen. Raffle tickets for the contest are attached to each piece, which begins shipping Oct. 1. Dealers then write their names and the name of their distributor on the tickets and return them to the manufacturer for a drawing. To spur further sales, Today Home Entertainment is also offering a free copy of the NFL tape with the purchase of six tapes. There is a p-o-p display.

**VIDEO MARKETPLACE '86**, a trade show for retailers in New York, New Jersey, and Connecticut, is set for Nov. 2-3 at the Ardia Conference Center in Queens. The exhibition will be hosted by Great Neck, N.Y., consultants Creative Video Concepts and Brooklyn-based Video Dealers Associates. New and used tape distributors and suppliers of blank tape, accessories, hardware, computer services, adult films, video publications, and advertising specialties are being solicited to fill 46 booths and 24 exhibitor suites.

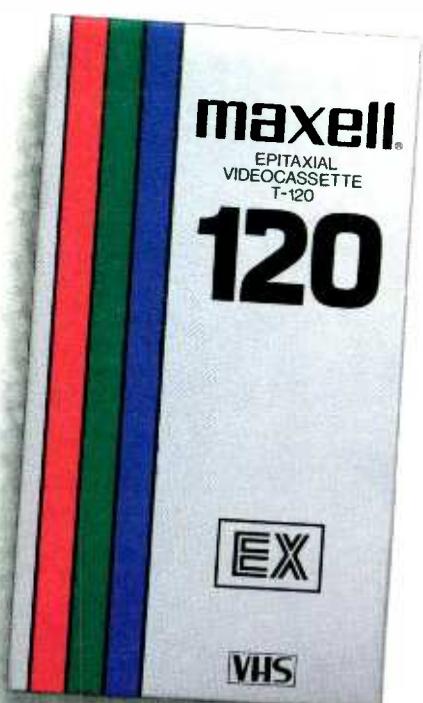
**MINI-CONVENTION:** The Minnesota chapter of the VSDA is already touting a March 26 event at the Minneapolis Hilton. Chapter secretary Sharon House, Video Crossings, Lakeville, says the group's program committee lines up events well in advance. A security seminar is set for January. The group meets bimonthly, as does the board, "so something is happening all the time," she says.

GEOFF MAYFIELD and EARL PAIGE

Compiled from a national sample of retail store rental reports.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Rating
1	1	5	OUT OF AFRICA ▲	★★ NO. 1 ★★ Universal City Studios MCA Dist. Corp. 80350	Robert Redford Meryl Streep	1985	PG
2	2	3	DOWN AND OUT IN BEVERLY HILLS	Touchstone Films Touchstone Home Video 473	Nick Nolte Richard Dreyfuss	1986	R
3	13	3	F/X	HBO/Cannon Video TVA3769	Bryan Brown Brian Dennehy	1986	R
4	3	4	GUNG HO	Paramount Pictures Paramount Home Video 1751	Michael Keaton Gedde Watanabe	1986	PG-13
5	10	2	WILDCATS	Warner Bros. Inc. Warner Home Video 11583	Goldie Hawn	1986	R
6	11	2	RUNAWAY TRAIN	Cannon Films Inc. MGM/UA Home Video 800867	Jon Voight Eric Roberts	1985	R
7	5	4	YOUNG SHERLOCK HOLMES	Amblin Entertainment Paramount Home Video 1670	Nicholas Rowe Alan Cox	1985	PG-13
8	4	11	MURPHY'S ROMANCE ◆	RCA/Columbia Pictures Home Video 6-20649	Sally Field James Garner	1985	PG-13
9	6	3	CROSSROADS	RCA/Columbia Pictures Home Video 6-20665	Ralph Macchio Joe Seneca	1986	R
10	14	3	CRITTERS	New Line Cinema RCA/Columbia Home Video 6-20666	Dee Wallace Stone M. Emmet Walsh	1986	PG-13
11	7	20	BACK TO THE FUTURE ▲ ◆	Amblin Entertainment MCA Dist. Corp. 80196	Michael J. Fox Christopher Lloyd	1985	PG
12	8	10	IRON EAGLE	CBS-Fox Video 6160	Louis Gossett Jr. Jason Gedrick	1986	PG-13
13	12	12	SPIES LIKE US ▲	Warner Bros. Inc. Warner Home Video 11533	Dan Aykroyd Chevy Chase	1985	PG
14	15	18	JAGGED EDGE ▲ ◆	RCA/Columbia Pictures Home Video 6-20591	Glenn Close Jeff Bridges	1985	R
15	9	14	THE JEWEL OF THE NILE ▲	CBS-Fox Video 1491	Michael Douglas Kathleen Turner	1985	PG
16	20	11	THE HITCHER ▲	HBO/Cannon Video TVA3756	Rutger Hauer C. Thomas Howell	1985	R
17	17	6	THE CLAN OF THE CAVE BEAR	CBS-Fox Video 6795	Daryl Hannah	1986	R
18	NEW ▶		AMERICAN ANTHEM	Karl Lorimar Home Video 386	Mitch Gaylord Janet Jones	1986	PG-13
19	18	8	CLUE	Paramount Pictures Paramount Home Video 1840	Christopher Lloyd Madeleine Kahn	1985	PG-13
20	16	6	TARGET	CBS-Fox Video 7097	Gene Hackman Matt Dillon	1985	R
21	19	7	QUICKSILVER	RCA/Columbia Pictures Home Video 60644	Kevin Bacon Jami Gertz	1986	PG
22	22	14	WHITE NIGHTS ▲ ◆	RCA/Columbia Pictures Home Video 6-20611	Mikhail Baryshnikov Gregory Hines	1985	PG-13
23	21	8	AFTER HOURS ▲	The Geffen Company Warner Home Video 11528	Griffin Dunne Rosanna Arquette	1985	R
24	24	24	COCOON ▲	CBS-Fox Video 1476	Steve Guttenberg Don Ameche	1985	PG-13
25	23	9	YOUNGBLOOD	MGM/UA Home Video 800966	Rob Lowe Patrick Swayze	1985	R
26	31	26	WITNESS	Paramount Pictures Paramount Home Video 1736	Harrison Ford Kelly McGillis	1985	R
27	25	4	SALVADOR	Hemdale Film Corp. Vestron 5167	James Woods Jim Belushi	1986	R
28	26	10	ENEMY MINE	CBS-Fox Video 1492	Dennis Quaid Louis Gossett Jr.	1985	PG-13
29	30	15	A NIGHTMARE ON ELM STREET 2 FREDDY'S REVENGE ▲	Media Home Entertainment M838	Robert Englund Mark Patton	1985	R
30	NEW ▶		PRETTY IN PINK	Paramount Pictures Paramount Home Video 1858	Molly Ringwald Jon Cryer	1986	PG-13
31	28	2	RAD	Embassy Pictures Embassy Home Entertainment 1308	Bill Allen Lori Loughlin	1986	PG
32	27	11	DELTA FORCE ▲	Cannon Films Inc. Media Home Entertainment M841	Chuck Norris Lee Marvin	1985	R
33	NEW ▶		8 MILLION WAYS TO DIE	CBS-Fox Video 6118	Jeff Bridges Rosanna Arquette	1986	R
34	35	20	ROCKY IV ▲	CBS-Fox Video 4735	Sylvester Stallone	1985	PG
35	36	22	TO LIVE AND DIE IN L.A. ▲	SLM Inc. Vestron 5123	William L. Petersen Willem DaFoe	1985	R
36	32	12	BRAZIL ●	Embassy International Pictures MCA Dist. Corp. 80171	Jonathan Pryce Robert De Niro	1985	R
37	29	11	HOUSE ▲	New World Pictures New World Video 8525	William Katt George Wendt	1986	R
38	38	3	THE HOLCROFT COVENANT	HBO/Cannon Video TVA3003	Michael Caine Victoria Tennant	1985	R
39	34	21	ALIEN ▲ ◆	CBS-Fox Video 1090	Sigourney Weaver Tom Skerritt	1979	R
40	37	23	AGNES OF GOD ▲ ◆	RCA/Columbia Pictures Home Video 6-20563	Jane Fonda Anne Bancroft	1985	PG-13

● Recording Industry Assn. of America gold certification for theatrical films, sales of 75,000 units or suggested list price income of \$3 million (30,000 or \$1.2 million for nontheatrical made-for-home-video product; 25,000 or \$1 million for music video product). ▲ RIAA platinum certification for theatrical films, sales of 150,000 units or suggested list price income of \$6 million (60,000 or \$2.4 million for nontheatrical made-for-home-video product; 50,000 units or a value of \$2 million for music video product). Titles certified prior to Oct. 1, 1985, were certified under different criteria. ● International Tape Disc Assn. certification for a minimum sale of 75,000 units or a dollar volume of \$3 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. SF short-form. LF long-form. C concert. D documentary.



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When your customers buy 4 Maxell videocassettes of the same grade, Maxell gives them a videocassette of the next highest grade free.

This means you'll sell a lot more Maxell EX, HGX High Grade, HGX Gold HiFi and RX Pro tapes now.

And get more free-spending customers in the future. Customers trying our higher grade cassettes will be sold on them for good.

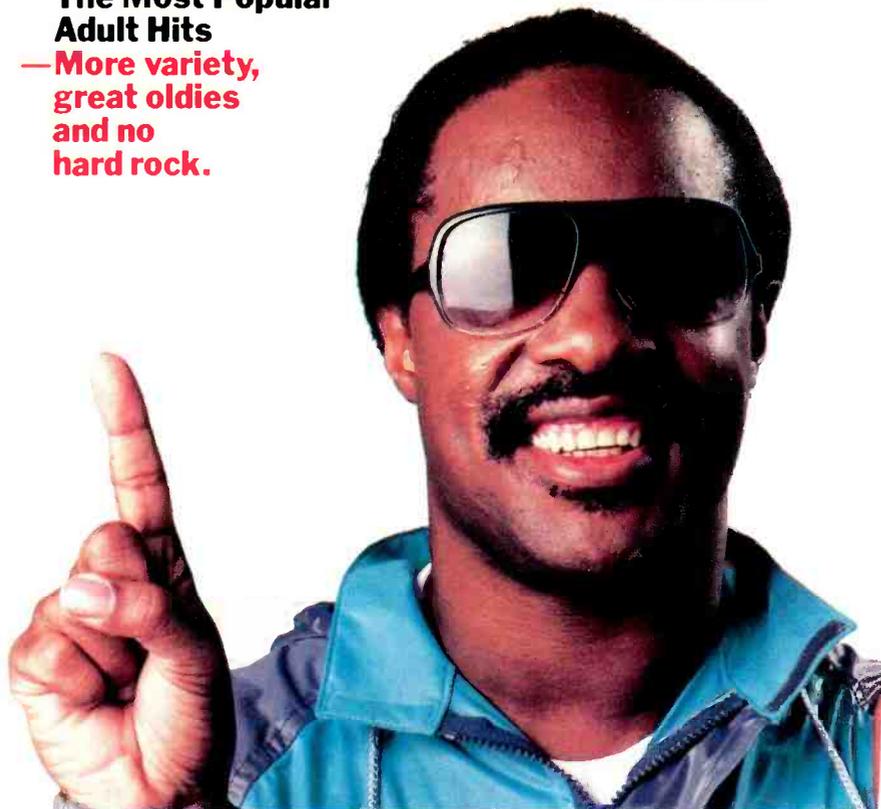
So stock up on the full line of Maxell videocassettes. And take full advantage of this grade improvement.



**maxell**®

**The Most Popular Adult Hits**  
— More variety, great oldies and no hard rock.

STEVIE WONDER



**New Weekly Specials**  
— VH-1's Hit List —  
New Countdown Show every weekend.  
— New Visions —  
New Age/Jazz every Saturday.

OLIVIA NEWTON-JOHN



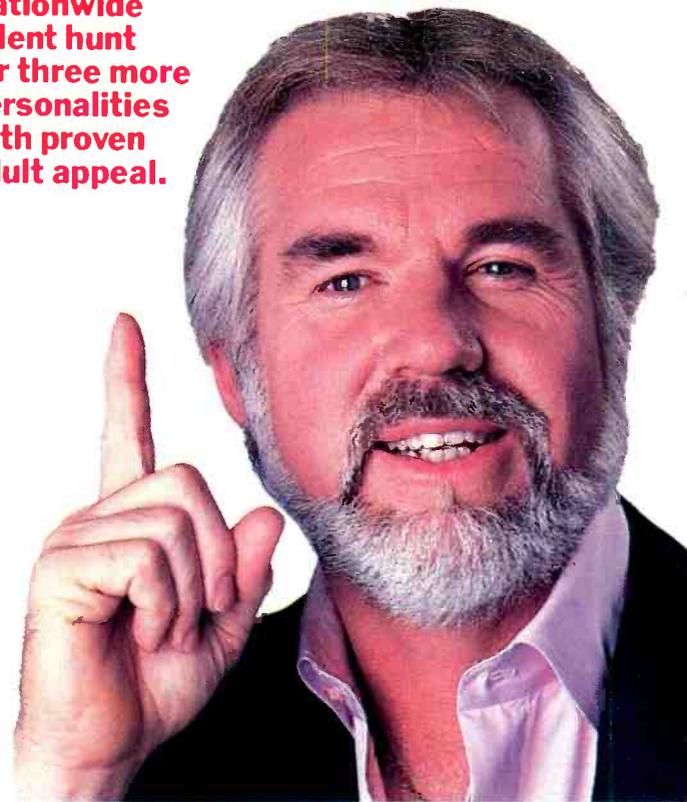
**New Studio & Set**  
— More versatile facilities and more stages for more specials.

AIR SUPPLY



**New VJ's**  
— Nationwide talent hunt for three more personalities with proven adult appeal.

KENNY ROGERS



# You crave more record. VH-1 has put their

**More Celebrity Interviews**

—**Monthly interview specials with today's hottest stars.**

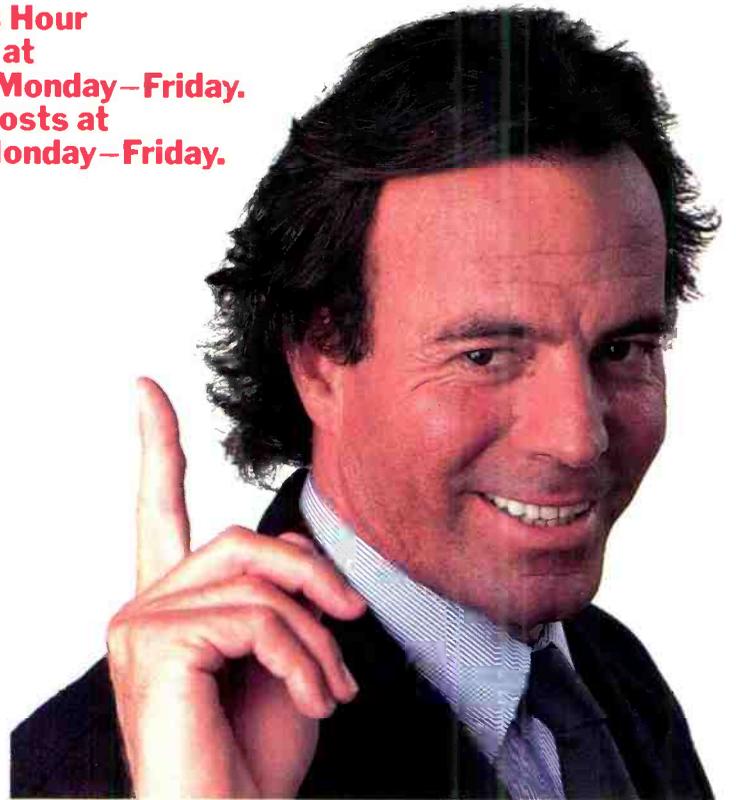
ASHFORD AND SIMPSON



**New Programs**

- Love Songs Hour every night at 10pm EST Monday–Friday.**
- Celebrity Hosts at 9pm EST Monday–Friday.**

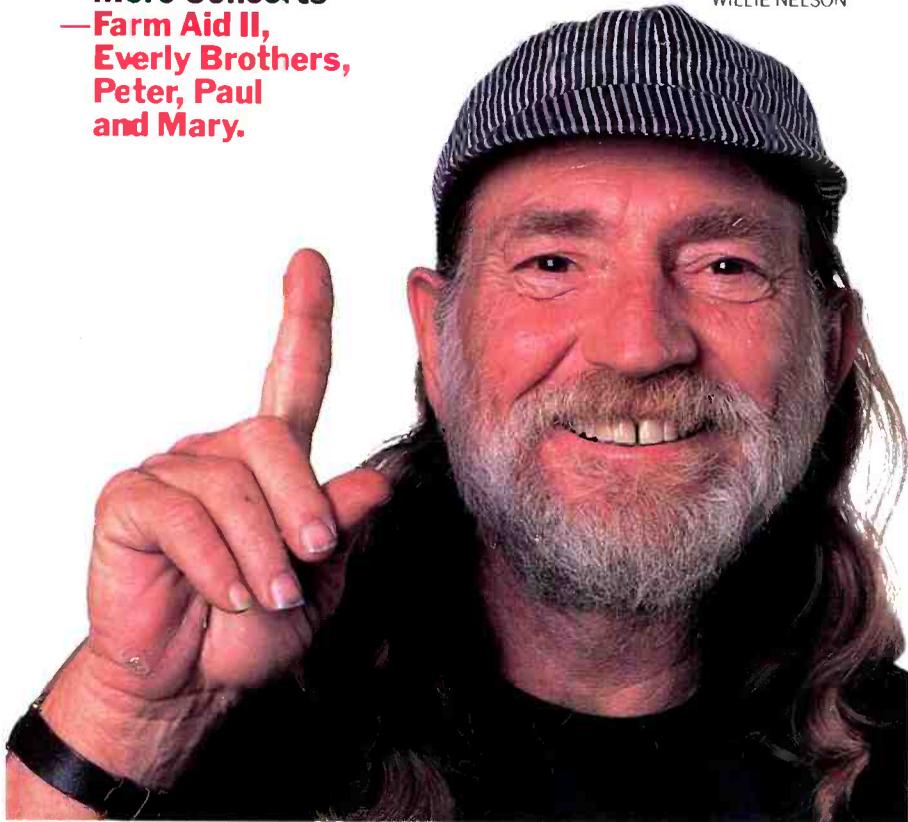
JULIO IGLESIAS



**More Concerts**

—**Farm Aid II, Everly Brothers, Peter, Paul and Mary.**

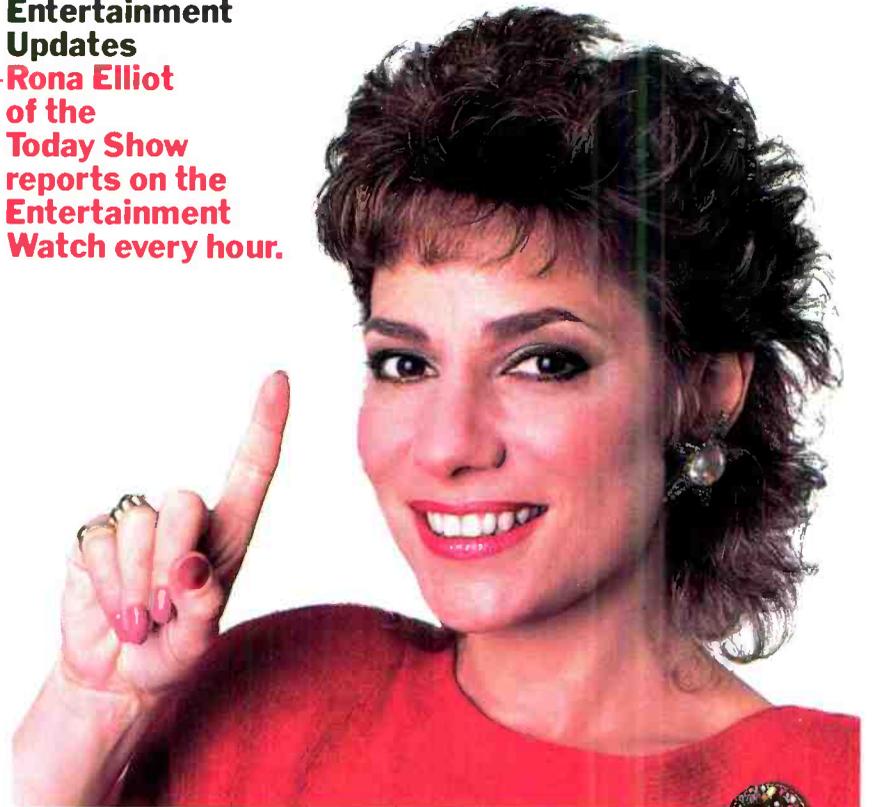
WILLIE NELSON



**Hourly Entertainment Updates**

—**Rona Elliot of the Today Show reports on the Entertainment Watch every hour.**

RONA ELLIOT



# buying adults? finger on it!

Independent nationwide research from the Street Pulse Group, Opinion Research Corp. and A.C. Nielsen all dramatically indicates that VH-1 sells records and tapes to adults, 25-54. Why? VH-1 is their music on cable tv. VH-1 is where they see it and listen to it before they go out and buy it!

In response to further consumer research we've taken these steps to keep VH-1 in its unique and one-of-a-kind position to help you market music to those elusive (and music-loving) 25-54 year olds.



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# 8

## TH ANNUAL

# BILLBOARD VIDEO MUSIC CONFERENCE

NOVEMBER 20-22, 1986 Sheraton Premiere Hotel, Universal City, California

BILLBOARD'S VIDEO MUSIC CONFERENCE is the summit meeting for the industry's prime movers. Creators, producers, directors, distributors, managers, artists, entertainment attorneys, retailers. This year all participants of the video music industry face a critical crossroads. For that reason your participation could very well shape music video for years to come. REGISTER NOW!

KEYNOTE SPEAKER: TAYLOR HACKFORD  
... film director and producer: "White Nights"  
"Against All Odds" ... "An Officer and a Gentleman"  
"Chuck Berry: Hail! Hail! Rock 'n Roll!"

- AGENDA TOPICS:
- State of the Industry
  - Cinema/Video/Music Connection
  - Advertising Community Viewpoint
  - Corporate Sponsorship
  - Role of Future Technology
  - Business Affairs Update
  - What does the Consumer Want?
  - The Artist Perspective
  - Programming

## REGISTER TODAY!

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REGISTRATION FEES  
\$300 - BEFORE NOVEMBER 1, 1986  
\$350 - AFTER NOVEMBER 1, 1986  
\$250 - Student/Military/Panelists

Registration does not include hotel accommodations or airfare. Registrant substitutions may be made. Registrations at the door after October 31, 1986. Absolutely no refunds after October 31, 1986. Cancellations before October 31, 1986 must be in writing and will be subject to a 10% cancellation fee. Information on hotel accommodations will be mailed to you upon receipt of your completed registration form.

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  - Bank Americard/Visa
  - Diners Club
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## Wolfram Compilations Clubs Get Clips Cheap

BY MOIRA McCORMICK

**CHICAGO** In an attempt to off-set record company usage fees and build its clientele, Milwaukee-based clip service Wolfram Video has created a "budget-price" clip compilation called Video To Go. Wolfram Video has a client base of 300 clubs located primarily in secondary markets and smaller towns of the Midwest.

Each hourlong reel costs the subscribing club \$27 instead of the \$100 average. The price cut is achieved by using videos from labels that do not charge fees. Wolfram Zimmerman, president of Wolfram Video, says these labels include all the independents as well as Motown, Arista, Capitol, EMI America, and MCA. (MCA actually does charge for clip use, but the label uses a blanket fee, which does not place restrictions on pools servicing colleges and mobile units.)

Zimmerman describes the new clip package as "fast food—nourishing, but inexpensive." He says the company began experimenting with lower-price compilations in March when it started offering a pair of hourlong hit tapes for \$99. This package is called Hot Video.

According to Zimmerman, "It costs approximately \$60 a month to service a club that buys only one tape, and [they were reluctant] to spend \$100 for only one tape. So we figured it wouldn't cost that much more to give them two tapes for the same price. We give them the hits."

Even with the incentive of the extra tape, however, a number of clubs in smaller markets tended to turn to clip services that didn't have all the major label product, Zimmerman says.

"We'd been meeting a lot of sales resistance from 300- to 400-capacity clubs," he says. "They were only looking at price, and frequently their budgets for video tend to be only \$100 a month. They're catering to working people who spend 50 cents for tap beer. [Those customers] may not be nightclub people, but they're still record buyers."

As a result, Video To Go was designed with just such venues in mind. The lower-price compilations "give labels that don't charge usage fees a chance to get into more clubs," Zimmerman says.

The clip service releases one tape per month along with a Hot Video tape. "If a club orders Hot Video, it can get additional tapes at rates between \$45 and \$59 monthly," says Zimmerman. The company also offers monthly compilations of new music, r&b/dance, pop/rock, and easy listening/AC, as well as a semimonthly country tape.

Wolfram Video also continues to produce the custom compilation tapes that were the firm's initial mainstay. "We can duplicate five in one run, which is ideal for chains," says Zimmerman. One 80-minute custom tape costs \$230 and includes 16 clips plus two videos that Wolfram is promoting.

## 'Sessions' Offers A New Approach HBO Series Combines Diverse Talents

BY STEVEN DUPLER

**NEW YORK** Music on television need not be locked into the standard formats of videoclips or concert specials.

That is the viewpoint of Betty Bitterman, HBO's vice president of original programming, who is at the helm of a unique Cinemax cable music series called "Sessions."

The premise, says Bitterman, is to present a "jam session with a theme," grouping together well-known artists in an informal atmosphere in a variety of locations. Many times, the artists are playing together for the first time.

The first segment of "Sessions," which aired earlier this year, is called "Fats Domino & Friends" and features Domino along with piano legends Ray Charles and Jerry Lee Lewis live in New Orleans. The backup band is led by "Late Night" co-host Paul Shaffer and features the Rolling Stones' Ron Wood.

"It offers TV audiences a different point of view—a chance to see something they never ordinarily could," says Bitterman. "The musicians are presented in an intimate setting, which brings them closer to

the viewer."

The excitement that the "Sessions" shows generate can be attributed to the enthusiasm of the performers themselves. "These players have a lot of admiration for each other, and they're really excited to be on the same stage with each other," Bitterman says.

One of the concerts in which this admiration is especially apparent is a Carl Perkins jam session, which features Eric Clapton, George Harrison, Ringo Starr, and other famous rockers playing with the rockabilly hero. Bitterman notes, "A lot of these guys were heavily influenced by Carl Perkins, and it [is] something special to them to be up there playing with him."

The Cinemax audience has responded well to HBO's attempt to provide out-of-the-ordinary musical programming. According to Bitterman, the Fats Domino show was the highest-rated special ever on the channel. (The ratings are not done by Nielsen, she says, but are computed by the channel by tallying the number of audience members tuning in and evaluating audience "satisfaction" ratings of the program.)

Each "Sessions" segment is pro-

duced by a separate producer and crew. The HBO creative staff comes up with the concept and theme for each program and contracts out the production work.

Upcoming shows include a jazz session featuring great trumpet players. These artists include Dizzy Gillespie, Maynard Ferguson, Don Cherry, and Al Hirt—a sampling of some of the best in their styles. The horn quartet will be backed by an all-star band, which will feature Herbie Hancock, Ron Carter, Billy Higgins, and Sarah Vaughan.

Also in the works is a gospel-theme show, which will boast Jennifer Holliday, Luther Vandross, Andrae Crouch, the Oak Ridge Boys, the Edwin Hawkins Singers, and Paul Simon. "Not all of these people are gospel artists, of course, but they are all well-known artists who have worked in or been heavily influenced by this area."

In the future, Cinemax plans to air another jazz special, a big band program, and another show featuring American songwriters.

"The series has been perfect for Cinemax because the channel sells itself on its eclectic programming mix," Bitterman says.



**Flashy Crowd.** Shown after completing production of the video for the Aretha Franklin/Keith Richards cover of "Jumpin' Jack Flash" are, from left, Jane Rose of Rolling Stones Records; Abbey Konowitch, vice president of video and artist development for Arista; Franklin; Dominick Sena, video director; Richards; Elliot Laurie, vice president of music for 20th Century Fox Films; and Traci Jordan, director, r&b artist development and publicity for Arista.

## New Videoclips

This weekly listing of new videoclips generally available for programming and/or promotional purposes includes artist, title, album (where applicable), label, producer/production house, director. Please send information to Billboard, New Videoclips, 1515 Broadway, New York, N.Y. 10036.

### BARNES & BARNES

#### Pizza Face

Sicks/Rhino  
Barnes & Barnes  
Barnes & Barnes

### PAUL BRADY

#### The Island

Phonogram International  
Paul Spencer/Midnight Films  
Meiert Avis

### KURTIS BLOW

#### I'm Chillin'

Kingdom Below/Mercury/PolyGram  
Joel Hinman  
Claude Borenzweig, Ed Lockman

### THE CITY

#### Walk Away

Foundations/Chrysalis  
Alan Weinrib/Champagne Productions  
Robert Quartley

### FIVE STAR

#### If I Say Yes

Silk And Steel/RCA/Ariola  
Iain Brown/Midnight Films  
Brian Ward

### GWEN GUTHRIE

#### Ain't Nothing Goin' On But The Rent

Good To Go Lover/Polydor/PolyGram  
Michael Owen/Z-Co Enterprises  
Michael Oblowitz

### DARYL HALL

#### Foolish Pride

Three Hearts In The Happy Ending Machine/RCA  
Nina Robbins/MGMM  
Matt Forrest

### IT'S IMMATERIAL

#### Space

Siren  
Alastair Bates/Limelight Films  
Peter Care

### ISLE OF MAN

#### Desperate Surrender

Isle Of Man/Pasha/CBS Associated  
Siri Aarons  
Bryan Jones

### LOS ANGELES RAIDERS

#### The Silver/Black Attack

The Silver/Black Attack/Rhino  
David Helfant  
Marcelo Epstein, Alan Arbus

### THE MONKEES

#### Daydream Believer

Then And Now... Best Of The Monkees  
"The Monkees" Television Series/Arista

### ROBBIE NEVIL

#### C'est La Vie

Robbie Nevil/Manhattan  
Alastair Bates/Limelight Films  
Peter Care

### THELONIOUS MONSTER

#### Try

Baby, You're Bummin' My Life Out In A Supreme Fashion/Epi-taph  
Tina Silvey/Silvey-Lee Productions  
Jane Simpson

### WANG CHUNG

#### Everybody Have Fun Tonight

Mosaic/Geffen  
Lexy Godfrey  
Godley & Creme

## Video Track

### NEW YORK

**AUSTRALIAN RECORDING** act Icehouse came to Manhattan recently to lens a clip for "Cross The Border." The video was produced by Karen Bellone for Bell One Productions. During the past few months, the production company has collaborated with Split Screen on videos for John Waite's "If Anybody Had A Heart," Billy Joel's "A Matter Of Trust," the Ramones' "Something To Believe In," and the Monkees' "That Was Then, This Is Now."

### LOS ANGELES

**COLOSSAL PICTURES** completed a promotional piece for New World Pictures' upcoming motion picture "Soul Man" with director Gary Gutierrez. With vocals by Sam Moore and Lou Reed, the clip features cameo appearances (à la "Ghostbusters") by such notables as Cybill Shepherd, Bruce Willis, Ray "Boom Boom" Mancini, and Ron Reagan Jr., who lip-synch to the music. Ted Eccles served as executive producer. Colossal is best known for its clips with Prince, Robert Palmer, the Nitty Gritty Dirt Band, and Morris Day.

### OTHER CITIES

**TINA TURNER'S VIDEO** for "Two People," the second single from her new Capitol album, "Break Every Rule," was filmed on location in London with director David Mallet. It was produced by Jacqui Byford for MGMM Productions. Peter Sinclair served as cinematographer. The production company also finished a video for "Who Wants To Live Forever" with Queen. The song is from the movie "Highlander," which was directed by MGMM director Russell Mulcahy.

(Continued on next page)

## Looking for the source for the latest music videos? Wolfram has them. Only \$99 for two hours each month.

Wolfram Video issues monthly *HotVideo* tapes which include the hottest, newest videos available from every major record label. Two one-hour tapes for only \$99 plus \$5 shipping, no special membership or service fees are ever added.

Wolfram also issues music video tapes in *all* categories from Progressive to R&B to Country, or will *custom edit* any video combination at your request from an open stock of over 3,000 video clips. For more information and an updated playlist, call toll-free 1-800-433-1652. In Wisconsin, call 414-546-1379.



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#1 way of staying on top of video music

## MONTHLY BRITISH NEW AGE CHART

THIS MONTH	LAST MONTH	MONTH ON CHART	OCTOBER 1986		CAT NO.
1	6	6	A NEW AGE COMPILATION—STANDING STONES	CODA SERIES	NAGE 5CD
2	3	5	VOICES	CODA LANDSCAPE SERIES	NAGES
3	1	5	COUNTRY AIRS	CODA LANDSCAPE SERIES	NAGE 10CD
4	2	6	CACHARPAYA (PANPIPES OF THE ANDES)	CODA HILL	CODA 20CD
5	NEW	1	RENOEZVOUS	POLYDOR	POLH27
6	7	2	CLOUD SCULPTING	COLORS	KNEWL02
7	4	5	AN INVITATION TO WINDHAM HILL	WINDHAM HILL	WHA 1
8	9	6	WINE DARK SEA	CODA LANDSCAPE SERIES	NAGE 6CD
9	5	6	SILK ROAD	POLYDOR	8177321
10	14	2	BRAIN VOYAGER	RRK PINNACLE	RRK715030
11	12	6	ATMOSPHERIC CONDITIONS	CODA LANDSCAPE SERIES	NAGE 1
12	11	3	THE COLLECTION	COLORS	KNEWL06
13	8	6	SONGS WITHOUT WORDS	CODA LANDSCAPE SERIES	NAGE 4
14	19	4	DAWN TILL DUSK	CODA LANDSCAPE SERIES	NAGE 9CD
15	10	4	CHAMBER OF DREAMS	COCTEAU	JC7
16	13	6	AUTUMN	WINDHAM HILL	WHA 1012
17	15	6	BAYOU MOON	CODA LANDSCAPE SERIES	NAGE 2
18	17	3	CAVERNA MAGICA	CBS	25980
19	18	6	DECEMBER	WINDHAM HILL	WHA 1025
20	16	3	THE AUDION SAMPLER	IMPORT PACIFIC	SYN 105

## Indie Clip Awards Set

LOS ANGELES Billboard is soliciting independent music video-clips for its eighth annual Video Music Conference, scheduled for Nov. 20-22 at the Sheraton-Premiere Hotel here.

Submissions must have budgets of \$10,000 or under. Three-quarter-inch tapes may be submitted to Billboard at 9107 Wilshire Blvd., Los Angeles, Calif. 90201.

A panel of industry professionals will judge the entries, with the winner receiving the prize for best overall independent production at the closing video awards ceremony, Nov. 22.

## VIDEO TRACK

(Continued from preceding page)

Total Eclipse recently produced the Parachute Club's video for "Love Is Fire," the first single off its upcoming album, "Small Victories," on Current/RCA Records. The piece features a guest appearance by John Oates, who produced the album along with the group and Mike Jones. It was shot on location in northern Ontario and Toronto, Canada, with director Ron Berti. Michael Rosen and Derek Sewell produced. Rene Ohashi served as director of photography. Wendy Vincent edited, and Steve Montgomery was production manager.

Edited by LINDA MOLESKI

Production companies and post-production facilities are welcome to submit information on current projects. Please send material to Video Track, Billboard, 1515 Broadway, New York, N.Y. 10036.

## COPIES OF WEEKLY CHARTS

are available from Billboard's Chart Research Department. Pop Singles 1941 through 1984. Top LPs 1949 through 1984. \$3.50 per chart. Call or write:

Billboard Chart Research  
1515 Broadway  
New York, NY 10036  
(212) 764-4556

## MTV PROGRAMMING

This report does not include videos in recurrent or oldie rotation.

WEEKS ON PLAYLIST

VIDEOS ADDED THIS WEEK	VIDEOS	WEEKS ON PLAYLIST	
VIDEOS ADDED THIS WEEK	BOBBY, JIMMY & THE CRITTERS ROACHES Macola	MEDIUM	
	BRUCE COCKBURN PEOPLE SEE THROUGH YOU MCA	LIGHT	
	THE COMMUNAROS DON'T LEAVE ME THIS WAY MCA	POWER	
	EIGHT SECONDS KISS YOU PolyGram	BREAKOUT	
	EVERYTHING BUT THE GIRL DON'T LEAVE ME BEHIND Warner Bros.	LIGHT	
	MONKEES DAYDREAM BELIEVER Arista	POWER	
	ROBBIE NEVIL C'EST LA VIE EMI	ACTIVE	
	THE QUICK DOWN THE WIRE A&M	LIGHT	
	SIMPLY RED COME TO MY AID Elektra	MEDIUM	
	SMITHEREENS BEHIND THE WALL OF SLEEP Enigma	ACTIVE	
	ANDY TAYLOR WHEN THE RAIN COMES DOWN MCA	ACTIVE	
	PETE TAYLOR ONE MORE HEARTACHE Profile	NEW	
	TRIUMPH SOMEBODY'S OUT THERE MCA	ACTIVE	
	POWER ROTATION	A-HA I'VE BEEN LOSING YOU Warner Bros.	4
BANANARAMA MORE THAN PHYSICAL PolyGram		5	
EURHYTHMICS THORN IN MY SIDE RCA		2	
COREY HART I AM BY YOUR SIDE EMI		5	
BILLY IDOL TO BE A LOVER Chrysalis		5	
RIC O'CASEK EMOTION IN MOTION Geffen		5	
OUTFIELD ALL CRIED OUT Columbia		2	
POLICE DON'T STAND SO CLOSE TO ME '86 A&M		2	
PRETENDERS DON'T GET ME WRONG Warner Bros.		2	
BILLY SQUIER LOVE IS THE HERO Capitol		5	
WANG CHUNG EVERYBODY HAVE FUN Geffen		3	
HEAVY ROTATION		BON JOVI YOU GIVE LOVE A BAD NAME PolyGram	11
		DAVID + DAVID WELCOME TO THE BOOMTOWN A&M	9
		*ARETHA FRANKLIN JUMPIN' JACK FLASH Arista	6
	GENESIS THROWING IT ALL AWAY Atlantic	2	
	GLASS TIGER DON'T FORGET ME (WHEN I'M GONE) EMI	10	
	*JANET JACKSON WHEN I THINK OF YOU A&M	9	
	*BILLY JOEL IT'S A MATTER OF TRUST Columbia	12	
	*DON JOHNSON HEARTBEAT Epic	7	
	*JOURNEY GIRL CAN'T HELP IT Columbia	5	
	*CYNOL LAUPER TRUE COLORS Epic	9	
	*LOVERBOY HEAVEN IN YOUR EYES Columbia	10	
	*EDDIE MONEY TAKE ME HOME TONIGHT Columbia	10	
	NU SHOOSZ POINT OF NO RETURN Atlantic	10	
	*DAVID LEE ROTH GOIN' CRAZY Warner Bros.	9	
*ROD STEWART ANOTHER HEARTACHE Warner Bros.	6		
*TALKING HEADS WILD WILD LIFE Warner Bros.	6		
*TINA TURNER TYPICAL MALE Capitol	8		
*STEVE WINWOOD FREEDOM OVERSPILL Island	6		
*ZZ TOP VELCRO FLY Warner Bros.	6		
ACTIVE ROTATION	*BANGLES WALK LIKE AN EGYPTIAN Columbia	7	
	*BELINDA CARLISLE I FEEL THE MAGIC I.R.S.	4	
	PETER CETERA/AMY GRANT THE NEXT TIME I FALL Warner Bros.	7	
	*CHICAGO 25 OR 6 TO 4 Warner Bros.	6	
	CINDERELLA NOBODY'S FOOL PolyGram	4	
	SAMANTHA FOX TOUCH ME RCA	7	
	FRANKIE GOES TO HOLLYWOOD RAGE HARD Island	4	
	BRUCE HORNSBY & THE RANGE THE WAY IT IS RCA	4	
	HUMAN LEAGUE HUMAN A&M	5	
	ELTON JOHN HEARTACHE ALL OVER Geffen	2	
	OMO (FOREVER) LIVE AND DIE A&M	4	
	IGGY POP CRY FOR LOVE A&M	3	
	*TIL TUESDAY WHAT ABOUT LOVE Epic	6	
	MEDIUM ROTATION	BEACH BOYS CALIFORNIA DREAMIN' Capitol	4
JASON & THE SCORCHERS 19TH NERVOUS BREAKDOWN EMI		4	
BEN E. KING STAND BY ME Atlantic		4	
LISA LISA & THE CULT JAM ALL CRIED OUT Columbia		2	
LOU REED & SAM MOORE SOUL MAN A&M		2	
TOTO I'LL BE OVER YOU Columbia		4	
PETE TOWNSHEND BAREFOOTIN' Atlantic		3	
WHAM! WHERE DID YOUR HEART GO? Columbia		4	
NEIL YOUNG WEIGHT OF THE WORLD Geffen		5	
BREAKOUT ROTATION		A=440 METHOD TO MY MADNESS PolyGram	2
		BIG COUNTRY ONE GREAT THING Mercury/PolyGram	3
		JAMES BROWN GRAVITY Scotti Bros./CBS Associated	5
		CROWDED HOUSE DON'T DREAM IT'S OVER Capitol	3
		OEVICE WHO SAYS Chrysalis	3
	JOHN EDDIE STRANDED Columbia	2	
	EUROPE THE FINAL COUNTDOWN Epic	16	
	F.M./u.k. FROZEN HEART CBS	3	
	HOUSEMARTINS HAPPY HOUR Elektra	5	
	IRON MAIDEN WASTED YEARS Capitol	7	
	IT BITES CALLING ALL THE HEROES Geffen	2	
	KTP ONE STEP PolyGram	10	
	LIMITED WARRANTY HIT YOU Atco	7	
	YNGWIE MALMSTEEN YOU DON'T REMEMBER, I'LL NEVER FORGET PolyGram	6	
NEW YORK DREAM TEAM LET'S GO METS Vestron	5		
R.E.M. FALL ON ME I.R.S.	9		
BRIAN SPENCE HEARD IT FROM THE HEART PolyGram	3		
JOE STRUMMER LOVE KILLS MCA	2		
GEORGE THOROGOOD REELIN' & ROCKIN' EMI	4		
LIGHT ROTATION	BODEANS SHE'S A RUNAWAY Warner Bros.	4	
	BILLY CHINNOCK SOMEWHERE IN THE NIGHT CBS	5	
	E.G. DAILY LOVE IN THE SHADOWS A&M	4	
	DREAM SYNOICATE OUT OF THE GREY Big Time	3	
	HAROLD FALTERMEYER/STEVE STEVENS TOP GUN ANTHEM Columbia	2	
	TIM FEEHAN WHERE'S THE FIRE Scotti Bros./CBS Associated	5	
	SCREAMING BLUE MESSIAHS WILD BLUE YONDER Elektra	12	
	TSOL COLORS Enigma	4	
WALK THE WEST LONELY BOY Capitol	4		
NEW	BOLSHOI A WAY I.R.S.	4	
	THE BURNS SISTERS BAND I WONDER WHO'S OUT TONIGHT Columbia	4	
	CHRISTMAS BIG PLANS Big Time	5	
	THE CITY WALK AWAY Chrysalis	2	
	FAR CORPORATION STAIRWAY TO HEAVEN Atco	2	
	GO BETWEEN HEAD FULL OF STEAM Big Time	4	
	MIRACLE LEGION THE BACKYARD Incas	4	
	THELONIOUS MONSTER TRY Epitaph	2	
	THEY MIGHT BE GIANTS PUT YOUR HAND INSIDE THE PUPPET'S HEAD Bar None	3	
	TWO MINDS CRACK CRY CRY CRY Warner Bros.	2	
	THE VENETIANS SO MUCH FOR LOVE Chrysalis	2	

\* Denotes Sneak Preview Recurrent. \*\* MTV Exclusive. For further information, contact Jeanne Yost, director of music programming, MTV, 1775 Broadway, New York, N.Y. 10019.

# ...newsline...

**BBC PRODUCT** is flowing from CBS/Fox Video at an increasingly rapid pace. "Fawly Towers" cassettes will be leading the pack. The four cassettes will contain three episodes each, run for 90 minutes, and list for \$29.98. On one release, the episodes will be "The Hotel Inspectors," "The Germans," and "A Touch Of Class."

Another videocassette to be released is "All Creatures Great And Small," which runs for 94 minutes and lists for \$39.98. Three titles from the BBC's "Ripping Yarns" series will also soon be available, including "Ripping Yarns," "More Ripping Yarns," and "Even More Ripping Yarns." The "Yarns" are also 90 minutes long and list for \$29.98.

**A STRONG CROP** of movies for the fourth quarter continues to flow from manufacturers, with HBO/Cannon releasing "Raw Deal," CBS/Fox putting out "Short Circuit," and Media Home Entertainment offering "Invaders From Mars." All titles will be \$79.

**FIVE MORE COMPANIES** are joining the 8mm Video Council: Minolta Corp., Polaroid, Corp., Wallpaper Videos Ltd., Audio Video Plus Inc., and S.E.M. Video Products Inc.

**MANUFACTURERS ARE** claiming success in the fall numbers game. RCA/Columbia Pictures says its "Critters" moved over 100,000 units on preorder, while HBO/Cannon video claims volume of 65,000 pieces for "Head Office" and 31,000 units for "A Breed Apart." The home video gross for "Head Office" exceeded its take at the box office, while "A Breed Apart" racked up its score without ever going into theatrical release.

**MORE "CYCLEVISION"** video-bicycling tours are due from Congress Video. Hawaii, the Grand Teton, Yellowstone National Park, and San Francisco are the subjects of the tapes. The programs are designed to be used by exercise buffs riding stationary bicycles and include warm-up and cool-down segments. The cassettes run just under 30 minutes and will sell for less than \$15.

**EAST TEXAS DISTRIBUTING** will be playing Santa Claus to children's charities in a campaign centered around Media Home Entertainment's "Santa Claus—The Movie." The company will be giving away 50 cents per cassette in each buying retailer's name to such worthy Sun Belt causes as the Texas Children's Hospital and the Phoenix, Ariz., branch of the Make-A-Wish foundation. In an additional campaign to draw attention to the title and make a humanitarian contribution at the same time, Media and East Texas will be holding Christmas parties for retailers and donating \$1 per each attendee to local charities.

**THE NAVD** has developed an antipiracy campaign. The organization will be "taking an aggressive step against individual companies involved in the illegal duplication of videocassettes," it says. One facet will be increased cooperation between the NAVD and the Motion Picture Assn. Of America.

**HOCKEY** is the subject of the latest release from Coliseum Video. The company is releasing "Wayne Gretzky: Hockey My Way." Gretzky plays for the Edmonton Oilers, has been named the National Hockey League's most valuable player seven times, and has also been Sports Illustrated "Sportsman Of The Year." List price is \$39.95.

**"VISIONS OF WAR,"** a documentary series that features footage from German, Russian, and Italian archives, is due from Pacific Arts Video Records. U.K.-based La Mancha Productions put the programs together. The six-part series is being marketed in two volumes by Pacific Arts. The first part, titled "World In Flames," is priced at \$79.95 and is composed of three 80-minute titles: "Book 1: Hitler's Rise To Power," "Book 2: The Fight For Freedom," and "Book 3: The Final Battle." The rest of the series comes in separate volumes: "The Warlords," "Blitzkrieg," and "Berlin 1945," all priced at \$39.95.

**CANADIAN VIDEO FACTORY** has picked up exclusive Canadian video rights for the manufacturing, marketing, and distribution of Twin Tower Production's video product. The company will be releasing three titles in November and more programs from Twin Tower's catalog in 1987. "The Last Of The Gladiators," "Off-Road Warriors," and "Monster Mania" will be the first titles to be released. "Gladiators," and "Off-Road" will be list-priced at \$39.95; "Mania" will list at \$29.95.

**"THE WORST OF HOLLYWOOD"** is due out from Silvermine Video, a division of Increase Video. The company is releasing six separate films in three volumes. Each volume will list for \$29.95. Titles in volume one are "Protect Your Daughter" and "Maniac." Volume two contains "The Crime Of Dr. Crespi" and a dramatization of Erich Von Stroheim's "Fugitive Road." Volume three consists of "Nation Aflame," and "Probation," which features Betty Grable's first screen appearance.

TONY SEIDEMAN

## Case Focuses On Use Of Minors In Adult Films L.A. Vid Distribs Subpoenaed

BY CHRIS MCGOWAN

**LOS ANGELES** The federal government has issued subpoenas to several Los Angeles-based adult film and video distributors as it continues a grand jury investigation into the involvement of minors in X-rated movies.

The case—picked up by federal investigators on Aug. 21—is an expansion upon a Los Angeles County district attorney's investigation that discovered adult film star Traci Lords was under 18 when all her movies were made. Most retailers have subsequently pulled Lords product from their shelves. Many who haven't done so are being prosecuted.

The investigation has apparently shifted to federal jurisdiction to take advantage of federal liability statute regarding minors, which is far more strict than the law in California. California law has a reasonable belief clause under which defendants can claim they were fooled by persons

who presented false identification and appeared to be the age stated by the documents.

California law also contains an emancipated minor statute, which allows persons under 18 to legally assume the rights and responsibilities of an adult.

An Oct. 6 Associated Press story named five Southern California companies as having received federal subpoenas and claimed that the probe is seeking information as to whether several prominent X-rated film actresses (including Lords) were underage when they made any of their films.

Charles Stevens, an assistant U.S. attorney overseeing the investigation, declines to comment on which companies had been subpoenaed. He says that intense legal activity is probable if investigations continue as planned. "Our object is to determine the extent to which minors have been used to produce pornographic films and other productions, including

magazines, and to consider federal criminal charges against those individuals or companies responsible for utilizing minors in those productions," Stevens says.

VCA was one of the five companies named in the AP article. Asked if the firm had indeed been subpoenaed, VCA lawyer Mike Mayock says "That's clear. But I think that when the records of all these girls are made known, it will be shown that every one was an adult at the time the films were made."

Mayock says the investigation is partly the result of the Meese Commission Report, which he says has a built-in bias against the adult film business. "It was a stacked deck—the people on the commission were opposed to pornography before they were appointed. It was a prerequisite for appointment."

John Weston, an attorney with the Adult Film Assn. who is representing two of the firms subpoenaed, declined to name those companies.

FOR WEEK ENDING OCTOBER 25, 1986

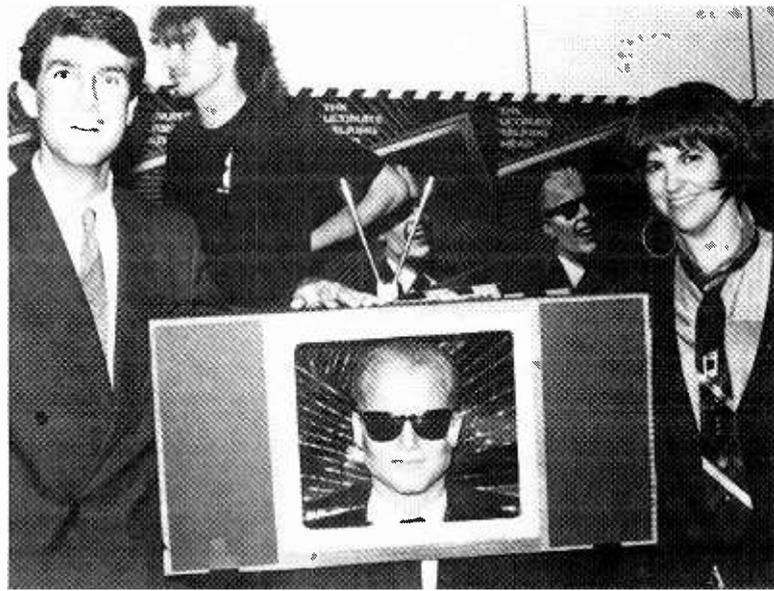
Billboard

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## TOP MUSIC VIDEOCASSETTES™

Compiled from a national sample of retail store sales reports.									
THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Type	Price	
1	1	17	THE #1 VIDEO HITS ▲	★ ★ NO. 1 ★ ★ Arista Records Inc. MusicVision 6-20631	Whitney Houston	1986	SF	14.95	
2	NEW ▶		THE VIDEO ALBUM, VOLUME I	CBS Video Music Enterprises CBS-Fox Music Video 6198	Billy Joel	1986	LF	19.98	
3	9	13	BROTHERS IN ARMS	Warner Bros. Inc. Warner Reprise Video 38119	Dire Straits	1986	SF	19.98	
4	6	5	STARING AT THE SEA	Elektra Records Elektra Entertainment 40101	The Cure	1986	LF	24.98	
5	3	13	THE ULTIMATE OZZY	CBS Video Music Enterprises CBS-Fox Music Video 6199	Ozzy Osbourne	1986	LF	29.98	
6	2	17	DICK CLARK'S BEST OF BANDSTAND ●	Dick Clark Video Vestron Music Video 1028	Various Artists	1986	D	29.95	
7	4	19	I CAN'T WAIT	RCA Video Prod. Inc. MusicVision 6-20524	Stevie Nicks	1986	SF	19.95	
8	NEW ▶		WHAM! IN CHINA—FOREIGN SKIES	CBS Video Music Enterprises CBS-Fox Music Video 7142	Wham!	1986	C	19.98	
9	8	59	U2 LIVE AT RED ROCKS	Island Records Inc. MusicVision 6-20613	U2	1984	C	19.95	
10	7	9	GENESIS LIVE: THE MAMA TOUR	Picture Music Intl. Atlantic Video 50111-3-5	Genesis	1986	C	24.98	
11	NEW ▶		MTV CLOSET CLASSICS	Vestron Music Video 1043	Various Artists	1986	LF	29.95	
12	5	47	MOTOWN 25: YESTERDAY, TODAY, FOREVER ▲◆	Motown Pictures Co. MGM/UA Home Video 300302	Various Artists	1983	D	29.95	
13	13	15	RIPTIDE	Island Records Inc. MusicVision 6-20635	Robert Palmer	1986	SF	14.95	
14	10	15	FUEL FOR LIFE	CBS Video Music Enterprises CBS-Fox Music Video 7104	Judas Priest	1986	LF	19.98	
15	NEW ▶		HARD TO HANDLE	CBS Video Music Enterprises CBS-Fox Music Video 3502	Bob Dylan Tom Petty	1986	C	29.98	
16	17	51	NO JACKET REQUIRED ●	Atlantic Records Inc. Atlantic Video 50104	Phil Collins	1985	SF	19.98	
17	15	19	ROCK ME FALCO	A&M Records Inc. A&M Video 6-21015	Falco	1986	SF	19.95	
18	20	47	THE VIRGIN TOUR—MADONNA LIVE ●	Sire Records Warner Music Video 3-38105	Madonna	1985	C	29.98	
19	16	25	LOOK TO THE RAINBOW	PAZ Inc./E.J. Stewart Inc. U.S.A. Home Video 312847	Patti LaBelle	1986	C	29.95	
20	14	3	LIVE IN JAPAN	Enigma Records, Inc. Enigma Music Video 2000	Stryper	1986	C	24.95	

● Recording Industry Assn. of America gold certification for theatrical films, sales of 75,000 units or suggested list price income of \$3 million (30,000 or \$1.2 million for nontheatrical made-for-home-video product; 25,000 or \$1 million for music video product). ▲ RIAA platinum certification for theatrical films, sales of 150,000 units or suggested list price income of \$6 million (60,000 or \$2.4 million for nontheatrical made-for-home-video product; 50,000 units or a value of \$2 million for music video product). Titles certified prior to Oct. 1, 1985, were certified under different criteria. ◆ International Tape Disc Assn. certification for a minimum sale of 75,000 units or a dollar volume of \$3 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. SF short-form. LF long-form. C concert. D documentary.



**Always Room For Another Headroom.** That's no face on the TV screen—it's a real live Max Headroom clone. Court Shannon, left, executive vice president of Karl Lorimar Home Video, and Donna-Donna, a DJ at WLIR, flank one of the better appointed guests at Karl Lorimar's recent Max Headroom look-alike party at New York City's Private Eyes nightclub. The company recently released "Max Headroom: The Original Story" at \$29.95.

## Fast Forward

BY FRANK LOVECE

*A biweekly survey of technical developments in the hardware and software sides of the home video industry.*

"DIGITAL" is currently the hottest buzzword in the consumer electronics industry. Digitally based compact disk players are the most visible machines in the audio hardware business; more and more manufacturers are touting "digital" video equipment. But although the sound produced by digital hardware may be clear, the specifics of video hardware most certainly are not.

Nowadays, perhaps because of its practical application in CDs and laser-videodisk players, the idea of digital electronics seems not only easy to grasp but even a natural step forward, like color was for television and stereo for audio. A good thing, too, because the current techno-vogue in VCRs is "digital video." But such machines would be better named "sort-of-digital video." There are a number of reasons why.

First, let's define our terms. "Digital" describes a computer process whereby data—sound, a picture, whatever—is analyzed, stored, and distributed not as a whole, but as millions of bits of information. A computer, given parameters to work with, is "told" that this information either fits or doesn't fit those parameters. The computer is told either "yes" or "no," translated numerically as a one or a zero. Put these millions of bits of "digital" (two-number) information together, and *voila!* You've re-created the original data—the sound, the picture, the whatever.

The most familiar example of this is the CD: Sound is played back not from continuous grooves on vinyl, but from millions of digitized bits "read" by a laser stylus and put together by a microprocessor. You've heard the results and witnessed the

random-access capabilities yourself.

As the technological travails of DAT (digital audiotape) point out, digital audio is more practicable with a disk medium than with magnetic tape. Video, which has an intensely more complex makeup than audio, is naturally far more difficult to digitize in a tape medium. (Even laser videodisks use conventional analog technology for their video.)

Digital TVs—that is, sets with some additional microchips that allow for such digital effects as picture-within-picture (PIP)—have been available to U.S. consumers since early 1985. These first-generation digital TVs take conventional analog audio and video signals, digitally fine-tune them, and then turn them back into analog for screen (image) and speaker (sound) reproduction. In this respect, current digital TVs represent a technology somewhat akin to audiophile vinyl "digital disks," which are recorded digitally but pressed and reproduced in analog fashion.

True digital VCRs—such as Sony's broadcast-division model DVR1000/DDVPC1000—represent a further step. These record a moving image—say, a TV broadcast—by breaking it up into bits that would be stored on magnetic tape and recreated by a microprocessor for playback. The benefits include perfect freeze-frame and other playback effects; multigenerational dubbing with virtually no image/sound degradation; and nearly infinite malleability—you can move parts of a digitized image around, change its colors and texture, and otherwise "deconstruct" it for editing and other creative purposes.

The first generation of nominally digital VCRs does not record or play back digitally in the same sense as a CD; like current digital TVs, consumer digital VCRs return the analog audio/video signals back to analog. Even so, these first consumer digital VCRs do manage to provide many digitally based benefits: Pic-

(Continued on page 56)

FOR WEEK ENDING OCTOBER 25, 1986

Billboard

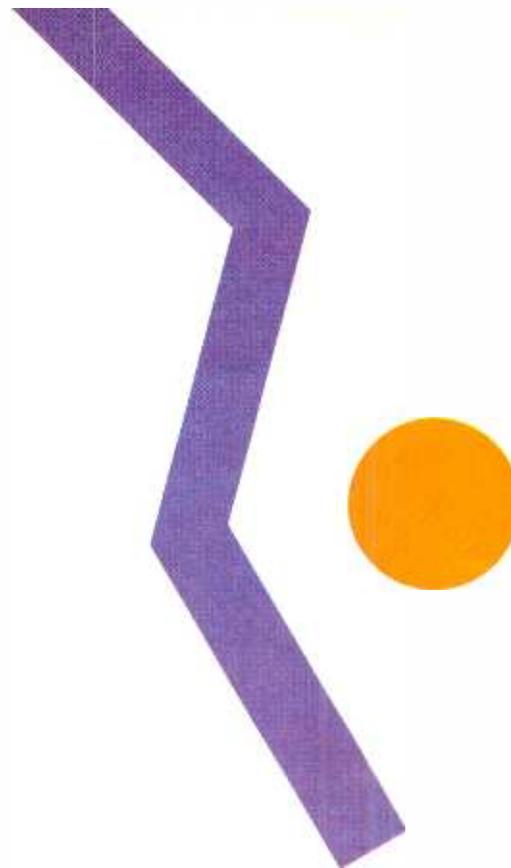
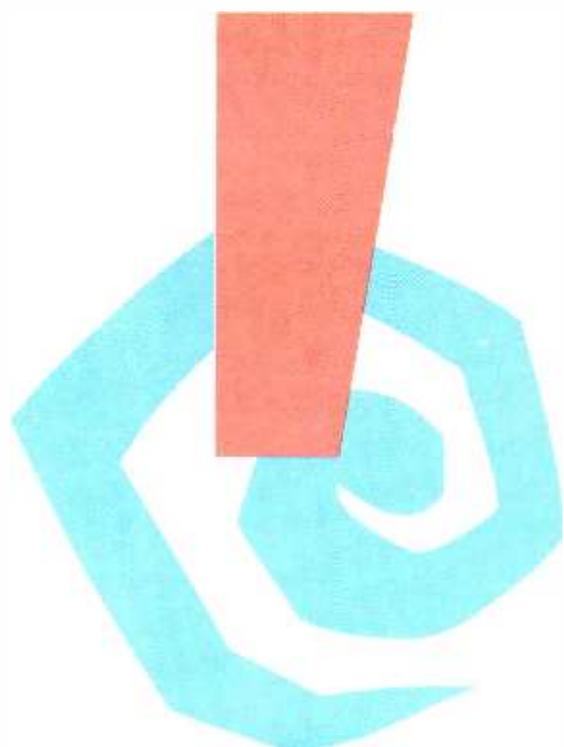
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# TOP VIDEOCASSETTES SALES

			Compiled from a national sample of retail store sales reports.						
THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Rating	Price	
1	1	51	JANE FONDA'S NEW WORKOUT ▲	KVC-RCA Video Prod. Karl Lorimar Home Video 069	Jane Fonda	1985	NR	39.95	
2	2	65	THE SOUND OF MUSIC ▲◆	CBS-Fox Video 1051	Julie Andrews Christopher Plummer	1965	G	29.98	
3	3	35	AMADEUS ▲◆	HBO/Cannon Video TVA2997	Tom Hulce F. Murray Abraham	1984	PG	29.95	
4	5	3	THE MUSIC MAN	Warner Bros. Inc. Warner Home Video 11473	Robert Preston Shirley Jones	1962	G	24.98	
5	6	2	DOWN AND OUT IN BEVERLY HILLS	Touchstone Films Touchstone Home Video 473	Nick Nolte Richard Dreyfuss	1986	R	79.95	
6	4	4	OUT OF AFRICA ▲	Universal City Studios MCA Dist. Corp. 80350	Robert Redford Meryl Streep	1985	PG	79.95	
7	8	36	ALIEN ▲◆	CBS-Fox Video 1090	Sigourney Weaver Tom Skerritt	1979	R	29.98	
8	NEW▶		JANE FONDA'S LOW IMPACT AEROBIC WORKOUT	KVC-RCA Video Prod. Karl Lorimar Home Video 070	Jane Fonda	1986	NR	39.95	
9	9	232	JANE FONDA'S WORKOUT ▲◆	KVC-RCA Video Prod. Karl Lorimar Home Video 042	Jane Fonda	1982	NR	59.95	
10	7	18	KATHY SMITH'S BODY BASICS ●	JCI Video Inc. JCI Video 8111	Kathy Smith	1985	NR	29.95	
11	14	20	BACK TO THE FUTURE ▲◆	Amblin Entertainment MCA Dist. Corp. 80196	Michael J. Fox Christopher Lloyd	1985	PG	79.95	
12	23	3	F/X	HBO/Cannon Video TVA3769	Bryan Brown Brian Dennehy	1986	R	79.95	
13	11	62	ALICE IN WONDERLAND ▲◆	Walt Disney Home Video 36	Animated	1951	G	29.95	
14	21	2	THE JOLSON STORY	RCA/Columbia Pictures Home Video 6-20686	Larry Parks Evelyn Keyes	1946	NR	29.95	
15	15	3	PLAYBOY VIDEO CENTERFOLD #3	Karl Lorimar Home Video 509	Rebekka Armstrong	1986	NR	9.95	
16	12	2	RUNAWAY TRAIN	Cannon Films Inc. MGM/UA Home Video 800867	Jon Voight Eric Roberts	1985	R	79.95	
17	RE-ENTRY		THE KARATE KID ▲	RCA/Columbia Pictures Home Video 6-20406	Ralph Macchio Pat Morita	1984	PG	29.95	
18	13	99	JANE FONDA'S PRIME TIME WORKOUT ▲◆	KVC-RCA Video Prod. Karl Lorimar Home Video 058	Jane Fonda	1984	NR	39.95	
19	10	43	CASABLANCA ▲	CBS-Fox Video 4514	Humphrey Bogart Ingrid Bergman	1942	NR	29.98	
20	36	81	GONE WITH THE WIND ▲◆	MGM/UA Home Video 900284	Clark Gable Vivien Leigh	1939	G	89.95	
21	35	4	GUNG HO	Paramount Pictures Paramount Home Video 1751	Michael Keaton Gedde Watanabe	1986	PG-13	79.95	
22	20	64	PINOCCHIO ◆	Walt Disney Home Video 239	Animated	1940	G	29.95	
23	NEW▶		PRETTY IN PINK	Paramount Pictures Paramount Home Video 1858	Molly Ringwald Jon Cryer	1986	PG-13	79.95	
24	RE-ENTRY		WEST SIDE STORY ▲◆	CBS-Fox Video 4519	Natalie Wood Richard Beymer	1961	NR	29.98	
25	16	47	KATHY SMITH'S ULTIMATE VIDEO WORKOUT ▲	JCI Video Inc. JCI Video 8100	Kathy Smith	1984	NR	29.95	
26	RE-ENTRY		GHOSTBUSTERS ▲	RCA/Columbia Pictures Home Video 6-20413	Bill Murray Dan Aykroyd	1984	PG	29.95	
27	RE-ENTRY		BEVERLY HILLS COP	Paramount Pictures Paramount Home Video 1134	Eddie Murphy	1985	R	29.95	
28	39	23	AFRICAN QUEEN ▲◆	CBS-Fox Video 2025	Humphrey Bogart Katherine Hepburn	1951	NR	29.98	
29	17	55	PATTON ▲◆	CBS-Fox Video 1005	George C. Scott Karl Malden	1970	NR	29.98	
30	NEW▶		8 MILLION WAYS TO DIE	CBS-Fox Video 6118	Jeff Bridges Rosanna Arquette	1986	R	79.95	
31	33	121	THE JANE FONDA WORKOUT CHALLENGE ▲	KVC-RCA Video Prod. Karl Lorimar Home Video 051	Jane Fonda	1984	NR	59.95	
32	19	2	CROSSROADS	RCA/Columbia Pictures Home Video 6-20665	Ralph Macchio Joe Seneca	1986	R	79.95	
33	24	2	CRITTERS	New Line Cinema RCA/Columbia Home Video 6-20666	Dee Wallace Stone M. Emmet Walsh	1986	PG-13	79.95	
34	31	17	WHITNEY HOUSTON THE #1 VIDEO HITS ▲	Arista Records Inc. MusicVision 6-20631	Whitney Houston	1986	NR	14.95	
35	18	2	WILDCATS	Warner Bros. Inc. Warner Home Video 11583	Goldie Hawn	1986	R	79.95	
36	29	9	MIAMI VICE II-THE PRODIGAL SON ●	Universal City Studios MCA Dist. Corp. 80349	Don Johnson Philip-Michael Thomas	1985	NR	29.95	
37	28	19	AUTOMATIC GOLF ▲	Video Reel VA39	Bob Mann	1983	NR	14.95	
38	30	26	THE KING AND I ▲◆	CBS-Fox Video 1004	Yul Brynner Deborah Kerr	1956	NR	29.98	
39	26	9	WINNIE THE POOH AND THE HONEY TREE	Walt Disney Home Video 49	Animated	1965	G	14.95	
40	22	4	YOUNG SHERLOCK HOLMES	Amblin Entertainment Paramount Home Video 1670	Nicholas Rowe Alan Cox	1985	PG-13	79.95	

● Recording Industry Assn. of America gold certification for theatrical films, sales of 75,000 units or suggested list price income of \$3 million (30,000 or \$1.2 million for nontheatrical made-for-home-video product; 25,000 or \$1 million for music video product). ▲ RIAA platinum certification for theatrical films, sales of 150,000 units or suggested list price income of \$6 million (60,000 or \$2.4 million for nontheatrical made-for-home-video product; 50,000 units or a value of \$2 million for music video product). Titles certified prior to Oct. 1, 1985, were certified under different criteria. ◆ International Tape Disc Assn. certification for a minimum sale of 75,000 units or a dollar volume of \$3 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. SF short-form. LF long-form. C concert. D documentary.

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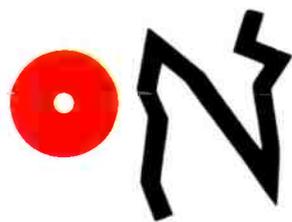
**NOW HE'S ABOUT  
TO DO IT  
AGAIN...**





THE MAKING OF

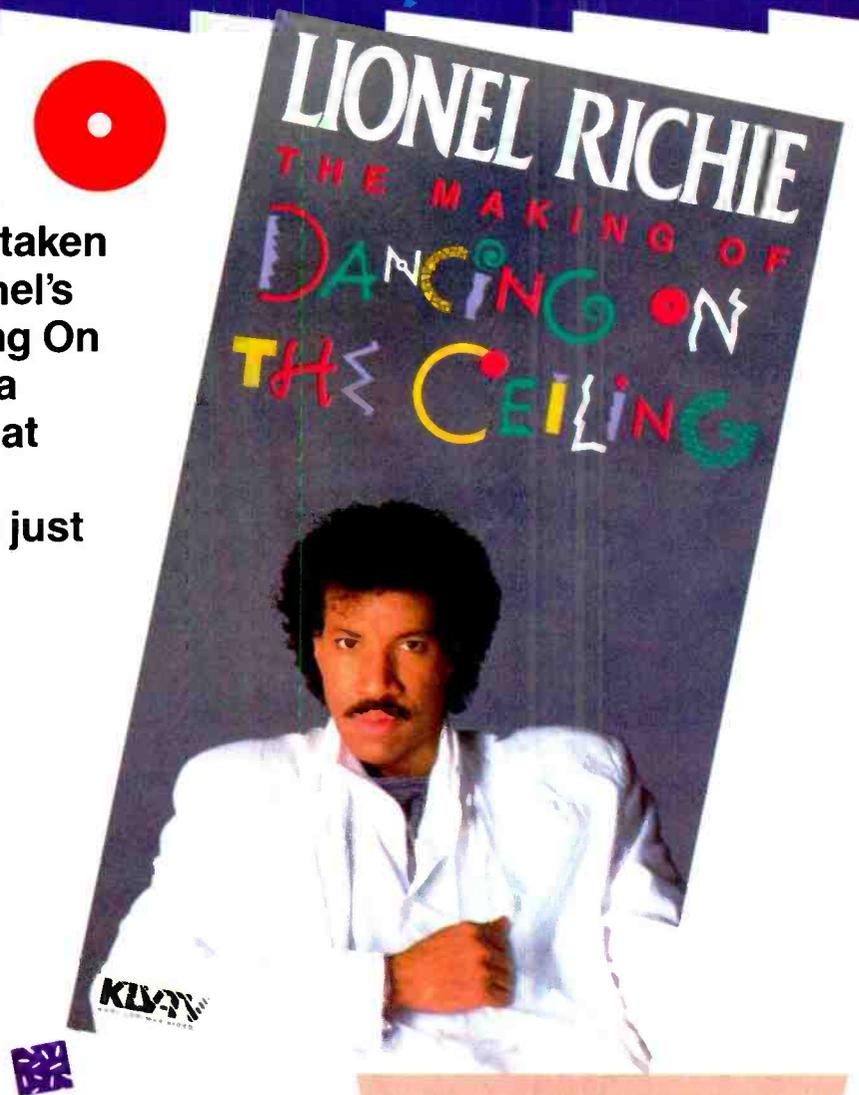
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# RKO UNWRAPS NEW CHRISTMAS GIFT PACKAGES

BY MOIRA McCORMICK

CHICAGO RKO Pictures Home Video has created three specially packaged Christmas gift sets, consisting of three cassettes each. The gift sets will be available through Neiman Marcus and other retail chains.

According to Robert Lazarus, RKO Home Video's national marketing and sales manager, the three sets are a Fred Astaire-Ginger Rogers package, consisting of "Top Hat," "Swing Time," and "Shall We

Dance?"; a John Wayne package, including "She Wore A Yellow Ribbon," "Fort Apache," and "Flying Leathernecks"; and a classic-films package, with "Citizen Kane," "King Kong," and "Gunga Din." Each set, which comes packaged with exclusive photos from RKO's archives, is priced at \$100.

According to Lazarus, RKO's association with Neiman Marcus began in 1985, when the studio's "Lena Horne: A Lady And Her Music" became the first video title sold in all of the chain's stores. Subse-

quently, the Christmas gift pack was developed, with an emphasis on packaging.

"We commissioned a Los Angeles artist to do a line drawing of Astaire and Rogers," says Lazarus. "W.B. Doner put the design together, and the Imperial Box Corp. manufactured the package. The box was designed to have as much artistic quality as the tapes themselves."

Initially, the gift pack was only to be made available through Neiman Marcus. But, says Lazarus, "We took it to the Video Software Deal-

ers Assn. convention to show potential customers. We thought there would be hesitation at the \$100 price tags, but it turns out that a lot of other people liked the box and wanted to sell it." The B. Dalton Bookseller chain plans to carry the gift packs in its 800 stores. The packs will also be available at Rizzoli's, Waldenbooks, and the Eastern mass merchandise chain Lehmer, according to Lazarus.

He says Neiman Marcus will get the product two weeks earlier than the other retail outlets and will have

customized red lettering on each package, reading "Neiman Marcus and RKO Pictures Present." The Astaire-Rogers set is highlighted with a half-page spread in Neiman Marcus' October Christmas catalog.

"Top Hat," which Lazarus says has become RKO Home Video's best-selling title, is featured in B. Dalton's catalog as well as in 20 million newspaper inserts. In addition, he says, "Waldenbooks is putting 31 of our titles in its Christmas catalog, which reaches 1 million to 2 million homes." For its part, RKO is "continuing to support retailers with co-op dollars."

RKO's Christmas gift packs will be available through next year, says Lazarus. The company also plans to rerelease the Astaire-Rogers set for a Mother's Day promotion, and the John Wayne set for Father's Day. The classic-films package will be rereleased periodically as well. "We're also looking at packaging new series," says Lazarus.

Individual titles in the gift packs have done well for RKO, he notes. "Top Hat" has sold 700 times over what it was doing seven months ago," Lazarus says. "'Citizen Kane' and 'King Kong' have doubled in sales over the last five months. And the Astaire-Rogers titles have done well in a variety of retail outlets, including Tower Records and Fred Meyers discount stores."

But response to the gift packs, says Lazarus, has been "overwhelming. When we initially discussed the package with retailers, they wanted reduced prices. What we did was put together great packaging and sell it at a premium.

"It's not perceived as public-domain material. And classics are easiest to collect because they're timeless—more so than A titles at sell-through prices.

"Price is one part of a marketing equation that includes packaging, promotion, and positioning," Lazarus adds. "We will continue to address that full equation."

## FAST FORWARD

(Continued from page 52)

ture-within-picture, enhanced playback effects, digitized effects (such as digitized "mosaic" and "oil painting" effects), and single-frame memory storage.

At the 1986 Winter Consumer Electronics Show, Toshiba introduced the first nominally digital consumer VCR, its model M-6900. More recently, Hitachi has introduced two models—the VT-1570A HZ (\$750 list) and VT-1370A HQ (\$629 list)—and RCA has unveiled the Hitachi-made model VMT400 (\$699 list). Sharp showed a prototypical model at last summer's CES, and NEC showed a prototype with digital noise-reduction. Toshiba has a second digital VCR, the model DX-5, upcoming. Moreover, at least one company, Multivision, has shown a digital-video accessory—a \$500 PIP add-on. And while Pioneer/The Laserdisc Corp. isn't speaking, videodisks with digitally encoded images are a natural extension for a company that already has innovative digital-audio videodisks.

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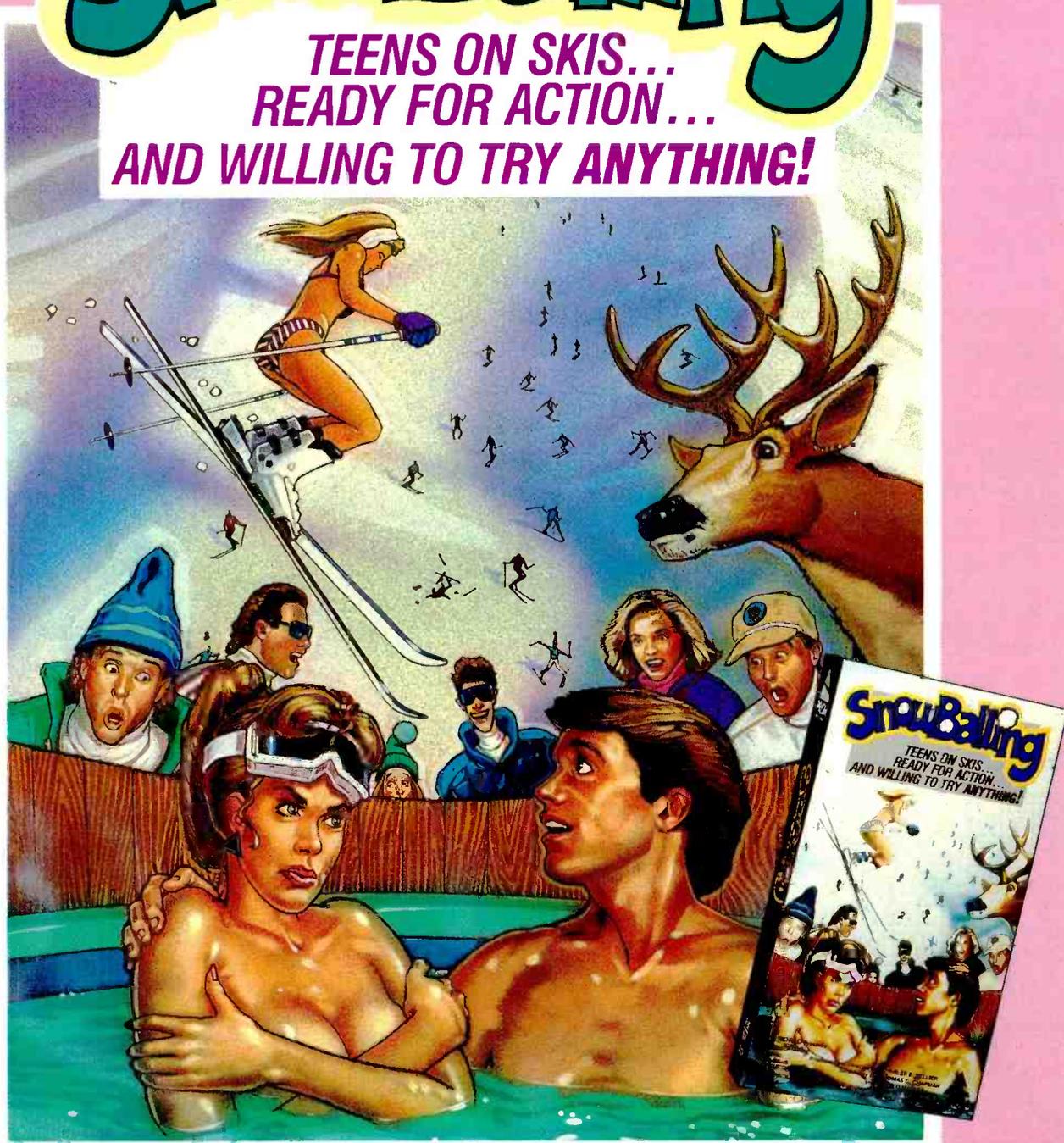


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## JVC Launching Two Magazines In Japan

BY JIM McCULLAUGH

LOS ANGELES Two new bi-monthly video magazines will be launched soon in the Japanese market—one promoting films and home videos, the other devoted to home video music product.

JVC has partnered with Screen magazine, one of Japan's most popular movie-buff periodicals, to create Movies.

The magazines were developed here in association with Radio Vision International, one

### Available in tape and disk formats

of the largest suppliers of programming for broadcast and home video to foreign countries. Zoom Entertainment Ltd. handled production chores.

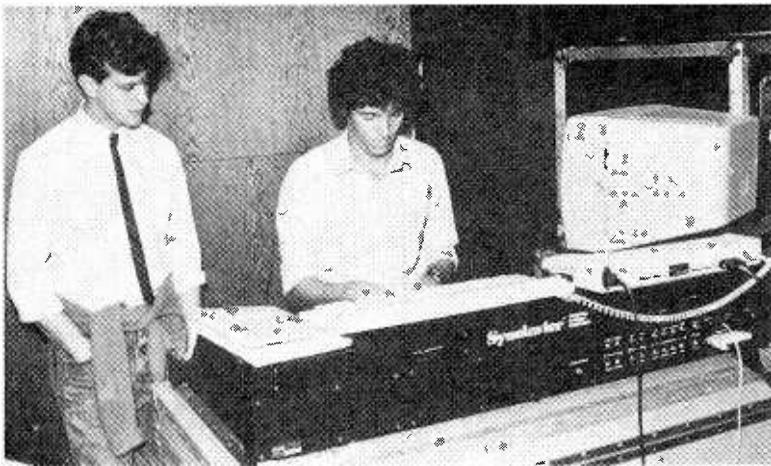
The first edition of Movies will be available Nov. 5 in both cassette and VHD videodisk format. Not yet introduced in the U.S., VHD holds a significant share of the Japanese market. A special feature of the format is random-access chapter searching.

Movies has no hosts. The fast-paced show presents topical segments on films that are or will soon become home videos. Other "chapters" include behind-the-scenes Hollywood features, personality profiles, and a special-effects section. The intent is to promote greater awareness of the American movie industry and of the availability of these films as home videos. Movies includes segments and trailers of films that are expected to appear on home video within a year.

Movies will sell for 4,900 yen (\$35), which is considered a sell-through price in Japan. It is expected to be sold and rented at video software and electronic software/hardware stores.

In development for 1987 is Music, a similarly styled video magazine that will be designed to stimulate more consumer interest in video music product. That video will also offer other information, including artist profiles, success stories from other countries, and band tour dates in Japan.

Videocassette  
Top 40  
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Every Week  
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**Something Old, Something New.** When the Israel Philharmonic Orchestra celebrated its 50th birthday at New York's Avery Fisher Hall in September, it did so by performing a new work, "Jubilee Games," composed and conducted by Leonard Bernstein. In an unusual departure from tradition, the first movement of the two-movement piece used the New England Digital Synclavier digital audio system. The Synclavier was used to record the orchestra's improvisation digitally during the movement as it was taking place and then to play the recording back for the orchestra to improvise against. Shown here during a rehearsal are Ray Niznik, left, an NED product specialist, and assistant conductor Flavio Chamis.

## N.Y. Gathering Focuses On Technology SMPTE Conference Is Biggest Yet

BY STEVEN DUPLER

**NEW YORK** The Society of Motion Picture & Television Engineers (SMPTE) is set to host its largest convention yet, Oct. 24-29 at the Jacob Javits Convention Center here.

The theme of the group's 128th annual meet is "Today's Technology—Tomorrow's Reality?" In addition to an extensive program of 114 technical papers, the conference boasts its largest exhibition area to date, with more than 800 booths and 269 companies; special equipment demonstrations; and an honors and awards ceremony. A total of 107 organizations from nine countries are participating.

The SMPTE show, once aimed almost exclusively at film and television engineers, has grown increasingly important to the pro audio and broadcast communities in recent

years. As high-quality audio for video has become a requirement in both TV and cinema, more and more audio manufacturers are plying their wares to the video and film markets.

Jack Spring of Eastman Kodak, chairman of the technical program, says the papers will examine new technological developments in an effort to determine the "short- and long-term impact of advanced technology" on the film and TV industries.

The SMPTE show officially opens Saturday (25) with a welcoming address by organization president Harold Eady of Novo Communications Inc., followed by the keynote speech by Ampex Corp. chief Mark Sanders.

A list of some of the more notable technical presentations follows.

### VIDEO

**Sunday, Oct. 25.** 9 a.m.: "The Computerization Of Television Production, Post-Production, And Broadcasting Operations"; 10:15 a.m.: "Programmable Video Synthesizers—Testing The New Horizons"; 2 p.m.: "Recordable Laser Videodisk—A Technical Examination"; 2:25 p.m.: "3-D Technology—Visibility And Invisibility"; 3:35 p.m.: "The Past, Present, And Future Of Video Compositing From Composite Analog To Component Digital"; 4:05 p.m.: Ray Dolby on "Personal Recollections On The 30th Anniversary Of The VTR"; 4:35 p.m.: Charlie Ginsburg on "The Development Of The Video Tape Recorder."

**Monday, Oct. 27.** 10:20 a.m.: "1986 And Beyond—The Future Of Audio/Video Recording"; 11:10 a.m.: "The Audio Side Of Videocassette Duplication—A Tutorial"; 11:45 a.m.: panel discussion on "Electronic Editing—Picture Perfection," featuring representatives from Ampex, Convergence, CMX, Grass Valley, Pacific Video, and Palter; 2:50 p.m.: "A Practical Method For Double System Film And Video Production Using PCM Digital Audio"; 3:15 p.m.: "High Definition Television—The Bottleneck"; 4:05 p.m.: "All-Digital TV Transmission From Studio To Home Via An Optical Fiber-Based Integrated Service Network."

**Tuesday, Oct. 28.** 2:50 p.m.: Sony presentation on "Product Implementation Of The 4:2:2 Component Digi-

tal Format"; 3:25 p.m.: Quantel Ltd. presentation on "The Digital Production Center"; 4:40 p.m.: Grass Valley Group presentation on "A System Approach To Digital Effects In A Changing Environment."

**Wednesday, Oct. 29.** 2:25 p.m.: "A Proposal For A New High Definition NTSC Broadcast Protocol"; 4:05 p.m.: "Economic Aspects Of Program Production—Where Can HDTV Fit?"

### AUDIO

**Monday, Oct. 27.** 9:25 a.m.: JBL's John Eargle on "Loudspeaker Directivity Considerations In The Motion Picture Theater"; 9:50 a.m.: Frank Serafine on "Electronic Composition And Sound Design For Film And Commercials."

**Wednesday, Oct. 29.** 9 a.m.: Universal Recording's Tom Miller on "Designing A Film Mix Theater For Video Applications"; 9:25 a.m.: Regent Sound's Bob Liftin on "Audio For Video—The Future"; 9:50 a.m.: Mitsubishi Pro Audio's Tore Nordahl on "Digital Audio In Future Film Sound"; 10:15 a.m.: Edward Greene on "Techniques Of Stereo TV Audio Production"; 10:40 a.m.: NBC-TV's Randy Hoffner on "Trends In Audio For Television"; 11:05 a.m.: Martin Polon on "A Potential Model For Improving Stereo TV Growth"; 11:35 a.m.: "Audio For Video—The Future Is Now," an audio panel discussion featuring Bob Liftin of Regent Sound, Kevin Dauphinee of Dolby, Mark Cohen of Fostex, Nick Balsamo of Studer Revox, Curtis Chan of Sony, David Nichtern of New England Digital, and Doug Dickey of Solid State Logic.

## Audio Track

### LOS ANGELES

**CASTLE BRAVO** WAS working at **Total Access Recording** in Redondo Beach with producers **Brian Leshon** and **Brent Williams**. Leshon was also at the board, assisted by **Mike Lardi**.

**Joey Lawrence**, the 10-year-old actor who appears on "Gimme A Break!" has been tracking a demo at **Westside Studio**. **Bill Schneider** is producing.

At **Larrabee Sound** in Santa Monica, **Madonna** has been co-producing **Nick Kamen** for Sire. **Stephen Bray** is co-producing, and **Michael Hutchenson** is at the console. Also there, **Madonna** came in to oversee the remix of "Holiday" and the mix of "Spotlight." **Jellybean Benitez** produced, **Hutchenson** was again at the board, and **John Hegedes** assisted. Finally, the mixes for **Don Johnson's** "Heartbeat" and "Streetwise" were both carried out at Larrabee.

**Wayne Shorter** was working at **Mad Hatter**, producing tracks and overdubs for his second solo album for CBS. **K<sup>2</sup>** was at the board, assisted by **Duncan Aldrich** and **Gary Wagner**. Also there, **Flying Fish** Latin artist **Sabia** was in tracking and overdubbing with engineer **Dennis Moody** and assistants **Aldrich** and **Larry Mah**.

### NEW YORK

**JOHN FAIR** WAS in recently at **INS Recording** with artist **Donna Garraffa**, working on her upcoming 12-inch "Don't Make Me Wait." **Jeff Neiblum** was at the board. The record is due in November. Also there, producer **Craig Bevan** has been in working on material for the new label **Direct Records**. Rapper **Rock Gee Jazzy's** 12-inch is due for release later this month. **Bevan** is also engineering several projects for producer **Duke Bootee**. And **Tommy Boy** act **TKA** has been working on its new album. **Joey Gardner** is producing, with **Steve Linsley** at the board. Fi-

nally, **Steinski & the Mass Media** have been in with co-producer **Dave Ogrin**, laying tracks for their debut 12-inch for **Island**. **Steve Griffen** is engineering.

**Ashford & Simpson** were in at **39th Street Music**, putting finishing touches on a soundtrack for the TV movie "Society's Child." **Stephen Guardigli** engineered, assisted by **John Paul Cavanaugh**. **Dennis Collins** has completed vocals for his debut album, produced by **Howard King** and **Kevin Robinson**. **Richard Kaye** engineered, and **Dennis Wall** assisted. And **Jules Shear** has been in producing vocal tracks on his latest project.

**Westrax Recording Studios** has been hosting a number of classy ladies recently. **Mimi Hines**, **Anita O'Day**, **Kaye Ballard**, and others have been in to record **Potpourri Productions'** album, "Mostly Mercer." Producer is **Frank Fiore**, engineer is **Jeremy Harris**. Executive producer is **Mark "The Singing Lawyer" Sendroff**.

### NASHVILLE

**AT TREASURE ISLE**, **Phil Naish** has been producing Sparrow act **Silverwind**, with **Ed Seay** at the board. And **Greg Nelson** has been in producing **Scott Wesley Brown**. Producer **Kyle Lehning** is co-producing with **Paul Davis** a new acoustic pop band called **Bay Le Brook**. **Joe Bogan** is at the board.

### OTHER CITIES

**THE SOUNDTRACK** TO the Australian hit film "Crocodile Dundee" was recorded in **Studio One** at **AAV Australia** in Sydney, using a **Sony PCM-3324** and an **SSL 6000E** series console. **Peter Best** composed, arranged, and conducted the score.

**Epic** act **Smash Palace** has been working in **Studio 4** in Philadelphia, doing **Synclavier** demos for its second album.

**Bay-area rapper Julian Levinson**

was in at **Prairie Sun Recording** in Cotati, Calif., working with co-producers **Mark Rennick** and **Atma Anur**. **Steve Counter** engineered.

At **Acme Recording Studios** in Mamaroneck, N.Y., **Joe Ferry** and **Andy Bloch** are producing an EP for trumpeter **Tom Browne**. Release will be on indie **SOS**. Also there, Atlantic group **Atlantic Starr** has been tracking its new album, with **Rory Young** engineering.

A number of digital sessions at **Different Fur Recording** in San Francisco: Guitarist **Michael Hedges** has been recording an original soundtrack and album on "Santa Bear" for **Windham Hill Records** and **Rabbit Ears Productions**. **Mark** and **Doris Sotnick** are producing, with **Howard Johnston** engineering. And **Shadowfax** has also been working on one for **Windham Hill**—this time, a **Laserdisc** production with **Chuck Greenberg** producing, **Harry Andronis** engineering, and **Scott Levitin** assisting. Finally, **Darrol Anger & Barbara Higby** have been remixing for CD release their **Windham Hill "Tideline"** album.

**PolyGram UK** act **Wet Wet Wet** was working in **Royal Studios**, Memphis, Tenn., on its debut record with producer **Willie Mitchell**.

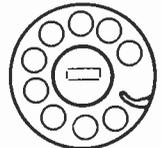
**Sigma Sound** in Philadelphia recently wrapped a new jingle for the Philadelphia '76ers, "Get Into The Game." The tune was penned by **Joe Fusco** of **Air Traffic Inc.** and **Alan Sharavsky** of **Elkman Advertising**. Engineers were **Peter Humphreys**, **Arthur Stoppe**, and **Michael Tarsia**.

At **Dreamland Recording** in Woodstock, N.Y., guitarist/producer **Bobby Messano** was in working on songs for his upcoming solo album as well as producing keyboardist **Larry Dvoskin**. Engineering were **Dave Cook** and **Harvey Sorgen**.

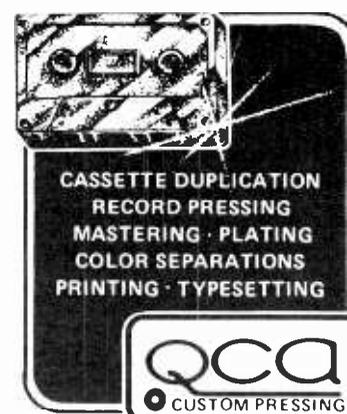
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# Australia To Showcase Its Talent INXS Manager Stages Concert Series

BY GLENN A. BAKER

SYDNEY Chris Murphy, manager of INXS, Australia's biggest international act of 1986, has announced plans for an ambitious series of outdoor festival-type concerts in January to showcase Australian rock talent that has achieved significant success outside of this country.

Australian Made will feature INXS, the Jimmy Barnes Band, Models, Divinyls, and three less-well-known acts performing at large outdoor venues in Sydney, Melbourne, Brisbane, Adelaide, Perth, Canberra, and Hobart. The advertising banner for the project is "You'll Think All Your Summers Have Come At Once."

The shows will be heavily publicized in the U.S. through Rogers & Cowan and through the New York office of Murphy's MMA Manage-

ment company. There will be a travel agency tie-in to encourage Americans to venture Down Under in much the same way they did for the Rock In Rio concert.

Says Murphy, "Sure it's a bit of flag-waving. We want to show the world that there's more to Australia than 'Crocodile Dundee' and more to Australian music than just a Little River Band, Air Supply, or Men At Work every few years. It's a celebration of what's going on here musically."

**'Our music will stand up and take a bow with a lot of people watching'**

"We have support from a number of large corporations, and we're doing deals with MTV, the BBC, Westwood One, and others to have it seen and heard around the world."

For the concerts, Murphy chose acts that have either toured internationally during 1986 or made some notable impact. He's particularly excited about the Perth concert, which will coincide with the America's Cup challenge and will no doubt be covered by the vast corps of international media on hand for that event.

"The timing is great," he says. "It will be freezing in America and Europe, but sunny down here. The bands will be some of the best in the world, and the organization is going to stun people. This is the time when Australian music will stand up and take a bow, and a lot of people will be watching."

## GEMA Chief Speaks

# Schulze Urges Summit On Copyright

MEXICO CITY In the atmosphere of enhanced mutual accommodation that has recently prevailed between the U.S. and the Soviet Union, it would be salutary for the international copyright community if the two superpowers acted in concert to ratify the Berne Copyright Convention.

This was a key theme emphasized by Prof. Erich Schulze, president of GEMA, the West German copyright society, in a speech he delivered here Sept. 25 on the occasion of the 100th anniversary of the Berne Copyright Convention.

Addressing a meeting of the World Intellectual Property Organization, Schulze said: "I would not object to both superpowers being in competition to the benefit of the Berne Convention."

He pointed out that President Reagan has already recommended that the U.S. accede to the Convention. The U.S. was a signatory to the improved 1971 version of the Universal Copyright Convention, whereas the U.S.S.R. has so far ratified only the 1952 version, which gave much more limited protection to copyright owners.

"But," said Schulze, "the Berne Convention really provides the most secure basis for the protection of the author's moral and material interests."

In the 100 years that the Berne Convention has been in existence, Schulze said, the number of member states has increased from nine to 76. He recalled the resolution adopted by WIPO and the assembly of the Berne Union a year ago, which invited all nonmember states to adopt the Berne Convention. The resolution was sent to the secretary general of the United Nations and

to ministers of foreign affairs around the world.

Schulze described the Berne Convention as more than an ordinary convention—it is, he said, an international bill of basic legal rights for its members. "It is not necessary," he said, "to call for a revision whenever new technological progress becomes imminent, as long as the members of the Union are motivated by the desire to protect authors' rights in their literary and artistic works in an efficient and consistent manner."

It was apparent, Schulze said, that new technologies have engendered a variety of legal approaches from country to country. Therefore, he added, he is in favor of bilateral agreements between member countries of the Berne Convention in dealing with new forms of exploitation of property.

Cultural exchange activities, he suggested, could be a starting point.

**Video magazines are starting up in Japan ... see page 58**

# BIEM's Tournier Warns Of DAT Dangers

PARIS Jean-Loup Tournier, president of BIEM, has written to Lord Cockfield, vice president of the EEC Commission, drawing attention to the "heavy threat" the introduction of digital audio tape (DAT) poses to the worldwide music industry.

In the letter, Tournier notes that CISAC has repeatedly expressed grave fears about the explosion in the sale of blank audio- and videotapes.

Tournier, who is also director general of the French copyright society SACEM, continues: "Few national or international authorities have taken this menace seriously

and, as a result, the blank tape industry is making increasingly substantial profits while the industry of creative products is experiencing growing difficulties.

"The most damaging development now follows the arrival of the compact disk, which is the fruit of enormous research and investment and which, by the way, is the sole music carrier whose sales are increasing. The CD is now heavily threatened by the introduction on the market of the digital cassette by the Japanese with a running time of three hours.

"Even if, as certain states have

# India Proves Hospitable To Some Touring Rock Acts

BY GERRY D'SOUZA

BOMBAY India came of age for touring rock acts only in the early '80s. When the Police included Bombay in its 1980 world tour, the British Council asked the Time & Talents Club and Jazz-India to co-sponsor the landmark event. The former organizes classical concerts and the latter deals with jazz, but the arrangement worked.

Two years later came the surprise announcement that Kraftwerk would play two shows here. The response, though lukewarm, was good enough for the organizers, the Bombay Music Assn. (BMA), to make a full entry into tour promotion.

Wishbone Ash, just coming off the minor British hit "Twin Barrels Burning," preceded the Boomtown Rats. Both tours were enthusiastically received. In Bombay, the seats in Rang Bhavan, an antiquated outdoor stadium, were removed to increase capacity. The groups played two concerts each, and all four shows drew around 4,000 fans.

Wishbone Ash subsequently undertook two more equally successful tours. On the band's third visit, its opening act was Richie Havens, known here only for "Freedom."

The BMA's success opened the door for other promoters. The now-defunct Arena Promotions booked Hanoi Rocks for a concert here that ended in a minor riot, with police caning members of the audience who refused to leave the auditorium at the end of the high-energy two-hour show.

Arena Promotions also got involved with jazz, organizing two tours by Shakti. For the first, in 1982, Larry Coryell filled in for group founder John McLaughlin, who was injured. McLaughlin reformed the original lineup for a highly successful 1985 tour that drew a crowd of 7,000 in Bombay, the highest attendance for a single concert in which jazz figured.

The biggest crowd-puller was Osibisa. The band's first tour was preceded by a publicity blitz by the soft drink company that organized it. Despite ticket prices ranging from \$4 to \$80, Osibisa drew

15,000 fans in New Delhi and 25,000 over three nights in Bombay. But when the group returned in 1984, the reception was cool: around 800 people in the audience at \$2.50 a ticket.

Boney M also generated great interest in India, with publicity playing a major role. However, the group's 1984 tour was aborted when Prime Minister Indira Gandhi was assassinated. The group returned this year, but after concerts in New Delhi and Goa the rest of the tour was canceled in the face of poor ticket sales.

Though the rumor mill has churned out such major names as Dire Straits and Iron Maiden, the fact is that hot acts generally don't play India, because promoters can't afford them. Sponsorship is restricted to advertisement expenses, and ticket prices range only from \$1.75 to \$3.25.

Those who have agreed to tour—among them, in addition to the acts named, Girlschool, Uriah Heep, Classix Nouveau, Lee Hart & the Rollups, the Gnags from Sweden and the Bootleg Beatles from the U.K.—look on India as a kind of free holiday.

A tour of India does not imply crossing the length of the country. Gigs are mainly confined to Bombay, Ahmedabad and Pune in the west, and Hyderabad, Madras, Mangalore, Cochin, and Goa in the south—the principal cities of the various states. The north is confined to New Delhi, which has the most staid audiences in India, and Calcutta.

Outside of the rare stadium date, a sellout here ranges from 1,000 people in Cochin to 4,000 in Bombay. While ticket sales have generally been healthy, Classix Nouveau and Gnags drew poor crowds. Bombay responded with 200 for the latter.

With just one promoter currently in the field, fans have been knocking on the doors of the three major record companies—the Gramophone Co. of India Ltd., Music India Ltd., and CBS—asking them to bring acts in. But because of financial problems and inadequate expertise, it's likely that the doors will remain firmly shut.

## Soviet Contest A Big Success

MOSCOW The Soviet Union's first-ever national pop song contest was so successful that it will be repeated annually, with the winners going on to become contestants in events staged as part of an international festival. The winner at this year's event, which was staged in Rioga, was Rodrigo Fomin.

The main organizer of the contest was Latvian composer Raimond Pauls, who is currently the most popular songwriter in the country. He received backing from the national TV/radio committee and the composers' union. Pauls is in charge of music programming for Latvian television.

The contest, which had 27 entrants, was for young singers performing songs from the past year by national writers. The later stages of the event were telecast nationwide, and the festival was recorded by Melodiya, the state record label. An album featuring the finalists will be released early next year.

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## SIB Disco Equipment Fair Will Expand Next Year

BY VITTORIO CASTELLI

MILAN Following the success of this year's event, the 1987 edition of SIB, the Italian international showcase of discotheque and dance-hall equipment/technology, will be given an extra day and longer opening hours. Next year's SIB is set for May 4-11.

Mauro Malfatti, vice director of the Rimini Fair, which organizes the annual event, says persistent demand from exhibitors made the extensions necessary.

After the 1986 SIB, Malfatti says, there was a strong feeling that the exhibition should take place in March rather than May, but "that would have called for worldwide publicity to make the change known, and we opted to avoid any possible misunderstanding. SIB will move to March in 1988."

There were a total of 12,000 professional attendees at the 1986 SIB, a 20% rise from the previous year's event. Of that number, 1,700 came from 35 different foreign countries.

Nicola Ticozzi, president of APIAD, the Italian national association of disco equipment manufacturers, attributes SIB's success to its "excellent organization" and to "the Italian companies involved, who have come up with a range of goods that attract buyers from all

over the world."

Pasquale Quadri, one of the owners of the leading Italian company Clay Paky, says his company is now set to exhibit all its new product, originally shown at SIB, at the London Light & Sound Show this year. Through its exclusive U.K. licensee Avitec, the company is offering such items as the Saturno maxi-rotating spot, which went into full production a few weeks ago, and Gemini, a light projector that uses the dielectric lamp parabola.

Says Quadri: "Our 1987 goal is to expand our business in the U.S., through our three distributors, Ness [New Jersey], Hammond [Alabama], and Blackstone [Texas]. The North American market is now discovering the lighting effects already well-known through Europe."

Bruno Dedoro, president of the Coemar-based disco/theater lighting manufacturer Castelgoffredo, says his company will follow up on its SIB action this year with a major presence at the Light & Sound Exhibition, and at Sonimag in Spain and Photokina in Germany. "In the first half of this year," he says, "we had a 40% business turnover increase over the first six months of 1985. We're looking for a year-end final upturn of 50%."

## Network To Follow Radio's Softer Sound? MuchMusic May Revise Its Format

BY KIRK LaPOINTE

TORONTO Changes may be in the wind for the wide-ranging MuchMusic Network playlist. The Toronto-based music video service's director of music programming says rock radio has softened so much recently that his network may have to follow suit.

But one change that a few weeks ago seemed possible has now been all but ruled out: MuchMusic has decided not to pursue an offer by the federal broadcast regulator to make it and other pay television channels available on basic cable service in Canada.

John Martin, director of music programming, says it's getting hard to resist the shift by some radio stations to a softer format featuring older songs.

"People want to see what they hear," Martin says. "If stations keep playing old Elton John songs,

we're going to have to start reflecting that in what we play."

MuchMusic has garnered praise since its inception two years ago for an ambitious, varied playlist that serves fans of both hits and new music. But in recent months, radio stations in Toronto, Vancouver, Ottawa, and other cities have altered formats to cater to an older demographic, and MuchMusic may do the same.

"It's really sad for the industry," Martin says of the radio trend. "Unfortunately, I can't hold out forever."

Martin says his network will continue to monitor radio to see how successful the new formats are, but he adds that he hopes stations will revert to formats that encourage new music.

"We're playing all the hits all the time," Martin says. "But when radio is playing 10-year-old hits, we may have to alter what we play."

Meanwhile, MuchMusic decided not to support an offer by the Canadian Radio-Television & Telecommunications Commission (CRTC) to consider allowing specialty programming channels to move to basic cable service from their current discretionary or user-pay status. It has been estimated that such a move would have quintupled MuchMusic's subscriber level, to more than 4 million, and guaranteed financial stability.

But Dennis Fitz-Gerald, MuchMusic's vice president and general manager, says the service is profitable as it is. He adds that he doesn't think cable subscribers should have to bear the cost of new services they may not want.

The other networks offered the opportunity to move to basic cable are the Sports Network and the Life Channel. Fitz-Gerald says the total bill for cable subscribers, if all three networks were to go to basic cable, could reach \$200 million a year.

"I think a lot of people will walk away from cable if that happens," Fitz-Gerald says. "And it will be harmful to other broadcasters."

MuchMusic is owned by CHUM Ltd., the largest nongovernmental broadcaster in the world in terms of holdings. Industry observers say some of CHUM's holdings might be harmed by the presence of a sports network on the cable dial.

"We believe the user-pay, user-discretionary model originally licensed by the commission can work," he says. "I'd love to get more subscribers, but that system [of new channels on basic cable] would leave cable companies as tax collectors. Nothing would prevent channels from running up huge costs and simply passing them on to subscribers."

But MuchMusic has a fall-back position. Should the CRTC decide to move specialty channels to basic cable, it would agree to do so. It doesn't want to be left alone as a pay-TV service.

## Cockburn, Adams, Vallance Top List PROCAN Honors Writers

TORONTO Bruce Cockburn and the team of Bryan Adams and Jim Vallance were the big winners when the Performing Rights Organization of Canada (PRO Canada) honored its most successful composers on Sept. 24 at its 18th annual awards program.

Cockburn won the prestigious Wm. Harold Moon Award, and the Adams-Vallance team shared three PROCAN awards. The awards are given to composers for songs most performed in 1985 and are divided into specialized music categories.

Vallance shared two other awards and Adams shared one, while emerging singer/writers Tad Campbell and Gilles Godard each garnered two PROCAN plaques for their successful songs.

Special awards were given this year for two compositions about African famine: "Tears Are Not Enough" by Adams, Vallance, Paul Hyde, and Bob Rock, and "Les Yeux De La Faim" by Jean Robitaille and Gilles Courtemanche.

The pop music awards went to Adams and Vallance for "Somebody," "Edge Of A Dream," and "Summer Of '69"; Vallance for "What About Love," written with non-PROCAN-Canada members Brian Allen and Sheron Alton; Campbell for "All Day" and "Tokyo Rose"; Paul Henderson and Tim Thorney for "Underworld"; Burton Cummings for "Love Dream," written with non-PROCAN member Ian Gardiner; Drew Arnott for "We Run"; and Paul Hyde, Bob Rock, and Myriam Nelson for "You're The Only Love," written with non-PROCAN member David Foster.

French songs honored included "Androgyne" by Daniel Mercure (and non-PROCAN member Jean-Pierre Ferland), "Entre Ciel Et Terre" by Serge Laporte (and non-PROCAN member Marc Desjardins), and "Illusions" by Carmen Menard-Leroux (and non-PROCAN member Rob-

ert Leroux).

The award for most-performed foreign song went to "Every Time You Go Away," written by Daryl Hall.

Country music awards went to Godard for both "Hold On To What You Got," written with non-PROCAN member Michael Kosser, and "Nothing Good About Goodbye," written with non-PROCAN member Kelita Haverland; and Marie Botrell for "Premeditated Love," written with non-PROCAN members Byron Gallimore and Don Pfrimmer.

The film music award went to Hagood Hardy. The concert music award was given to Gary Kulesha. The jazz award went to Graeme Coleman, Tom Keenlyside, and Harris Van Berkel. The copyright award went to Robert W. Judge.

## Maple Briefs

**G**ORDON LIGHTFOOT will be the recipient of this year's Hall of Fame Award at the Juno ceremonies Nov. 10 in Toronto. Producer and studio executive Jack Richardson will be given the Walt Grealis Special Achievement Award.

**T**HE FEDERAL government has indicated it may alter the controversial wording of the pornography section of Criminal Code legislation it plans to reintroduce this fall. An earlier amendment, introduced this year, outraged the film and video industries because it was vague and seemed to encompass many commercially available films. The industry was pleased to see the amendment die when the parliamentary session ended in June.

**C**OMMUNICATION MINISTER Flora MacDonald played VJ recent-

ly on the MuchMusic Network. She was in Toronto to publicize the government's new assistance program for the industry and plugged a few videos while she was at it.

**R**ECENT SIGNINGS include Images In Vogue to Anthem Records, Bundoct to Alert, Favorite Nation to Justin Time, and Gerald O'Brien to Thompson Music Publishing.

**D**ESPITE A \$200,000 deficit this year, the second six-figure loss in a row, the CASBY Awards are likely to return. But organizers say a streamlined alternative-music-scene show may be in order.

Information should be submitted to Kirk LaPointe, 7 Glen Ames Ave., Toronto, Ontario, Canada M4E 1M3.

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5	3 STUCK WITH YOU HUEY LEWIS CHRYSALIS/MCA
6	6 DANCING ON THE CEILING LIONEL RICHIE MOTOWN/MCA
7	11 TRUE COLORS CYNDI LAUPER PORTRAIT/CBS
8	13 I AM BY YOUR SIDE COREY HART AQUARIUS/CAPITOL
9	9 FRIENDS AND LOVERS GLORIA LORING & CARL ANDERSON CBS
10	14 SPIRIT IN THE SKY DOCTOR & THE MEDICS I.R.S./MCA
11	5 GLORY OF LOVE PETER CETERA WEA
12	7 PAPA DON'T PREACH MADONNA WEA
13	18 SOMEDAY GLASS TIGER CAPITOL
14	16 HEARTBEAT DON JOHNSON EPIC/CBS
15	15 TYPICAL MALE TINA TURNER CAPITOL
16	10 MISSIONARY MAN EURYTHMICS RCA
17	17 HIGHER LOVE STEVE WINWOOD ISLAND/WEA
18	NEW THE LADY IN RED CHRIS DE BURGH A&M
19	12 MAD ABOUT YOU BELINDA CARLISLE I.R.S./MCA
20	20 WHEN I THINK OF YOU JANET JACKSON A&M

ALBUMS	
1	2 HUEY LEWIS & THE NEWS FORE! CHRYSALIS/MCA
2	1 MADONNA TRUE BLUE SIRE/WEA
3	6 TINA TURNER BREAK EVERY RULE CAPITOL
4	7 COREY HART FIELDS OF FIRE AQUARIUS/CAPITOL
5	5 SOUNDTRACK TOP GUN COLUMBIA/CBS
6	3 LIONEL RICHIE DANCING ON THE CEILING MOTOWN
7	10 CYNDI LAUPER TRUE COLORS PORTRAIT/CBS
8	4 GENESIS INVISIBLE TOUCH ATLANTIC/WEA
9	14 BANANARAMA TRUE CONFESSIONS POLYGRAM
10	8 EURYTHMICS REVENGE RCA
11	18 BILLY JOEL THE BRIDGE COLUMBIA/CBS
12	11 PETER GABRIEL SO GEFEN/WEA
13	13 STEVE WINWOOD BACK IN THE HIGH LIFE ISLAND/WEA
14	9 WHITNEY HOUSTON ARISTA/RCA
15	15 CHRIS DE BURGH INTO THE LIGHT A&M
16	12 KIM MITCHELL SHAKIN' LIKE A HUMAN BEING ALERT/POLYDOR
17	NEW PAUL SIMON GRACELAND WARNER BROS./WEA
18	NEW IRON MAIDEN SOMEWHERE IN TIME CAPITOL
19	17 DON JOHNSON HEARTBEAT EPIC/CBS
20	NEW BON JOVI SLIPPERY WHEN WET MERCURY/POLYGRAM

## AUSTRALIA (Courtesy Kent Music Report) As of 10/20/86

SINGLES	
1	1 VENUS BANANARAMA LIBERATION/EMI
2	4 STUCK WITH YOU HUEY LEWIS & THE NEWS CHRYSALIS/FESTIVAL
3	2 YOU TAKE MY BREATH AWAY BERLIN CBS
4	3 MATTER OF TRUST BILLY JOEL CBS
5	8 DON'T LEAVE ME THIS WAY COMMUNARDS LONDON/POLYGRAM
6	5 TRUE COLOURS CYNDI LAUPER CBS/PORTRAIT
7	7 DANCING ON THE CEILING LIONEL RICHIE MOTOWN/RCA
8	20 YOU CAN CALL ME AL PAUL SIMON WARNER/WEA
9	9 MAD ABOUT YOU BELINDA CARLISLE EPIC/CBS
10	NEW LADY IN RED CHRIS DE BURGH A&M/FESTIVAL
11	6 I COULD MAKE YOU LOVE ME WA WA NEE CBS
12	11 BAD MOON RISING THE REELS REGULAR/FESTIVAL
13	17 WILD WILD LIFE TALKING HEADS EMI
14	NEW YOUR'RE THE VOICE JOHN FARNHAM WHEATLEY/RCA
15	13 THE DEAD HEART MIDNIGHT OIL CBS
16	12 HIGHER LOVE STEVE WINWOOD ISLAND/FESTIVAL
17	10 GLORY OF LOVE PETER CETERA WARNER/WEA
18	14 SO MACHO SINITTA POSSUM/RCA
19	16 DANGER ZONE KENNY LOGGINS CBS
20	19 IN TOO DEEP GENESIS VIRGIN/EMI

ALBUMS	
1	1 CYNDI LAUPER TRUE COLOURS PORTRAIT/CBS
2	4 TALKING HEADS TRUE STORIES EMI
3	3 VARIOUS TOP GUN-ORIGINAL MOTION PICTURE SOUNDTRACK CBS
4	2 BILLY JOEL THE BRIDGE FAMILY PRODUCTIONS/CBS
5	9 PAUL SIMON GRACELAND WARNER/WEA
6	5 EURYTHMICS REVENGE RCA
7	6 LIONEL RICHIE DANCING ON THE CEILING MOTOWN/RCA
8	10 GENESIS INVISIBLE TOUCH VIRGIN/EMI
9	7 WHITNEY HOUSTON ARISTA/RCA
10	8 SIMPLY RED PICTURE BOOK ELEKTRA/WEA
11	12 KEVIN BLOODY WILSON KEV'S BACK CBS
12	13 JOE COCKER LIBERATION/EMI
13	11 MADONNA TRUE BLUE SIRE/WEA
14	15 STEVE WINWOOD BACK IN THE HIGH LIFE ISLAND/FESTIVAL
15	NEW CHRIS DE BURGH INTO THE LIGHT A&M/FESTIVAL
16	17 ROD STEWART WARNER/WEA
17	NEW JOHN FOGERTY EYE OF THE ZOMBIE WARNER/WEA
18	16 PAUL KELLY & THE COLOURED GIRLS GOSSIP MUSHROOM/FESTIVAL
19	NEW DRAGON DREAMS OF ORDINARY MEN POLYDOR/POLYGRAM
20	19 BANANARAMA TRUE CONFESSIONS LIBERATION/EMI

## BRITAIN (Courtesy Music Week) As of 10/18/86

This Week	Last Week	SINGLES
1	4	EVERY LOSER WINS NICK BERRY BBC
2	1	TRUE BLUE MADONNA SIRE
3	2	RAIN OR SHINE FIVE STAR TENT
4	5	YOU CAN CALL ME AL PAUL SIMON WARNER
5	9	IN THE ARMY NOW STATUS QUO VERTIGO
6	3	DON'T LEAVE ME THIS WAY COMMUNARDS LONDON
7	19	ALL I ASK OF YOU CLIFF RICHARD & SARAH BRIGHTMAN POLYDOR
8	10	SUBURBIA PET SHOP BOYS PARLOPHONE
9	20	WALK LIKE AN EGYPTIAN BANGLES CBS
10	8	I'VE BEEN LOSING YOU A-HA WARNER
11	7	THORN IN MY SIDE EURYTHMICS RCA
12	6	WORD UP CAMEO CLUB
13	18	TRUE COLOURS CYNDI LAUPER PORTRAIT
14	17	ALWAYS THERE MARTI WEBB BBC
15	12	(FOREVER) LIVE AND DIE OMD VIRGIN
16	16	MONTEGO BAY AMAZULU ISLAND
17	15	STUCK WITH YOU HUEY LEWIS & THE NEWS CHRYSALIS
18	11	WE DON'T HAVE TO TAKE OUR CLOTHES OFF JERMAINE STEWART 10 RECORDS
19	13	WALK THIS WAY RUN D M C LONDON
20	28	WORLD SHUT YOUR MOUTH JULIAN COPE ISLAND
21	14	(I JUST) DIED IN YOUR ARMS CUTTING CREW SIREN
22	27	MIDAS TOUCH MIDNIGHT STAR SOLAR
23	34	THE WIZARD PAUL HARDCASTLE CHRYSALIS
24	32	DON'T STAND SO CLOSE TO ME '86 POLICE A&M
25	38	YOU'RE EVERYTHING TO ME BORIS GARDINER REVUE
26	24	WONDERLAND PAUL YOUNG CBS
27	22	RUMORS TIMEX SOCIAL CLUB COOLTEMPO
28	39	THINK FOR A MINUTE HOUSEMARTINS GO DISCS
29	37	TO BE A LOVER BILLY IDOL CHRYSALIS
30	21	LOVE CAN'T TURN AROUND FARLEY JACKMASTER FUNK DJ INTERNATIONAL
31	23	GLORY OF LOVE PETER CETRA FULL MOON
32	NEW	DON'T GET ME WRONG PRETENDERS WEA
33	26	SWEET FREEDOM MICHAEL McDONALD MCA
34	30	I WANT TO WAKE UP WITH YOU BORIS GARDINER REVUE
35	29	SLOW DOWN LOOSE ENDS VIRGIN
36	25	IN TOO DEEP GENESIS VIRGIN
37	NEW	GIRLS AIN'T NOTHING BUT TROUBLE DJ JAZZY JEFF & FRESH PRINCE CHAMPION
38	31	WHO WANTS TO LIVE FOREVER QUEEN EMI
39	NEW	CLOSE TO YOU GWEN GUTHRIE BOILING POINT
40	NEW	STAY WITH ME MISSION MERCURY

ALBUMS	
1	1 PAUL SIMON GRACELAND WARNER
2	NEW A-HA SCOUNDREL DAYS WARNER
3	2 FIVE STAR SILK AND STEEL TENT
4	4 MADONNA TRUE BLUE SIRE
5	6 TE KANAWA/CARRERAS/VAUGHAN SOUTH PACIFIC CBS
6	5 EURYTHMICS REVENGE RCA
7	NEW CAMEO WORD UP CLUB
8	3 IRON MAIDEN SOMEWHERE IN TIME EMI
9	7 VARIOUS NOW THAT'S WHAT I CALL MUSIC 7 EMI/VIRGIN
10	8 COMMUNARDS LONDON
11	11 QUEEN A KIND OF MAGIC EMI
12	NEW VARIOUS THE CHART TELSTAR
13	13 HUEY LEWIS & THE NEWS FORE CHRYSALIS
14	12 CHRIS DE BURGH INTO THE LIGHT A&M
15	NEW LOOSE ENDS ZAGORA VIRGIN
16	10 TINA TURNER BREAK EVERY RULE CAPITOL
17	17 DIRE STRAITS BROTHERS IN ARMS VERTIGO
18	23 HOUSEMARTINS LONDON O HULL 4 GO DISCS
19	9 NEW ORDER BROTHERHOOD FACTORY
20	18 GENESIS INVISIBLE TOUCH VIRGIN
21	25 WHAM THE FINAL EPIC
22	21 STATUS QUO IN THE ARMY NOW VERTIGO
23	14 BILLY BRAGG TALKING WITH THE TAXMAN GO DISCS
24	24 A-HA HUNTING HIGH AND LOW WARNER
25	19 LIONEL RICHIE DANCING ON THE CEILING MOTOWN
26	15 OMD THE PACIFIC AGE VIRGIN
27	27 CYNDI LAUPER TRUE COLOURS PORTRAIT
28	31 PET SHOP BOYS PLEASE PARLOPHONE
29	16 TALKING HEADS TRUE STORIES EMI
30	20 VARIOUS STREETSOUNDS 18 STREETSOUNDS
31	22 SIMPLY RED PICTURE BOOK ELEKTRA
32	NEW ORIGINAL SOUNDTRACK TOP GUN CBS
33	26 LUCIANO PAVAROTTI THE PAVAROTTI COLLECTION STYLUS
34	NEW VARIOUS THE POWER OF LOVE WEST FIVE
35	28 MEAT LOAF BLIND BEFORE I STOP ARISTA
36	39 BRYAN FERRY/ROXY MUSIC STREET LIFE 20 GREAT HITS EG
37	NEW BOSTON THIRD STAGE MCA
38	30 BON JOVI SLIPPERY WHEN WET VERTIGO
39	NEW SUPERTRAMP THE AUTOBIOGRAPHY OF SUPERTRAMP A&M
40	NEW FRANK SINATRA FRANK SINATRA COLLECTION CAPITOL

## WEST GERMANY (Courtesy Der Musikmarkt) As of 10/13/86

SINGLES	
1	2 THE FINAL COUNTDOWN EUROPE EPIC/CBS
2	1 RAGE HARD FRANKIE GOES TO HOLLYWOOD ISLAND/ARIELA
3	4 TAKE MY BREATH AWAY BERLIN CBS
4	5 TYPICAL MALE TINA TURNER CAPITOL/EMI
5	3 HOLIDAY RAP MC MIKER G AND DEEJAY SVEN RUSH/ARIELA
6	10 DON'T LEAVE ME THIS WAY COMMUNARDS LONDON/METRONOME/PMV
7	7 HUMAN HUMAN LEAGUE VIRGIN/ARIELA
8	6 THE LADY IN RED CHRIS DE BURGH A&M/DG/PMV
9	8 HEARTBREAK HOTEL CC CATCH HANSA/ARIELA
10	13 HI HI HI SANDRA VIRGIN/ARIELA
11	NEW (FOREVER) LIVE AND DIE OMD VIRGIN/ARIELA
12	NEW TRUE BLUE MADONNA SIRE/WEA
13	9 CAMOUFLAGE STAN RIDGWAY IRS/CBS
14	NEW SOME HEARTS ARE DIAMONDS CHRIS NORMAN HANSA/ARIELA
15	NEW DIE ROTE SONNE VON BARBADOS THE FLIPPERS BELLAPHON
16	16 THE WAY IT IS BRUCE HORNSBY & THE RANGE RCA
17	14 TISENTO MATIA BAZAR BLOW UP/INTERCORD
18	12 DANGER ZONE KENNY LOGGINS CBS
19	11 A QUESTION OF TIME (REMIX IX) DEPECHE MODE MUTE/INTERCORD
20	18 I WANNA WAKE UP WITH YOU BORIS GARDINER CHIC/TELDEC

ALBUMS	
1	1 TINA TURNER BREAK EVERY RULE CAPITOL/EMI
2	3 CHRIS DE BURGH INTO THE LIGHT A&M/DG/PMV
3	2 SOUNDTRACK TOP GUN CBS
4	4 MADONNA TRUE BLUE SIRE/WEA
5	7 EURYTHMICS REVENGE RCA
6	5 HUEY LEWIS & THE NEWS FORE CHRYSALIS/ARIELA
7	10 AL JARREAU LIS FOR LOVER WEA
8	8 CHRIS REA HERZKLOPFEN POLYSTAR/PMV
9	6 EUROPE THE FINAL COUNTDOWN EPIC/CBS
10	NEW BRUCE HORNSBY & THE RANGE THE WAY IT IS RCA
11	9 ROD STEWART EVERY BEAT OF MY HEART WARNER/WEA
12	16 DIE FLIPPERS NUR WER DIE SEHNSUCHT KENNT BELLAPHON
13	11 LIONEL RICHIE DANCING ON THE CEILING MOTOWN/RCA
14	19 THE HUMAN LEAGUE CRASH VIRGIN/ARIELA
15	NEW TALKING HEADS TRUE STORIES EMI
16	NEW IRON MAIDEN SOMEWHERE IN TIME EMI
17	14 PETER GABRIEL SO VIRGIN/ARIELA
18	12 CHRIS REA ON THE BEACH MAGNET/DG/PMV
19	15 QUEEN A KIND OF MAGIC EMI
20	13 SAMANTHA FOX TOUCH ME JIVE/TELDEC

## NETHERLANDS (Courtesy Stichting Nederlandse Top 40) As of 10/11/86

SINGLES	
1	1 THE FINAL COUNTDOWN EUROPE EPIC
2	2 WALK THIS WAY RUN DMC LONDON
3	5 WHEN I THINK OF YOU JANET JACKSON A&M
4	10 TAKE MY BREATH AWAY BERLIN CBS
5	3 THE WAY IT IS BRUCE HORNSBY & THE RANGE RCA
6	6 GIVE A LITTLE LOVE HAMMOND & WEST CNR
7	7 RAGE HARD FRANKIE GOES TO HOLLYWOOD WEA
8	4 I WANT TO WAKE UP WITH YOU BORIS GARDINER DANCE RECORDS
9	9 WHAT'S THE COLOUR OF MONEY HOLLYWOOD BEYOND WEA
10	NEW TYPICAL MALE TINA TURNER CAPITOL
1	1 MADONNA TRUE BLUE SIRE
2	2 UB40 RAT IN THE KITCHEN VIRGIN
3	6 PAUL SIMON GRACELAND WARNER
4	9 TINA TURNER BREAK EVERY RULE CAPITOL
5	4 BRUCE HORNSBY & THE RANGE THE WAY IT IS RCA
6	3 WHAM THE FINAL EPIC
7	8 EUROPE THE FINAL COUNTDOWN EPIC
8	5 LIONEL RICHIE DANCING ON THE CEILING RCA
9	7 CHRIS DE BURGH INTO THE LIGHT A&M
10	NEW JANET JACKSON CONTROL A&M

## UK COUNTRY (Courtesy Music Week) As of 10/4/86

ALBUMS	
1	1 EAGLES BEST OF THE EAGLES ASYLUM
2	2 JOHN DENVER ONE WORLD RCA
3	NEW DWIGHT YOAKAM GUITARS CADILLACS ETC ETC REPRISE
4	4 KENNY ROGERS THE KENNY ROGERS STORY LIBERTY
5	3 EAGLES THE HOTEL CALIFORNIA ASYLUM K
6	8 PATSY CLINE SWEET DREAMS MCA
7	5 VARIOUS DISCOVER COUNTRY/NEW COUNTRY STARBLEND
8	7 DR HOOK DR HOOKS GREATEST HITS CAPITOL
9	12 DOLLY PARTON DOLLY PARTONS GREATEST HITS CAPITOL
10	6 FOSTER & ALLEN THE VERY BEST OF FOSTER & ALLEN RITZ
11	13 JOHN DENVER DREAMLAND EXPRESS RCA
12	11 THE EVERLY BROTHERS LOVE HURTS K TEL
13	16 DON WILLIAMS IMAGES K TEL
14	10 EAGLES GREATEST HITS 71/75 ASYLUM
15	15 DON WILLIAMS LOVE STORIES K TEL
16	20 DON WILLIAMS THE VERY BEST OF DON WILLIAMS MCA
17	21 JOHN DENVER GREATEST HITS VOLUME 2 RCA
18	9 JOHN DENVER THE BEST OF JOHN DENVER RCA
19	26 ROGER WHITTAKER 20 ALL TIME GREATS POLYDOR
20	22 JIM REEVES 20 OF THE BEST RCA
21	24 PATSY CLINE GOLDEN GREATS MCA
22	27 DOLLY PARTON VERY BEST OF DOLLY PARTON RCA
23	NEW JIM REEVES THE VERY BEST OF JIM REEVES RCA
24	14 EVERLY BROTHERS THE VERY BEST OF THE EVERLY BROTHERS WARNER
25	NEW ERIC WEISSBERG & STEVE MANDELL DELIVERANCE ORIGINAL SOUNDTRACK WARNER
26	NEW BRENDA LEE THE VERY BEST OF BRENDA LEE MCA
27	17 CRYSTAL GAYLE CRYSTAL GAYLE SINGLES ALBUM UNITED ARTISTS
28	NEW JIM REEVES THE BEST OF JIM REEVES RCA
29	23 PADDY REILLY GREATEST HITS LIVE HARMAC
30	NEW BIG TOM AROUND IRELAND DENVER

## ITALY (Courtesy Germano Ruscitto) As of 10/9/86

ALBUMS	
1	NEW POOH GIORNI INFINITI CGDMM
2	1 MADONNA TRUE BLUE WEA
3	3 EROS RAMAZZOTTI NUOVI EROI DDD/CBS
4	2 ANTONELLO VENDITTI SEGRETI RICORDI
5	19 GIANNA NANNINI PROFUMO RICORDI
6	4 ZUCCHERO FORNACIARI RISPETTO POLYGRAM
7	5 WHAM THE FINAL CBS
8	6 FABIO CONCATO SENZA AVVISARE POLYGRAM
9	10 WHITNEY HOUSTON RCA
10	14 PAUL MCCARTNEY PRESS TO PLAY EMI
11	9 EURYTHMICS REVENGE RCA
12	NEW ENRICO RUGGERI ENRICO VIII CGDMM
13	NEW TALKING HEADS TRUE STORIES EMI
14	12 TINA TURNER BREAK EVERY RULE EMI
15	16 GENESIS INVISIBLE TOUCH VIRGIN/EMI
16	NEW ROD STEWART EVERY BEAT OF MY HEART WEA
17	8 LIONEL RICHIE DANCING ON THE CEILING RCA
18	17 LUCIO BATTISTI DON GIOVANNI RCA
19	7 JOE COCKER EMI
20	11 STING BRING ON THE NIGHT A&M/POLYGRAM

# HOT DANCE/DISCO

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THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE Label & Number/Distributing Label	ARTIST	
1	3	11	4	<b>HUMAN</b> A&M SP-12197 1 week at No. One	◆ THE HUMAN LEAGUE	
2	2	3	10	FOR TONIGHT ATLANTIC 0-86789	NANCY MARTINEZ	
3	5	8	6	SUMMERTIME, SUMMERTIME SLEEPING BAG SLX-22	NOCERA	
4	4	7	6	NAIL IT TO THE WALL (REMIX) MOTOWN 4563MG	◆ STACY LATTISAW	
5	1	1	11	GOTTA SEE YOU TONIGHT RCA PW-14405	BARBARA ROY	
6	9	16	9	CAN'T WAIT ANOTHER MINUTE (REMIX) RCA PW-14422	◆ FIVE STAR	
7	7	9	7	THE RAIN (REMIX) DEF JAM 44-05930/COLUMBIA	◆ ORAN "JUICE" JONES	
8	13	18	5	ONE STEP (REMIX) MERCURY 884 990-1/POLYGRAM	K.T.P.	
9	11	14	7	WORD UP ATLANTA ARTISTS 884 933-1/POLYGRAM	◆ CAMEO	
10	20	26	4	DON'T LEAVE ME THIS WAY MCA 23665	◆ THE COMMUNARDS	
11	14	21	5	JODY (REMIX)/DANCEFLOOR ARISTA AD1-9476	JERMAINE STEWART	
12	17	23	5	TYPICAL MALE (REMIX) CAPITOL V-15249	◆ TINA TURNER	
13	6	5	10	SAMPLE THAT!/SAMPLES! (REMIX) GEFLEN 0-20512/WARNER BROS.	BANG ORCHESTRA!	
14	16	17	5	SUCH A FEELING ATLANTIC 0-86781	YOUNG & CO.	
15	24	37	3	I CAN'T TURN AROUND (REMIX) RCA 5702-1-RD	J.M. SILK	
16	25	38	3	HOW MANY LOVERS WARNER BROS. 0-20515	ANTHONY AND THE CAMP	
17	23	45	3	WORLD DOMINATION (REMIX) MCA 23671	◆ THE BELLE STARS	
18	15	15	6	REACTION (REMIX) COLUMBIA 44-05927	REBBIE JACKSON	
19	19	19	8	CAN'T LIVE WITHOUT YOUR LOVE ATLANTIC 0-86791	SUZY	
20	27	32	4	SOMEBODY (REMIX)/THE RED, RED GROOVY ATLANTIC 0-86771	BRILLIANT	
21	12	6	9	LOVE IN THE SHADOWS (REMIX) A&M SP-12187	◆ E.G. DAILY	
22	10	10	8	LOVE COMES QUICKLY (REMIX)/THAT'S MY IMPRESSION EMI-AMERICA V-19218	◆ PET SHOP BOYS	
23	22	27	5	SING OUR OWN SONG A&M SP-12194	◆ UB40	
24	30	42	3	SPECULATION (REMIX) MCA 23670	COLONEL ABRAMS	
25	26	31	5	YOU'RE SO STRONG (REMIX) COLUMBIA 44-05923	MENTAL AS ANYTHING	
26	28	29	4	THE SOUND OF MUSIK (REMIX) SIRE 0-20529/WARNER BROS.	◆ FALCO	
27	8	2	10	WHEN I THINK OF YOU (REMIX) A&M SP-12193	◆ JANET JACKSON	
28	32	49	3	SATURDAY NIGHT DICE TGR 1009/SUTRA	LAUREN GREY	
29	21	20	10	DIAMOND GIRL ATLANTIC 0-86778	NICE & WILD	
30	34	44	4	HEARTACHE GEFLEN 0-20519/WARNER BROS.	◆ GENE LOVES JEZEBEL	
31	NEW	1	1	GRAVITY (REMIX) SCOTTI BROS. 429-05943/EPIC	◆ JAMES BROWN	
32	46	—	2	MORE THAN PHYSICAL (REMIX) LONDON 886 080-1/POLYGRAM	◆ BANANARAMA	
33	NEW	1	1	TRUE BLUE (REMIX) SIRE 0-20533/WARNER BROS.	MADONNA	
34	18	4	11	SUMMER OF LOVE (REMIX) WARNER BROS. 0-20509	THE B-52'S	
35	41	—	2	SO FAR SO GOOD (REMIX) EMI-AMERICA V-19220	◆ SHEENA EASTON	
36	38	41	5	DREAMTIME (REMIX) RCA 5714-1-RD	◆ DARYL HALL	
37	37	48	4	YOUR LOVE (IS ALL I NEED)/REACH OUT WIDE ANGLE TTV 8680	CAROL HAHN	
38	40	47	4	TAKE ME AS I AM ATLANTIC 0-86782	EROTIC EXOTIC	
39	33	36	5	KINDNESS FOR WEAKNESS SUPERTRONICS RY-015	THE CUT	
40	NEW	1	1	TALK TO ME (REMIX) MOTOWN 4567MG	CHICO DEBARGE	
41	36	34	5	DON'T YOU TRY IT EMERGENCY EMDS-6567	RAWW	
42	NEW	1	1	LOVE CAN'T TURN AROUND (REMIX) COTILLION 0-96805/ATLANTIC	PHILLY CREAM	
43	NEW	1	1	FALLING IN LOVE NEXT PLATEAU NP 50049	SYBIL	
44	NEW	1	1	BRAND NEW LOVER EPIC 49-05965	DEAD OR ALIVE	
45	NEW	1	1	SET ME FREE (REMIX) CAPITOL V-15252	JAKI GRAHAM	
46	48	—	2	WALK LIKE AN EGYPTIAN (REMIX) COLUMBIA 44-05935	◆ BANGLES	
47	50	—	2	DIAL MY NUMBER/TENDER METRIC MET 8001	THE BACK BAG	
48	NEW	1	1	DON'T HOLD BACK JUMP STREET JS 1005/4TH & B'WAY	BUMPER TO BUMPER	
49	29	12	10	CELEBRATE POW WOW PW 412	SUBJECT	
50	35	22	10	MISSIONARY MAN (REMIX) RCA PD-14409	◆ EURHYTHMICS	
<b>BREAKOUTS</b>	Titles with future chart potential, based on club play this week.			<ol style="list-style-type: none"> <li>FACTS OF LOVE (REMIX) JEFF LORBER FEATURING KARYN WHITE WARNER BROS.</li> <li>SACRIFICE (REMIX) CYNDI PHILLIPS ATLANTIC</li> <li>RAGE HARD FRANKIE GOES TO HOLLYWOOD ZTT/ISLAND</li> <li>I'M A MAN JIMMY LIFTON ORPHAN</li> <li>SECOND TO NONE KOPPER KMA</li> <li>HUNT YOU DOWN (REMIX) THE SHAKES SELECT</li> <li>JUMPIN' JACK FLASH (REMIX) ARETHA FRANKLIN ARISTA</li> <li>EVERYBODY HAVE FUN TONIGHT (REMIX) WANG CHUNG GEFLEN</li> </ol>		

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE Label & Number/Distributing Label	ARTIST	
1	4	6	6	<b>HUMAN</b> A&M SP-12197 1 week at No. One	◆ THE HUMAN LEAGUE	
2	5	4	7	FOR TONIGHT ATLANTIC 0-86789	NANCY MARTINEZ	
3	1	1	19	TWO OF HEARTS ATLANTIC 0-86797	◆ STACEY Q	
4	2	2	10	DOWN AND COUNTING EPIC 49-05926	CLAUDJA BARRY	
5	3	3	10	WHEN I THINK OF YOU (REMIX) A&M SP-12193	◆ JANET JACKSON	
6	6	9	9	WORD UP ATLANTA ARTISTS 884 933-1/POLYGRAM	◆ CAMEO	
7	14	11	6	SUMMERTIME, SUMMERTIME SLEEPING BAG SLX-22	NOCERA	
8	8	12	5	NAIL IT TO THE WALL (REMIX) MOTOWN 4563MG	◆ STACY LATTISAW	
9	22	—	2	TRUE BLUE (REMIX) SIRE 0-20533/WARNER BROS.	MADONNA	
10	7	7	11	THE RAIN (REMIX) DEF JAM 44-05930/COLUMBIA	◆ ORAN "JUICE" JONES	
11	13	17	7	DON'T LEAVE ME THIS WAY MCA 23665	◆ THE COMMUNARDS	
12	10	15	9	DIAMOND GIRL ATLANTIC 0-86778	NICE & WILD	
13	9	8	15	POINT OF NO RETURN (REMIX) ATLANTIC 0-86802	◆ NU SHOOZ	
14	21	29	3	SPECULATION (REMIX) MCA 23670	COLONEL ABRAMS	
15	12	10	16	CAN'T LIVE WITHOUT YOUR LOVE ATLANTIC 0-86791	SUZY	
16	16	21	5	JEALOUSY/MALICIOUS JEALOUSY KING JAY TB 884/TOMMY BOY	CLUB NOUVEAU	
17	23	—	2	I CAN'T TURN AROUND (REMIX) RCA 5702-1-RD	J.M. SILK	
18	18	24	4	HOW MANY LOVERS WARNER BROS. 0-20515	ANTHONY AND THE CAMP	
19	19	23	6	CAN'T WAIT ANOTHER MINUTE (REMIX) RCA PW-14422	◆ FIVE STAR	
20	11	5	10	SUMMER OF LOVE (REMIX) WARNER BROS. 0-20509	THE B-52'S	
21	15	16	9	LOVE IN THE SHADOWS (REMIX) A&M SP-12187	◆ E.G. DAILY	
22	17	13	9	STAY A LITTLE WHILE, CHILD (REMIX) MCA 23635	LOOSE ENDS	
23	24	31	4	TALK TO ME (REMIX) MOTOWN 4567MG	CHICO DEBARGE	
24	20	20	8	TYPICAL MALE (REMIX) CAPITOL V-15249	◆ TINA TURNER	
25	28	—	2	GRAVITY (REMIX) SCOTTI BROS. 429-05943/EPIC	◆ JAMES BROWN	
26	31	18	9	GOTTA SEE YOU TONIGHT RCA PW-14405	BARBARA ROY	
27	25	28	4	SATURDAY NIGHT DICE TGR 1009/SUTRA	LAUREN GREY	
28	26	30	5	KINDNESS FOR WEAKNESS SUPERTRONICS RY-015	THE CUT	
29	NEW	1	1	JUMPIN' JACK FLASH (REMIX) ARISTA AD1-9529	◆ ARETHA FRANKLIN	
30	32	42	3	REACTION (REMIX) COLUMBIA 44-05927	REBBIE JACKSON	
31	NEW	1	1	WORLD DOMINATION (REMIX) MCA 23671	◆ THE BELLE STARS	
32	33	37	6	MIDAS TOUCH SOLAR 0-66836/ELEKTRA	◆ MIDNIGHT STAR	
33	37	38	8	SAMPLE THAT!/SAMPLES! (REMIX) GEFLEN 0-20512/WARNER BROS.	BANG ORCHESTRA!	
34	41	41	4	SUCH A FEELING ATLANTIC 0-86781	YOUNG & CO.	
35	44	—	2	FALLING IN LOVE NEXT PLATEAU NP 50049	SYBIL	
36	50	39	4	DON'T BREAK MY HEART CUTTING CR-209	SA-FIRE	
37	NEW	1	1	LOVE CAN'T TURN AROUND (REMIX) COTILLION 0-96805/ATLANTIC	PHILLY CREAM	
38	39	34	4	A QUESTION OF TIME (REMIX) SIRE 0-20530/WARNER BROS.	DEPECHE MODE	
39	NEW	1	1	MORE THAN PHYSICAL (REMIX) LONDON 886 080-1/POLYGRAM	◆ BANANARAMA	
40	NEW	1	1	I DIDN'T MEAN TO TURN YOU ON (REMIX) ISLAND 0-96804/ATLANTIC	◆ ROBERT PALMER	
41	36	33	4	HOW MANY HEARTS SEA BRIGHT PAL-7109/PROFILE	EVELYN THOMAS	
42	27	19	17	VENUS (REMIX) LONDON 886 088-1/POLYGRAM	◆ BANANARAMA	
43	35	46	3	THUNDER AND LIGHTNING TOMMY BOY TB 889	MISS THANG	
44	42	43	4	RAGE HARD ZTT/ISLAND 0-96806/ATLANTIC	◆ FRANKIE GOES TO HOLLYWOOD	
45	NEW	1	1	(FOREVER) LIVE AND DIE A&M SP-12202	◆ ORCHESTRAL MANOEUVRES IN THE DARK	
46	30	14	17	AIN'T NOTHIN' GOIN' ON BUT THE RENT POLYDOR 885 106-1/POLYGRAM	◆ GWEN GUTHRIE	
47	43	27	22	I'LL TAKE YOU ON/HUNGRY FOR YOUR LOVE FRESH FRE-5/SLEEPING BAG	HANSON & DAVIS	
48	NEW	1	1	SHAKE YOU DOWN (REMIX) COLUMBIA 44-05959	GREGORY ABBOTT	
49	NEW	1	1	ERIC B. IS PRESIDENT/MY MELODY 4TH & B'WAY BWAY-431/ISLAND	ERIC B. FEATURING RAKIM	
50	RE-ENTRY			WALK LIKE AN EGYPTIAN (REMIX) COLUMBIA 44-05935	◆ BANGLES	
<b>BREAKOUTS</b>	Titles with future chart potential, based on sales reported this week.			<ol style="list-style-type: none"> <li>CRY FOR LOVE (REMIX) IGGY POP A&amp;M</li> <li>BRAND NEW LOVER DEAD OR ALIVE EPIC</li> <li>CRAZY JESSE JOHNSON (FEATURING SLY STONE) A&amp;M</li> <li>CRACK KILLED APPLEJACK GENERAL KANE GORDY</li> <li>STAND UP HAZEL DEAN IMPORT (EMI/UK)</li> <li>TASTY LOVE FREDDIE JACKSON CAPITOL</li> <li>TO BE A LOVER (REMIX) BILLY IDOL CHRYSALIS</li> <li>TOUCH ME (I WANT YOUR BODY) (REMIX) SAMANTHA FOX JIVE</li> <li>AIN'T GONNA GIVE UP ONE RED CENT WALLY JUMP JUNIOR &amp; THE CRIMINAL ELEMENT CRIMINAL</li> </ol>		

○ Titles with the greatest sales or club play increase this week. ◆ Videoclip availability. ● Recording Industry Assn. Of America (RIAA) certification for sales of 1 million units. ▲ RIAA certification for sales of 2 million units. Records listed under Club Play are 12-inch unless indicated otherwise.

# Dance TRAX



by Brian Chin

**NEW YORK RISES AGAIN:** Maybe it's just homesickness (this column was filed from London), but the best-sounding records this week had New York (not Chicago or Miami) written all over them.

**James "D"-Train Williams'** "Misunderstanding" (Columbia), the preferred cut on his "Miracles Of The Heart" album, gets a very timely remix from **Francois Kevorkian**, co-producer **Hubert Eaves**, and **Ron St. Germain**. Simplicity is the key in a Full Force-style rhythm track with economical but well-proportioned production touches... The other major buzz record lately is the sizzling "This Time" (4th and B'Way), the second single by **Private Possession** featuring **Hunter Hayes**. Melodically, the bass groove reflects "Cavern" or "Ain't Nothin' Goin' On But The Rent," but sped up to an Abrams-style high-energy pace it's a straight-ahead peak piece that just doesn't stop. There's an amusing rap monolog—you knew there had to be—full of song-title word play. It's also worth searching out Hayes' first, the sadly overlooked "Are You Wid It," from earlier this year on New York's Mega-Bolt label.

**Carolyn Harding's** "Memories" (Emergency) brings together three

popular sounds—house, the disco-diva vocal, and the "Set It Off" drumbeat—in a high-tempo romantic drama. **Freddie Bastone** mixed, with a sharp, sparse touch; early prerelease action was brisk... **Big Audio Dynamite's** "C'Mon Every Beatbox" (Columbia) may be the most fun that any Clash-er has had since that group's "Rock The Casbah." The song's eclecticism is its own commentary: One can hear echoes of "Summertime Blues," "Super Bad," and Kraftwerk... Speaking of which, **Kraftwerk** is back after an unexpected hiatus of four years ("Tour De France," as we recall, was to have preceded an album a bit sooner than this). "Musique Non-Stop" (Warner Bros.), as the title indicates, is a Franlais chant in the accustomed minimal style, with a midtempo funk beat and the usual strange, austere beauty we've always associated with this pioneering band.

**MORE SINGLES:** Of course, there isn't a week that goes by without several (or more) Chicago pieces causing a ripple at retail and with DJs. This week it was **Hercules'** "7 Ways" (Dance Mania), produced by **Marshall Jefferson** (of the inextinguishable "House Music Anthem").

sion of house, hi-NRG divaism, and pop gets going from the first beat and hits stride in great rushes of group vocals. And in a later edition of the import, **Farley "Jackmaster" Keith** mixed, adding an alternate version that is all break and vocals.

**REMIXES:** **Gwen Guthrie's** "Outside In The Rain" (Polydor) is a marvel of simplicity—easy to pull off if you have a voice like Guthrie's. On this album cut, she nudges the Loose Ends jazz/hip-hop style more toward the latter rhythmically and the former vocally, and a series of four **Larry Levan** mixes explores the mood thoroughly... **Randy Crawford's** "Desire" (Warner Bros.), a great "Borderline"-style pop song in the original album version, is remixed in a well-considered, tougher style by **Victor Flores**. It's still a great listening song, but it now has a lot more r&b and dance power.

All the way into pop, **a-ha's** "I've Been Losing You" (Warner Bros.), from an album ("Scoundrel Days") that slots the band into mainstream AOR, is a Duran-like dance-pop

piece with breaks provided by **Jellybean Benitez's** remix... Similarly, **Freddie Bastone's** remix of **Rod Stewart's** "Another Heartache" (Warner Bros.) is fairly faithful to the album version in the verses but adds strong breakdowns in and out of the song's body, one of them with a recognizable snippet of "Hot Legs."

**NOTES:** We convey warmest greetings and thanks to all the old friends and new we hung out with in Miami during the recent Black Music Assn. conference (which we'll go into more next time). The locale of the conference was particularly appropriate because of the emergence/resurgence of Miami as a happening musical city. **T-Connection**, for example, is back in Miami recording at **Henry Stone's** studio, with **Ish Ledesma** at the controls. And "local" music was pervasive on the city's urban/top 40 hybrids, with a high-profile club and street connection using live (or attempted) feeds from street concerts and track appearances.

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South Bronx—Scott La Rock  
Lonely Too Long—Banana Rep.  
Love Attack—Tony Caso  
Whats Your Name—Egyptian Lover  
Time Keeps Movin On—Calvin  
Starting AOver—Cyndi Cee  
Dont Pretend—Tapps  
Back To You—Crystal & Pink  
What A Night—Terry Iten  
Fire—Linda  
I Know You Love Me—Trinere  
Sally Boy—Scott Yahney

Get The Doctor—Kool Mo D  
Love On The Line—Jamie Johnston  
Sea Cruise—Medley  
Movement—Movement  
Time After Time—Paul Parker  
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This one may be the dubbiest thing yet out of Chicago, with a groove similar in mood to "Mystery Of Love" but with more campy, trance-like narration—a risqué monolog... Meanwhile, **Jesse Saunders'** project, "Noiz Without Words" by **Jesse's Gang** (Geffen), the second Chicago record out on that label, is, like Bang Orchestra's "Sample That!," apparently an intentional mutation of house music that might not even be identified as such if the players weren't known... In fact, considering records like **Midnight Sunrise's** "On The House" (Cross-over import, soon to be released on Warner Bros.), there are going to be lots of house-style records coming from music centers from New York to London to New Jersey. This fu-

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TOP JAZZ ALBUMS™

THIS WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL	TITLE
Compiled from a national sample of retail store and one-stop sales reports.				
★★ NO. 1 ★★				
1	1	11	ANDREAS VOLLENWEIDER CBS MASTERWORKS FM 42255 (CD)	DOWN TO THE MOON 3 weeks at No. One
2	2	17	SPYRO GYRA MCA 5853 (CD)	BREAKOUT
3	4	13	PIECES OF A DREAM MANHATTAN ST-53023/EMI-AMERICA	JOYRIDE
4	3	19	BOB JAMES/DAVID SANBORN WARNER BROS. 25393 (CD)	DOUBLE VISION
5	5	17	YELLOWJACKETS MCA 5752 (CD)	SHADES
6	6	15	LESLIE DRAYTON & FUN ESOTERIC ER 1004/OPTIMISM (CD)	WHAT IT IS, IS WHAT IT IS
7	8	9	KENNY G. ARISTA ALB 8427 (CD)	DUOTONES
8	7	13	JETSTREAM TBA TB-211/PALO ALTO	AROUND THE WORLD
9	9	9	RARE SILK TBA 214/PALO ALTO	BLACK & BLUE
10	10	13	BOBBY MCFERRIN BLUE NOTE BT-85110/EMI-AMERICA	SPONTANEOUS INVENTIONS
11	14	5	GEORGE BENSON WARNER BROS. WB 1-25475	WHILE THE CITY SLEEPS ...
12	12	13	FRANK POTENZA TBA TB-206/PALO ALTO	SAND DANCE
13	20	3	WYNTON MARSALIS COLUMBIA FC 40308 (CD)	J MOOD
14	15	11	FATBURGER GOLDEN BOY/OPTIMISM GBJ 2001/OPTIMISM (CD)	ONE OF A KIND
15	16	5	LEE RITENOUR GRP 1021 (CD)	EARTH RUN
16	11	29	LARRY CARLTON MCA 5689 (CD)	ALONE/BUT NEVER ALONE
17	17	9	VICTOR FELDMAN'S GENERATION BAND TBA/PALO ALTO 215/PALO ALTO	SMOOTH
18	13	7	EARL KLUGH WARNER BROS. 25478	LIFE STORIES
19	23	3	AL JARREAU WARNER BROS. 25477-1 (CD)	L IS FOR LOVER
20	27	5	MIKE METHENY MCA/IMPULSE 5755/MCA (CD)	DAY IN, NIGHT OUT
21	21	11	DAVE VALENTIN GRP 1028 (CD)	LIGHT STRUCK
22	19	49	HIROSHIMA EPIC BFE 39938	ANOTHER PLACE
23	NEW		MILES DAVIS WARNER BROS. 25490	TUTU
24	24	7	T. LAVITZ PASSPORT JAZZ PJ 88012/JEM	STORYTIME
25	26	9	GRANT GEISSMAN TBA 217/PALO ALTO	DRINKIN' FROM THE MONEY RIVER
26	18	85	STANLEY JORDAN BLUE NOTE BT 85101/CAPITOL (CD)	MAGIC TOUCH
27	29	5	TOM GRANT PAUSA PR 7199	TAKE ME TO YOUR DREAMS
28	NEW		JOHN MCLAUGHLIN & MAHAVISHNU RELATIVITY 88561-8081-1/IMPORTANT	ADVENTURES IN RADIOLAND
29	NEW		KEVIN EUBANKS GRP 1029	FACE TO FACE
30	31	3	HENRY BUTLER MCA/IMPULSE 5707/MCA (CD)	FIVIN' AROUND
31	34	3	SOUNDTRACK COLUMBIA SC 40465	ROUND MIDNIGHT
32	33	3	MICHAEL JONES NARADA 1009/MCA (CD)	SUNSCAPES
33	35	3	STAN GETZ BLACK HAWK/ASPEN BKH 50901/ASPEN	VOYAGE
34	36	3	MEL TORME & ROB MCCONNELL CONCORD JAZZ CJ 306 (CD) MEL TORME/ROB MCCONNELL AND THE BOSTON BRASS	
35	22	15	JIMMY SMITH BLUE NOTE BT 85125/CAPITOL	GO FOR WHATCHA KNOW
36	37	3	OUT OF THE BLUE BLUE NOTE BT 85128/MANHATTAN	INSIDE TRACK
37	NEW		THE LEADERS BLACK-HAWK BKH 52001-1D/ASPEN	MUDFOOT
38	25	13	WEATHER REPORT COLUMBIA FC-40280 (CD)	THIS IS THIS
39	NEW		STANLEY CLARKE EPIC FE 40275	HIDEAWAY
40	NEW		DIANE SCHUUR GRP A-1030	TIMELESS

Albms with the greatest sales gains during the last two weeks. (CD) Compact disk available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units.

JAZZ BLUE NOTES  
by Peter Keepnews



ONCE AGAIN, Count Basie and Duke Ellington are in the news. Basie's orchestra, now under the direction of Frank Foster, is celebrating its 50th anniversary this fall with such special events as an appearance on Bill Cosby's top-rated NBC-TV sitcom and a segment on CBS-TV's "Sunday Morning."

Basie's original hard-driving Kansas City ensemble grew from eight pieces to 14 in the fall of 1936, at the urging of John Hammond, and headed east on Oct. 31

A historic year for the Count Basie Orchestra

of that year. You might say the Basie band has been on the road ever since—at the moment, for example, the ensemble is in the midst of a six-week European tour, and it heads for Japan in January. The band is currently represented on compact disk—but not yet on LP or cassette—by the Denon release "Long Live The Chief," its first recording since Basie's death.

As for Ellington, the special 22-cent stamp issued in his honor earlier this year has sparked a controversy. It seems the picture of Ellington used for the stamp is based on a photograph by Katsuji Abe, but the veteran Japanese jazz photographer received neither credit nor remuneration. The U.S. Postal Service has offered Abe \$500 and a souvenir stamp album with his name inscribed in gold, but Abe is holding out for a personal apology from President Reagan.

ALSO NOTED: A delegation of Washington, D.C.-area musicians and dancers is heading for the People's Republic of China on Tuesday (21). Singer Lisa Rich, the Howard Univ. Jazz Ensemble, and the group Dance Union will spend a week in Beijing as part of a cultural exchange program sponsored by United Airlines and Sister Cities International... Speaking of cultural exchanges, pianist Henry Butler was a last-minute substitute for Billy Taylor at last month's Chataqua Town Meeting On U.S.-Soviet Relations in Riga, Latvia... Speaking of trips, the Concord Jazz label recently made a major splash in Japan, where a so-called festival of 17 label artists, including Rosemary Clooney, Scott Hamilton, Maxine Sullivan, and Jim Hall, presented 10 concerts in eight cities. Label president Carl Jefferson produced and hosted the concerts... And speaking of Concord Jazz, the label, known for years as a champion of mainstream acoustic sounds, has raised a few eyebrows in the industry with the unveiling of a new subsidiary, Crossover, aimed at the pop marketplace. The first release on the new label is "The Magicians" by Flora Purim & Airo Moreira, with a supporting cast that includes Kenny Loggins and George Duke... Dizzy Gillespie has donated the trumpet that he played from 1972 until 1985 to the Smithsonian Institution. The King Silver Flair horn with the upturned bell is now part of the 20th-century American music collection of the Smithsonian's National Museum of American History... Newark jazz station WBGO is set to open its new studios with a ribbon-cutting ceremony and a gala "open house" on Wednesday (22).

GOSPEL LECTERN  
by Bob Darden



This is the second part of a two-part interview.

DAVE PERKINS has just released "The Innocence," his first record for Myrrh's new What? label. It's a ringing, compelling album of electric-guitar-dominated rock. It's also the culmination of a career that saw him work with everybody from Vassar Clements to Carole King to Jerry Jeff Walker to Papa John Creach.

But despite a measure of mainstream success, Perkins says he didn't find true happiness until he turned his life over to the Lord.

At that point, he abandoned music altogether for a time, working odd jobs to put food on the table, and studying the Bible. Eventually, he began to see a place for his music.

"Some old friends called, a group named Smash Palace, and they wanted me to produce the EP they were sending to CBS," he says. "A year or so later, I see they've got an LP on CBS."

"Things happened in rapid-fire fashion after that. First, I got an offer to join Smash Palace. Then Mike Clark of the Byrds called, wanting me to come to California for a re-formed version of the band. And third, Rick Cua called and wanted me to tour with him, Jerusalem, and the Life Savors. I chose the last option."

It turned out to be the right decision. For someone used to limos and jets, however, the tour was a logistic nightmare: 23 people in a bus that slept 10, half of whom didn't speak English.

"That tour changed my life," Perkins says. "I didn't know anything about Christian music and kind of dreaded being the odd man out until I started spending time with Jerusalem. These guys relate everything in their life to God and are so committed to work in the trenches that I was truly inspired. Their music is a tool to be used by God vs. the enemy. And best of

all, they are a real band, real rockers—nothing watered-down or counterfeit, like too many contemporary Christian bands are these days.

"The other great thing was that I got to know Rick Cua. He had something in his life I knew I wanted: a gentleness, a humbleness of heart. Couple that with the militaristic resolve of Jerusalem, and it was a perfect set of influences for me. I finally saw a place for

Perkins is a hard rocker and a Christian, too

my life, my music, in the Lord's service."

As for the future, Perkins says, "I have to hear from the Lord as to what He wants me to do with this music. I just have to trust Him: He's made more happen in my life in the past two years than in all the years before combined. If I'm faithful, He'll bless whatever the effort is. The bottom line is that the music has to come from Him. It's not something that can be decided in a board room."

"So far, I see my calling with Word to do my small part in making conceptually good music. The music has to move you. A band doesn't have to sound good to bowl you over emotionally. That's what I'm looking for, not a careful band that panders to the businessmen or the radio stations. If anybody in the world has reason to make great music, it's us."

Bob Darden has relocated to England. His new address is 110 North Road, St. Andrews, Bristol, England BS6 5AL.

# Billboard Hot Black Singles SALES & AIRPLAY™

A ranking of the top 40 black singles by sales and airplay, respectively, with reference to each title's composite position on the main Hot Black Singles chart.

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT BLACK POSITION
1	3	SHAKE YOU DOWN	GREGORY ABBOTT	1
2	1	WORD UP	CAMEO	2
3	5	I'M FOR REAL	HOWARD HEWETT	3
4	4	LADY SOUL	THE TEMPTATIONS	6
5	9	TYPICAL MALE	TINA TURNER	4
6	12	A LITTLE BIT MORE	MELBA MOORE & FREDDIE JACKSON	5
7	2	EARTH ANGEL (FROM "THE KARATE KID, PART II")	NEW EDITION	14
8	6	WHEN I THINK OF YOU	JANET JACKSON	17
9	10	CAN'T WAIT ANOTHER MINUTE	FIVE STAR	7
10	8	THE RAIN	ORAN "JUICE" JONES	13
11	7	COUNT YOUR BLESSINGS	ASHFORD & SIMPSON	15
12	13	WHAT DOES IT TAKE (TO WIN YOUR LOVE)	KENNY G.	18
13	11	THE MIDAS TOUCH	MIDNIGHT STAR	30
14	29	TASTY LOVE	FREDDIE JACKSON	8
15	18	JEALOUSY	CLUB NOUVEAU	11
16	20	REACTION	REBBIE JACKSON	20
17	25	HUMAN	THE HUMAN LEAGUE	9
18	19	JODY	JERMAINE STEWART	19
19	23	NAIL IT TO THE WALL	STACY LATTISAW	10
20	22	OLD FRIEND	PHYLLIS HYMAN	16
21	16	KISSES IN THE MOONLIGHT	GEORGE BENSON	24
22	15	ALL CRIED OUT	LISA LISA & CULT JAM WITH FULL FORCE	34
23	35	HEAVEN IN YOUR ARMS	R.J.'S LATEST ARRIVAL	12
24	32	CRACK KILLED APPLEJACK	GENERAL KANE	22
25	38	JUMPIN' JACK FLASH	ARETHA FRANKLIN	28
26	14	STAY A LITTLE WHILE, CHILD	LOOSE ENDS	32
27	30	SWEET LOVE	ANITA BAKER	71
28	34	HOT! WILD! UNRESTRICTED! CRAZY LOVE!	MILLIE JACKSON	23
29	27	HUNGRY FOR YOUR LOVE	HANSON & DAVIS	43
30	—	CRAZY	JESSE JOHNSON (FEATURING SLY STONE)	21
31	17	(POP POP POP POP) GOES MY MIND	LEVERT	51
32	40	FLAME OF LOVE	JEAN CARNE	26
33	37	THUNDER AND LIGHTNING	MISS THANG	55
34	28	NO HOW, NO WAY	RENE & ANGELA	29
35	—	DON'T THINK ABOUT IT	ONE WAY	25
36	24	WALK THIS WAY	RUN-D.M.C.	54
37	21	I WANNA BE WITH YOU	MAZE FEATURING FRANKIE BEVERLY	56
38	—	LOVE WILL CONQUER ALL	LIONEL RICHIE	27
39	26	LOVE ALWAYS	EL DEBARGE	52
40	—	COAST TO COAST	WORD OF MOUTH	46

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT BLACK POSITION
1	5	A LITTLE BIT MORE	MELBA MOORE & FREDDIE JACKSON	5
2	6	SHAKE YOU DOWN	GREGORY ABBOTT	1
3	4	TYPICAL MALE	TINA TURNER	4
4	3	CAN'T WAIT ANOTHER MINUTE	FIVE STAR	7
5	1	I'M FOR REAL	HOWARD HEWETT	3
6	8	HUMAN	THE HUMAN LEAGUE	9
7	2	WORD UP	CAMEO	2
8	14	TASTY LOVE	FREDDIE JACKSON	8
9	13	NAIL IT TO THE WALL	STACY LATTISAW	10
10	12	HEAVEN IN YOUR ARMS	R.J.'S LATEST ARRIVAL	12
11	9	JEALOUSY	CLUB NOUVEAU	11
12	15	CRAZY	JESSE JOHNSON (FEATURING SLY STONE)	21
13	16	OLD FRIEND	PHYLLIS HYMAN	16
14	23	DON'T THINK ABOUT IT	ONE WAY	25
15	22	LOVE WILL CONQUER ALL	LIONEL RICHIE	27
16	19	CRACK KILLED APPLEJACK	GENERAL KANE	22
17	25	HOT! WILD! UNRESTRICTED! CRAZY LOVE!	MILLIE JACKSON	23
18	24	FLAME OF LOVE	JEAN CARNE	26
19	28	TALK TO ME	CHICO DEBARGE	31
20	7	LADY SOUL	THE TEMPTATIONS	6
21	26	JODY	JERMAINE STEWART	19
22	29	GOIN' TO THE BANK	COMMODORES	35
23	30	ROOM WITH A VIEW	JEFFREY OSBORNE	33
24	11	REACTION	REBBIE JACKSON	20
25	34	LOVE YOU DOWN	READY FOR THE WORLD	36
26	32	NO HOW, NO WAY	RENE & ANGELA	29
27	38	KISS AWAY THE PAIN	PATTI LABELLE	39
28	33	THERE'S JUST SOMETHING ABOUT YOU	BEAU WILLIAMS	38
29	—	P.O.P. (PURSUITS OF PLEASURE) GENERATION	MTUME	45
30	—	LET'S GO OUT TONIGHT	LEVERT	48
31	35	JUMPIN' JACK FLASH	ARETHA FRANKLIN	28
32	10	KISSES IN THE MOONLIGHT	GEORGE BENSON	24
33	20	STAY A LITTLE WHILE, CHILD	LOOSE ENDS	32
34	39	S.O.S.	OLIVER CHEATHAM	41
35	—	CAUGHT UP IN THE RAPTURE	ANITA BAKER	49
36	27	ALL OF MY LOVE	GENOBIA JETER	37
37	—	I'M CHILLIN'	KURTIS BLOW	40
38	37	WILD AND FREE	THE DAZZ BAND	44
39	—	GOOD COMBINATION	PEABO BRYSON	50
40	—	LAST NIGHT I NEEDED SOMEBODY	SHIRLEY JONES	42

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## BLACK SINGLES BY LABEL

A ranking of distributing labels by the number of titles they have on the Hot Black Singles chart.

LABEL	NO. OF TITLES ON CHART
WARNER BROS. (6)	9
Geffen (1)	
Qwest (1)	
Tommy Boy (1)	
COLUMBIA (7)	8
Def Jam/Columbia (1)	
CAPITOL (6)	7
MTM (1)	
ELEKTRA (6)	7
Solar (1)	
MCA	7
POLYGRAM	7
Mercury (3)	
Atlanta Artists (2)	
Polydor (2)	
ATLANTIC (4)	6
Omni (2)	
MANHATTAN (3)	6
P.I.R. (3)	
MOTOWN (3)	6
Gordy (3)	
RCA (3)	6
Jive (2)	
Total Experience (1)	
A&M (4)	5
Virgin (1)	
EPIC (3)	5
Scotti Bros. (1)	
Tabu (1)	
ARISTA (3)	4
Jive (1)	
PROFILE	3
SELECT	2
BDA	1
CRITIQUE	1
FANTASY	1
Nob Hill (1)	
FAST FIRE	1
After Five (1)	
ISLAND	1
4th & B'Way/Island (1)	
R&R	1
RENDEZVOUS	1
SLEEPING BAG	1
Fresh (1)	
SUPERTRONICS	1
SUTRA	1
TOMMY BOY	1
WORD-UP	1

## BLACK SINGLES A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE	PUBLISHER - Licensing Org.	Sheet Music Dist.	
59 AIN'T NOTHIN' GOIN' ON BUT THE RENT	(Dum Di Dum, ASCAP)	St. Publishing)	
34 ALL CRIED OUT	(Mokojumbi, BMI/Myl Myl, BMI/Careers, BMI/Willesden, BMI) CPP	88 GIRLS AIN'T NOTHING BUT TROUBLE	(Not Listed)
37 ALL OF MY LOVE	(Fuss, ASCAP)	72 GIVE ME THE REASON	(April, ASCAP/Uncle Ronnie's, ASCAP/Dillard, BMI) CPP/ABP
87 ALWAYS	(Keith Diamond, BMI/Willesden, BMI/Yah Mo, BMI)	35 GOIN' TO THE BANK	(Tuneworks, BMI/Franne Gee, BMI/Rightsong, BMI/Nonpareil, ASCAP/Careers, BMI) CPP
94 ARMED AND DANGEROUS	(Golden Torch, ASCAP/Saggilire, ASCAP/April, ASCAP/Silver Sun, ASCAP/Martin Page, ASCAP/WB, ASCAP) CPP	50 GOOD COMBINATION	(WB, ASCAP/Peabo, ASCAP/Almo, ASCAP/Keecho, ASCAP) CPP/ALM
74 AS WE LAY	(Troutman's, BMI/Saja, BMI)	83 GOTTA SEE YOU TONIGHT	(Paul Simpson, BMI)
99 BROKEN GLASS	(Mycenae, ASCAP)	47 GRAVITY	(April, ASCAP/Second Nature, ASCAP/Blackwood, BMI/Janceps, BMI) CPP/ABP
7 CAN'T WAIT ANOTHER MINUTE	(Ensign, BMI/Boomers Mothers, BMI/Naked Prey, BMI) CPP	76 HEALING	(Nero, BMI/Hollysongs, BMI/WB, ASCAP/French Surf, ASCAP) CPP
49 CAUGHT UP IN THE RAPTURE	(WB, ASCAP/Do, ASCAP/Silver Sun, ASCAP)	12 HEAVEN IN YOUR ARMS	(WB, ASCAP/Silver Sun, ASCAP/DQ, ASCAP)
82 CHOCOLATE LOVER	(Billion/Burnt Out, BMI)	23 HOT! WILD! UNRESTRICTED! CRAZY LOVE!	(Willesden, BMI)
46 COAST TO COAST	(Promuse, BMI/Duke Bootee, BMI)	9 HUMAN	(Flyte Tyme, ASCAP)
85 COME SHARE MY LOVE	(Warner-Tamerlane, BMI/Buffalo Factory, BMI)	43 HUNGRY FOR YOUR LOVE	(Beach House, ASCAP)
15 COUNT YOUR BLESSINGS	(Nick-O-Val, ASCAP)	56 I WANNA BE WITH YOU	(Amazement, BMI)
22 CRACK KILLED APPLEJACK	(Jobete, ASCAP) CPP	93 I WANT YOU	(Jobete, ASCAP/Almo, ASCAP) CPP
21 CRAZY	(Shockadelica, ASCAP/Almo, ASCAP) CPP/ALM	58 IF YOU'RE READY (COME GO WITH ME)	(Irving, BMI) CPP/ALM
92 DESIRE	(Likasa/BMI)	60 IKE'S RAP/HEY GIRL	(Super Blue, BMI)
25 DON'T THINK ABOUT IT	(Duchess, BMI/Perk's, BMI)	40 I'M CHILLIN'	(Kuwa, ASCAP/Hugabut, ASCAP)
14 EARTH ANGEL (FROM "THE KARATE KID, PART II")	(Dootsie Williams, BMI)	3 I'M FOR REAL	(WB, ASCAP/E/A, ASCAP/Make It Big, ASCAP/Clarkee, BMI)
63 ERIC B. IS PRESIDENT	(Robert Hill, BMI)	96 INSECURE	(Uncle Artie, ASCAP)
62 EVEN WHEN YOU SLEEP	(Flyte Tyme, ASCAP/Avant Garde, ASCAP)	11 JEALOUSY	(Jay King IV, BMI)
57 FACTS OF LOVE	(Music Corp. Of America, BMI/Bayjun Beat, BMI)	19 JODY	(Virgin, ASCAP/Gratitude Sky, ASCAP/Polo Grounds, BMI) CPP
26 FLAME OF LOVE	(WB, ASCAP/Silver Sun, ASCAP/DQ, ASCAP)	67 JOYRIDE	(Mchoma, BMI)
84 GIRLFRIEND	(Kamalar Music/Let's Shine Music/Clinton	28 JUMPIN' JACK FLASH	(Abkco, BMI) CPP
		61 JUST FOR FUN	(ADRA, BMI/Guinea Farm, BMI)
		77 KINDNESS FOR WEAKNESS	(Supertronic, BMI/Unknown Renoun, BMI)
		39 KISS AWAY THE PAIN	(Mercy Kersey, BMI/L'il Mama, BMI)
		24 KISSES IN THE MOONLIGHT	(Gratitude Sky, ASCAP/Bellboy, BMI/When Words, BMI/Collide, BMI)
		75 L IS FOR LOVER	(WB, ASCAP/Gamson Songs, ASCAP/Jouissance, ASCAP)
		6 LADY SOUL	(Dream Dealers, ASCAP/Buchu, ASCAP/Arista, ASCAP) CPP
		42 LAST NIGHT I NEEDED SOMEBODY	(Downstairs, BMI/C'Index, BMI)
		48 LET'S GO OUT TONIGHT	(Trycet, BMI/Ferndiff, BMI)
		81 LET'S TRY AGAIN	(Colgems-EMI, ASCAP)
		5 A LITTLE BIT MORE	(Bush Burnin', BMI/Gene McFadden, BMI/Su-ma, BMI/Careers, BMI) CPP
		52 LOVE ALWAYS	(New Hidden Valley, ASCAP/Carole Bayer Sager, BMI/Broozeroones, BMI) CPP
		70 LOVE IS FOREVER	(Zomba, ASCAP)
		27 LOVE WILL CONQUER ALL	(Brockman, ASCAP/Dyad, BMI/Poppy's, ASCAP) CPP
		36 LOVE YOU DOWN	(Ready For The World, BMI/Excalibur Lace, BMI/Trixie Lou, BMI)
		69 MAGIC IN THE AIR	(Temp Co., BMI)
		30 THE MIDAS TOUCH	(Hip Trip, BMI/Midstar, BMI) CPP
		10 NAIL IT TO THE WALL	(Jobete, ASCAP/Perfect Punch, BMI) CPP
		86 A NIGHT TO REMEMBER	(Sloopus, BMI/Golden Horizon, BMI)
		29 NO HOW, NO WAY	(A La Mode, ASCAP/WB, ASCAP)
		16 OLD FRIEND	(Bellboy, BMI/De Creed, BMI)
		64 ONCE BITTEN TWICE SHY	(Vesta Seven, ASCAP/Almo, ASCAP/Sir Gant, BMI)
		90 ONCE IN A LIFETIME GROOVE	(House Of Champions, ASCAP/April, ASCAP/MGM-UA, ASCAP)
		100 ONE NIGHT OF LOVE	(RH, ASCAP)
		79 ONE PLUS ONE	(T-Boy, ASCAP/Fly Girl, ASCAP/Force M.D., ASCAP)
		98 PASSION FROM A WOMAN	(Gratitude Sky, ASCAP/Alexandra Kee, BMI)
		51 (POP POP POP POP) GOES MY MIND	(Trycet, BMI/Ferndiff, BMI)
		45 P.O.P. (PURSUITS OF PLEASURE) GENERATION	(Mtume, ASCAP)
		13 THE RAIN	(Def Jam, ASCAP)
		65 REACH OUT	(All Seeing Eye, ASCAP/PolyGram, ASCAP)
		20 REACTION	(Colgems-EMI, ASCAP)
		33 ROOM WITH A VIEW	(ATV Of Canada Ltd./Mussel Schwartz, BMI)
		1 SHAKE YOU DOWN	(Charles Family, BMI/Alti Bee, BMI/Grabbitt, BMI)
		80 SHE'S A STAR	(Black Lion, ASCAP/Captain Z, ASCAP/Val-re Joe, BMI)
		41 S.O.S.	(Critique, BMI/Fly Girl, BMI)
		78 SPLIT PERSONALITY	(ADRA, BMI/Ka:oc/Mokojumbi, BMI/Willesden, BMI)
		32 STAY A LITTLE WHILE, CHILD	(MCA, ASCAP/Erampton, ASCAP/Virgin, ASCAP) CPP
		91 STOP WATCH	(Stacey And Br:thers, ASCAP)
		95 STYLIN'	(Assorted, BMI/American League, BMI)
		71 SWEET LOVE	(Old Brompton Foad, ASCAP/Jobete, ASCAP) CPP
		31 TALK TO ME	(Music Corp. Of America, BMI/Franne Gee, BMI/Rightsong, BMI/Del Zorro, ASCAP/Summa-Booma, ASCAP)
		8 TASTY LOVE	(Bush Burnin', BMI)
		97 TEN WAYS OF LOVING YOU	(Len-lon, BMI/Cashouse, BMI/Idnyc-Derf, BMI)
		38 THERE'S JUST SOMETHING ABOUT YOU	(Beau Williams, BMI/Ensign, BMI) CPP
		55 THUNDER AND LIGHTNING	(T-Boy, ASCAP/Fly Girl, ASCAP)
		68 TIGHT FIT	(April, ASCAP/Blackwood, BMI/Henry Suemay, BMI)
		73 TWO OF HEARTS	(On The Note, BMI/Bug, BMI/Tim Green, ASCAP/Four Buddies, ASCAP) CPP
		4 TYPICAL MALE	(WB, ASCAP/Almo, ASCAP/Myaxe, PRS/Good Single, PRS) CPP/ALM
		53 UNFAITHFUL SO MUCH	(Forcelul, BMI/Willesden, BMI)
		54 WALK THIS WAY	(Daksel, BMI/Umhappell, BMI)
		18 WHAT DOES IT TAKE (TO WIN YOUR LOVE)	(Jobete, ASCAP/Stone, BMI) CPP
		17 WHEN I THINK OF YOU	(Flyte Tyme, ASCAP)
		44 WILD AND FREE	(Mac-man, ASCAP/Blackwood, BMI/Kuzii, BMI/Dazzberry Jam, ASCAP/April, ASCAP) CPP/ABP
		2 WORD UP	(All Seeing Eye, ASCAP/PolyGram, ASCAP/Better Days, BMI/PolyGram Songs, BMI)
		89 YOU BE ILLIN'	(Pratoons, ASCAP/Rush Groove, ASCAP)
		66 YOU'RE MY FIRST, MY LAST, MY EVERYTHING	(Sa-vette, BMI/Six Continents, BMI)

**SHEET MUSIC AGENTS**  
are listed for piano/vocal sheet music copies and may not represent mixed folio rights.

ABP April Blackwood	CPP Columbia Pictures
ALM Almo	HAN Hansen
B-M Belwin Mills	HL Hal Leonard
B-3 Big Three	IMM Ivan Mozull
BP Bradley	MCA MCA
CHA Chappell	PSP Peer Southern
CLM Cherry Lane	PLY Plymout
CPI Cimino	WBM Warner Bros.

# OF THE CHART TALENT SEEN IN THIS SECTION... CHANCES ARE, MOST ARE WITH NORBY WALTERS ASSOCIATES

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FOR WEEK ENDING OCTOBER 25, 1986

Billboard.

# TOP BLACK ALBUMS™

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THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
				★ ★ NO. 1 ★ ★	
1	2	3	5	CAMEO ATLANTA ARTISTS 830-265-1/POLYGRAM	WORD UP
2	1	2	29	ANITA BAKER ● ELEKTRA 60444 (8.98) (CD)	RAPTURE
3	3	1	20	RUN-D.M.C. ▲ <sup>2</sup> PROFILE 1217 (8.98) (CD)	RAISING HELL
4	5	5	12	ORAN "JUICE" JONES DEF JAM BFC 40367/COLUMBIA	JUICE
5	4	4	7	LIONEL RICHIE MOTOWN 6158 ML (9.98) (CD)	DANCING ON THE CEILING
6	7	10	14	THE TEMPTATIONS GORDY 6207 GL/MOTOWN (8.98)	TO BE CONTINUED
7	6	6	35	JANET JACKSON ▲ <sup>2</sup> A&M SP-5106 (8.98) (CD)	CONTROL
8	8	8	10	LEVERT ATLANTIC 81669-1 (8.98)	BLOODLINE
9	11	19	3	TINA TURNER CAPITOL PJ-12530 (9.98) (CD)	BREAK EVERY RULE
10	9	7	23	BILLY OCEAN ▲ JIVE JL8-8409/ARISTA (8.98) (CD)	LOVE ZONE
11	10	9	23	WHODINI ● JIVE JL8-8407/ARISTA (8.98) (CD)	BACK IN BLACK
12	12	18	5	ASHFORD & SIMPSON CAPITOL ST 12469 (9.98)	REAL LOVE
13	16	22	5	MAZE FEATURING FRANKIE BEVERLY CAPITOL SWBB-12479 (9.98)	LIVE IN LOS ANGELES
14	26	36	4	GREGORY ABBOTT COLUMBIA BFC 40437	SHAKE YOU DOWN
15	NEW ▶		1	LUTHER VANDROSS EPIC 40415	GIVE ME THE REASON
16	18	17	46	LISA LISA & CULT JAM WITH FULL FORCE COLUMBIA FC 40135 (CD)	LISA LISA & CULT JAM WITH FULL FORCE
17	19	24	6	HOWARD HEWETT ELEKTRA 60487-1 (8.98)	I COMMIT TO LOVE
18	15	15	7	KENNY G. ARISTA AL8-8427 (8.98) (CD)	DUOTONES
19	20	11	23	PATTI LABELLE ▲ MCA 5737 (8.98) (CD)	WINNER IN YOU
20	17	14	13	JEAN CARNE OMNI 90492/ATLANTIC (8.98)	CLOSER THAN CLOSE
21	23	23	6	GEORGE BENSON WARNER BROS. WB 1-2547 (8.98)	WHILE THE CITY SLEEPS ...
22	22	25	6	FIVE STAR RCA AFL1-9501 (8.98)	SILK & STEEL
23	13	13	13	SHIRLEY JONES P.I.R. ST-53031/MANHATTAN (8.98)	ALWAYS IN THE MOOD
24	14	12	17	JEFFREY OSBORNE ● A&M SP-5103 (8.98) (CD)	EMOTIONAL
25	25	30	7	PHYLLIS HYMAN P.I.R. ST 53029/MANHATTAN (9.98)	LIVING ALL ALONE
26	21	16	13	UTFO SELECT SEL 21616 (8.98)	SKEEZER PLEEZER
27	24	20	7	GWEN GUTHRIE MERCURY 829-532/POLYGRAM	GOOD TO GO LOVER
28	28	21	21	MIDNIGHT STAR ● SOLAR 60454/ELEKTRA (8.98) (CD)	HEADLINES
29	27	27	9	MELBA MOORE CAPITOL ST 12471 (9.98)	A LOT OF LOVE
30	35	—	2	AL JARREAU WARNER BROS. 25477-1 (8.98) (CD)	L IS FOR LOVER
31	31	33	17	JERMAINE STEWART 10/ARISTA AL8-8395/ARISTA (8.98) (CD)	FRANTIC ROMANTIC
32	33	26	82	WHITNEY HOUSTON ▲ <sup>6</sup> ARISTA AL8-8212 (8.98) (CD)	WHITNEY HOUSTON
33	32	29	11	FULL FORCE COLUMBIA BFC 40395	FULL FORCE GET BUSY ONE TIME
34	36	40	70	RENE & ANGELA ● MERCURY 824607-1M1/POLYGRAM (CD)	STREET CALLED DESIRE
35	50	—	2	WHISTLE SELECT SEL 21615 (8.98)	WHISTLE
36	34	31	37	MELI'SA MORGAN CAPITOL ST-12434 (8.98)	DO ME BABY
37	29	28	20	EL DEBARGE ● GORDY 6181GL/MOTOWN (8.98) (CD)	EL DEBARGE
38	38	43	16	CLARENCE CARTER ICHIBAN 1003 (8.98)	DR. C.C.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
39	39	41	9	THE DAZZ BAND GEFEN GH5 24110/WARNER BROS. (8.98)	WILD AND FREE
40	41	34	14	PIECES OF A DREAM MANHATTAN ST-53023/EMI-AMERICA (8.98)	JOYRIDE
41	37	37	6	JAMES INGRAM QWEST 1-25424/WARNER BROS. (8.98)	NEVER FELT SO GOOD
42	30	32	17	BOB JAMES/DAVID SANBORN WARNER BROS. 25390 (8.98) (CD)	DOUBLE VISION
43	40	38	9	L.A. DREAM TEAM MCA 5779 (8.98)	KINGS OF THE WEST COAST
44	NEW ▶		1	JESSE JOHNSON A&M SP-5122	SHOCKADELICA
45	43	39	9	CHAKA KHAN WARNER BROS. 25425 (8.98) (CD)	DESTINY
46	46	—	2	STACEY Q ATLANTIC 81676 (8.98)	BETTER THAN HEAVEN
47	47	52	5	R.J.'S LATEST ARRIVAL MANHATTAN ST-53037 (9.98)	HOLD ON
48	48	65	3	BEAU WILLIAMS CAPITOL ST-12486 (9.98)	NO MORE TEARS
49	49	56	7	CARL ANDERSON EPIC 40410	CARL ANDERSON
50	61	—	2	STACY LATTISAW MOTOWN 6212 ML (8.98)	TAKE ME ALL THE WAY
51	45	42	13	BOOGIE BOYS CAPITOL 12488 (8.98)	SURVIVAL OF THE FRESHEST
52	42	35	24	THE S.O.S. BAND TABU FZ 40279/EPIC (8.98) (CD)	SANDS OF TIME
53	NEW ▶		1	KURTIS BLOW MERCURY 830 215-1 M-1/POLYGRAM	KINGDOM BLOW
54	57	48	14	CON FUNK SHUN MERCURY 826 963-1/POLYGRAM	BURNIN' LOVE
55	66	71	3	FATBURGER GOLDEN BOY 2001/OPTIMISM (CD)	ONE OF A KIND
56	56	60	5	GEORGE DUKE ELEKTRA 960480-1 (8.98)	GEORGE DUKE
57	67	—	2	BOBBY JIMMY & THE CRITTERS MACOLA MRC 0933 (8.98)	ROACHES IN THE BEGINNING
58	53	47	6	MADONNA ▲ <sup>2</sup> SIRE 1-25442/WARNER BROS. (8.98) (CD)	TRUE BLUE
59	65	—	2	THE HUMAN LEAGUE A&M SP 5129 (8.98) (CD)	CRASH
60	52	50	44	L.L. COOL J ● COLUMBIA BFC 42039 (CD)	RADIO
61	NEW ▶		1	REBBIE JACKSON COLUMBIA BFC 40364	REACTION
62	64	64	7	EARL KLUGH WARNER BROS. 25478 (8.98)	LIFE STORIES
63	73	—	2	JAMES (D-TRAIN) WILLIAMS COLUMBIA BFC 40465	MIRACLES OF THE HEART
64	63	54	48	NEW EDITION ▲ MCA 5679 (8.98) (CD)	ALL FOR LOVE
65	NEW ▶		1	LOOSE ENDS MCA 5745	THE ZAGORA
66	60	69	24	WILLIAM BELL WILBE WIL 3001 (8.98)	PASSION
67	54	46	8	STEVE WINWOOD ISLAND 25448/WARNER BROS. (8.98) (CD)	BACK IN THE HIGHLIFE
68	55	49	21	NU SHOZZ ATLANTIC 81647 (8.98) (CD)	POOLSIDE
69	NEW ▶		1	JAMES BROWN SCOTTI BROS. FZ 40380/EPIC	GRAVITY
70	70	63	27	CA\$HFLOW ATLANTA ARTISTS 826028-1M1/POLYGRAM	CA\$HFLOW
71	44	45	6	GLENN JONES RCA AFL1-5807 (8.98)	TAKE IT FROM ME
72	59	62	39	FORCE M.D.'S WARNER BROS./TOMMY BOY TB 1010/WARNER BROS. (8.98)	CHILLIN'
73	68	53	17	MTUME EPIC FE 40292	THEATER OF THE MIND
74	74	—	31	JOHNNIE TAYLOR MALACO MAL 7431 (8.98)	WALL TO WALL
75	58	58	5	DENIECE WILLIAMS COLUMBIA FC 40084	HOT ON THE TRAIL

Albms with the greatest sales gains this week. (CD) Compact disk available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units, with each additional million indicated by a numeral following the symbol. \*CBS Records and PolyGram Records do not issue a suggested list price for its product.

# HOT LATIN 50™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL	Compiled from national Latin radio airplay reports.	TITLE
					★★ NO. 1 ★★	
1	2	1	4	FRANCO PEERLESS		TODA LA VIDA
2	1	3	4	EMMANUEL RCA		TODA LA VIDA
3	3	2	4	JUAN GABRIEL ARIOLA		YO NO SE QUE ME PASO
4	4	4	4	ROCIO DURCAL ARIOLA		LA GUIRNALDA
5	5	7	4	PANDORA EMI		SOLO E... Y YO
6	7	5	4	BEATRIZ ADRIANA MELODY		HASTA CLANDO
7	6	6	4	LOS YONICS PROFONO		CORAZON VACIO
8	9	16	4	JOSE FELICIANO RCA		SE ME SIGUE OLVIDANDO
9	10	11	4	LISSETTE CBS		EVA
10	8	8	4	JOAN SEBASTIAN Y PRISMA MUSART		OIGA
11	11	9	4	CAMILO SESTO ARIOLA		ME LA ESTAS PONIENDO DIFICIL
12	12	15	4	NICOLA DI BARI CBS		ROSA
13	19	—	2	JOSE JOSE ARIOLA		Y QUIEN PUEDE SER
14	14	10	4	EDDIE SANTIAGO TH		TU ME QUEMAS
15	15	19	4	JORGE RIGO SONOTONE		NO RENUNCIARE
16	16	33	4	FRESAS PHILIPS		COMO NO QUERERTE A TI
17	26	—	2	PRISMA PEERLESS		DE COLOR DE ROSA
					★★★ POWER PICK ★★★	
18	30	48	3	MIAMI SOUND MACHINE CBS		NO ME VUELVO A ENAMORAR
19	13	31	4	EL GRAN COMBO COMBO		GARANTIA
20	18	13	4	FLANS MELODY		NO CONTROLES
21	17	20	4	CARIDAD CANELON SONOTONE		ATFEVETE
22	22	21	4	ROBERTO CARLOS CBS		DE CORAZON A CORAZON
23	23	22	4	BONNY CEPEDA RCA		ASESINA
24	20	18	4	ROCIO JURADO EMI		VIBRO
25	28	30	4	DIEGO VERDAGUER PROFONO		ESTOY CELOSO
26	32	12	4	EL GRAN COMBO COMBO		POR ELLA
27	29	42	3	CARMIN EMI		OTRA SEMANA
28	36	28	4	JOSE LUIS PERALES CBS		LA PRIME RA VEZ
29	37	14	4	LUIS ANGEL A&M		TU ME Q JEMAS
30	31	27	3	SOPHY VELVET		SOLA
31	24	24	4	GILBERTO SANTA ROSA COMBO		SIN UN AMOR
32	43	37	4	ROCIO DURCAL ARIOLA		QUEDATE CONMIGO ESTA NOCHE
33	33	—	3	YURI RCA		DAME UN BESO
34	21	23	4	JOSE JOSE ARIOLA		PRUEBAME
35	35	34	4	LAS DIEGO CBS		QUEMARE
36	38	—	2	JOHNNY VENTURA CBS		EL LUNAR
37	27	25	4	MENUDO RCA		BESAME
38	47	26	4	BOBBY VALENTIN BRONCO		PART TIME LOVER
					★★★ HOT SHOT DEBUT ★★★	
39	NEW ▶	1	1	DANIELA ROMO ODEON		DE MI ENAMORATE
40	25	29	3	CHAYANNE ARIOLA		YUELVE
41	50	—	2	NAPOLEON ARIOLA		NUNCA CAMBIAS
42	42	—	2	GRUPO EL TIEMPO ROCIO		TU EX-AMOR
43	NEW ▶	1	1	LUCERITO MUSART		ERA LA PRIMERA VEZ
44	41	17	4	THE NEW YORK BAND KAREN		COLE
45	NEW ▶	1	1	NELSON NED EMI		FIERA
46	NEW ▶	1	1	ERICA BUENFIL SONOTONE		EL ENGANO
47	NEW ▶	1	1	LIBERACION DISA		EL MUNECO
48	44	45	4	ROBERTO CARLOS CBS		CONTRADICCIONES
49	48	47	4	SANDY REYES SR		ENAMORAR
50	34	—	2	LUNNA TELE		NI PRINCESA NI ESCLAVA

○ Products with the greatest airplay gains this week.

# LATIN NOTAS

by Enrique Fernandez



AFTER 30 YEARS in the music business, merengue star Johnny Ventura has signed with a major, Discos CBS International, the company's label for the Latin U.S. and Puerto Rico. The CBS signing crowns a career of 82 LPs, seven of which have gone gold.

Ventura's debut album with the major, "El Señor Del Merengue" (see review below), entered the Top Latin Albums chart last week at No. 10 in the Tropical/Salsa category, and the cut "El Lunar" made it to

## Johnny Ventura makes it to the majors after 30 years

the Hot Latin 50 airplay chart at No. 39.

Ventura's velvety voice got him into show business in his native Dominican Republic 30 years ago as a radio announcer. But it was as a merengue performer that he made his mark. Backed by a first-rate band, Ventura sings lead vocals and prances on stage with such energy and pizzazz that rock/r&b critics have compared him to such legendary artists as James Brown.

His material is racy: Ventura specializes in the double-entendre lyrics that are popular in merengue. And his hip-swiveling performances follow suit. Still, off stage Ventura presents a quiet, dignified image, as befits a former Dominican congressman and the current vice mayor of Santo Domingo.

Ventura's U.S. performances have taken place in venues like New York's Madison Square Garden and Carnegie Hall, Los Angeles' Hollywood Palladium, San Francisco's San Franciscan Hall, Chicago's Aragon, Houston's Astro Village Hotel, and Miami's Dennis Keep Auditorium. In Puerto Rico, Ventura has played San Juan's Roberto Clemente Stadium. On

stage and on record Ventura has distinguished himself as a world-class artist; the CBS signing can be seen as a sign of recognition as well as an indication of merengue's growing marketability.

WE APPRECIATE OUR READERS' positive letters about our expanded Latin section. Queries about the Top Latin Albums sales chart or the Hot Latin 50 airplay chart should be addressed to Carlos Agudelo, Billboard, 1515 Broadway, New York, N.Y. 10036.

AS PART OF THIS EXPANDED section, we are now publishing Latin album reviews on alternate weeks. We are interested in reviewing all kinds of Latin LPs: ballads, salsa, merengue, rancheras, norteño, tejano, Mexican tropical, Colombian cumbia and vallenato, Central American music, Andine music, tangos, Miami sound, L.A. sound, Brazilian, Latin jazz, fusion. As long as it's Latin and released in the U.S., we'll consider it for review.

THIS COLUMN WILL CONTINUE to publish information about the salsa underground. That means the salsa shows on noncommercial FM stations throughout the country. If you have not been listed here, please send us the station's call letters, the name of the show, the hours it's on, and the names of the people involved in producing and broadcasting it.

OUR SEPT. 13 column on the Sonotone label mistakenly implied that it held the DICESA license, when it fact the U.S. licensee is TH... Famed MC Raul Velasco, from "Siempre En Domingo," co-hosts the Oct. 17 SIN-TV show "Camino A La OTI"... Product and production manager Jorge Jure is no longer with the Sonotone label.

## Latin Album Reviews

**JOHNNY VENTURA** *El Señor Del Merengue*—Producers: Jorge Taveras & Johnny Ventura; Discos CBS DIL-10440. The rich, elegant arrangements showcase Ventura's distinctive, smoky vocals and the clever, racy lyrics. The dance groove is also the best. Even when it's double-time, the beat just flows.

**JUAN GABRIEL** *Pensamientos*—Producer: Juan Gabriel; Ariola IL8-6078. The Juan Gabriel sound at its most typical, which means Chuck Anderson's updated-mariachi arrangements of Gabriel's own songs. The hook, though, is the Mexican star's heartbreaking vocals, halfway between pop and traditional. Includes the top radio single "Yo No Sé Que Me Pasó."

**MILAGROS HERNANDEZ** *La Milagros*—Producer: Pareja Records; TH AM2398. Earthy, romantic vocals and a danceable groove give this album its distinctive appeal. Mostly salsa, but the merengue numbers are also the real item, recorded in the Dominican Republic with local musicians. The cut "Encuentro Sabroso" features a duet with Puerto Rican sonero Andy Montañez; *sabroso* indeed.

**CARMIN** *Cerca De Ti*—Producers: K.C. Porter & José Quintana; A y M SP37017. Romantic lyrics with pop/dance hooks characterize the new A&M album by the successful Mexican girl group. Smooth production.

**ROCIO DURCAL** *Siempre*—Producer: Juan Gabriel; Ariola IL8-6075. Through her successful collaborations with Gabriel, the Spanish singer has become an accomplished mistress of Mexican pop. Includes the radio hit "La Guirnalda."

**PAQUITO GUZMÁN** *Champán Y Ron*—Producer: Frank Torres; TH AM2411. Salsa covers of Latin pop hits. Some of them lose a bit in translation. Guzmán's vocal style can be too dry for these steamy ballads, particularly when one compares them to the full-throated originals.

**ANGELA CARRASCO** *La Candela*—Producer: Oscar Gómez; Ariola IL7-6099. The Spanish-based Dominican diva goes Caribbean in one cut: a duet with Celia Cruz to a souped-up salsa beat. The rest is pure Spanish pop, well produced but cooked over a very low flame.

**LOS VECINOS** *Special Delivery*—Producers: Raphael Vázquez & Milly Quezada; RCA International 7535. A sprightly, sophisticated merengue romp from these New York Dominicans. Intelligent and subtle use of new technology to enhance, rather than overpower, the traditional dance groove. When they sing chorus, sisters Milly and Jocelyn are tropical angels.

## Talent in Action

**FLORA PURIM & AIRTO MOREIRA**  
*At My Place, Los Angeles*  
Tickets: \$10.50

TWENTY-ONE YEARS after its first appearance, the Brazilian husband-and-wife team of Flora Purim and Airto Moreira has lost none of its extraordinary vocal and percussive skill. At this Sept. 27 concert, the couple showed that its musical talent has matured and deepened; its fusion of jazz and Brazilian

forms is richer and more natural than ever.

The first of two sets opened with two excellent jazz instrumentals, followed by a long, lively version of Purim & Return To Forever's classic "Light As A Feather," which was highlighted by her fluid, two-microphone (one for delay) freeform flights.

Moreira, backed by drummer Celso Alberti, kept the rhythms infectious with his exotic array of per-

cussion instruments. There were six others in the band, including keyboardist Marcos Silva, who wrote "Two Minutes Apiece" and "Garimpo" from the new Purim & Moreira album, "The Magicians."

One of the evening's highlights was Moreira's solo spot with a tambourine, in which he sang and dexterously banged out maracatu, baião, umbanda, and street samba rhythms.

CHRIS MCGOWAN

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**TOP CLASSICAL ALBUMS™**

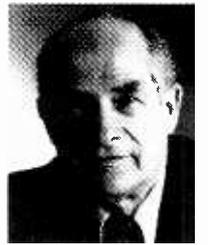
THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
Compiled from a national sample of retail store sales reports.				
1	1	10	<b>★★ NO. 1 ★★</b> <b>HOROWITZ: THE STUDIO RECORDINGS</b> 4 weeks at No. One DG 419-217 (CD)	VLADIMIR HOROWITZ
2	2	36	<b>HOROWITZ: THE LAST ROMANTIC</b> DG 419-045 (CD)	VLADIMIR HOROWITZ
3	3	12	<b>KATHLEEN BATTLE SINGS MOZART</b> ANGEL DS-38297 (CD)	KATHLEEN BATTLE
4	4	20	<b>ROMANCES FOR SAXOPHONE</b> CBS M-42122 (CD)	BRANFORD MARSALIS
5	5	8	<b>ANNIVERSARY</b> LONDON 417-362 (CD)	LUCIANO PAVAROTTI
6	6	32	<b>PLEASURES OF THEIR COMPANY</b> ANGEL DS-37351 (CD) KATHLEEN BATTLE, CHRISTOPHER PARKENING	
7	17	4	<b>DVORAK: CELLO CONCERTO</b> CBS IM-42206 (CD)	YO-YO MA
8	7	30	<b>TOMASI/JOLIVET: TRUMPET CONCERTOS</b> CBS IM-42096 (CD)	WYNTON MARSALIS
9	9	102	<b>AMADEUS SOUNDTRACK</b> FANTASY WAM-1791 (CD) ● NEVILLE MARRINER	
10	8	12	<b>PURCELL: DIDO AND AENEAS</b> PHILIPS 416-299 (CD)	JESSYE NORMAN
11	10	18	<b>THE KRONOS QUARTET</b> NONESUCH 79111	THE KRONOS QUARTET
12	12	20	<b>BEETHOVEN: PIANO CONCERTO NO. 5</b> PHILIPS 416-215 (CD)	CLAUDIO ARRAU
13	<b>NEW▶</b>		<b>PUCCINI: TOSCA</b> LONDON 414-597 (CD)	KIRI TE KANAWA
14	13	28	<b>COPLAND: BILLY THE KID/ RODEO</b> ANGEL DS-37357 (CD) SAINT LOUIS SYMPHONY (SLATKIN)	
15	11	22	<b>TCHAIKOVSKY: PIANO CONCERTO NO. 1</b> DG 415-122 (CD)	IVO POGORELICH
16	15	8	<b>THE MUSIC OF DEBUSSY - CLAIR DE LUNE</b> RCA HRC1-7173 (CD)	JAMES GALWAY
17	<b>NEW▶</b>		<b>VERDI: OTELLO</b> ANGEL 1 (CD)	PLACIDO DOMINGO
18	14	70	<b>GERSHWIN: RHAPSODY IN BLUE</b> CBS IM-39699 (CD) LOS ANGELES PHILHARMONIC (THOMAS)	
19	16	6	<b>CHOPIN: PIANO SONATAS NOS. 2 &amp; 3</b> DG 415-346 (CD)	POLLINI
20	18	6	<b>STRAUSS: THE ALPINE SYMPHONY</b> PHILIPS 416-156 (CD) CONCERTGEBOUW ORCHESTRA (HAITINK)	
21	<b>NEW▶</b>		<b>MOZART: THE MARRIAGE OF FIGARO</b> PHILIPS 416-370 (CD) ACADEMY OF SAINT MARTIN-IN-THE-FIELDS (MARRINER)	
22	20	24	<b>RACHMANINOV: PIANO CONCERTOS 2 &amp; 4</b> LONDON 414-475 (CD)	VLADIMIR ASHKENAZY
23	22	86	<b>WEBBER: REQUIEM</b> ANGEL DFO 38218 (CD)	DOMINGO, BRIGHTMAN (MAAZEL)
24	24	358	<b>PACHELBEL: CANON/FASCH: TRUMPET CONCERTO</b> RCA FRL1-5468 ● PAILLARD CHAMBER ORCHESTRA	
25	25	168	<b>HAYDN/HUMMEL/L MOZART: TRUMPET CONCS.</b> CBS IM-37846 (CD) WYNTON MARSALIS, NATIONAL PHILHARMONIC ORCH. (LEPPARD)	

**TOP CROSSOVER ALBUMS™**

THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	1	10	<b>★★ NO. 1 ★★</b> <b>DOWN TO THE MOON</b> CBS FM-42255 (CD) 6 weeks at No. One	ANDREAS VOLLENWEIDER
2	3	10	<b>BEGIN SWEET WORLD</b> RCA AML1-7124 (CD)	RICHARD STOLTZMAN
3	2	10	<b>BEAUTIFUL DREAMER</b> LONDON 417-242 (CD)	MARILYN HORNE
4	<b>NEW▶</b>		<b>RODGERS &amp; HAMMERSTEIN: SOUTH PACIFIC</b> CBS SM-42205 (CD) TE KANAWA, CARRERAS	
5	4	10	<b>SONGS FROM LIQUID DAYS</b> CBS FM-39564 (CD)	PHILIP GLASS
6	5	10	<b>BERNSTEIN: WEST SIDE STORY (HIGHLIGHTS)</b> DG 415-963 (CD) TE KANAWA, CARRERAS (BERNSTEIN)	
7	6	10	<b>BACHBUSTERS</b> TELARC 10123 (CD)	DON DORSEY
8	8	10	<b>BERNSTEIN: WEST SIDE STORY</b> DG 415-253 (CD) TE KANAWA, CARRERAS (BERNSTEIN)	
9	7	10	<b>SWING, SWING, SWING</b> PHILIPS 412-626 (CD)	BOSTON POPS (WILLIAMS)
10	10	6	<b>OPERA SAUVAGE</b> POLYDOR 829-663	VANGELIS
11	9	10	<b>ECHOES OF LONDON</b> CBS FM-42119	JOHN WILLIAMS
12	11	10	<b>BLUE SKIES</b> LONDON 414-666 (CD)	KIRI TE KANAWA (RIDDLE)
13	12	10	<b>SAVE YOUR NIGHTS FOR ME</b> CBS FM-39866 (CD)	PLACIDO DOMINGO
14	13	10	<b>BACH ON WOOD</b> CBS M-39704	BRIAN SLAWSON
15	15	10	<b>SYNCPATED CLOCK</b> PRO ARTE CDD-264 (CD)	ROCHESTER POPS (KUNZEL)

(CD) Compact disk available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units.

**CLASSICAL KEEPING SCORE**  
by Is Horowitz



**PICTURE THIS:** Music taken from RCA Red Seal and Erato recordings will make up the score of "Aria," a feature movie that will probe new visual approaches to music on film—and, perhaps, video. The production is being undertaken jointly by RCA Video Productions and Virgin Vision.

Ten film directors, including such luminaries as Robert Altman, Bruce Beresford, and Jean-Luc Godard, will create visual sequences to familiar arias without reference to their action content in the source operas. Don Boyd is producer; Bill Bryden directs.

**10 directors join to make a film based on famous arias**

Although theaters will be the initial exploitation medium for "Aria," home video is also planned. Ernie Gilbert, head of Video Arts International, serves as project consultant.

**THE ALBUM SIGNING** session by Vladimir Horowitz at Tower's Lincoln Center store in New York Oct. 14 drew record crowds. Current activity is unprecedented for the master pianist. Just set are late October recitals in Boston and Chicago, and a European junket next month slated to include appearances in Frankfurt and Amsterdam. A December concert in refurbished Carnegie Hall is planned, and discussions with his current label, Deutsche Grammophon, may lead to a long-awaited concerto recording.

**LONGER-FORM VIDEO:** Kultur has secured home video rights to the original nine-hour version of "Wag-

ner: The Complete Epic," starring Richard Burton. A five-hour home video version was released by Embassy Entertainment. Due out in mid-November, the four-cassette package lists at \$249.95.

But "Wagner" is not the only jumbo video in the Kultur catalog. President Dennis Hedlund points to his company's 10-hour package of "The Life of Verdi."

**PASSING NOTES:** The latest (12th) edition of the Schwann Artist Issue has just been released, larger than ever at 400 pages, encompassing some 35,000 listings, by performers, of recordings currently available on LP, tape, and compact disk. Reference tome carries a cover price of \$6.95.

Northeastern Records is releasing its first CD-only album, a program of music by the New England composer John Knowles Paine. Joseph Silverstein and Jules and Virginia Eskin perform. A collection of Roland Hayes performances will shortly be issued, says Northeastern's marketing director Michael Rosenberg, to mark the centenary of the baritone's birth.

Larry Kraman of Newport Classics is taking off for London this week to produce a pair of recordings with the Philomusica Antiqua Orchestra. Among the works to be recorded are Beethoven's "Choral Fantasy" and Piano Concerto No. 1. Anthony Newman is fortepiano soloist, and Stephen Simon conducts. Period instruments, of course.

Greater recording activity can be expected from the Cincinnati Symphony as orchestra management increases its electronic media guarantee under a new union contract. The guarantee per player rises to \$2,340 per year in the last three years of the four-year pact. Over the term of the contract musician salaries rise, in a series of steps, to \$955 a week.

**GRASS ROUTE**  
by Linda Moleski



**HOMESTEAD RECORDS** of Rockville Centre, N.Y., continues to make inroads into the independent market as one of the leading forces of underground rock music. Formed two years ago as the in-house label of Dutch East Distributors, Homestead now houses some 70 titles by such artists as Squirrel Bait, Antietam, the Wombats, Big Black, Naked Raygun, and the Proletariat.

The label's latest releases are Australian rocker Nick Cave's "Kicking Against The Pricks" and Boston-based Volcano Suns' "All Night Lotus Party." The former is made up of cover versions of songs by artists ranging from Johnny Cash to Lou Reed. It's the third solo album by the former Birthday Party vocalist, and it features members of the Bad Seeds. "All Night..." was co-produced by Lou Giordano, whose credits include Moving Targets, Christmas, Uzi, Dredd Foole, and the Proletariat. Both albums are doing well on college radio, says label manager Gerard Cosloy.

New signings for Homestead include U.K.-based bands Red Lorry, Yellow Lorry and the Membranes. Both are expected to have releases out for Halloween, to be followed by some U.S. tour dates.

Though Homestead is owned and operated by Dutch East, the label sells to other distributors as well. P-op materials and co-op advertising are available.

**SEEDS & SPROUTS:** In the wake of the New York Mets' winning season, Buddah Records has reissued "The Amazing Mets." Originally released in 1969, the project was recorded by the team's players, coaches, and managers after they clinched the National League pennant. The collectors' package is expected to sell through

Christmas and is available at several retail outlets across the country... Singer/songwriter Bill Davino is making headway with his debut release, "Found." The single has been added to a number of AC playlists, he says, the first of which was WZLQ in Tupelo, Miss. "Found" is on Made In USA Records, based in North Hollywood, Calif. ... Restless/Pink Dust Records has reportedly dropped cassette prices 10 cents below its LPs in anticipation of the demise of black vinyl. "We're

**Homestead establishes itself in the market**

trying to open the door for more cassette sales and eventually the takeover of the CD as the people's choice," says label co-manager Steve Riccardo... DRG Records of New York makes its first entry into the CD market with Cleo Laine's "Cleo At Carnegie," Marilyn Monroe's "Marilyn Monroe Never Before And Never Again," Liza Minnelli's "The Act," and Gerry Mulligan & His Big Band's "Walk On The Water"... Golden Boy recording act Fattburger is making impressive moves on the Top Jazz Albums chart with its new release, "One Of A Kind." It is currently bulleted at No. 14.

**MARK YOUR CALENDARS:** As in the past, this year's CMJ Music Marathon will feature panels geared toward indie concerns. The event is set for Oct. 30-Nov. 2 at New York's Roosevelt Hotel. For more information, contact Joanne Abbot Green at 516-248-9600.

# HOT 100 SINGLES SPOTLIGHT

A weekly look behind the Hot 100 with Michael Ellis.

IT WAS A TIGHT race for the No. 1 spot on the Hot 100 this week. Both **Cyndi Lauper's** "True Colors" (Portrait) and **Tina Turner's** "Typical Male" (Capitol) showed strong gains in sales and airplay points, but Lauper comes out on top. Next week these two may fight it out again, with additional competition coming from two surging records: **Robert Palmer's** "I Didn't Mean To Turn You On" (Island), at No. 4, and **Boston's** "Amanda" (MCA), at No. 6 this week. Although a jump from No. 6 to No. 1 is very rare, Boston's point gains this week are so massive that a similar gain next week might see it challenge the top contenders.

**ANITA BAKER'S** "Sweet Love" (Elektra) moves into the top 10, making her debut Hot 100 record also her first top 10 record. Baker's point gains, especially in sales, are large enough to have provided a bigger jump if not for the large point gains of Boston and "Human" by the **Human League** (A&M), both of which jumped over Baker.

**WITH THE HUMAN LEAGUE'S** entry into the top 10, the perfect track record of Billboard's Hot 100 Airplay Power Picks continues: Every Power Pick/Airplay selection since the feature was introduced in December has made it to the top 10. The Human League earned the Power Pick for the first time when it was at No. 51 on the chart, so the Power Pick/Airplay is an early tip-off to radio programmers looking for a sure bet. This week's Power Pick/Airplay is last week's Hot Shot Debut, "Hip To Be Square" by **Huey Lewis & the News** (Chrysalis), which continues its winning ways at radio. Look for an even bigger jump next week as the record has the chance to accumulate top 30 sales points along with radio points. Only 10 stations on the Hot 100 panel have yet to add "Hip." **Lionel Richie's** "Love Will Conquer All" (Motown) is the Power Pick/Sales winner, with a top 10 report already coming from WKXX Birmingham, Ala.

**QUICK CUTS:** Eight new records debuted on the chart this week, led by **Survivor's** "Is This Love" (Scotti Bros.). Only one entry is by a new group, "The Future's So Bright, I Gotta Wear Shades" by Austin, Texas' **Timbuk 3** on I.R.S. **Five Star's** "Can't Wait Another Minute" (RCA), although still only in the 40s nationally, is going top 20 at almost every station playing it, including 24-16 at WXKS Boston, 7-6 at WPOW Miami, 6-6 at KMEL San Francisco, 19-15 at WSSX Charleston, S.C., and 22-18 at KZZP Phoenix. Similarly, the **Bangles'** "Walk Like An Egyptian" (Columbia), also in the 40s, is having enormous success in some markets, including 7-3 at Z-93 Atlanta, 8-7 at KTFM San Antonio, Texas, 2-1 at KZZB Beaumont, Texas, 6-4 at KPLZ Seattle, and 2-2 at KZZU Spokane, Wash. **Ben E. King's** reissue of "Stand By Me" (Atlantic), in the 40s, makes early jumps of 15-8 at KBEQ Kansas City, Mo., 7-17 at KSDO San Diego, and 15-11 at KIIS Los Angeles.

FOR WEEK ENDING OCTOBER 25, 1986

## Billboard HOT 100 SINGLES ACTION

### RADIO MOST ADDED

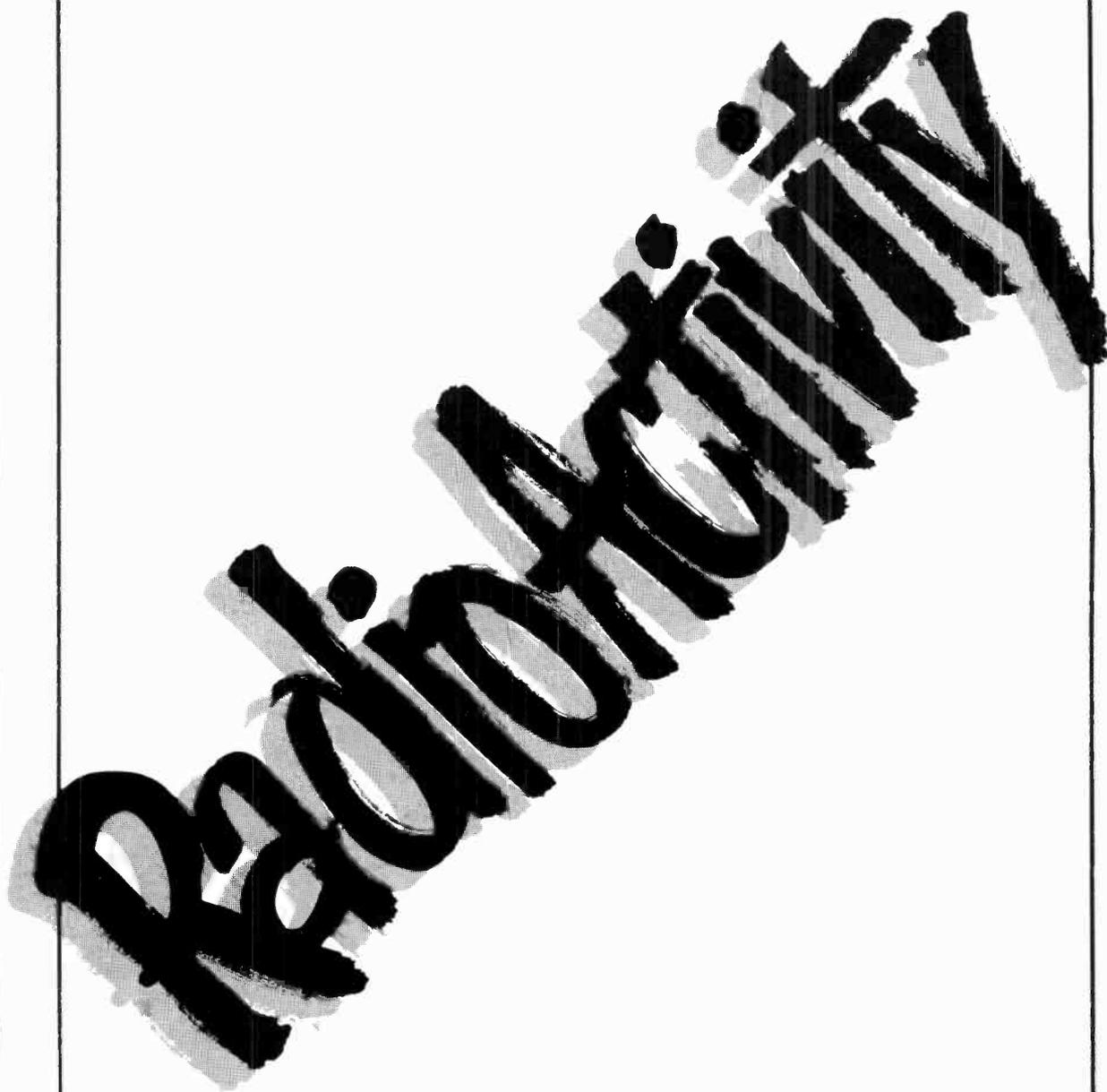
223 REPORTERS		NEW ADDS	TOTAL ON
<b>HOWARD JONES</b>	YOU KNOW I LOVE YOU ... DON'T YOU? ELEKTRA	67	127
<b>SURVIVOR</b>	IS THIS LOVE SCOTTI BROS.	54	54
<b>THE POLICE</b>	DON'T STAND SO CLOSE TO ME '86 A&M	51	52
<b>DARYL HALL</b>	FOOLISH PRIDE RCA	44	99
<b>THE PRETENDERS</b>	DON'T GET ME WRONG SIRE	43	118

Radio Most Added is a weekly national compilation of the five records most added to the playlists of the radio stations reporting to Billboard. Retail Breakouts is a weekly national indicator of those records with significant future sales potential based on initial market reaction at the retailers and one-stops reporting to Billboard. The full panel of radio reporters is published periodically as changes are made, or is available by sending a self-addressed stamped envelope to: Billboard Chart Dept., 1515 Broadway, New York, N.Y. 10036.

### RETAIL BREAKOUTS

172 REPORTERS		NUMBER REPORTING
<b>DAVID &amp; DAVID</b>	WELCOME TO THE BOOMTOWN A&M	24
<b>BILLY IDOL</b>	TO BE A LOVER CHRYSALIS	21
<b>BRUCE HORNSBY &amp; THE RANGE</b>	THE WAY IT IS RCA	20
<b>WANG CHUNG</b>	EVERYBODY HAVE FUN TONIGHT GEFEN	20
<b>WHAM!</b>	WHERE DID YOUR HEART GO? COLUMBIA	18

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# New Companies

**Starter Promotions**, a full-service record promotion company, formed by Jerry Duncan. Company will emphasize chart reporting stations. P.O. Box 110791, Nashville, Tenn. 37222; 615-331-4967.

**New Medium Records Inc.**, an independent label, formed by Steve Standard. Company will specialize in dance music. First release is "Skintight" by Wingate & Strafe. 140 Lawrence St., Brooklyn, N.Y. 11201; 718-625-2838.

**BootBlack Promotions**, a company specializing in servicing record pools with 12-inch product from central Florida artists, formed by Kirk Lynnard and Ernest James. 1174 Alicante Dr., Orlando, Fla. 32807; 305-281-4833.

**West Coast Promotions**, formed by Roger Hatcher. First clients include Casino Records and Heat Records. 6520 Selma Ave., Hollywood, Calif. 90028; 213-461-3127.

**Wallpaper Videos Ltd.**, a longform

music video production company, formed by Carol Davis. Company will produce fantasy videos designed for both home and office use. First release is "Hypnotic Places, Exotic Spaces." 9224 Raven Oaks, Omaha, Neb. 68152; 402-572-9214.

**"Enforcer" Records**, formed by Barry Drake. First release is "Gunslinger" by Tiffany & Co. 453 Seminole Rd., No. 20, Radcliff, Ky. 40160; 502-351-0289.

## Canadians Seize 'Bogus' Tapes

NEW YORK Police in Edmonton, Alberta, seized about 13,000 allegedly counterfeit cassettes upon execution of search warrants Oct. 3. The seizure included approximately 200 titles by top artists.

According to the Recording Industry Assn. of America, which has been involved in a joint investigation with the Canadian Recording Industry Assn., complaints received since December indicate that western Canada has been swamped with counterfeit cassettes from America.

The RIAA says the investigation continues, with charges pending by the Edmonton City Police Department and attorney general's office. Further information indicates that some 30,000 allegedly counterfeit cassettes were imported and distributed in Canada during a four-week period.



**Dexter Digs In.** A jazz jam session broke out at a party honoring Blue Note recording artist Dexter Gordon following the New York Film Festival premiere of "Round Midnight," in which Gordon stars. "The Other Side Of 'Round Midnight,'" an album featuring music from the film's soundtrack, will be released on Blue Note in mid-November. Taking time out are, from left, Bertrand Tavernier, the film's director; Bruce Lundvall, president of Manhattan/Blue Note Records and host of the bash; Gordon; and Irwin Winkler, the film's producer.

# Lifelines

### BIRTHS

Boy, Evan Alexander, to **Owen** and **Britt Husney**, Sept. 12 in Minneapolis. He is president of American Artists Corp.

Girl, Nicole Kathleen, to **Michael** and **Kathleen Boddicker**, Sept. 29 in Los Angeles. He is a composer and studio synthesist. She is the daughter of Bones Howe, vice president of music for Columbia Pictures.

Girl, Magda, to **Audrey Strahl** and **Tom Losonczy**, Sept. 30 in New York. She is director of publicity for A&M Records there.

Girl, Kate Lynn, to **Ken** and **Lisa Baumstein**, Oct. 2 in New York. He is vice president of marketing and artist development for Manhattan Records.

Girl, Amanda Lane, to **Sherry** and **Sam Ginsberg**, Oct. 2 in New York. She is national director of press and artist relations for PolyGram Records. He is a recording engineer.

### DEATHS

**Joe Buffalo**, 28, of injuries sustained in a car accident Sept. 21 in St. Louis. He was employed by Sight & Sound Distributors there

and played guitar and sang in the rock band Megalith. He is survived by his parents, three sisters, and five brothers.

**Mike Coolidge**, 62, of heart failure Sept. 26 in Los Angeles. He was a former West Coast regional sales manager for Columbia Records. In lieu of flowers, family members have asked that donations be made to the Michael Coolidge Scholarship Fund, c/o Jack Storti, CBS Records,

1801 Century Park West, Century City, Calif. 90067.

**Alphonse "Skippy" Schipani**, 61, following a brief illness Sept. 29 in Boston. He was a concert violinist and performed with Broadway show orchestras for many years. Schipani is survived by his wife, Nina; his daughter, Pia Zadora Riklis; and his granddaughter, Kady.

## EXECUTIVE TURNTABLE

(Continued from page 4)

ville. She had been professional manager for the past five years.

**PRO AUDIO/VIDEO.** **Lyn Healy** is named managing director of Vivid Productions Inc., a new American arm of the 2-year-old London-based video production firm. Healy was formerly with N. Lee Lacy/Associates.

**Constance Bullard** becomes syndication coordinator for Mediatech East. She had been with Bonneville Satellite Communications.

**RELATED FIELDS.** **Al Rush** is named chairman and **Robert Harries** is named president of the MCA Television Group, which includes Universal Television, MCA TV, MCA Television Ltd., MCA TV International, and MCA TV Enterprises. Both had been MCA Inc. vice presidents for the past five years. And **Kerry McCluggage** becomes president of Universal Television.

**Rene Ray** is named affiliate relations manager for Country Music Television in Nashville. She had been with MTV and the Disney Channel.

# ...newslines...

**WILLIAM KRAISLOVSKY**, the music industry attorney who has co-authored two major industry tomes, "This Business Of Music" and "More This Business Of Music," is set to teach a master's degree course at New York Univ. called "Ethics In The Entertainment Industry." According to Dick Broderick, director of the music business and technology degree programs at the university, Kraislowsky has been appointed adjunct professor and is also preparing a course for inclusion in the undergraduate degree program.

**DIANE SCHUUR**, the GRP Records vocalist, has signed with APA for worldwide representation. Schuur, who is managed by Paul Cantor, has just released her third album for the label, "Timeless." It contains band arrangements by Billy May, Johnny Mandel, Pat Williams, and Jeremy Lubbock.

**SAFETY TROOPERS:** Communicorp is a service video production company out of Lombard, Ill., that specializes in security and educational video products. The products instruct on topics such as the correct usages of safety belts and child-restraint devices. The company also seeks to heighten the awareness of the motoring public to the dangers of drinking and driving. Because of this service, company president Dr. John Moran, vice president Tim Bukowski, and production director Andy Lock were recently sworn in as honorary Illinois State Police Troopers.

**BOB LEVINSON**, Los Angeles-based entertainment public relations man for many years, will produce and write the third annual "Soap Opera Awards," a two-hour special for syndication from RKO Television and Program Partners Corp., New York. The show tapes Nov. 16 in Hollywood, with air dates starting later that month. Levinson's prior credits include the first and second annual Beach Music Awards.

# Calendar

*Weekly calendar of trade shows, conventions, award shows, seminars, and other notable events. Send information to Calendar, Billboard, 1515 Broadway, New York, N.Y. 10036.*

### OCTOBER

Oct. 24, **Music World**, O'Hare Expo Center, Rosemont, Ill. 813-443-5044.

Oct. 24, **Music Business Management Seminar**, Wyndham Hotel, Orlando, Fla. Al Schlesinger, 800-221-2747.

Oct. 25, **Reggae Report Magazine "Small Axe" Music Awards Show**, Konover Hotel Theatre, Miami Beach, Fla. 305-688-5522.

Oct. 27-28, **NARM Rackjobbers Conference**, La Posada, Scottsdale, Ariz. 609-424-7117.

Oct. 30, **Broadcast Music Inc. (BMI) Million-Airs Luncheon**, Plaza Hotel, New York. 212-586-

2368.

Oct. 30-Nov. 2, **CMJ Music Marathon/1986 New Music Awards**, Roosevelt Hotel, New York. 516-248-9600.

Oct. 31, **International Radio And Television Society Newsmaker Luncheon**, Waldorf-Astoria, New York, 212-867-6650.

### NOVEMBER

Nov. 1-2, **10th Annual Songwriters Expo**, Pasadena City College, Calif. Joanne Braheny 213-654-1666.

Nov. 3-7, **1986 London Market**, Gloucester Hotel, South Kensington, London, England. 212-752-8400.

Nov. 9, **International Association Of Professional Disc Jockeys (IAPDJ) D.J. & Club Expo '86; MasterMix Competition**, Independence Mall Holiday Inn, Philadelphia, Pa. Lee Donald, 609-596-0750.

## TDK REBATES

(Continued from page 3)

ty." Erol's Hollin sees little potential for fulfillment snags. "The reverse side of the [TDK] coupon spells it all out: allow six-eight weeks for the check, 8mm and VHC excluded, minimum number of four wrappers, the dated store receipt, and so on."

Handling the positioning of rebate offers is the tricky part, says Tower's Nikkel, who agrees with Hollins on avoiding hype. Nikkel says, "You have to be up-front about showing exactly what the customer will pay at the register. But you have to stay competitive in image because you know the other

dealers down the street will be netting down to ridiculous prices."

Tower, Nikkel adds, is still developing its ad copy strategy for this latest round of rebates.

Other brands now active with rebates are Maxell and JVC. Camelot's Stephenson says, "BASF has an NCAA sweater promotion and we've heard Fuji is about to come back into rebates."

The TDK offer was "beautifully" timed for Erol's, says Vans Stevenson, director of public relations for Erol's. "We have TDK as our brand of the month. We expect to move 100,000 pieces."

# Billboard. HOT 100 SALES & AIRPLAY™

A ranking of the top 40 singles by sales and airplay, respectively, with reference to each title's composite position on the main Hot 100 Singles chart.

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT 100 POSITION
1	3	TYPICAL MALE	TINA TURNER	2
2	5	TRUE COLORS	CYNDI LAUPER	1
3	4	HEARTBEAT	DON JOHNSON	5
4	2	WHEN I THINK OF YOU	JANET JACKSON	3
5	1	TWO OF HEARTS	STACEY Q	11
6	9	I DIDN'T MEAN TO TURN YOU ON	ROBERT PALMER	4
7	17	AMANDA	BOSTON	6
8	8	ALL CRIED OUT	LISA LISA & CULT JAM WITH FULL FORCE	8
9	10	A MATTER OF TRUST	BILLY JOEL	12
10	16	HUMAN	THE HUMAN LEAGUE	9
11	15	SWEET LOVE	ANITA BAKER	10
12	6	DON'T FORGET ME (WHEN I'M GONE)	GLASS TIGER	14
13	7	THROWING IT ALL AWAY	GENESIS	7
14	27	TRUE BLUE	MADONNA	13
15	21	WORD UP	CAMEO	17
16	13	HEAVEN IN YOUR EYES	LOVERBOY	20
17	23	TAKE ME HOME TONIGHT	EDDIE MONEY	15
18	22	YOU GIVE LOVE A BAD NAME	BON JOVI	16
19	25	THE RAIN	ORAN "JUICE" JONES	18
20	24	GIRL CAN'T HELP IT	JOURNEY	19
21	11	FRIENDS AND LOVERS	CARL ANDERSON & GLORIA LORING	28
22	33	I AM BY YOUR SIDE	COREY HART	24
23	18	STUCK WITH YOU	HUEY LEWIS & THE NEWS	21
24	26	SOMEBODY'S OUT THERE	TRIUMPH	31
25	36	EMOTION IN MOTION	RIC OCASEK	25
26	34	JUMPIN' JACK FLASH	ARETHA FRANKLIN	29
27	14	MISSIONARY MAN	EURHYTHMICS	33
28	30	IN YOUR EYES	PETER GABRIEL	26
29	19	EARTH ANGEL (FROM "THE KARATE KID PART II")	NEW EDITION	32
30	39	I'LL BE OVER YOU	TOTO	22
31	—	THE NEXT TIME I FALL	PETER CETERA WITH AMY GRANT	23
32	—	LOVE WILL CONQUER ALL	LIONEL RICHIE	27
33	12	DREAMTIME	DARYL HALL	34
34	20	WALK THIS WAY	RUN-D.M.C.	41
35	28	POINT OF NO RETURN	NU SHOOZ	40
36	—	TO BE A LOVER	BILLY IDOL	36
37	—	THE WAY IT IS	BRUCE HORNSBY & THE RANGE	30
38	31	DANCING ON THE CEILING	LIONEL RICHIE	46
39	35	WORDS GET IN THE WAY	MIAMI SOUND MACHINE	47
40	32	LOVE WALKS IN	VAN HALEN	39

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3	1	WHEN I THINK OF YOU	JANET JACKSON	3
4	5	I DIDN'T MEAN TO TURN YOU ON	ROBERT PALMER	4
5	2	THROWING IT ALL AWAY	GENESIS	7
6	13	AMANDA	BOSTON	6
7	12	HUMAN	THE HUMAN LEAGUE	9
8	6	HEARTBEAT	DON JOHNSON	5
9	8	ALL CRIED OUT	LISA LISA & CULT JAM WITH FULL FORCE	8
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19	11	TWO OF HEARTS	STACEY Q	11
20	25	WORD UP	CAMEO	17
21	17	A MATTER OF TRUST	BILLY JOEL	12
22	7	STUCK WITH YOU	HUEY LEWIS & THE NEWS	21
23	27	LOVE WILL CONQUER ALL	LIONEL RICHIE	27
24	33	HIP TO BE SQUARE	HUEY LEWIS & THE NEWS	35
25	15	HEAVEN IN YOUR EYES	LOVERBOY	20
26	29	EMOTION IN MOTION	RIC OCASEK	25
27	28	IN YOUR EYES	PETER GABRIEL	26
28	34	THE WAY IT IS	BRUCE HORNSBY & THE RANGE	30
29	31	I AM BY YOUR SIDE	COREY HART	24
30	32	JUMPIN' JACK FLASH	ARETHA FRANKLIN	29
31	35	EVERYBODY HAVE FUN TONIGHT	WANG CHUNG	37
32	37	TO BE A LOVER	BILLY IDOL	36
33	—	FREEDOM OVERSPILL	STEVE WINWOOD	38
34	20	FRIENDS AND LOVERS	CARL ANDERSON & GLORIA LORING	28
35	26	LOVE WALKS IN	VAN HALEN	39
36	23	DREAMTIME	DARYL HALL	34
37	—	WHAT ABOUT LOVE	'TIL TUESDAY	42
38	—	(FOREVER) LIVE AND DIE	ORCHESTRAL MANOEUVRES IN THE DARK	44
39	—	POINT OF NO RETURN	NU SHOOZ	40
40	—	WALK LIKE AN EGYPTIAN	BANGLES	48

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## HOT 100 SINGLES BY LABEL

A ranking of distributing labels by the number of titles they have on the Hot 100 chart.

LABEL	NO. OF TITLES ON CHART
WARNER BROS. (8)	19
Geffen (5)	
Sire (4)	
Island (2)	
COLUMBIA (12)	13
Def Jam (1)	
ATLANTIC (7)	9
Atco (1)	
Island (1)	
EPIC (4)	9
Scotti Bros. (2)	
Blackheart/CBS Associated (1)	
Carrere (1)	
Portrait (1)	
A&M (6)	7
Virgin (1)	
MCA (5)	6
I.R.S. (1)	
CHRYSALIS (4)	5
China (1)	
MOTOWN (3)	5
Gordy (2)	
POLYGRAM (5)	5
London (2)	
Atlanta Artists (1)	
Mercury (1)	
Polydor (1)	
RCA	5
ARISTA (1)	4
Jive (2)	
10 (1)	
CAPITOL	4
ELEKTRA (3)	4
Solar (1)	
EMI-AMERICA (1)	3
Manhattan (2)	
PROFILE	2

## HOT 100 A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE	PUBLISHER - LICENSING ORG.	SHEET MUSIC DIST.
84 25 OR 6 TO 4	(Laminations, ASCAP/Aurelius, ASCAP) CPP	
95 AIN'T NOTHIN' GOIN' ON BUT THE RENT	(Tiju, ASCAP/PolyGram, ASCAP)	
8 ALL CRIED OUT	(Wilkesden, BMI/Myl My!, BMI/Careers, BMI) CPP	
6 AMANDA	(Hideaway Hits, ASCAP)	
100 ANOTHER HEARTACHE	(Irving, BMI/Calyso Toonz, PROC/Adams Communications, BMI/Zot, ASCAP/Rod Stewart, ASCAP/Intersong, ASCAP) CPP/ALM/CHA/HL	
71 BABY LOVE	(Black Lion, ASCAP/Regina Richards, ASCAP/Deutsch-Berardi, ASCAP/April, ASCAP/Maz Appeal, ASCAP) CPP/ABP	
57 CALIFORNIA DREAMIN'	(MCA, ASCAP) MCA/HL	
45 CAN'T WAIT ANOTHER MINUTE	(Ensign, BMI/Boomers Mothers, BMI/Naked Prey, BMI) CPP	
73 THE CAPTAIN OF HER HEART	(Z-Muzik, SUIISA/Almo, ASCAP) CPP/ALM	
58 C'EST LA VIE	(MCA, ASCAP/Afg, ASCAP/Bug, BMI)	
78 CRAZAY	(Shockadelica, ASCAP/Almo, ASCAP)	
46 DANCING ON THE CEILING	(Brockman, ASCAP) CPP/CLM	
14 DON'T FORGET ME (WHEN I'M GONE)	(Colgems-EMI, ASCAP/Tiger Shards, CAPAC/Irving, BMI/Calyso Toonz, PROC) WBM/CPP/ALM	
51 DON'T GET ME WRONG	(Hynde House of Hits/Clive Banks)	
76 DON'T STAND SO CLOSE TO ME '86	(Virgin, ASCAP)	
34 DREAMTIME	(Hallowed Hall, BMI/Red Network, BMI/Anxious, PRS/Warner-Tamerlane, BMI) CPP/WBM	
32 EARTH ANGEL (FROM "THE KARATE KID PART II")	(Dootsie Williams, BMI) HL	
25 EMOTION IN MOTION	(Lido, ASCAP) WBM	
37 EVERYBODY HAVE FUN TONIGHT	(Chong, PRS/Warner-Tamerlane, BMI/Pet Wolf, ASCAP/Chappell, ASCAP) WBM/CHA/HL	
66 EVERYTIME YOU CRY	(Warning Tracks, ASCAP)	
62 FOOLISH PRIDE	(Hallowed Hall, BMI/Red Network, BMI) CPP	
70 FOR TONIGHT	(Pezaz, PRO/Kish Kish, CAPAC)	
44 (FOREVER) LIVE AND DIE	(Virgin, ASCAP) CPP	
38 FREEDOM OVERSPILL	(F.S.Limited, PRS/April, ASCAP/Hot Little Numbers, ASCAP) CPP/ABP/WBM	
28 FRIENDS AND LOVERS	(WB, ASCAP/French Surf, ASCAP/Colgems-EMI, ASCAP) WBM	
85 THE FUTURE'S SO BRIGHT, I GOTTA WEAR SHADES	(Mambadaddi, BMI/I.R.S., BMI/Criterion, ASCAP)	
19 GIRL CAN'T HELP IT	(Street Talk, ASCAP/Rock Dog, ASCAP/Frisco Kid, ASCAP/Colgems-EMI, ASCAP) WBM	
82 GIVE ME THE REASON	(April, ASCAP/Uncle Ronnie's, ASCAP/Dillard, BMI) CPP/ABP	
96 GLORY OF LOVE (THEME FROM "THE KARATE KID PART II")	(Fall Line Orange, ASCAP/Air Bear, BMI/Warner-Tamerlane, BMI) CPP	
72 GOIN' CRAZY!	(Diamond Dave, ASCAP/Sy Vy, ASCAP) WBM	
83 GOOD MUSIC	(Lagunatic, BMI/Filmworks, BMI)	
97 GRAVITY	(April, ASCAP/Second Nature, ASCAP/Blackwood, BMI/Janiceps, BMI) CPP/ABP	
67 HEARTACHE ALL OVER THE WORLD	(Intersong, ASCAP) CHA/HL	
5 HEARTBEAT	(Glasco, ASCAP/Cotillion, BMI/Moon & Stars, BMI) CPP	
20 HEAVEN IN YOUR EYES	(Sordid Songs, ASCAP/Duke Reno, ASCAP/Irving, BMI/Poetical License, ASCAP/Famous, ASCAP/Ensign, BMI) CPP	
69 HIGHER LOVE	(F.S.Limited, PRS/Willin' David, BMI/Blue Sky Rider, BMI) WBM	
35 HIP TO BE SQUARE	(Hulex, ASCAP) CPP/CLM	
9 HUMAN	(Flyte Tyme, ASCAP) WBM	
24 I AM BY YOUR SIDE	(Lesse, ASCAP)	
4 I DIDN'T MEAN TO TURN YOU ON	(Flyte Tyme, ASCAP/Avant Garde, ASCAP) WBM	
22 I'LL BE OVER YOU	(Rehtakul Veets, ASCAP/California Phase, ASCAP)	
26 IN YOUR EYES	(Ciofne, BMI/Hidden Pun, BMI)	
74 IS THIS LOVE	(Easy Action, ASCAP/WB, ASCAP/Rude, BMI/Warner-Tamerlane, BMI)	
43 JODY	(Virgin, ASCAP/Gratitude Sky, ASCAP/Polo Grounds, BMI) CPP	
29 JUMPIN' JACK FLASH	(Abcco, BMI) CPP	
60 LADY SOUL	(Dream Dealers, ASCAP/Buchu, ASCAP/Arista, ASCAP) CPP	
93 LIKE FLAMES	(Machine Age, ASCAP)	
87 LOVE ALWAYS	(New Hidden Valley, ASCAP/Carole Bayer Sager, BMI/Broerztoones, BMI) CPP	
77 LOVE IS FOREVER	(Zomba, ASCAP)	
80 LOVE IS THE HERO	(Songs Of The Knight, BMI)	
39 LOVE WALKS IN	(Yessup, ASCAP) WBM	
27 LOVE WILL CONQUER ALL	(Brockman, ASCAP/Dyad, BMI/Poppy's, ASCAP) CPP/CLM	
54 LOVE ZONE	(Zomba, ASCAP) HL	
12 A MATTER OF TRUST	(Joel Songs, BMI) CPP/ABP	
53 MIDAS TOUCH	(Hip Trip, BMI/Midstar, BMI) CPP	
33 MISSIONARY MAN	(RCA Music/Red Network, BMI) CPP	
81 MONEY'S TOO TIGHT (TO MENTION)	(Stan Flo, BMI/Otis, BMI) HL	
88 MORE THAN PHYSICAL	(J&S, ASCAP/Almo, ASCAP/In A Bunch, PRS/WB, ASCAP/Terrace, ASCAP) CPP/WBM	
75 NAIL IT TO THE WALL	(Jobete, ASCAP/Perfect Punch, BMI) CPP	
23 THE NEXT TIME I FALL	(Sin-Drome, BMI/Blackwood, BMI/Chappell, ASCAP/French Surf, ASCAP) CPP/ABP/CHA/HL	
99 PAPA DON'T PREACH	(Elliott, ASCAP/Jacobsen, ASCAP) WBM	
61 PARANOIMIA	(Buffalo, ASCAP/WB, ASCAP/Perfect Songs, BMI/Island, BMI) WBM	
89 PLAYING WITH THE BOYS	(Milk Money, ASCAP/Pet Wolf, ASCAP/Chappell, ASCAP/Famous, ASCAP/Kikiko, BMI/Unichappell, BMI) CPP/WBM/CHA/HL	
40 POINT OF NO RETURN	(Easy Action, ASCAP/WB, ASCAP/Rude, BMI/Warner-Tamerlane, BMI) WBM	
18 THE RAIN	(Def Jam, ASCAP)	
63 SHAKE YOU DOWN	(Charles Family, BMI/Alti Bee, BMI/Grabbit, BMI) HL	
31 SOMEBODY'S OUT THERE	(Triumph, ASCAP) WBM	
92 STAIRWAY TO HEAVEN	(Superhype, ASCAP)	
49 STAND BY ME	(Rightsong, BMI/Trio, BMI/A.D.T. Enterprises, BMI) WBM/CHA/HL	
21 STUCK WITH YOU	(Hulex, ASCAP) CPP/CLM	
98 SWEET FREEDOM (THEME FROM "RUNNING SCARED")	(Rodsongs, ASCAP/April, ASCAP/MGM-UA, ASCAP/Almo, ASCAP) CPP	
10 SWEET LOVE	(Old Brompton Road, ASCAP/Jobete, ASCAP) CPP	
15 TAKE ME HOME TONIGHT	(C And D, ASCAP/Arlon, ASCAP/Chappell, ASCAP/Mother Bertha, BMI/Trio, BMI/Warner-Tamerlane, BMI) CHA/HL	
55 TAKE MY BREATH AWAY (LOVE THEME FROM "TOP GUN")	(GMP, ASCAP/Famous, ASCAP) CPP	
90 THIS LOVE	(Not Listed)	
7 THROWING IT ALL AWAY	(Anthony Banks, ASCAP/Phil Collins, ASCAP/Michael Rutherford, ASCAP/Hit And Run, ASCAP) WBM	
36 TO BE A LOVER	(East Memphis, BMI/Irving, BMI) CPP/ALM	
13 TRUE BLUE	(WB, ASCAP/Bleu Disque, ASCAP/Webo Girl, ASCAP/Black Lion, ASCAP) WBM	
1 TRUE COLORS	(Denise Barry, ASCAP/Billy Steinberg, ASCAP) WBM	
56 TWIST AND SHOUT	(Screen Gems-EMI, BMI/Unichappell, BMI) WBM	
11 TWO OF HEARTS	(On The Note, BMI/Bug, BMI/Tim Green, ASCAP/Four Buddies, ASCAP)	
2 TYPICAL MALE	(Myaxe, PRS/Almo, ASCAP/WB, ASCAP)	
58 VENUS	(Dayglow, ASCAP) CPP	
48 WALK LIKE AN EGYPTIAN	(Peer International, BMI) CPP	
41 WALK THIS WAY	(Daksel, BMI/Unichappell, BMI) CHA/HL	
30 THE WAY IT IS	(Zappo, ASCAP) CPP/ALM	
64 WELCOME TO THE BOOMTOWN	(Zen Of Inquiry, ASCAP/48/11, ASCAP/Almo, ASCAP) CPP/ALM	
42 WHAT ABOUT LOVE	(Intersong-USA, ASCAP/'Til Tunes, ASCAP) CHA/HL	
91 WHAT DOES IT TAKE	(Screen Gems-EMI, BMI/Auto Tunes, BMI) WBM	
3 WHEN I THINK OF YOU	(Flyte Tyme, ASCAP) WBM	
94 WHEN THE RAIN COMES DOWN	(Poetford, ASCAP/A Thousand Miles Long, ASCAP)	
59 WHERE DID YOUR HEART GO?	(Island, BMI/Ackee, ASCAP) WBM	
79 WHO SAYS	(Makiki, ASCAP/Arista, ASCAP) CPP/CLM	
50 WILD WILD LIFE	(Index, ASCAP)	
17 WORD UP	(All Seeing Eye, ASCAP/PolyGram, ASCAP/Better Days, BMI/PolyGram Songs, BMI)	
47 WORDS GET IN THE WAY	(Foreign Imbooted, BMI) CPP	
86 YOU BE ILLIN'	(Protoons, ASCAP/Rush Groove, ASCAP)	
65 YOU CAN CALL ME AL	(Paul Simon, BMI) WBM	
16 YOU GIVE LOVE A BAD NAME	(Bon Jovi, ASCAP/PolyGram, ASCAP/April, ASCAP/Desmobile, ASCAP) CPP/ABP	
52 YOU KNOW I LOVE YOU ... DON'T YOU?	(Howard Jones Ltd, PRS/Warner-Tamerlane BMI) WBM	

SHEET MUSIC AGENTS	
are listed for piano/vocal sheet music copies and may not represent mixed folio rights.	
ABP April Blackwood	CPP Columbia Pictures
ALM Almo	HAN Hansen
B-M Belwin Mills	HL Hal Leonard
B-3 Big Three	IMM Ivan Mogull
BP Bradley	MCA MCA
CHA Chappell	PSP Peer Southern
CLM Cherry Lane	PLY Plymouth
CPI Cimino	WBM Warner Bros.

## ALBUMS

**SPOTLIGHT** Predicted to hit top 10 on Billboard's Top Pop Albums chart or to earn platinum certification

**NEW & NOTEWORTHY** Highlights new and developing acts worthy of attention and other releases of special interest

**PICKS** New releases predicted to hit the top half of the chart in the format listed

**RECOMMENDED** Other releases predicted to chart in the respective format; also, other albums of superior quality

All albums commercially available in the U.S. are eligible for review

Send albums for review to: Fred Goodman, Billboard 1515 Broadway New York, N.Y. 10036

or Chris Morris, Billboard 9107 Wilshire Blvd. Beverly Hills, Calif. 90210

Country albums should be sent to: Ed Morris, Billboard 14 Music Circle E. Nashville, Tenn. 37203

## POP

### PICKS

#### SHANNON

Love Goes All The Way  
PRODUCERS: Various  
Atlantic 81658

Disco diva shoots for crossover acceptance with this balanced package of rockers, ballads, and dance vehicles produced by Robbie Buchanan, Russell Taylor, Patrick Adams, and Liggett & Barbosa. Most outstanding tunes are "Right Track" and the title song.

#### SAXON

Rock The Nations  
PRODUCER: Gary Lyons  
Capitol ST-12519

Metal meisters come out swinging on this collection of anthemic arena rockers. Collection is gritty yet cohesive, promising a strong reception among the genre's faithful. Inclusion of the ballad "Northern Lady" could provide album rock airplay, and small guest spot by Elton John should raise a few eyebrows.

### RECOMMENDED

#### ARETHA FRANKLIN

30 Greatest Hits  
PRODUCERS: Various  
Atlantic 81668

Atlantic has really creamed Aretha's catalog—this is the fourth greatest-hits package—yet the greater breadth of material makes it the most attractive yet, and the one to go with. Regardless of the fine work the Queen of Soul continues to do for Arista, the Atlantic recordings retain their status as historical.

#### BENJAMIN ORR

The Lace  
PRODUCERS: Mike Shipley, Ben Orr & Larry Klein  
Elektra 60460-1

Cars bassist, following in footsteps of leader Ric Ocasek, moves out on his own, creating a solid package of pop songs in the vein of his parent band. Colleague Elliot Easton guests on guitar.

#### T-BONE BURNETT

PRODUCER: David Minter  
Dot MCA-5809

In his first since departing Warners, gifted singer-songwriter from Texas is found in a country mood. Beautiful collection of songs; Billy Swan, dobro picker Jerry Douglas, and Los Lobos' David Hidalgo shine as sidemen.

#### COMMUNARDS

PRODUCER: Mike Thorne  
MCA MCA-5794

Bizarre cover of "Don't Leave Me This Way" leads way for this unusual new band featuring ex-Bronski Beat singer Jimmy Somerville. Throbbing originals are mated with such odd tracks as impassioned "Lover Man." Gay themes predominate.

#### IDLE TEARS

PRODUCERS: Chuck Plotkin, Dan Pritsker, Erik Scott & Ed Cherney  
MCA MCA-5863

Motels fans might sit up and take notice of this debuting band, featuring provocative, strong-voiced singer Liz Constantine with straight up-and-down rock backing. "Take Me Home" could hit.

#### OTIS RUSH

Right Place, Wrong Time  
PRODUCERS: Nick Gravenites & Otis Rush  
Hightone 8007

Seminal blues album recorded in 1971 gets a reissue. Chicago guitarist-vocalist Rush gives his best performance on vinyl, backed by a sharp band of Bay area pros.

#### CHARLIE PEACOCK

PRODUCERS: Nigel Gray, Charlie Peacock & Brent Bourgeois  
Island/Atlantic 90541

Talented singer/songwriter/keyboardsist offers auspicious debut with a sound that demonstrates the influence of the Police. Strong throughout.

#### FAR CORPORATION

Division One—The Album  
PRODUCER: Frank Farian  
Atco 90543

Rock orchestra approach includes 10-minute cover of "Stairway To Heaven" plus Wagnerian treatment of rock studio sound. Band includes Steve Lukather and David Paich plus vocalist Bobby Kimball and a vocal choir. Different, yet skewed toward rock radio.

#### UNTIL DECEMBER

PRODUCERS: Ken Kessie & Until December  
415/Columbia BFC 40438

Houston-based rock trio proves itself a diverse and intelligent outfit with a debut collection that ranges from metal to dance-oriented rock. Strong originals abound, yet the cover of Blondie's "Call Me" is the best indicator of the band's diversity.

#### MORE BIG GUITARS FROM TEXAS

That's Cool, That's Trash  
PRODUCER: Vince McGarry  
Amazing AM 1008

Sequel to last year's "Trash, Twang And Thunder" finds a fresh group of Lone Star fretmen pumping out an upbeat set of surf-cum-Duane Eddy instrumentals. Contact: P.O. Box 2512, Austin, Texas 78768.

## BLACK

### PICKS

#### GENERAL KANE

In Full Chill  
PRODUCERS: Mitch McDowell & Curtis Anthony Nolen  
Gordy 6216GL

"Kane"/McDowell's blistering anti-dope rap hit, "Crack Killed Applejack," is in marked contrast to the generally playful material here. "Hairdooz," "Wrassle," and "The Ticket" are all laugh-filled rap/funk numbers in a George Clinton-esque mode. A bright bow.

## SPOTLIGHTS



#### BERLIN

Count Three And Pray  
PRODUCERS: Bob Ezrin with Andy Richards & Berlin, Giorgio Moroder  
Geffen GHS 24121

"Take My Breath Away," the No. 1 single from the "Top Gun" soundtrack, is included here; it makes a tasty hook for an LP sure to capitalize on this recent chart success. Terri Nunn's sex-tease routine is still at work, but she shows growing prowess as a ballad and hard rock interpreter. New single "Like Flames" should work; good follow-up prospects in "Heartstrings" and "Hideaway."

## NEW AND NOTEWORTHY

#### KBC BAND

PRODUCERS: KBC Band, John Boylan & Jim Gaines  
Arista AL-8440

Reunion of Paul Kantner, Marty Balin, and Jack Casady, prime movers of the Jefferson Airplane 20 years ago, isn't just for nostalgics. There are strong AOR tracks here, from the tough "No More Heartaches" to the Balin ballad "Hold Me," reminiscent of the Starship smash "Miracles."

#### SURFACE

PRODUCERS: David "Pic" Conley, David Townsend & Bernard Jackson  
Columbia BFC 40374

New trio of vocalists/instrumentalists offers material in the traditional soul vein. Emphasis is on slow ballads, and the vocal work is exceptional. Best bet: "Who Loves You."

### RECOMMENDED

#### EU

Live/2 Places At The Same Time  
PRODUCERS: Maxx Kidd, Sugar Bear Elliot & Eric "ET" Throngren  
Island/T.T.E.D. 90536-1-Y

Dense, kinetic dance LP, cut live by the D.C. go-go band in New York and on its home turf. Go-go still hasn't hit on the charts; maybe this pulse-pounding, head-whacking album will do the trick.

#### BIG JOE TURNER

Rhythm & Blues Years  
PRODUCERS: Various  
Atlantic 81663

The great blues shouter in small and medium group settings, produced largely by Ahmet Ertegun and Jerry Wexler during the '50s. An encyclopedia for the roots of rock'n'roll.

## COUNTRY

### RECOMMENDED

#### B.J. THOMAS

Night Life  
PRODUCER: Steve Buckingham  
Columbia FC 40476

Even though the original hitmakers

left their marks on this collection of country standards, Thomas refurbishes the sounds with his own stellar interpretations. Best cuts: "Don't Worry," "Crazy," "Husbands And Wives."

#### MERLE HAGGARD

Out Among The Stars  
PRODUCERS: Various  
Epic FE 40107

Except for the title cut and the old chestnut "Almost Persuaded," Haggard squanders his enormous talent on this hodgepodge of low-cal lyrics.

#### EARL THOMAS CONLEY

Too Many Times  
PRODUCERS: Earl Thomas Conley, Nelson Larkin  
RCA 5619-1-R

Paced by Conley's duet with Anita Pointer on the title cut, this album spins out a number of other potential hits, among them "I Can't Win For Losin' You," "That Was A Close One," and the uncharacteristically rowdy "Preservation Of The Wild Life." Conley's voice remains magical.

## JAZZ

### RECOMMENDED

#### PAUL WINTER

Wintersong  
PRODUCERS: Eugene Friesen & Paul Winter  
Living Music LM 0012

Winter practically invented the new age genre with his Winter Consort; here he applies his light touch on soprano sax to a set of Christmas-themed material in relaxing string-based settings.

#### NAT ADDERLEY QUINTET

Blue Autumn  
PRODUCER: Nat Adderley  
Theresa TR 122

Pleasant quintet date, issued for the first time, recorded live at San Francisco's defunct Keystone Korner in 1973. Set of ballads and hard boppers features Sonny Fortune on alto sax and Jimmy Cobb on drums.

#### JOE SAMPLE & DAVID T. WALKER

Swing Street Cafe  
PRODUCERS: Wilton Felder, Stix Hooper & Joe Sample  
Crusaders/MCA CRP-5758

Date from 1978 finds pianist Sample and guitarist Walker jukin' it on several roadhouse staples, including "C.C. Rider," "Honky Tonk," and "After Hours." Band includes Earl Palmer on drums and James Jamerson on bass.

#### LEO PARKER

Rollin' With Leo  
PRODUCER: Alfred Lion  
Blue Note BST 84095

Baritone saxophone great in a relaxed 1961 date. Band features several sidemen more closely associated with the leader than the label, something of a rarity for Blue Note. Worth a listen.

#### TERRY RILEY

The Harp Of New Albion  
PRODUCERS: Terry Riley & Ulrich Kraus  
Celestial Harmonies CEL 018/19

This two-CD set is an 11-part solo piano performance by modern classical composer Riley. The Bosendorfer Imperial grand piano is not electronically altered in any way, and the recording quality and the performance are both superlative. The music was written using Indian raga scales, and the effect is lush, orchestral, and enveloping. New age fans should have a listen. Contact 203-762-0558.

#### KITARO

Tenku  
PRODUCERS: Kitaro

#### Geffen GHS 24112

Faceless Japanese synthesizer outfit offers more of its smoothly packaged, glossily produced electronic mood music. Sounds much like many others in the genre, but the band has a strong following.

## GOSPEL

### PICKS

#### PHILL McHUGH

In Heaven's Eyes  
PRODUCER: Greg Nelson  
First Vision RO2303

McHugh has made his mark as a songwriter; now he is set to present himself as an artist on this debut album for a brand-new label. McHugh's vocals are soft and airy, and the songs are solid. "All Over The World" is the most catchy number; the rest of the album is reminiscent of soft rockers like James Taylor and Dan Fogelberg.

### RECOMMENDED

#### ROBY DUKE

Blue Eyed Soul  
PRODUCER: Roby Duke  
Good News SPCN 7-01-812110-8

The album is just what the title says it is—blue-eyed soul. Duke presents material akin to Hall & Oates that has a musical bite with its lyrical punch. A stellar group of musicians cooks on the tracks with an energy that pulses through the speakers. Radio will be pleased to hear this.

#### THE O'NEAL TWINS

God's Always Making A Way For Me  
PRODUCER: Milton Biggham  
SAVOY SL 14775

The O'Neal Twins have been around for years and have always generated a special excitement with their live performances. Based in St. Louis, the duo presents unique harmonies on these studio tracks that capture them as they are—strong singers with an emotional delivery.

## CLASSICAL

### RECOMMENDED

#### A CHRISTMAS CELEBRATION

Kathleen Battle, Orchestra of St. Luke's, Slatkin  
Angel DS-37363

Twenty-three carols, some sung in the original French, German, Spanish, and Italian, and not all so familiar that interest wanes. Arrangements are effective, and Battle's sweet soprano only occasionally floats some higher-than-high notes and ornaments to remind us of her operatic credits.

#### THE STOKOWSKI SOUND

Cincinnati Pops Orchestra, Kunzel  
Telarc CD-80129

Nine varied selections in transcriptions made by Stokowski for his own use. They're not always in the best taste by today's standards, but they are always effective. Included is the seminal "Toccata And Fugue In D Minor," which turned a generation of listeners on to Bach. Sound is impressive.

#### COMPACT DISC SAMPLER

Various  
Capriccio (Delos)

One of the more attractive and generously programmed samplers around today, offering more than 74 minutes of music. Half the 22 selections are Baroque, and all exhibit the label's typically warm and well-balanced sound.

# SINGLES

**NEW & NOTEWORTHY** *Highlights new and developing acts worthy of attention and other releases of special interest*

**PICKS** *Records with the greatest chart potential*

**RECOMMENDED** *Records with potential for significant chart action*

*Singles appropriate for more than one format are reviewed in the category with the broadest audience*

*All singles commercially available in the U.S. are eligible for review*

*Send singles for review to: Nancy Erlich, Billboard 1515 Broadway New York, N.Y. 10036*

*Country singles should be sent to: Billboard 14 Music Circle E. Nashville, Tenn. 37203*

**CINDERELLA** *Nobody's Fool* (3:58)  
 PRODUCER: Andy Johns  
 WRITER: Tom Keifer  
 PUBLISHERS: Chappell/Eve, ASCAP  
 Mercury 884 851-7 (c/o PolyGram)

Slow, weighty rock ballad, descended from the Moody Blues and Led Zeppelin.

**MEAT LOAF** *Getting Away With Murder* (3:48)  
 PRODUCER: Frank Farian  
 WRITERS: Terry Britten, Sue Shifrin  
 PUBLISHERS: Rightsong/Sookloozy, BMI/Chappell, ASCAP  
 Atlantic 7-89340

Onetime pop-oratorio singer rocks out, r&b style, for his label debut; song was a recent Patti Austin single as well.

**BOYS DON'T CRY** *Josephine* (3:58)  
 PRODUCER: Nick Richards  
 WRITER: N. Richards  
 PUBLISHER: Protoons, ASCAP  
 Profile PRO-5118

Bubble-gum ballad recalls the savvy of early 10CC. Contact: 212-529-2600.

**TOM COCHRANE & RED RIDER** *The Untouchable One* (3:32)  
 PRODUCER: Patrick Moran  
 WRITER: Tom Cochrane  
 PUBLISHER: Falling Sky, CAPAC  
 Capitol B-5641

Heartland-style rock, a la Seger or Mellencamp.

**ANDRE KTORI** *Let's Talk* (3:45)  
 PRODUCER: Geoffrey Haslam  
 WRITER: Andre Ktori  
 PUBLISHER: Warner Bros., ASCAP  
 Atlantic 7-89344

Heavily produced pop-dance music, like the Thompson Twins trying on hip hop.

**M + M** *Song In My Head* (3:58)  
 PRODUCERS: David Lord, Mark Gane, Martha Johnson  
 WRITERS: M. Gane, M. Johnson  
 PUBLISHER: Mystery, CAPAC  
 RCA 5041-7-R

Precision maneuvers by the ultra-tight Canadian dance band.

# BLACK

## PICKS

**RUN-D.M.C.** *You Be Illin'* (3:26)  
 PRODUCERS: Russell Simmons, Rick Rubin  
 WRITERS: J. Simmons, J. Mizell, R. White  
 PUBLISHERS: Protoons/Rush-Groove, ASCAP  
 Profile PRO-5119

Verbal catalog of dumb maneuvers, set to sprightly boogie bass; almost stark, compared to the mayhem of "Walk This Way." Contact: 212-529-2600.

**GAP BAND** *Big Fun* (3:59)  
 PRODUCERS: Lonnie Simmons, Rudy "In The PM" Taylor  
 WRITERS: L. Simmons, R. Taylor  
 PUBLISHER: Temp, BMI  
 Total Experience 2700-7-T

An effervescent party tune, all Latin percussion and high spirits; eclectic band is predictable only in its LP titles (the new one is "8").

**EL DeBARGE** *Someone* (4:06)  
 PRODUCER: Jay Graydon  
 WRITERS: J. Graydon, R. Nevil, M. Mueller  
 PUBLISHERS: Noted for the Record/MCA, ASCAP/Music Corporation of America, BMI  
 Gordy 1867GF

Followup to "Love Always" is a bit more upbeat in tempo, but keeps to the sweet AC niche that's this pop heartthrob's stock in trade.

## RECOMMENDED

**DONNELL PITMAN** *Chocolate Lover* (5:20)  
 PRODUCERS: Donald Burnside, Archie Russell, Milton Crump  
 WRITERS: D. Burnside, D. Pitman  
 PUBLISHERS: Bullion/Burnt Out, BMI  
 After Five AFD 1210 (12-inch single)

Rock-oriented dance music, dramatically arranged; currently in its second week on the Hot Black Singles chart. Contact: 212-687-4421.

# NEW AND NOTEWORTHY

**BENJAMIN ORR** *Stay The Night* (4:10)  
 PRODUCERS: Mike Shipley, Ben Orr, Larry Klein  
 WRITERS: Benjamin Orr, Diane Grey Page  
 PUBLISHER: Orange Village, ASCAP  
 Elektra 7-69506

First solo billing for the Cars bassist (and lead singer on their classic "Drive"); preview of his LP "The Lace" is mainstream, midtempo techno-pop material.

**ROBERT BROOKINS** *Our Lives* (6:56)  
 PRODUCERS: Robert Brookins, Louil Silas Jr.  
 WRITER: R. Brookins  
 PUBLISHERS: WB/Any Name, ASCAP  
 MCA 23681 (12-inch single)

Format categories lose meaning when a single dance song can call up echoes of Traffic, Wilson Pickett, the NYC Peech Boys, EWF, and Arcadia without contradiction; an intriguing, intelligent pop synthesis.

**JIMMY SALVEMINI** *Roll It* (3:53)  
 PRODUCER: Luther Vandross  
 WRITER: Luther Vandross  
 PUBLISHER: April/Uncle Ronnie's, ASCAP  
 Elektra 7-69520

Accomplished Long Island teen has guested onstage with Barbara Mandrell, scored on TV's "Junior Star Search," and won the interest of mentor Vandross; debut single is light pop with a gospel-style chorus.

## BABY FACE

**You Make Me Feel Brand New** (4:20)  
 PRODUCERS: LA, Babyface  
 WRITERS: Creed, Bell  
 PUBLISHER: Mighty Three, BMI  
 Solar B-70002 (c/o Capitol)

Nonimitative, beautifully tasteful remake of the Stylistics' 1974 hit.

**HEAVY TRAFFIC STARRING "V"** *Jealousy* (3:58)  
 PRODUCER: Brian Holland  
 WRITERS: B. Holland, L. Pierce, E. Holland  
 PUBLISHER: Pierpont, BMI  
 Atlantic 7-89342

Well-constructed disco/r&b; lead singer's powerful phrasing recalls Gladys Knight and Mavis Staples.

**DR. K DWIGHT GOODEN WITH THE "MCL" RAP MACHINE** *Dr. K* (5:00)  
 PRODUCERS: Sanchez Harley, Neil Wilburn  
 WRITERS: M. Owens, L. Barry  
 PUBLISHERS: Port St. Joe, BMI/Vine St., SESAC  
 Vine St. VSR 004 EP (12-inch single)

The "Superbowl Shuffle" team is back, with a much-revered Met as guest rapper; good jazzy track, despite the gimmicky theme. Contact: 212-888-8330.

**BUNNY SIGLER** *(You've Got The) Right Stuff* (3:36)  
 PRODUCER: Bunny Sigler  
 WRITER: M. Wells  
 PUBLISHER: Zoom-off, BMI  
 Star Island SIR-01234-7BP

Exploratory song structure within Philly soul framework. Contact: 215-477-4050.

**RENAUD** *The Way You Look At Me* (3:58)  
 PRODUCER: Jean Albert Renaud  
 WRITER: Jean Albert Renaud  
 PUBLISHER: Jean Albert Renaud, BMI  
 Vision Quest VQS 91586

Dreamily produced soul ballad; singer/writer/model/actor has penned tunes for Lou Rawls and Teddy Pendergrass. Contact: 301-837-2442.

**SHOWBOYS** *Drag Rap* (6:04)  
 PRODUCER: Cliff Hall  
 WRITERS: P. Price, O. Hall  
 PUBLISHER: Protoons, ASCAP  
 Profile PRO-7111 (12-inch single)

Tales of underworld chicanery, punctuated by the "Dragnet" theme. Contact: 212-529-2600.

**U-VEE HAYES** *He's My Man* (4:10)  
 PRODUCERS: Bunky Sheppard, Terre Gore  
 WRITER: Jacqui L. Ingram  
 PUBLISHER: Albino Sparrow, ASCAP  
 Bunky 7 711 (12-inch single)

A Caribbean/country/r&b/dance cheatin' song; a little raw, but strong on charm. Contact: 504-466-9644.

# COUNTRY

## PICKS

**EDDIE RABBITT** *Gotta Have You* (3:47)  
 PRODUCER: Richard Landis  
 WRITERS: Eddie Rabbitt, Reed Nielson, Richard Landis  
 PUBLISHERS: Briarpatch/Englishtown, BMI  
 RCA 5012-7-R

Rabbitt adapts the "Willie And The Hand Jive" beat to country; big production has the singer telling his lover he can't go on without her.

## RECOMMENDED

**DAVID ALLAN COE** *Son Of The South* (3:53)  
 PRODUCER: Billy Sherrill  
 WRITERS: R. Brooks, H. Tipton, T. DeLuca, D.A. Coe  
 PUBLISHERS: Irving/Willie Nelson, BMI  
 Columbia 38-06394

Coe recycles ZZ Top's "La Grange" lick in this rough-and-ready tribute to hard-drinking rednecks and Southern rock'n'roll.

**DOBIE GRAY** *From Where I Stand* (3:10)  
 PRODUCER: Harold Shedd  
 WRITERS: J. Kimball, T. Schuyler  
 PUBLISHERS: Sweet Angel/Michael H. Goldsen Inc./Writer's Group/Bethlehem, ASCAP/BMI  
 Capitol B-5647

Gray is at his absolute best in this melodic and touching tribute; great lyrics and a sensitive balance of country and pop instrumentation.

**JOHNNY PAYCHECK** *Don't Bury Me 'Til I'm Ready* (3:22)  
 PRODUCERS: Stan Cornelius, Hilka Maria Cornelius  
 WRITER: John Moffat  
 PUBLISHERS: Songmedia/Bugshot, BMI  
 Mercury 888 088-7 (c/o PolyGram)

Paycheck has resurrected his career, and this song seems to exemplify his resilient spirit; fiddle and banjo add spark to his determination.

**LEON EVERETTE** *Still In The Picture* (3:00)  
 PRODUCERS: Mike Daniel, Leon Everette  
 WRITERS: Kent Blazy, Phil Barnhart, Jim Dowell  
 PUBLISHERS: Grand Alliance/Hoosier, ASCAP  
 Orlando ORC-115

Everette finds a memorable metaphor for love in the pages of his family's photo album. Contact: 615-451-3920.

# DANCE

## PICKS

**JAKI GRAHAM** *Set Me Free* (6:38)  
 PRODUCER: Derek Bramble  
 WRITER: Derek Bramble  
 PUBLISHER: Virgin, ASCAP  
 Capitol V-15252 (12-inch single; 7-inch reviewed Oct. 18)

**NAYOBE** *Good Things Come To Those Who Wait* (6:00)  
 PRODUCERS: Andy "Panda" Tripoli, Chuck Ange  
 WRITERS: A. Tripoli, B. Khozouri, Billy C. S. Abbatiello  
 PUBLISHERS: Amber Pass/Disco Fever/Panda, ASCAP  
 The Fever SF 812 (12-inch single)

Elegant singer made her name in '85 with the Latin-based "Please Don't Go"; new offering is closer to mainstream soul-disco. Contact: 212-582-6900.

**KEN HEAVEN** *The Calling* (7:50)  
 PRODUCER: not listed  
 WRITERS: Stephane Brandt, Fulvio Taponnier  
 PUBLISHER: Blue Standard, ASCAP  
 Airwave AW12-95000 (12-inch single)

Swiss pop star's impossibly high falsetto joins a nervous hi-NRG track for an effect that's both manic and melodic. Contact: 213-463-9500.

## RECOMMENDED

**P.S.O.** *Wanna Be Startin' Somethin'* (5:11)  
 PRODUCER: Amos Larkins II  
 WRITERS: W. Burke, K. Snelling, A. Larkins II  
 PUBLISHER: Happy Stepchild, BMI  
 Sunnyview SUN 446 (12-inch single)

Jumpy, uptempo, Latin-flavored dance tune; not a Michael Jackson cover, despite the title. Contact: 212-582-6900.

## SOURCE FEATURING CANDI STATON

**You Got The Love** (6:45)  
 PRODUCER: not listed  
 WRITERS: A. Stephens, A. Harris, J. Bellamy  
 PUBLISHERS: Tri-She, BMI/Light & Sound/Beracah, ASCAP  
 Source SR9001 (12-inch single)

Respected gospel singer offers inspirational message in dance-r&b form; mixed by Chicago house star Farley "Jackmaster" Funk. Contact: 213-851-1141.

**ESG II** *Bam-Bam Jam* (3:41)  
 PRODUCER: Renee Scroggins  
 WRITERS: R. Scroggins, V. Scroggins  
 PUBLISHER: Enterprising Scroggins Girls, BMI  
 Emerald Sapphire & Gold ESG-300 (12-inch single)

Return of an NYC underground favorite, whose minimalist r&b style can still pack a dance wallop. Contact: 212-292-6321.

**VIRGINITY** *Body Rock* (4:21)  
 PRODUCER: Kev no Cabelli  
 WRITERS: K. Cabelli, M. Payne  
 PUBLISHERS: Fools Prayer/Solar Sudanese, BMI  
 Sutra SUD 054 (12-inch single)

Repetitive disco chant eccentrically arranged for HM bass and pseudo-koto. Contact: 212-582-6900.

**IFA** *You Turn Me On* (6:02)  
 PRODUCER: Will Crittendon  
 WRITERS: Derek Agbontaen, Sammy Fields  
 PUBLISHER: Willanca, BMI  
 Metro Disc MD 1120 (12-inch single)

Latino/hi-NRG/world beat/synth-pop hybrid, recorded in Nigeria and London. Contact: 212-697-5895.

**CHANNEL** *It's Alright* (4:22)  
 PRODUCERS: Felton Pilate, Channel  
 WRITERS: K. Johnson, Ronny Dawkins  
 PUBLISHER: A. Pitts, ASCAP  
 Macola MRC-0925 (12-inch single)

Simple synth/beat box dance song. Contact: 213-461-5821.

**LIONEL RICHIE** *Love Will Conquer All* (7:01)  
 PRODUCERS: Lionel Richie, James Anthony Carmichael  
 WRITERS: L. Richie, C. Weil, G. Philinganes  
 PUBLISHERS: Rockman/Poppy's, ASCAP/Dyad, BMI  
 Motown 4569MG (12-inch single; 7-inch reviewed Oct. 4)

**GLENN JONES** *Stay* (5:25)  
 PRODUCER: La La  
 WRITER: "La La"  
 PUBLISHERS: Little Tanya/MCA, ASCAP  
 RCA 5744-1-RD (12-inch single; 7-inch reviewed Oct. 11)

**JOAN FAULKNER** *I Don't Wanna Talk (About The Weather)* (6:51)  
 PRODUCER: Dieter Reith  
 WRITERS: D. Reith, Timothy Touchton  
 PUBLISHERS: Flabberglass/Almo Irving, ASCAP  
 Megatone MT-41 (12-inch single)  
 Hi-NRG soul. Contact: 415-621-7475.

**STOLEN KYSS** *2 Be With U* (5:57)  
 PRODUCER: Trevor Gale  
 WRITERS: B. Kyss, T. Gale, K. Hairston  
 PUBLISHERS: Gale Warning/Emergency, ASCAP/De Ronde Jay, BMI  
 Emergency EMDS-6568 (12-inch single)  
 Edgy, angular r&b. Contact: 212-777-3200.

**JAMES CARMICHAEL** *Everybody Needs Somebody* (4:45)  
 PRODUCER: Larry Davis  
 WRITER: L. Davis  
 PUBLISHERS: Happy Stepchild/Musicworks, BMI  
 Sunnyview SUN 445 (12-inch single)

Techno-r&b production makes effective use of a simple, repetitive hook. Contact: 212-582-6900.

**NEW MARINES** *Diving For Pearls* (6:50)  
 PRODUCER: Beb Shulman  
 WRITERS: Kelley, Smith, Thiel  
 PUBLISHER: Yau Dog, BMI  
 Chameleon CMEP 8604 (12-inch single)

Pretty, precise dance pop in a Tears For Fears vein; suited for college/alternative radio and rock clubs. Contact: 213-973-8282.

# TOP POP ALBUMS™

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THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
★ ★ NO. 1 ★ ★					
1	2	4	7	BON JOVI MERCURY 830264-1/POLYGRAM (CD) 1 week at No. One	SLIPPERY WHEN WET
2	1	2	7	HUEY LEWIS & THE NEWS CHRYSALIS OV 41534 (9.98) (CD)	FORE!
3	15	—	2	BOSTON MCA 6188 (9.98)	THIRD STAGE
4	3	1	21	SOUNDTRACK ▲ COLUMBIA SC 40323 (CD)	TOP GUN
5	4	3	9	LIONEL RICHIE MOTOWN 6158ML (9.98) (CD)	DANCING ON THE CEILING
6	11	12	5	TINA TURNER CAPITOL PJ 12530 (9.98) (CD)	BREAK EVERY RULE
7	6	8	15	STEVE WINWOOD ● ISLAND 25448/WARNER BROS. (8.98) (CD)	BACK IN THE HIGHLIFE
8	5	5	20	RUN-D.M.C. ▲ PROFILE 1217 (8.98)	RAISING HELL
9	7	6	15	MADONNA ▲ SIRE 25442/WARNER BROS. (9.98) (CD)	TRUE BLUE
10	8	7	11	BILLY JOEL ▲ COLUMBIA OC 40402 (CD)	THE BRIDGE
11	10	10	34	JANET JACKSON ▲ A&M SP-5106 (8.98) (CD)	CONTROL
12	9	9	18	GENESIS ▲ ATLANTIC 81641 (9.98) (CD)	INVISIBLE TOUCH
13	13	14	4	CYNDI LAUPER PORTRAIT OR 40313/EPIC (CD)	TRUE COLORS
14	16	17	7	PAUL SIMON WARNER BROS. 25447 (9.98) (CD)	GRACELAND
15	14	13	15	CINDERELLA ● MERCURY 830076-1/POLYGRAM	NIGHT SONGS
16	12	11	14	DAVID LEE ROTH ▲ WARNER BROS. 25470 (8.98) (CD)	EAT 'EM AND SMILE
17	17	19	7	DON JOHNSON EPIC FE 40366 (CD)	HEARTBEAT
18	25	81	3	IRON MAIDEN CAPITOL SJ 12524 (9.98) (CD)	SOMEWHERE IN TIME
19	19	20	28	ANITA BAKER ● ELEKTRA 60444 (8.98) (CD)	RAPTURE
20	24	43	4	TALKING HEADS SIRE 25512/WARNER BROS. (9.98)	"TRUE STORIES"
21	18	15	12	EURHYTHMICS ● RCA AJL1-5847 (9.98) (CD)	REVENGE
22	22	16	24	BILLY OCEAN ▲ JIVE JLB-8409/ARISTA (8.98) (CD)	LOVE ZONE
23	23	27	49	ROBERT PALMER ▲ ISLAND 90471/ATLANTIC (8.98) (CD)	RIPTIDE
24	21	21	10	R.E.M. I.R.S. 5783/MCA (8.98) (CD)	LIFE'S RICH PAGEANT
25	20	18	20	PETER GABRIEL ▲ GEFEN GHS 24088/WARNER BROS. (8.98) (CD)	SO
26	27	23	29	VAN HALEN ▲ WARNER BROS. 25394 (8.98) (CD)	5150
27	32	44	3	JOHN FOGERTY WARNER BROS. 25449 (9.98) (CD)	EYE OF THE ZOMBIE
28	26	22	11	BANANARAMA ● LONDON 828 013-1/POLYGRAM (CD)	TRUE CONFESSIONS
29	36	41	9	EDDIE MONEY COLUMBIA FC 40096 (CD)	CAN'T HOLD BACK
30	38	39	5	CAMEO ATLANTA ARTISTS 830 265-1/POLYGRAM	WORD UP
31	35	40	15	GLASS TIGER MANHATTAN ST-53032/EMI-AMERICA (8.98)	THIN RED LINE
32	28	24	49	MIAMI SOUND MACHINE ▲ EPIC BFE 40131 (CD)	PRIMITIVE LOVE
33	31	28	14	THE MONKEES ● ARISTA AL9-8432 (9.98) (CD)	THEN & NOW... THE BEST OF THE MONKEES
34	33	31	28	BOB SEGER & THE SILVER BULLET BAND ▲ CAPITOL PT 12398 (8.98) (CD)	LIKE A ROCK
35	29	26	83	WHITNEY HOUSTON ▲ ARISTA AL8-8212 (8.98) (CD)	WHITNEY HOUSTON
36	30	30	7	PAUL MCCARTNEY CAPITOL PJAS 12475 (9.98) (CD)	PRESS TO PLAY
37	39	36	13	QUIET RIOT PASHA OZ 40321/EPIC (CD)	QUIET RIOT III
38	46	48	19	BRUCE HORNSBY & THE RANGE RCA AFL1-5904 (8.98) (CD)	THE WAY IT IS
39	37	29	8	DARYL HALL RCA AJL1-7196 (9.98) (CD)	THREE HEARTS IN THE HAPPY ENDING MACHINE
40	42	46	8	TRIUMPH MCA 5786 (8.98) (CD)	THE SPORT OF KINGS
41	48	45	25	JOURNEY ▲ COLUMBIA OC 39936 (CD)	RAISED ON RADIO
42	44	32	33	THE FABULOUS THUNDERBIRDS ● CBS ASSOCIATED BIZ 40304/EPIC (CD)	TUFF ENUFF
43	54	69	3	RIC OCASEK GEFEN GHS 24098/WARNER BROS. (8.98)	THIS SIDE OF PARADISE
44	41	35	10	GEORGE THOROGOOD AND THE DESTROYERS EMI-AMERICA ST 17214 (8.98)	LIVE
45	55	75	3	YNGWIE J. MALMSTEEN MERCURY 831 073-1/POLYGRAM	TRILOGY
46	43	33	47	THE OUTFIELD ▲ COLUMBIA BFC 40027 (CD)	PLAY DEEP
47	47	37	28	SIMPLY RED ● ELEKTRA 60452 (8.98) (CD)	PICTURE BOOK
48	56	49	16	PETER CETERA WARNER BROS. 25474 (8.98) (CD)	SOLITUDE/SOLITAIRE
49	40	34	14	DOUBLE A&M SP 5133 (8.98) (CD)	BLUE
50	52	65	4	THE HUMAN LEAGUE A&M/VIRGIN SO 5129/A&M (8.98) (CD)	CRASH
51	53	55	6	SOUNDTRACK ATLANTIC 81677 (9.98)	STAND BY ME
52	34	25	21	BELINDA CARLISLE I.R.S. 5741/MCA (8.98) (CD)	BELINDA CARLISLE
53	45	38	24	THE MOODY BLUES ● POLYDOR 829179-1/POLYGRAM (CD)	THE OTHER SIDE OF LIFE
54	51	50	11	NEIL YOUNG GEFEN GHS 24109/WARNER BROS. (8.98) (CD)	LANDING ON WATER

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
55	57	58	6	ORAN "JUICE" JONES DEF JAM/COLUMBIA BFC 40367/COLUMBIA	JUICE
56	49	42	15	WHAM! ▲ COLUMBIA OC 40285 (CD)	MUSIC FROM THE EDGE OF HEAVEN
57	101	—	2	LUTHER VANDROSS EPIC FE 40415	GIVE ME THE REASON
58	59	67	11	DAVID & DAVID A&M SP 65134 (6.98) (CD)	BOOMTOWN
59	62	68	5	STACEY Q ATLANTIC ATL 81676 (8.98)	BETTER THAN HEAVEN
60	60	60	7	TOTO COLUMBIA FC 40273 (CD)	FAHRENHEIT
61	65	66	11	THE SMITHEREENS ENIGMA ST 73208/CAPITOL (8.98) (CD)	ESPECIALLY FOR YOU
62	67	63	13	ANDREAS VOLLENWEIDER CBS MASTERWORKS FM 42255/EPIC (CD)	DOWN TO THE MOON
63	50	47	24	38 SPECIAL ● A&M SP-5115 (8.98) (CD)	STRENGTH IN NUMBERS
64	82	—	2	CHICAGO WARNER BROS. 25509 (9.98)	18
65	66	78	46	LISA LISA & CULT JAM WITH FULL FORCE ● LISA LISA & CULT JAM WITH FULL FORCE COLUMBIA BFC 40135 (CD)	
66	79	119	3	LINDA RONSTADT ASYLUM 60474-1-E/ELEKTRA (9.98) (CD)	FOR SENTIMENTAL REASONS
67	63	52	19	AC/DC ● ATLANTIC 81650 (9.98) (CD)	WHO MADE WHO
68	74	76	6	VINNIE VINCENT INVASION CHRYSALIS BFV 41529	VINNIE VINCENT INVASION
69	69	54	22	NU SHOOSZ ● ATLANTIC 81647 (8.98) (CD)	POOLSIDE
70	58	51	23	PATTI LABELLE ▲ MCA 5737 (8.98) (CD)	WINNER IN YOU
71	64	53	9	UB40 A&M SP 5137 (8.98) (CD)	RAT IN THE KITCHEN
72	68	56	18	JEFFREY OSBORNE ● A&M SP-5103 (8.98) (CD)	EMOTIONAL
73	116	—	2	BILLY SQUIER CAPITOL PJ 12483 (9.98)	ENOUGH IS ENOUGH
74	118	—	2	COREY HART EMI-AMERICA PW 17217 (8.98)	FIELDS OF FIRE
75	78	99	8	KENNY G. ARISTA AL 8-8427 (8.98)	DUOTONES
76	80	103	13	THE TEMPTATIONS GORDY 6207G/MOTOWN (8.98)	TO BE CONTINUED
77	61	61	8	GLORIA LORING ATLANTIC 81679 (8.98)	GLORIA LORING
78	73	57	20	THE CURE ELEKTRA 60477 (8.98) (CD)	STANDING ON THE BEACH
79	86	86	6	AMY GRANT A&M SP 3900 (9.98) (CD)	THE COLLECTION
80	NEW ▶	1	1	RATT ATLANTIC 81633 (9.98)	DANCIN' UNDERCOVER
81	83	98	4	AL JARREAU WARNER BROS. 25477 (8.98) (CD)	L IS FOR LOVER
82	84	95	4	FIVE STAR RCA AFL1-5901 (8.98) (CD)	SILK AND STEEL
83	70	64	26	THE ART OF NOISE CHINA/CHRYSALIS BFV41528/CHRYSALIS (CD)	IN VISIBLE SILENCE
84	75	72	50	ZZ TOP ▲ WARNER BROS. 25342 (9.98) (CD)	AFTERBURNER
85	NEW ▶	1	1	'TIL TUESDAY EPIC FE 40314	WELCOME HOME
86	89	126	3	ELVIS COSTELLO & THE ATTRACTIONS COLUMBIA FC 40518 (CD)	BLOOD & CHOCOLATE
87	71	59	20	EMERSON, LAKE & POWELL POLYDOR 829297-1/POLYGRAM (CD)	EMERSON, LAKE, & POWELL
88	77	74	8	ASHFORD & SIMPSON CAPITOL ST 12469 (8.98)	REAL LOVE
89	76	79	24	WHODINI ● JIVE JLB-8407/ARISTA (8.98)	BACK IN BLACK
90	72	62	20	JERMAINE STEWART 10/ARISTA AL8-8395/ARISTA (8.98)	FRANTIC ROMANTIC
91	85	85	4	THE B-52'S WARNER BROS. 25504 (8.98)	BOUNCING OFF THE SATELLITES
92	99	104	11	THE MONKEES RHINO RNL 70140/CAPITOL (8.98)	THE MONKEES
93	81	77	6	GEORGE BENSON WARNER BROS. 25475 (8.98) (CD)	WHILE THE CITY SLEEPS
94	140	—	2	JESSE JOHNSON'S REVUE A&M SP 5122 (8.98) (CD)	SHOCKADELICA
95	131	—	2	ORCHESTRAL MANOEUVRES IN THE DARK A&M/VIRGIN SP 5144/A&M (8.98) (CD)	THE PACIFIC AGE
96	104	111	11	THE MONKEES RHINO RNL 70142/CAPITOL (8.98)	MORE OF THE MONKEES
97	92	90	59	JOHN COUGAR MELLENCAMP ▲ RIVA 824 865-1/POLYGRAM (CD)	SCARECROW
98	133	—	2	ALICE COOPER MCA 5761 (8.98)	CONSTRUCTOR
99	91	73	14	QUEENSRYCHE EMI-AMERICA ST 17197 (8.98)	RAGE FOR ORDER
100	87	83	86	PHIL COLLINS ▲ ATLANTIC 81240 (9.98) (CD)	NO JACKET REQUIRED
101	103	105	20	BOB JAMES/DAVID SANBORN WARNER BROS. 25393 (8.98) (CD)	DOUBLE VISION
102	102	106	4	REGINA ATLANTIC 81671 (8.98)	CURIOSITY
103	117	139	4	TIMBUK 3 I.R.S./MCA 5739/MCA (8.98)	GREETINGS FROM TIMBUK 3
104	98	82	11	GREAT WHITE CAPITOL ST 12525 (8.98)	SHOT IN THE DARK
105	112	94	49	MIKE & THE MECHANICS ● ATLANTIC 81287 (8.98) (CD)	MIKE & THE MECHANICS
106	108	108	39	BANGLES ● COLUMBIA BFC 40039 (CD)	DIFFERENT LIGHT
107	93	100	15	THE SMITHS SIRE 25426/WARNER BROS. (8.98)	THE QUEEN IS DEAD
108	95	97	7	THE RAINMAKERS MERCURY 830-214-1/POLYGRAM	THE RAINMAKERS
109	NEW ▶	1	1	ALABAMA RCA 5649-R-1 (8.98) (CD)	THE TOUCH

Albums with the greatest sales gains this week. (CD) Compact disk available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units, with each additional million indicated by a numeral following the symbol. \*CBS Records and PolyGram Records do not issue a suggested list price for its product.

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REPLICUS

## REBA, RANDY REAP CMA GLORY

(Continued from page 1)

and corporate meetings between awards ceremonies staged by the CMA, BMI, ASCAP, SESAC, and the Nashville Songwriters Assn. International (see separate stories, page 32).

Writer-of-the-year honors went to Dennie Morgan, Sonny Lemaire, and J.P. Pennington of BMI; Troy Seals of ASCAP; and SESAC's Kendal Franceschi. Top publishers were Tree International (BMI) and Warner Bros. Music (ASCAP). And Dolly Parton joined Otis Blackwell in the Nashville Songwriters Assn. International Hall of Fame.

The induction of publisher Wesley Rose and the late comedian Whitey "the Duke of Paducah" Ford into the Country Music Hall of Fame was one of many highlights of the glittery CMA Awards show Oct. 12. A nationwide CBS-TV audience viewed the 90-minute show, which saw MCA's McEntire win the CMA's top award, along with female-vocalist honors. MCA's George Strait accepted the male-vocalist award, dedicating it to the memory of his 13-year-old daughter, Jennifer, who was recently killed in an automobile accident.

Travis, the fast-rising Warner Bros. singer who was cooking catfish, washing dishes, and occasionally stepping on stage at the Nashville Palace club only last spring, walked off with the Horizon Award, saluting a career expected to soar. Marie Osmond and Dan Seals won vocal-duo honors for "Meet Me In Montana," and Seals also hit with single-of-the-year accolades for "Bop," produced by Kyle Lehning, on EMI America Records. Song-of-the-year honors went to the Travis hit "On The Other Hand," written by Paul Overstreet and Don Schlitz and published by Writers Group Music, Scarlet Moon Music, MCA Music, and Don Schlitz Music. The

top album award went to "Lost In The Fifties Tonight," recorded by RCA's Ronnie Milsap and produced by Milsap, Rob Galbraith, and Tom Collins. "Who's Gonna Fill Their Shoes," performed by CBS veteran George Jones, won music video plaudits for producer Kitty Moon, director Marc Ball, and Epic Records.

RCA duo the Judds won top vocal group, Johnny Gimble was instrumentalist of the year, and the Oak Ridge Boys Band was named the leading instrumental group.

Some 4,400 industry leaders filled the Grand Ole Opry House for the telecast and later celebrated at a party in the Opryland Hotel.

Kris Kristofferson and Willie Nelson hosted the fast-moving show, brightened by exceptional performances, including Lionel Richie with Alabama; Ricky Skaggs, Amy Grant, and Bobby Jones & New Life; and Linda Ronstadt, Emmylou Harris, and Dolly Parton.

Small-market broadcaster of the year was Dana Webb of WBHP Huntsville, Ala.; Coyote Calhoun, WAMZ Louisville, scored with medium-market honors; and Terry Dorsey of KPLX Dallas-Fort Worth won in the major-market category.

Several publishing and record firms held scheduled or impromptu corporate meetings, taking further advantage of Country Music Week. The tone of the week was consistent with the businesslike and frugal atmosphere of an industry apparently rebounding from a down period.

Otis Blackwell, the New York-based writer of such classics as "Don't Be Cruel," "Great Balls Of Fire," and "Handy Man," summed up his hall of fame induction—and the entire week—with this statement: "They'll never believe this back in Brooklyn."

## CISAC MEET URGES ACTION ON BERNE

(Continued from page 3)

only 70 million hours of music. The proportion was much the same for videotape, he added.

Jean-Loup Tournier, general manager of SACEM, called for an international force of copyright owners to fight the powerful audio-tape and videotape manufacturers' lobby. He said the public must understand that paying a small amount on each cassette would guarantee a continuous flow of new software.

Ger Willemsen, head of BUMA/STEMRA in the Netherlands, expressed deep concern that his country—which he described as a musical gateway to Europe—still had no legislation to provide a home taping royalty.

Teddy Bautista, vice president of the Spanish authors' association SGAE, who chaired the working meetings of the Congress, then relayed a special message from Julio Iglesias that read: "I am a performer, and I am also an author. All authors and composers of the world write and compose music that the public enjoys. They all hold rights. They have the right to be paid for the use of their work. Thanks to the copyright societies for helping them to obtain adequate remuneration."

Austrian pop star Falco also sent a message to the congress supporting the campaign to get a worldwide

tape levy.

The opening ceremony of the Congress, which was attended by more than 500 delegates from more than 100 copyright societies, was chaired by Javier Solana, the Spanish minister of culture, who drafted the new copyright law that will soon be adopted by the Spanish parliament. Presiding over the full congress was Leopold Sedar Senghor, former president of Senegal.

The congress was officially opened by King Juan Carlos I of Spain. Attention was drawn to the fact that this is the centenary of the Berne Convention, of which there are currently 76 member countries.

Two noted U.S. composers, William Schuman and Norman Gimble, reflected that the U.S. had not yet joined the Berne Convention, despite being a major producer and distributor of intellectual property. They said that joining Berne is "the last step necessary for the U.S. to become a fully fledged world copyright leader."

Spanish composer Eduardo Bautista said modern technology and the power of the multinational communications industry mean that the author lacks the means to control the life of his works on his own. All authors should work together at the international level to harmonize legislation, he said.

# CMA Members Elect New Directors

## Group Hears Of Past Year's Accomplishments

BY EDWARD MORRIS

NASHVILLE More than 300 members of the Country Music Assn. (CMA) heard the organization's health pronounced in good shape at the 28th annual membership meeting held here Oct. 14. The occasion was used both to elect directors and to summarize the CMA's 1986 activities. A number of awards were also conferred during the meeting.

The membership voted to change CMA bylaws and do away with the "lifetime director" category, originally designed for those who have served both as CMA president and board chairman. However, the power of those members already designated as lifetime directors is not threatened because the action is not retroactive.

Current lifetime board members are J. William Denny, Frances Preston, Ralph Peer II, Wesley Rose, and Joe Talbot.

Elected to the board during the meeting were Rick Blackburn, Tom Collins, and Stan Moress as members-at-large as well as Dick McCullough (advertising agency), Jack McFadden (agent/manager), Richard Sterban (artist/musician), Bobby Denton (broadcast personality), Jerry Crutchfield (composer), Greg Rogers (international), Marty Feely (publications), Dean Kay (publisher), Al Greenfield (radio), Jim Foglesong (record company), Jack Eugster (record/video merchandiser), Joe Sullivan (talent buyer/promoter), and Terry Lickona (television/video).

In his treasurer's report, Tony Conway said the CMA's total assets amount to \$1.63 million. Liabilities are \$9,778.

Retiring president Rick Blackburn gave a year-in-review presentation, recounting activities toward fulfilling the six goals set for his administration: attracting a younger audience for country music, enhancing the CMA's image, improving retail shelf

space, developing artists, developing industry personnel, and developing the international market.

Accomplishments, Blackburn said, included launching a youth-oriented country music magazine, *Lost Highway*; establishing a liaison with the National Assn. Of Campus Activity to introduce country music to the college market; creating a new CMA logo; sponsoring a major-market research project and dispensing the information to members; announcing nominees and finalists for the CMA Awards Show at well-publicized press conferences; and commissioning an America's Best Liked Music advertising piece.

Other accomplishments cited were the continuation of the CMA/NARM relationship to gain country music greater retail visibility, the use of CMA subcommittee chairmanships as a vehicle for training younger music executives, and the sponsorship of the Discover New Country campaign in Great Britain.

Blackburn reported that international membership in the CMA increased 24% last year.

## NEA Sets Extravaganza

NASHVILLE The Nashville Entertainment Assn. (NEA) will hold its second Extravaganza at the Cannery nightclub here, Jan. 15-16. The event will showcase unsigned Nashville acts.

According to NEA, last year's Extravaganza drew almost 2,500 people, including representatives of the pop divisions of nine major labels.

To be eligible, acts must be Nashville-based, be working, and have representation of some kind. Acts that performed at the 1986 Extravaganza are not eligible. There is no official criterion for type of music, although NEA says the event is intended to spotlight rock and pop acts.

NEA is soliciting sponsors for the

Awards—first announced at the CMA Awards Show on Oct. 13—were presented to top DJs and record and video producers.

The Connie B. Gay President's Award was given to Merrill Warner for his years of volunteer work at Fan Fair and the CMA Awards Show. Special president's awards went to Mary Ann McCready, CBS Records; Phil Graham, BMI; Jack Weston, RCA; and Ted Hacker, International Artist Management.

As he did last year in his talk about the relation of rock music to country music, veteran CMA member and radio station owner Uncle Len Ellis informed the membership of his continuing disapproval of the hybridization of styles. His particular point of attack was the recent awards show itself, which featured appearances by such noncountry artists as Lionel Richie and Anita Pointer as well as a number of pop-flavored productions.

"I take it as a personal affront," Ellis said. "These did not represent me, and they did not represent untold thousands of CMA members."

1987 Extravaganza from Nashville's music business. The '86 extravaganza raised \$12,000 from sponsors and ticket sales and was one of NEA's most successful fundraisers to date, according to a spokesperson. The money was split between the acts and NEA.

Acts wishing to be considered for the 1987 Extravaganza should send press information, an itinerary, and a cassette or record to The Extravaganza '87 Committee, NEA, P.O. Box 25309, Nashville, Tenn. 37202.

The deadline for entries is Oct. 31. Ten bands will be chosen by Nov. 14.

ANDREW ROBLIN

## RCA/COLUMBIA CUTS MUSIC VIDEO JOBS

(Continued from page 1)

by a million-dollar plus advertising campaign when it was first introduced one year ago. The company has scored a number of Recording Industry Assn. of America platinum awards for product from artists as diverse as Alabama and Stevie Nicks.

Blattner says, however, that "we remain committed to music video. We have eliminated full-time positions that were specifically MusicVision's. We have retained MusicVision as a product line for the programs we have already released, we have also maintained MusicVision as a product line for the new titles we will be releasing."

MusicVision has new releases scheduled for January, Blattner says, and the company is "still going to be in the marketplace to acquire music video product."

The MusicVision cutbacks involve the elimination of five positions, two in sales and three in marketing. "We eliminated the positions because the segment of the industry never did grow to the degree we thought it would," he says.

MusicVision sales and marketing responsibilities will now be handled through RCA/Columbia's regular video marketing department, Blattner says.

Adding to the difficulties are the

economics of the business, he says. "Music video is low margin, but it is also low volume," says Blattner. It is "the worst of all worlds; we make very little per unit and we also do not sell many units." Because of this, "We're not in position to support the kind of overhead we're incurring for it."

## RCA/Columbia will maintain MusicVision as 'a product line for new titles'

He says RCA/Columbia will do its best to find the five eliminated executives new positions in other parts of the company.

Product acquisition has also become more difficult as record labels have increasingly chosen to release product themselves rather than license it out. "It's been harder to get product," Blattner says.

The music video marketplace is in many ways more problematic than the one for feature films, Blattner says. "You can have modest success

in home video in the feature film market even if it has not done well at the box office," he says, but music video tends to be an all-or-nothing proposition, with far more titles doing 'nothing' than doing 'all.'"

A number of music video executives disagree with Blattner's bleak picture of the business. "It's a growing business," says John O'Donnell, president of Sony Video Software Company, even though "it is still a market primarily shunned by video dealers."

O'Donnell sees increased record company involvement as having a positive impact on the business, sharply increasing its visibility through the expenditure of advertising and marketing funds.

"Music video is working," says Ken Ross, director of music for CBS/Fox Video. For music product, his company's "average out of the box is better than it has ever been," and the "catalog business is healthy."

"We're very happy with this end of the business," he says.

Providing an assist to CBS/Fox has been CBS Inc.'s various record label divisions, which have given promotional, marketing and distribution support, he says. "We work extremely closely with the label, to both our advantages," he says. TONY SEIDEMAN

# Billboard TOP POP ALBUMS™ continued

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
110	97	80	28	PET SHOP BOYS ● EMI-AMERICA PW 17193 (8.98) (CD)	PLEASE
111	109	109	9	THE DAZZ BAND GEFEN GHS 24110/WARNER BROS. (8.98)	WILD AND FREE
112	100	89	9	GWEN GUTHRIE POLYDOR 829532-1/POLYGRAM (CD)	GOOD TO GO LOVER
113	161	—	2	IGGY POP A&M SP 5145 (8.98) (CD)	BLAH, BLAH, BLAH
114	NEW	▶	1	BAD COMPANY ATLANTIC 81684 (9.98)	FAME & FORTUNE
115	115	93	68	HEART ▲ <sup>4</sup> CAPITOL ST-12410 (9.98) (CD)	HEART
116	96	87	20	EL DEBARGE ● GOREY 6181 GL/MOTOWN (9.98) (CD)	EL DEBARGE
117	94	88	16	ROD STEWART WARNER BROS. 25446 (8.98) (CD)	ROD STEWART
118	NEW	▶	1	MEGADETH CAPITOL ST 12526 (8.98)	PEACE SELLS... BUT WHO'S BUYING?
119	107	101	10	CHAKA KHAN WARNER BROS. 25425 (8.98) (CD)	DESTINY
120	90	71	16	SOUNDTRACK UNITED ARTISTS SW 40414	KARATE KID PART II
121	139	123	13	POISON ENIGMA ST 12523/CAPITOL (8.98) (CD)	LOOK WHAT THE CAT DRAGGED IN
122	127	121	20	MIDNIGHT STAR ● SOLAR 60454/ELEKTRA (8.98) (CD)	HEADLINES
123	124	110	73	DIRE STRAITS ▲ <sup>5</sup> WARNER BROS. 25264 (8.98) (CD)	BROTHERS IN ARMS
124	110	84	8	AIR SUPPLY ARISTA AL 9-8426 (9.98)	HEARTS IN MOTION
125	NEW	▶	1	STEVE EARLE MCA 5-13 (8.98)	GUITAR TOWN
126	105	96	15	BIG COUNTRY MERCURY 826844-1/POLYGRAM (CD)	THE SEER
127	111	112	32	LEVEL 42 POLYDOR 827 487-1/POLYGRAM (CD)	WORLD MACHINE
128	114	118	45	DOKKEN ● ELEKTRA E0458 (8.98) (CD)	UNDER LOCK AND KEY
129	88	70	24	GTR ● ARISTA AL 8-8400 (8.98) (CD)	GTR
130	123	125	28	DWIGHT YOAKAM FEPRISE 25372/WARNER BROS. (8.98) (CD)	GUITARS, CADILLACS, ETC., ETC.
131	134	134	11	THE MONKEES RHINO RNLP 70143 (8.98)	HEADQUARTERS
132	132	144	31	METALLICA ELEKTRA 60439 (8.98) (CD)	MASTER OF PUPPETS
133	125	127	10	STRYPER ENIGMA ST 73217/CAPITOL (8.98)	THE YELLOW AND BLACK ATTACK
134	NEW	▶	1	JOAN JETT AND THE BLACKHEARTS BLACKHEART/CBS ASSOCIATED BFZ 40544/EPIC	GOOD MUSIC
135	158	—	2	CHEAP TRICK EPIC FE 40405	THE DOCTOR
136	120	107	29	JUDAS PRIEST ● COLUMBIA OC 40158 (CD)	TURBO
137	154	154	37	OZZY OSBOURNE ▲ CBS ASSOCIATED FZ 40026/EPIC (CD)	THE ULTIMATE SIN
138	NEW	▶	1	BLACK 'N BLUE GEFEN GHS 24111/WARNER BROS. (8.98)	NASTY, NASTY
139	106	102	16	SPYRO GYRA MCA 5-753 (8.98) (CD)	BREAKOUT
140	113	113	15	RANDY TRAVIS WARNER BROS. 25435 (8.98)	STORMS OF LIFE
141	119	115	10	CARL ANDERSON EPIC 40410 (CD)	CARL ANDERSON
142	NEW	▶	1	NEW ORDER QWEST 25511/WARNER BROS. (8.98)	BROTHERHOOD
143	121	92	6	MAZE FEATURING FRANKIE BEVERLY CAPITOL ST-12479 (8.98)	LIVE FROM L.A.
144	150	152	3	LINDA RONSTADT ASYLUM 60489/ELEKTRA (24.98) (CD)	'ROUND MIDNIGHT
145	137	132	11	THE MONKEES RHINO RNLP 70141/CAPITOL (8.98)	PISCES, AQUARIUS, CAPRICORN, AND JONES LTD.
146	130	116	30	THE JETS ● MCA 5657 (8.98) (CD)	THE JETS
147	129	117	11	VAN MORRISON MERCURY 830077-1/POLYGRAM (CD)	NO GURU, NO METHOD, NO TEACHER
148	151	145	7	THE MONKEES RHINO RNLP 144 (8.98)	THE BIRDS, THE BEES & THE MONKEES
149	135	135	15	HANK WILLIAMS, JR. WARNER/CURB 25412/WARNER BROS. (8.98) (CD)	MONTANA CAFE
150	128	91	33	HONEYMOON SUITE WARNER BROS. 25293 (8.98) (CD)	THE BIG PRIZE
151	126	114	52	INXS ● ATLANTIC 81277 (8.98) (CD)	LISTEN LIKE THIEVES
152	136	129	19	BOYS DON'T CRY PROFILE PRO 1219 (8.98)	BOYS DON'T CRY
153	143	148	151	U2 ▲ ISLAND 90127/ATLANTIC (6.98) (CD)	UNDER A BLOOD RED SKY
154	181	195	3	STACY LATTISAW MOTOWN 6212 ML (8.98)	TAKE ME ALL THE WAY
155	148	158	158	SOUNDTRACK ▲ <sup>2</sup> MOTOWN 6062ML (8.98) (CD)	THE BIG CHILL

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
156	NEW	▶	1	GENERAL PUBLIC I.R.S. 5782/MCA (8.98)	HAND TO MOUTH
157	147	136	7	JAMES INGRAM QWEST 25424/WARNER BROS. (8.98) (CD)	NEVER FELT SO GOOD
158	NEW	▶	1	PETE TOWNSHEND ATCO 90553/ATLANTIC (8.98)	DEEP END LIVE!
159	159	191	3	PHYLLIS HYMAN P.I.R./MANHATTAN ST 53029/EMI-AMERICA (8.98)	LIVING ALL ALONE
160	146	150	35	ALABAMA ▲ RCA AHL-7170 (8.98) (CD)	GREATEST HITS
161	152	157	9	EARL KLUGH WARNER BROS. 25478 (8.98) (CD)	LIFE STORIES
162	141	128	20	THE FIXX MCA 5705 (8.98) (CD)	WALKABOUT
163	168	—	2	JAMES BROWN SCOTTI BROS. FZ 40380/EPIC	GRAVITY
164	160	167	69	RENE & ANGELA ● MERCURY 824 607-1 M-1/POLYGRAM (CD)	STREET CALLED DESIRE
165	157	156	15	ISLE OF MAN PASHA BFZ 40319/EPIC (8.98)	ISLE OF MAN
166	138	120	9	BONNIE RAITT WARNER BROS. 25486 (8.98)	NINE LIVES
167	149	155	123	BRUCE SPRINGSTEEN ▲ <sup>10</sup> COLUMBIA QC 38653 (CD)	BORN IN THE U.S.A.
168	172	—	55	BON JOVI ● MERCURY 824 509-1/POLYGRAM (CD)	7800 DEGREES FAHRENHEIT
169	144	130	23	ICEHOUSE CHRYSALIS FV 41527 (CD)	MEASURE FOR MEASURE
170	122	122	5	STRAY CATS EMI-AMERICA ST 17226 (8.98)	THERAPY
171	176	176	69	TALKING HEADS ▲ SIRE 25305/WARNER BROS. (8.98) (CD)	LITTLE CREATURES
172	178	141	9	FULL FORCE COLUMBIA BFC 40395	FULL FORCE GET BUSY 1 TIME
173	166	137	16	SHADOWFAX WINDHAM HILL WH-1051/A&M (9.98) (CD)	TOO FAR TO WHISPER
174	165	149	7	L.A. DREAM TEAM MCA 5779 (8.98)	KINGS OF WEST COAST
175	179	175	110	TALKING HEADS ▲ SIRE 1-25186/WARNER BROS. (8.98) (CD)	STOP MAKING SENSE
176	193	—	2	GENE LOVES JEZEBEL GEFEN GHS 24118/WARNER BROS. (8.98)	DISCOVER
177	NEW	▶	1	MILES DAVIS WARNER BROS. 25490 (9.98)	TUTU
178	185	159	647	PINK FLOYD ● HARVEST SMAS 11163/CAPITOL (9.98) (CD)	DARK SIDE OF THE MOON
179	153	146	7	DOCTOR AND THE MEDICS I.R.S. 5797/MCA (8.98)	LAUGHING AT THE PIECES
180	186	187	157	PHIL COLLINS ▲ <sup>2</sup> ATLANTIC SD16029 (8.98) (CD)	FACE VALUE
181	196	—	2	PHANTOM, ROCKER & SLICK EMI-AMERICA ST 17229 (8.98)	COVER GIRL
182	169	166	106	U2 ▲ ISLAND 90231/ATLANTIC (8.98) (CD)	THE UNFORGETTABLE FIRE
183	NEW	▶	1	RICHARD THOMPSON POLYDOR 829 728-1/POLYGRAM	DARING ADVENTURES
184	142	142	8	BOB MARLEY AND THE WAILERS ISLAND 90520/ATLANTIC (8.98)	REBEL MUSIC
185	162	165	41	STRYPER ENIGMA ST 73207/CAPITOL (8.98) (CD)	SOLDIERS UNDER COMMAND
186	RE-ENTRY			DEVICE CHRYSALIS BFV 41526 (CD)	22B3
187	155	138	28	PRINCE & THE REVOLUTION ▲ PAISLEY PARK 25355/WARNER BROS. (9.98) (CD)	PARADE
188	156	143	23	NEIL DIAMOND ● COLUMBIA OC 40368 (CD)	HEADED FOR THE FUTURE
189	190	140	10	SHIRLEY JONES P.I.R./MANHATTAN ST 53031/EMI-AMERICA (8.98)	ALWAYS IN THE MOOD
190	170	170	47	NEW EDITION ▲ MCA 5679 (8.98) (CD)	ALL FOR LOVE
191	180	161	13	BOB DYLAN COLUMBIA OC 40439 (CD)	KNOCKED OUT LOADED
192	175	160	45	SADE ▲ <sup>2</sup> PORTRAIT FR 40263/EPIC (CD)	PROMISE
193	RE-ENTRY			HUEY LEWIS & THE NEWS ▲ <sup>6</sup> CHRYSALIS FV 41412 (CD)	SPORTS
194	167	163	100	MADONNA ▲ <sup>6</sup> SIRE 25157-1/WARNER BROS. (8.98) (CD)	LIKE A VIRGIN
195	NEW	▶	1	LEVERT ATLANTIC 81669 (8.98)	BLOODLINE
196	164	133	14	SOUNDTRACK EMI-AMERICA SV 17210 (9.98)	ABOUT LAST NIGHT
197	197	188	6	WOODENTOPS COLUMBIA BFC 40468	GIANT
198	163	153	10	SIGUE SIGUE SPUTNIK MANHATTAN ST 53033/EMI-AMERICA (8.98)	FLAUNT IT
199	174	177	83	TEARS FOR FEARS ▲ <sup>4</sup> MERCURY 824 300/POLYGRAM (CD)	SONGS FROM THE BIG CHAIR
200	184	179	165	MADONNA ▲ <sup>3</sup> SIRE 1-23867/WARNER BROS. (8.98) (CD)	MADONNA

## TOP POP ALBUMS A-Z (LISTED BY ARTISTS)

- |                      |                                     |                              |   |                                      |                             |                        |                        |
|----------------------|-------------------------------------|------------------------------|---|--------------------------------------|-----------------------------|------------------------|------------------------|
| 38 Special 63        | Phil Collins 180, 100               | Kenny G. 75                  | The Jets 146                            | Bob Marley And The Wailers 184       | Pet Shop Boys 110           | The Smithereens 61     | Randy Travis 140       |
| AC/DC 67             | Alice Cooper 98                     | GTR 129                      | Joan Jett And The Blackhearts 134       | Maze Featuring Frankie Beverly 143   | Phantom, Rocker & Slick 181 | The Smiths 107         | Triumph 40             |
| Air Supply 124       | Elvis Costello & The Attractions 86 | Peter Gabriel 25             | Billy Joel 10                           | Paul McCartney 36                    | Pink Floyd 178              | SOUNDTRACKS            | Tina Turner 6          |
| Alabama 160, 109     | The Cure 78                         | Gene Loves Jezebel 176       | Don Johnson 17                          | John Cougar Mellencamp 97            | Poison 121                  | About Last Night 196   | U2 153, 182            |
| Carl Anderson 141    | David & David 58                    | General Public 156           | Jesse Johnson's Revue 94                | Metallica 132                        | Iggy Pop 113                | The Big Chill 155      | UB40 71                |
| The Art Of Noise 83  | Miles Davis 177                     | Genesis 12                   | Shirley Jones 189                       | Miami Sound Machine 32               | Prince & The Revolution 187 | Karate Kid Part II 120 | Van Halen 26           |
| Ashford & Simpson 88 | The Dazz Band 11                    | Glass Tiger 31               | Oran "Juice" Jones 55                   | Midnight Star 122                    | Quiet Riot 37               | Stand By Me 51         | Vinrie Vandross 57     |
| The B-52's 91        | El DeBarge 116                      | Amy Grant 79                 | Journey 41                              | Mike & The Mechanics 105             | R.E.M. 24                   | Top Gun 4              | Whodini 89             |
| Bad Company 114      | Device 186                          | Great White 104              | Judas Priest 136                        | The Moody Blues 53                   | The Rainmakers 108          | Jermaine Stewart 90    | Hank Williams, Jr. 149 |
| Anita Baker 19       | Neil Diamond 188                    | Gwen Guthrie 112             | Earl Klugh 161                          | Van Morrison 147                     | Bonnie Raitt 166            | Rod Stewart 117        | Steve Winwood 7        |
| Bananarama 28        | Dire Straits 123                    | Daryl Hall 39                | Chaka Khan 119                          | New Edition 190                      | Ratt 80                     | Stray Cats 170         | Woodentops 197         |
| Bangles 106          | Doctor And The Medics 179           | Corey Hart 74                | Earl Klugh 161                          | New Order 142                        | Regina 102                  | Stryper 185, 133       |                        |
| George Benson 93     | Dokken 128                          | Heart 115                    | L.A. Dream Team 174                     | Nu Shooz 69                          | Rene & Angela 164           |                        |                        |
| Big Country 126      | Double 49                           | Honeymoon Suite 150          | Stacy Lattisaw 154                      | Ric Ocasek 43                        | Lionel Richie 5             |                        |                        |
| Black 'N Blue 138    | Bob Dylan 191                       | Bruce Hornsby & The Range 38 | Cyndi Lauper 13                         | Billy Ocean 22                       | Run-D.M.C. 8                |                        |                        |
| Bon Jovi 168, 1      | Steve Earle 125                     | Whitney Houston 35           | LeVert 195                              | Orchestral Manoeuvres In The Dark 95 | David Lee Roth 16           |                        |                        |
| Boston 3             | Emerson, Lake & Powell 87           | The Human League 50          | Level 42 127                            | Ozzy Osbourne 72                     | Run-D.M.C. 8                |                        |                        |
| Boys Don't Cry 152   | Eurythmics 21                       | Phyllis Hyman 159            | Huey Lewis & The News 2, 193            | The Outfield 46                      | Simply Red 47               |                        |                        |
| Boyz n the City 163  | The Fabulous Thunderbirds 42        | INXS 151                     | Lisa Lisa & Cult Jam With Full Force 65 | Robert Palmer 23                     |                             |                        |                        |
| Cameo 30             | Five Star 82                        | Icehouse 169                 | Gloria Loring 77                        |                                      |                             |                        |                        |
| Belinda Carlisle 52  | The Fixx 152                        | James Ingram 157             | Madonna 194, 200, 9                     |                                      |                             |                        |                        |
| Peter Cetera 48      | John Fogerty 27                     | Iron Maiden 18               | Megadeth 118                            |                                      |                             |                        |                        |
| Cheap Trick 135      | Full Force 172                      | Isle Of Man 165              | Yngwie J. Malmsteen 45                  |                                      |                             |                        |                        |
| Chicago 64           |                                     | Janet Jackson 11             |   |                                      |                             |                        |                        |
| Cinderella 15        |                                     | Bob James/David Sanborn 101  |   |                                      |                             |                        |                        |
|                      |                                     | Al Jarreau 81                |   |                                      |                             |                        |                        |

## URBAN OUTLETS HOT IN SUMMER ARBITRONS

(Continued from page 1)

brid, maintained its spring head of steam to rise from a 6.0 to a 6.6 overall share.

Top 40 shares fell dramatically in the No. 1 market, New York, where previously top-rated WHTZ "Z-100" slipped into a first-place tie with rival WPLJ. Z-100 dropped from a 6.9 to a 5.5 share; WPLJ dipped from a 5.9 to a 5.5.

Also in New York, usually dominant urban RKO outlet WRKS fell from a 6.2 to a 5.1, while Inner City urban competitor WBSL continued its steady upward progress with a 4.9 share, a jump from 4.3.

The Gotham album rock race got tighter, as WNEW-FM dipped from a 3.9 to a 3.5 and WXRK edged up from a 3.1 to a 3.3. The latter's progress can largely be attributed to Howard Stern's morning shift, which drew the highest share of all morning music shows. For the rest of the day, however, WNEW-FM ranks well ahead of WXRK.

Aside from steady progress and a 2.3 share by "lite rock" WNSR, there was not much to see in the closely watched Gotham adult contemporary race. WLTW still sits atop the pack, although it dropped from a 4.2 to a 3.6. WPIX, WYNY, and WNBC shook out of their 2.0 spring tie to pull 1.9, 1.8, and 1.5 shares, respectively.

Even though the Mets made it to the play-offs, New York's sole coun-

try outlet, WHN, slipped from a 3.0 to a 2.8.

Back in Los Angeles, "classic rock'n'roll" outlet KRTH-FM jumped from a 3.5 to a 4.0. In the mainstream album rock field, KLOS edged back into the top slot with a 3.7; progressive rocker KROQ pulled a 3.6. KMET fell further, to a 2.0 share, and "pure rock" KNAC inched up from a 1.2 to a 1.4.

Signal problems have always kept Los Angeles urban outlets from pulling big shares. Nonetheless, three of four urban outlets went up in L.A.: KJLH, a 1.4 to a 1.8; Quiet Storm station KUTE, a 1.2 to a 1.5; and KDAY, a 1.1 to a 1.3.

KOST maintained its corner on the AC market, with a 4.1 share, while its closest competitor, KIQQ, stayed steady at a 2.9. On the country front, Malrite's KLAC rose from a 1.2 to a 1.4, while sister outlet KZLA dropped from a 2.5 to a 1.6. Spanish station KTNQ furthered its lead in the format with a jump from 2.7 to 3.2.

In Chicago, the big story is urban-formatted WGCI-AM-FM. Already on an upward trek in the spring book, the Gannett combo leaped from a 7.8 to a 9.1 under the direction of PD Lee Michaels. Michaels' former home, WMBX, also sparked, with a 5.3 to 5.9 jump.

Top 40s WKQX and WBBM-FM made little movement, with 3.4 and

3.3 shares, respectively. WLS edged up from a 2.4 to a 2.6, while its sister FM, WYZZ, jumped from a 2.0 to a 2.5.

Album rocker WLUP topped off a year's worth of good growth with a full-share leap to a 5.6; the more eclectic rocker WXRT slipped from a 3.1 to a 2.9.

It was a generally bad book for Chicago's AC outlets, with WLAK, WCLR, WFYR, and WCKG all dropping shares. Country outlet WUSN did the same, with a 2.9-2.6 drop.

The most significant moves in San Francisco involve continued growth by urban outlet KSOL and progressive top 40 KMEL. KSOL logged a 4.4-5.0 gain, and KMEL hit its high of the year with a 3.0-4.3 jump.

In Philadelphia, album legend WMMR retained its distant lead with a rise from a 10.9 to a 11.5 share; classic rocker WYSP stayed even at a 3.6. Top 40 WCAU-FM rose from a 4.4 to a 4.7, while ratings for the rest of the city's music outlets mostly stayed the same.

WXKS-FM Boston had one of the few great top 40 books. It flew from a 6.7 to an 8.5 for the top seat in the market. AC/variety outlet WBZ took the No. 2 slot, while album rocker WBCN took the No. 3 seat, with a 7.6 share.



**The Men Behind The Music.** Peer-Southern Organization executives present the co-authors of "Hands Across America" with the 1986 Ralph S. Peer Award for creative excellence. The three composers were chosen for their "unselfish contribution of outstanding work toward the benefit of America's hungry." From left are USA For Africa/Hands Across America executive director Marty Rogol; songwriters John Carney and Marc Blatte; Peer-Southern president Ralph Peer II; songwriter Larry Gottlieb; USA For Africa/Hands Across America president Ken Kragen; and Peer-Southern director of creative services Allan Tepper.

## EXECS FEAR SELL-THROUGH SHORTAGES

(Continued from page 1)

East Coast video chain, purchased more than 100,000 units in September and October just for sell-through.

Estimates are that the industry could move 10 million-12 million units during the holiday sell-through period. With the industry already falling behind on orders, executives fear what will happen if the pace continues.

"That concern is justified," says Fred Fehlauer, vice president of the commercial division of CBS/Fox Video. "Everybody got caught flat-footed. Most companies reduced their fall forecasts based on a miserable summer."

"Instead, promotions have been selling far beyond expectations, so most of us are booked right through December, based on forecasted demand. If anybody goes 10% over forecast, there will be a 10% shortfall." Companies are exceeding their projections by far more than that, Fehlauer adds.

Last year, the video industry also experienced shortages during the holiday season, and executives say this year's shortfalls are far less damaging, with delays of days instead of weeks. But there is still a serious cost to the industry when retailers get product late and distributor profit margins erode as single shipments are split into two or more parts.

In order to assuage retailer and distributor fears, Disney is mailing a letter to its entire retailer and distributor list assuring its customers that product from all of its promotions and the company's regular catalog will be available through the holiday season and into 1987.

The letter was written "in response to some of the concerns around the market that dealers will not be able to get delivery" on product, Disney's Tenn says.

Other companies have had trouble keeping up with demand. "In terms of the duplication, there's certainly a bit of a crunch," says Rob Blattner, president of RCA/Columbia Pictures Home Video. "The worst of it should end by the end of October," he says.

The rough stretch may run longer, other manufacturers predict. "We are running flat out to keep up with demand from CBS/Fox, and I am fielding phone calls from other people, which would indicate that they are not able to keep up with de-

mand," says CBS/Fox's Fehlauer. CBS/Fox has its own duplicating facilities, and it has increased capacity by more than 40% to handle this year's promotions, Fehlauer says.

Between them, Bell & Howell Columbia/Paramount and VCA/Technicolor account for 60% of the nation's duplication capability. Keeping up with orders has placed an "enormous strain on our capacity," says Emmet Murphy, VCA/Technicolor's vice president of operations.

"I personally think the crisis has already passed," Murphy says. "It all had to do with the rental market colliding with the sell-through market," he says. Demand in both areas was greater than expected. Much duplication capacity is usually taken up with the manufacture of rental product. Instead of simply being a blip in the graph, this year's sell-through demand is more of a long-term torrent.

VCA/Technicolor is "more comfortable today" than it was a few weeks ago, Murphy says, because the preorder product has already shipped. Duplicators say they can handle demand if strong reorders do not materialize. With capacity already committed for December and January rental releases, the situation could become very uncomfortable very fast.

"We're a little oversold now, and I'm sure that translates into spot shortages," admits Dave Cuyler of Bell & Howell Columbia/Paramount.

"It's really very temporary. We're not out of control," he says, pointing to the deep "buffer inventories" to cover potential shortfalls in production. It is doubtful that demand could become potent enough to chew through this, he says.

"If these [orders] are big orders to cover the next couple of months, then we're in good shape," Cuyler says. However, if the orders have been for product that will sell quickly through the pipeline and off retailers' shelves, "we could get some orders into November that could keep us tight," he says.

"I think most suppliers are affected by it one way or another," says Gene Silberman, president of the Livonia, Mich.-based distributorship Video Trend.

## CENSORSHIP PANEL DRAWS FULL HOUSE

(Continued from page 6)

been set up.

Zappa, on the other hand, said, "Don't join anything. That's the kiss of doom. When you join something you mistakenly assume it's being done."

Several panelists suggested strong individual action. Noting that a Maryland law holding record store clerks liable to jail terms for selling obscene material was passed by the lower house of the state leg-

islature because no one opposed it, Biafra said, "When the PMRC comes to town, be there."

Zappa urged vigilant attention to the television evangelists—"10 different guys selling their little piece of heaven"—because they signal the threatening "subtext" in mainstream media.

Panelist Phil Alvin, leader of the Blasters, sought to show censorship's historical role in music. He

contended that jazz was attacked "for its rhythms; it had nothing to do with lyrics," and added that a Mills Brothers song about the Works Project Administration (WPA) was banned in 1936 because of pressure from the government.

Panelist Ruben Guevara, leader of the Chicano group Con Safos, maintained that the influence of Latin music has been largely ignored, and characterized that attitude as a subtle form of censorship. Another panelist, Isabel Holt of Santa Monica National Public Radio outlet KCRW-FM, said, "Don't think that somebody else is going to protect your music."

## VIDEO RENTAL MACHINES

(Continued from page 4)

rental in many of its stores since Entertainment Now, a third-party, concession "manual" operation, pulled out six months ago.

Member customers may take out a maximum of six cassettes and can also rent a VCR. They use a card/button/screen selector much like an automatic bank teller, and take a transaction slip through the food checkout line. Returns can be placed back in the machine on any shelf, even when another member is making a choice.

"We've done research and found the average transaction time, including selection, is about a minute long," McGowan says. "So we feel confident the machine can handle even crowded conditions."

Movie Machine Corp. plans to hold a grand opening in a Safeway here on Oct. 29, with the Belgian ambassador in attendance. West Coast Safeway tests of the machine begin next week.

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## BOSS BOX ORDERS RULE ROOST

(Continued from page 1)

many people out there will feel they *have* to get this set? He must have a core of at least 2 million people that will crave it.

"If you look at it realistically in terms of dollars, it's a big buy. But you've got to think it's one of those items you can't afford to run out of."

"Obviously, being who it is, we expect a good reaction," says Poehner. "We look at it as a traffic builder, and I presume it will be a big Christmas gift item."

CBS has pledged simultaneous CD release for the album's Nov. 14 debut, and dealers specializing in the configuration have the same expectations as other retailers.

"It's going to do great," says Rob Simonds, owner of the Minneapolis CD-only wholesaler East Side Digital. "There's no question it will be huge on CD."

At Michigan-based rackjobber Handleman Enterprises, vice president Mario DeFilippo terms the package "the contemporary gift item." Although Handleman's initial order was not the largest in its history, he says the company placed "a very substantial order."

At Oakland, Calif., one-stop Music People, executive vice president Jason Blaine says his outfit "gave a pretty healthy order across the board in all configurations." But he says his mom-and-pop clientele is split in its reaction. "Some are more aware of the release than others. Some are a little cautious, but others have ordered 50 copies right off the bat."

But one retailer, who also placed one of his company's largest-ever orders, wonders if some dealers and wholesalers are too optimistic about the set's sales potential. And he

says CBS is playing a pressure game with some of its accounts.

"I think they're shooting to go platinum with a \$33 album, and I don't know how realistic that will be. I'm really blown away by some of the numbers I've heard that other companies ordered. I just wonder if people might be overestimating what it will do with that higher price, especially in markets where there isn't a lot of disposable income."

Yet Handleman's DeFilippo seems to speak for the majority when he terms the package "a tremendous value. It's the equivalent of five albums, and that's a lot of entertainment," he says.

Most merchandisers agree that the set will meet its lofty expectations. Like Turtle's Poehner, Camelot's Garrett thinks the set will be a traffic builder.

"For a mall-oriented retailer like us, it's perfect," he says. "We'll have the sign hanging in the window or from the ceiling, and we're going to stack it up on the floor right next to the cash register."

Nor are most retailers overly concerned that the album will siphon sales from other artists' releases. Howard Applebaum, vice president of Maryland's 26-store Kemp Mills, terms the Springsteen set "extra business. It will have an impact, but that impact is on the total consumer gift spending, not just records. It will also be a choice between purchasing this record and purchasing a pair of jeans."

Turtle's Poehner agrees. "I don't think it's going to detract from anything because it's more of a collectors' item," he says. And one retail chain president wonders if the set's high price will put it in competition

as a gift item more with home video releases than with other albums.

Evan Lasky, president of the 85-store Budget Tapes & Records, says, "I don't see how it can cannibalize those sales when a grandmother or grandfather picks up an album or two for kids on their gift list."

But while most dealers think the

Boss will deliver sales, some express concern over whether CBS will be able to deliver replenishment.

Some retailers say that fill has been poor on the distributor's fourth-quarter restocking program, with some 4 million-5 million cassettes on back order for accounts that took early shots. One retailer

says CBS encouraged him to place a heavy initial order in case the package ran into "mechanical problems." Other stores agree that their preorder patterns were influenced by the fear of later fill problems.

"With LPs and cassettes, they can catch up pretty quickly," says Lasky. "But with the books and the boxes, it may be a problem for them to come up with the packaging."

Adds Camelot's Garrett: "My only worry is whether CBS will be able to keep up with the demand—not only with the CD, but with the cassette and the album, too."

As for pricing, Poehner says Turtle's will retail the CD for less than \$40 and will "shoot for \$25-\$26" for the LP and tape versions. "As a discounter, we want to have a nice low price on it. Through Christmas, that item is going to be shopped pretty heavily pricewise, more so than a Cyndi Lauper or a Boston."

Garrett says Camelot has not yet determined shelf prices, but says the chain is concerned about low-ball competition, saying it will be "one of those sets that gets foot-balled around in terms of price."

## CBS Springs Bruce Push

**NEW YORK** CBS will support the release of the Bruce Springsteen live package with an advertising campaign that includes national television buys on "Late Night With David Letterman," "The Today Show," and other programs as well as spot buys in 15 local markets and top 40 radio buys around the country.

Arma Andon, vice president of product development for Columbia, says the main thrust of the campaign will come over Thanksgiving weekend, when the label hopes to reach "40 to 50

million consumers." Prior to that, the label will run a teaser campaign on MTV and radio.

For point-of-purchase, the label has devised a freestanding floor display that holds a total of 60 pieces in all three configurations.

"We didn't want to do anything overly flashy," says Andon. But he adds that "obviously this is a very important record to us. And our most immediate concern is to make sure that the entire public is aware of it."

## AUTOMATIC ORDERING PROGRESSES

(Continued from page 4)

mated customers.

Some committee insiders expected this firm difference in philosophies to spark vigorous discussion at the conference, since CBS, RCA, Musicland, and Western Merchandisers are said to favor the dedicated port systems they have already established.

But when Slobko restated WEA's insistence for a third-party procedure, representatives from those companies did not challenge her. In fact, Jim Nermyr, vice president of information systems/treasurer for Musicland and chairman of NARM's operations committee, acknowledged that a third-party system—and the industrywide data base that such a link would require—could yield benefits.

He said labels would then be able to institute price adjustments, and other changes could be effected "with a handful of calls, rather than many."

The cost of a third party, on the other hand, is a negative aspect. Andy Kropiwka, Musicland manager of technical systems, reported on a recent test of the third-party system conducted by the chain with General Electric Information Ser-

vices. While giving the network credit for smooth installation and good support, he said it cost 10 times as much as direct telecommunication. Western Merchandisers' Schneider concurred with Musicland's cost analysis.

But if WEA or other labels elect to go the third-party route, three companies are eager to court them. The conference included sales pitches by GE Information Service as well as Trade Service Publications and Entertainment Systems International (ESI).

GE already handles networking for other retail industries and is offering itself as a third-party candidate, although account executive Cathy Wall said the music industry represents "virgin territory" for the company. Thus it would require a data base and communications standards.

Meanwhile, Trade Service Publications, which publishes Phonolog buying guide and other industry catalogs, is a candidate to provide a data base. But the company is not positioned to provide third-party services.

ESI is the newest player of the three in NARM's operations pic-

ture. Bridget Thexton, vice president of sales and marketing, said the company already has music industry experience through its dealings with concert promoters and managers as well as its recently signed agreement to service the Billboard Information Network. ESI has expressed a willingness to develop a data base if it can then provide third-party service.

Of more immediate concern is how long-box cassettes should be identified on UPC bar codes. There are only two unassigned configuration codes left in the recording industry's UPC format. To avoid confusion for order fulfillment and returns, WEA and MCA are using one of them, 9, to identify tapes packaged in 4-by-12-inch packaging. But others argue that the configuration assignment "bastardizes" the UPC system.

That and other bar code issues will be addressed at a Recording Industry Assn. of America meeting scheduled for Tuesday (21) at Warner Communications in New York City. Jim Fischel, executive director of RIAA, invited the participation of interested NARM members at that meeting.

## BILLBOARD VIDEO MUSIC CONFERENCE

(Continued from page 4)

ert Blattner, president, RCA/Columbia Pictures Home Video.

• "Advertising/Corporate Sponsorship: It Pays Off," is an opportunity to hear the advertising community's thoughts on music video global promotion and marketing considerations. Outlines of successful corporate sponsorship formulas will also be delineated. Participants are Michael DuKane, president, Sight & Sound Marketing; Stuart Karl, president, Karl Lorimar Home Video; Foster Hurley, vice president and associate creative director, Bozell Jacobs Kenyon & Eckhardt; and Kevin Wall, president and CEO, Radio Vision International.

• "Where Is The Audience: A Programming & Marketing Analysis" is a discussion of what music videos consumers watch, buy, and rent. Key panelists are Seth Willensen, vice president, acquisitions, developments, and special projects, Paramount Video Group; Lou Fogelman, president, Show Industries/Music Plus (and vice president, Video Software Dealers Assn.); Russ Bach, senior vice president, WEA; and Ken Ross, director, CBS/FOX Video Music.

• "Making The Deals 1986/87: A Simulation" is an interactive business affairs/legal session covering all aspects of music video negotiations. Jim Gianopoulos, vice president of business and legal affairs, video division, Paramount Television Group, helms this year's ses-

sion, which will consist of two teams: one an artist manager and artist attorney; the other a label business affairs executive and a label in-house video music production chieftain. Slated so far are David Altschul, vice president, legal affairs, Warner Bros. Records and Len Epan, senior vice president and general manager, PolyGram Music Video U.S.

• "Future Tech: Creative Uses & Business Applications When?" is an examination of newer production and consumer technology and how it relates to the creative, label, and consumer communities. The core group is comprised of Ron Rich, president, Pioneer Artists; Zbigniew Rybczynski, director, Zbig Vision; John O'Donnell, president, Sony Video Software; Mike Watts, managing director, Virgin Vision; and Gary Gutierrez, co-founder, Colossal Pictures.

• "Artists On Video," a forum for artists, producers, and directors to express their thoughts on music video will be rounded out with producers and directors, including producer/director Jon Small, Picture Vision Inc.

Additional information about the program as well as information on obtaining exhibits space and hospitality suites can be obtained by calling Jim McCullaugh, conference director, or Christina Ferguson, conference coordinator at 213-273-7040.

## HIGH-GRADE TAPE

(Continued from page 6)

tional Geographic specials drawn from television programming.

TDK makes such plugs available through insert cards in blank videotape packages and national print advertising, such as TV Guide. In turn, studios often plug the fact that they use TDK tape in their own national advertising.

This cross-plugging, says Booth, is one answer to the impracticality of waging price wars with other tape manufacturers, particularly at a time when the escalating value of the yen has all but put an end to such battles. "It doesn't cost us to do it, and it doesn't cost them, and

we both benefit," says Booth.

On the 8mm front, Booth sees the "big players in hardware," other than Sony and Kodak, "sitting on the sidelines" for another year or so before committing to the configuration.

The big mystery in blank videotape, Booth says, is the 160-minute length. According to him, it commands only 8% of the world market; 120 minutes is overwhelmingly favored by most. But TDK's 160-minute formulation can stand up to the demands of VCR recording, he claims. And he says that TDK might be telling consumers about it soon.

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# Pop, Latin Stars Join Crackdown On Crack

BY STEVE GETT

NEW YORK All-star pop and Latin lineups have been set for two concerts here to benefit the city's newly created Crack-Down Fund, formed to combat crack abuse.

That was the word from Mayor Ed Koch during an Oct. 15 press conference at City Hall. The first concert, to be held Oct. 31 at Madison Square Garden, will be highlighted by a reunion of the Allman Brothers Band. Other acts on the bill are Crosby, Stills & Nash, Run-D.M.C., Santana, Ruben Blades, Olatunji, and special guests Paul Butterfield, Felix Cavaliere, and Mick Taylor.

An all-star Latin music concert has been scheduled for the following night at the Felt Forum. Billed as "The Great Latin Artists Of Our Community," the lineup features Willie Colon, Eddie Palmieri, Tito Puente, Bobby Rodriguez, Santana, and Ruben Blades.

The concerts are being produced by Bill Graham and David Maldonado, in conjunction with Ron Delsener Enterprises Ltd. (at Madison Square Garden) and Ralph Mercado (at the Felt Forum).

Tickets for both shows are priced at \$25, with all proceeds going directly to the Crack-Down Fund, which aims to heighten public awareness of the crack problem through its Artists for Crack Education (ACE) program. The aim of ACE is to:

- Bring role-model artists from the industry, along with professional crack abuse specialists, to speak at New York City schools and drug rehabilitation centers.

- Film public service announcements featuring celebrities to convey the anticrack message. These messages will be made available to the Board of Education and to radio and television stations. These will also be made available, at cost, to other educational and rehabilitation systems nationwide.

- Endow the New York City Board of Education with funds to create additional crack awareness programs in conjunction with the Crack-Down Fund.

Recognizing the public's concern over where money from charity concerts goes, producer Graham said: "The books are open, and the Arthur Young accounting firm is handling all the money. So we don't touch any of that."

"It's been clearly stated what the Crack-Down Fund is all about, and the money will be used to administer this agency that will send these artists to the schools—basically, it's for administrative overhead."

Asked whether there is a danger of overloading the public with fundraising concerts, Graham said: "Well, what are we really asking them to do? Basically, we're asking them to come to a show and have a good time. The day after one of these concerts, what do they do? They go back to their regular lives."

"So, that night, we're asking them to support this program with a \$25 donation for a ticket. If they want to go beyond that, they can do it in their neighborhood."

Graham cited strong billing as the key to successful benefit concerts. "People don't go to causes; they go because of who's playing," he said. "The reason Live Aid, Farm Aid, or the Amnesty concerts were so well attended was because people want to see those artists. Maybe 2% came because of the cause—maybe."

The rap group Run-D.M.C. was particularly keen to participate in the project, says group member Joseph "Run" Simmons. "We called Bill Graham and asked if we could do this," said Simmons. "The bottom line is I want kids to stop doing crack because I feel like they're my kids. They look up to me, and I believe if I tell them to wear Adidas, then they wear Adidas. So if I tell them not to smoke crack, then they'll think about it twice—at least."

# INSIDE TRACK

THE SALE OF CBS SONGS could mark a record price for a buyout of a music publishing operation. Predictions put the figure as high as \$125 million if a deal said to be in the works materializes. A possible buyer is Stephen Swid, owner of San Francisco-based U.S. Felt Co., in association with Charlie Koppelman and Marty Bandier of The Entertainment Co. Getting CBS Inc.'s partners, insurance companies Prudential, Northwest Mutual, and Minnesota Mutual, to part with their 50% share would mean, insiders say, shelling out \$125 million for the entire operation. While this deal has a way to go before it becomes reality, it does appear that the attempt by CBS Songs chief Mike Stewart and investors to buy the company has proven futile. Several years ago, PolyGram parted with Chappell Music for a then record price of about \$109 million.

LOOK FOR FAMOUS MUSIC to bring on a new president in the near future, a move likely to mean the relocation of the company from New York to Los Angeles. The person is likely to be a top figure at another major music publisher. The old-line publishing wing of Paramount Pictures has been without a chief executive officer since the departure of Marvin Cane several months ago.

GATHERING NO MOSS: Columbia Records is soliciting orders for the entire Rolling Stones Records catalog on CD. Projected delivery date for the 14 titles—from "Sticky Fingers" through "Rewind"—is the third week of November. The release sets up a Christmas blitz of Stones back catalog on CD, with PolyGram, via its deal with Allen Klein's ABKCO Records, offering 15 digitally remastered London albums at the same time. The only glitch in the face-off could be the Springsteen factor: CBS sales reps have told retailers that simultaneous release of the live Bruce Springsteen box set in all configurations is the No. 1 priority, which means the Stones may have to wait for CD pressing time... Anonymous Angel: When MCA Records recently serviced New Edition's hit pop cover of "Earth Angel" to country radio, promo singles were missing one bit of information: the group's name.

REBORN IN THE U.S., BUT WHERE? Latest word on the reconstituted American operation of Virgin Records is that the label will be based in New York. Although distribution has yet to be decided, word is that the two most serious contenders are RCA/Arista/A&M & Associated Labels and Atlantic Records. First U.S. release from the label will be the soundtrack to the film "The Mission."

CAN WE TALK ABOUT TALK RADIO? Joan Rivers and Fox Broadcasting say yes to new talk radio outlet WMRE Boston, which, on Oct. 9, became the only U.S. radio station to carry the audio portion of Rivers' new talk show on Fox's television network. That status is helped by the fact that Beantown will not get the Rivers show on TV because Fox prexy Rupert Murdoch is awaiting FCC approval of his purchase of WXNE-TV; he chose to keep the show out of the market until that buy is cleared. Anyway, when WMRE PD Jack Roberts and morning partners Dana Hersey and Hillary Stevens got wind of that fact, they woke up Fox CEO Jamie Kellner one morning to ask him on the air whether WMRE could carry Joan's shtick.

FIRST BITE OF THE BIG APPLE: The Crusaders play their first-ever New York nightclub date in the 20-plus years they've been together when they hit The Bottom Line during the last week in October. David T. Walker has been mentioned as a possible guest guitarist during the stint... Juggy Gayles, the veteran promotion/publishing man partnered with Ron Resnick and Will Socolov in Sleeping Bag Records, quips that nuclear disarmament wasn't the only loser at the summit meeting in Iceland between President Reagan and Soviet leader Mikhail Gorbachev. He claims the two failed to address "an issue on the agenda": foreign distribution rights to his label, which have just expired.

THE BUSINESS OF SHOW BUSINESS: Toby Pieniek, the entertainment attorney, is director of a daylong "Show Business Symposium" Saturday (25) at Long Island's Hofstra Univ. Panel will consist of screenwriter Marshall Brickman; Gary Krasner, executive publisher of Musician Magazine; Rick Dobbis, executive vice president of RCA Records; talent agent Norby Walters; and LaLa, the songwriter. For more info, call 516-560-5670.

THE VOLUNTARY LAYOFF PLAN offered to almost 1,000 employees at RCA/Ariola Records (Billboard, Oct. 12) has been accepted by at least 60 staffers, although "loose ends" still have to be tied up, a label spokesman says... WMCA New York, the former "good guys" rock station that has been all-talk since 1970, is being sold for \$10 million to Federal Enterprises Inc. of Detroit by Straus Communications Inc.... ASCAP managing director Gloria Messinger has been elected president of the executive bureau of the administrative counsel of CISAC, the international authors group.

BOB GELDOF, organizer of the successful Band-Aid/Live Aid rock events to raise funds to save victims of famine in Africa, was a runner-up to this year's Nobel Peace Prize winner, author Elie Wiesel, sources told The New York Times last week. A Nobel official broke precedent by telling reporters that Geldof was due "all possible praise and honor."

UNDER THE (MILLIONAIRE) WIRE: Berry Gordy, founder/chief of Motown Industries, makes the list of Forbes Magazine's richest Americans, with wealth estimated at \$180 million. That figure was the minimum necessary to make the list, which also includes Dick Clark and Merv Griffin, both of whom bested Gordy by several hundred million dollars... Neil Austrian resigned his post as chairman of Showtime/The Movie Channel last week. No word on where Austrian may be headed or who will succeed him at the cable company.

BMI president and CEO Frances Preston will be among three persons honored Saturday (25) in Nashville with Vanderbilt Univ. Medical School's first-ever Distinguished Leadership Awards... Scottish singer-songwriter Linda Thompson (of Richard & Linda Thompson fame) highlighted her Country Music Week visit to Nashville by signing a recording contract with CBS. The previously pop-folk artist was in town to talk about the song she's written for the upcoming Linda Ronstadt-Emmylou Harris-Dolly Parton collaboration on Warner Bros.... Perhaps Elvis Costello's offbeat concert approach is rubbing off on other artists. Look for Eric Clapton to play two nights in Boston and two in New York in late November at 1,000-seat venues, a first for the singer/guitarist. Meanwhile, don't be surprised to find Clapton on stage at least one night during Lionel Richie's sold-out week in New York later this month. The English artist's new LP—"August"—will be out Nov. 15, and the first single, "It's The Way You Use It," is also featured in the new Paul Newman/Tom Cruise flick, "The Color Of Money."

CMA WEEK DOINGS: The CBS-TV telecast of the CMA awards racked up a 19.2 average and 28 share, according to CMA officials... A question buzzing around Music Row following the CMA Awards: Why didn't Reba McEntire and George Strait perform on the telecast—and why didn't the two winners appear at the postawards international press conference?... Besides involving what seems like half of the city's residents, the Country Music Week festivities drew an estimated 2,000 performers and music business executives to Nashville.

INSIDERS COMMITTEE: The Rev. Jesse Jackson has followed up his charges of discrimination against Warner Communications Inc. by organizing a committee of insiders to prepare a platform of issues that the civil rights leader says need to be addressed by the industry (Billboard, Oct. 18). KACE Los Angeles program director Pam Robinson, "Soul Train" producer Don Cornelius, and Solar Records legal counsel Virgil Roberts are on the committee. Jackson has also contacted a number of black-formatted stations about not adding or reporting WEA product for one week.

PROMOTER FRANK RUSSO of Concerts East has received a settlement in his suit against the Jacksons. Russo had charged that the group reneged on a verbal agreement to let Russo promote the 1984 "Victory" tour and had asked for \$20 million in damages; the tour was subsequently awarded to promoter and arena operator Chuck Sullivan. Out-of-court settlement has a gag order attached prohibiting revelation of the settlement sum. However, Russo says, "I feel totally vindicated. The unfortunate scenario is that you have to go to trial and use the judicial system to be vindicated. I'm very pleased with the settlement." The case had been set to go to trial the first week in November.

Edited By IRV LIGHTMAN

## 1,000 Eyed For L.A. Expo SONGWriters SET MEET

BY CHRIS MORRIS

LOS ANGELES The 10th annual Songwriters Expo, called "the largest gathering of songwriters in the world" by its organizers, will convene Nov. 1-2 at Pasadena City College.

The annual event is mounted by the Los Angeles Songwriters Showcase (LASS), a 15-year-old nonprofit service organization for songwriters sponsored by BMI.

John Braheny, co-founder and director, with Len Chandler, of LASS, says this year's Expo will draw between 700 and 1,000 participants.

The two-day meet includes a round of seminars and panel discussions featuring industry pros, many from the publishing and a&r sectors. Each day also includes a round of "pitch-a-thons," in which a&r reps from a broad range of stylistic categories audition tapes.

"The primary objective of Songwriters Expo is twofold: to educate, to teach people how to deal with the music industry; and to give people the opportunity to pitch songs to individual acts," Braheny says.

According to Braheny, publishers picked up 98 songs at last year's Expo, and a&r executives singled out another 201 for consideration.

This year's Expo will include seminars and panels on copyrights, film scoring, talent management, publicity, a&r, collaborative writing, jingle writing, and demo tapes.

Among the pitch-a-thon judges will be label a&r staffers, including Ritch Esra of Arista, Herb Trawick of Solar, Scott Baron of Geffen, Cheryl Dickerson of MCA, and John Guarnieri of EMI America.

Braheny says the Expo is mainly supported by various vendor booths and by attendee admissions. An advance Expo ticket is \$125.

# Aretha

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-Aretha to Clive,  
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