

# Billboard

\*\*\*\*\*3-DIGIT 908  
000817973 4401 8917 MAR90DHZ  
MONTY GREENLY  
APT A  
3740 ELM  
LONG BEACH CA 90807

NEWSPAPER

RIAA to survey radio stations on back-announcing  
See page 5

Dirt Band, friends in a new 'Circle'  
See page 6

Progress reported on piracy front  
See page 84

VOLUME 101 NO. 17

THE INTERNATIONAL NEWSWEEKLY OF MUSIC AND HOME ENTERTAINMENT

April 29, 1989/\$3.95 (U.S.), \$5 (CAN.), £3.50 (U.K.)

## Arbs: KPWR Loses Power, WPAT Finds Easy Success

This story was prepared by Sean Ross and Craig Rosen.

LOS ANGELES New York may have a new No. 1 radio station—depending on who you ask. Los Angeles has its tightest race for the top spot in more than a year. And Chicago has the first major success story for black AC in some time. Those are among the highlights from the first batch of incoming winter '89 radio ratings from Arbitron.

Perhaps the biggest surprise of the quarter was the success of easy WPAT-AM-FM New York, whose combined 4.9-6.2 12-plus-overall jump puts them almost a share ahead of the traditional market leader, top 40 WHTZ "Z100," which was down from 5.6 to 5.3. Without the inclusion of its

AM station, WPAT would be second, with a rise from 3.6 to 5.0.

WPAT claims that its stations were simulcast through the winter book and their shares should be combined. Arbitron claims WPAT-AM broke away from its simulcast for sports programs and is listing the  
(Continued on page 77)

## Vinyl Deletions Seen As 'Self-Fulfilling Prophecy' Independent Retailers Stand By LPs

This story was prepared by Dave DiMartino in Los Angeles and Ken Terry in New York.

LOS ANGELES As most major retail chains continue to whittle down their small amount of vinyl album stock, independent stores report a continued consumer interest in that

configuration and surging sales of recently deleted catalog LP product.

While several one-stops and indie stores agree that demand for vinyl albums has somewhat diminished, most note that sales of some vinyl product continue to be strong—and many call recent label deletions of LP product premature, or, in the words

of one store owner, "a self-fulfilling prophecy."

"We're making so many friends because we're the last ones to hold out," says John James, partner/manager at the three-store Cincinnati-based Wizards. "I'll go to the grave carrying vinyl."

Confirmation of the LP's remaining strength can be seen in the comparatively high percentage of vinyl in such stores' overall stock—which, among those contacted by Billboard, hovered between the 40% and 50% mark. Overall, independent retailers are doing from 10%-20% of their dollar volume and a higher percentage of unit sales in LPs, according to a survey of the one-stops that supply them with product.  
(Continued on page 79)

## Nintendo To Be Axed From Rental Bill

BY BILL HOLLAND

WASHINGTON The home video industry has received assurances from Congress and computer software officials that game cartridges such as Nintendo's are not meant to be included in a proposed

no-rental bill designed to combat computer software copying.

Troy Cooper, VP of operations and sales at Erol's, the large video chain based here, emerged from testimony April 19 at a Capitol Hill hearing on the bill with the news that the legislators would have

"no problem" with suggested changes in wording in the draft bill that would exclude the game cartridges. Cooper attended the hearing as a representative of the Video Software Dealers Assn.

The assurances given to Cooper  
(Continued on page 81)

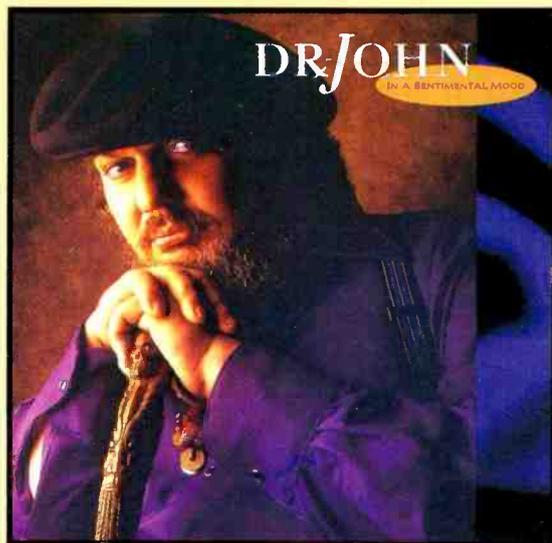
## Foreign-Owned Labels Hope For Court Tax Relief

This story was prepared by Bill Holland in Washington and Don Jeffrey in New York.

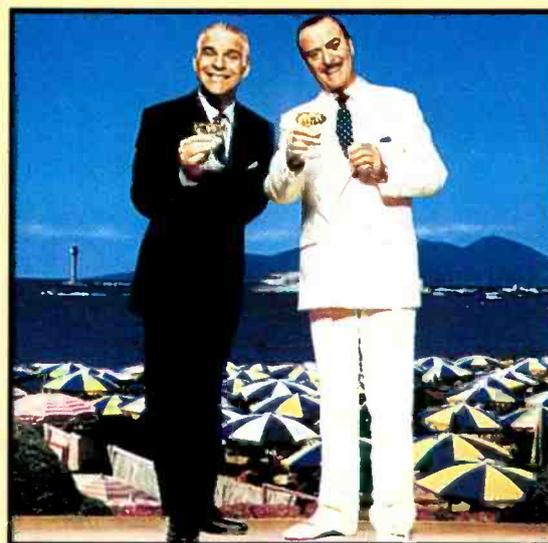
WASHINGTON The four U.S. major-label complexes owned by foreign-based corporations are among those companies that could be affected by a pending U.S. Supreme Court case that concerns the standing of foreign companies to sue states. The record labels could face higher state taxes and no chance of federal court tax case challenges if the high court rules in favor of California's Franchise Tax Board in a suit brought by firms based in Canada and the U.K.

In that scenario, several video and motion picture companies owned by  
(Continued on page 79)

ADVERTISEMENTS



Dr. John is *In A Sentimental Mood* (2/4/1-25889). The good Dr. will heal the sick, raise the dead and make the little girls talk outta their heads with this smooth collection of classic ballads. The single, "Makin' Whoopee!" (4/7-22976), is a slinky duet with Rickie Lee Jones (courtesy of Geffen Records). Dr. J.'s soul-savin' vocal/piano treatments will upgrade your condition. On Warner Bros. Cassettes, Compact Discs and Records.



Steve Martin and Michael Caine reach hilarious new heights as con men out to bilk a not-so-naive American heiress in the comedy-escapade *DIRTY ROTTEN SCOUNDRELS*. AVAILABLE ON VIDEOCASSETTE Order Cut Off Date: June 6 Street Date: June 22 From Orion Home Video

## B. Dalton Set To Re-Enter Vid Biz With Kids' Titles

BY GEOFF MAYFIELD

NEW YORK Huge bookstore chain B. Dalton is getting ready to jump back into the video business.

The web of 780 stores will reportedly use a modest selection of children's titles to launch the new video venture at an as-yet-undetermined number of stores.

A company representative confirms that the chain will be adding kid-oriented tapes. In May, the chain expects to formally announce its video blueprint, but indications are B. Dalton will in time expand beyond the children's category.

Kurt Ringquist, who was assistant manager of video for Waldenbooks,  
(Continued on page 78)



miles jaye is simply IRRESISTIBLE

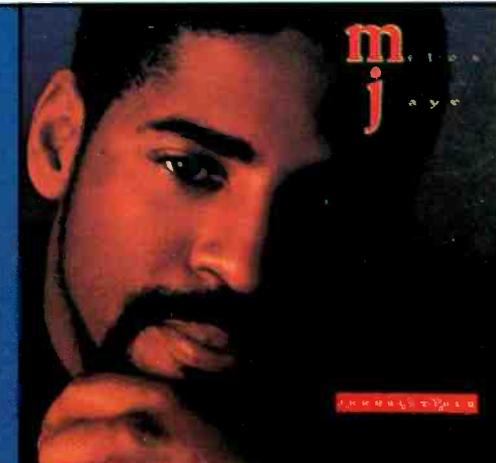
Miles Jaye's debut album, *MILES*, yielded two top ten singles in 1987: "Let's Start Love Over" and "I've Been A Fool For You," establishing him as a major new force on the R&B scene.

Now Miles returns with *IRRESISTIBLE*, his eagerly-awaited new album. Simply stated, Miles Jaye performs with style, elegance, and true soul, proving *IRRESISTIBLE* to be an irrefutable masterpiece.

The first single: "OBJECTIVE" (7-99228)

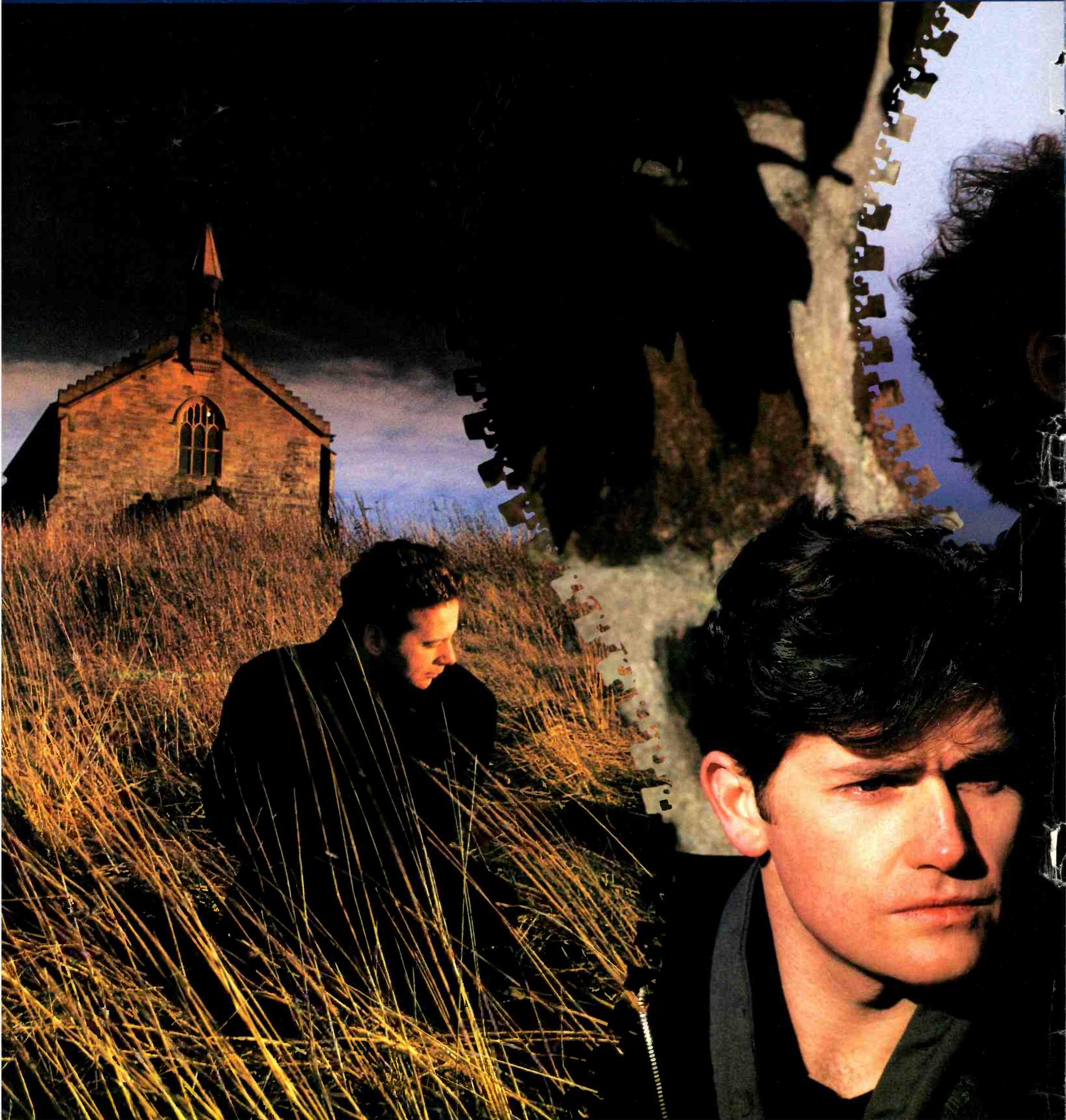
Arranged and Produced by Miles Jaye for Mil-Asia Productions

On Island Compact Discs, Cassettes and Records

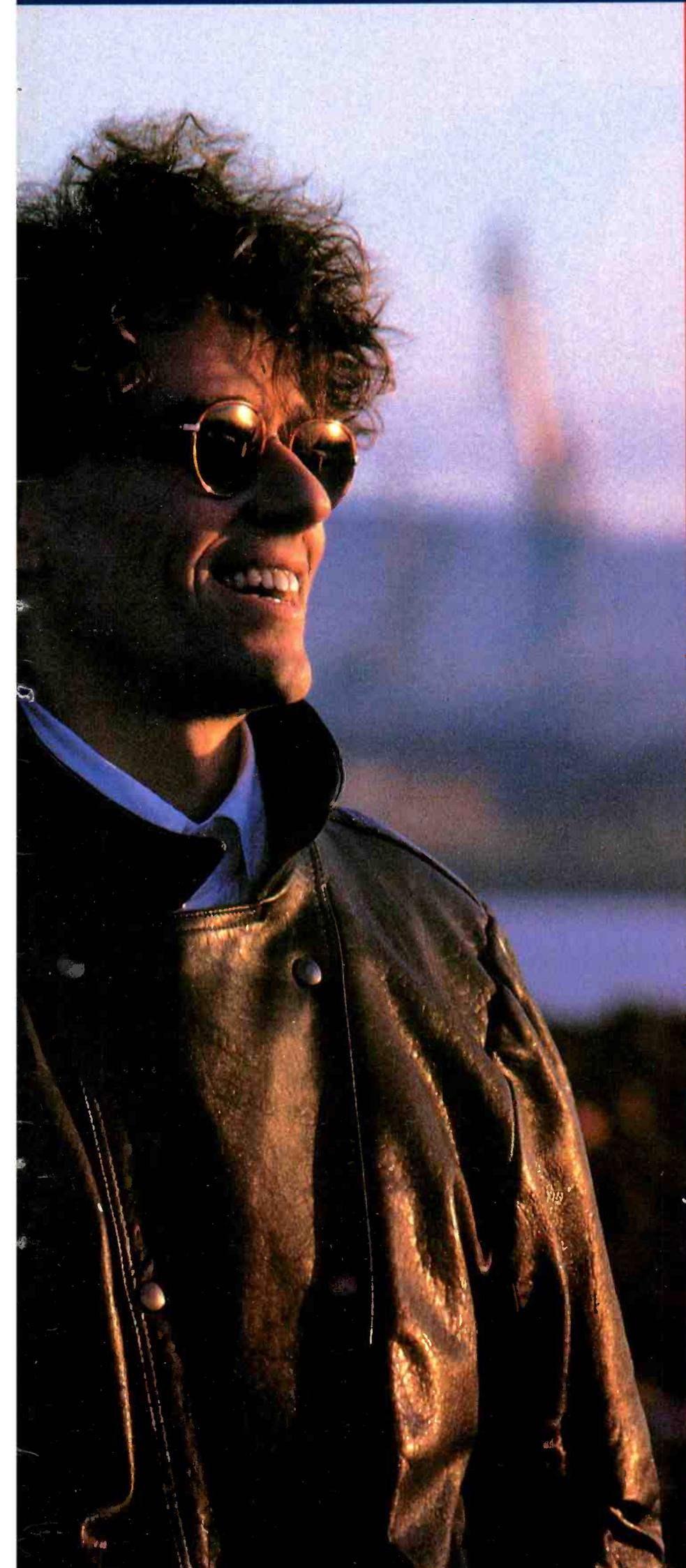


ADVERTISEMENT

# S I M P L E



# WINDS

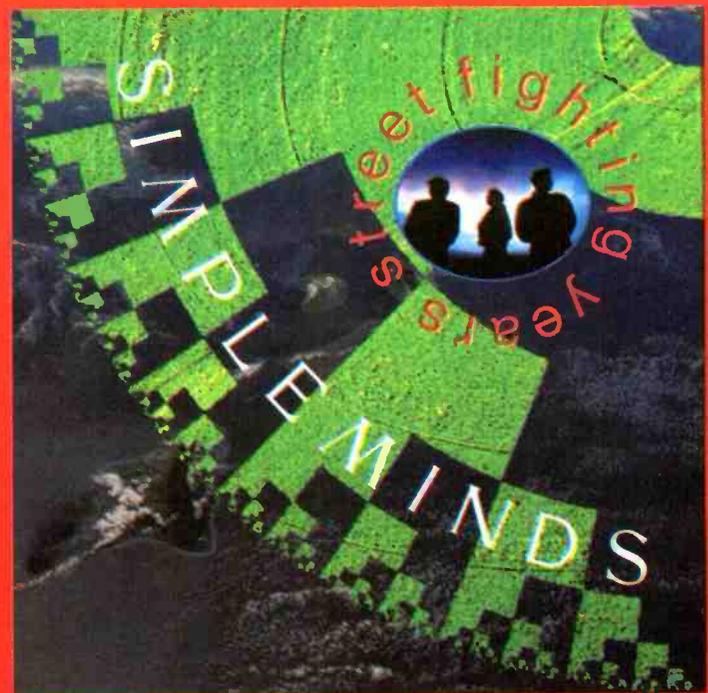


## street fighting years

[SP 3927]

The name Simple Minds has become synonymous with platinum albums and sold-out shows around the world. **street fighting years**, their first studio album in nearly four years, pushes the boundaries of Simple Minds' trademark sound to a new place full of hope, joy, and that undefinable quality called Simple Minds.

Featuring the first single and video **"this is your land"** [AM 1413]



Produced by Trevor Horn and Stephen Lipson

Managed by Bruce Findlay, Robert White, Jimmy Devlin  
and Sandra Dods at Schoolhouse Management

© 1989 A&M Records, Inc. All rights reserved.



Virginia

# DONNY OSMOND



T H E N E W A L B U M

" S O L D I E R O F L O V E "

T H E F I R S T S M A S H

Produced by Carl Sturken and Evan Rogers\*

\*three tracks produced by George Acogny and one track, produced  
by George Acogny, Donny Osmond and Evan Rogers

Capitol

©1989 CAPITOL RECORDS, INC.

# Billboard CONTENTS

VOLUME 101 NO. 17

APRIL 29, 1989

## CLEARER SKIES FOR CLASSIC STATIONS

PDs at classic rock stations say their once-stormy relationship with major labels is slowly improving. West Coast radio reporter Craig Rosen finds that stations that were once told to buy records for airplay are now being worked on some material. **Page 10**

## CBS' Colomby Takes Stock

Associate editor Chris Morris chats with CBS Records' Bobby Colomby about his recent appointment to the newly created post of VP of creative development, West Coast, in "One To One." **Page 30**

## PARAMOUNT KISSES QUEBEC GOODBYE

Quebec recently passed a law requiring all videocassettes to bear an anti-piracy sticker. While most U.S. studios are complying, Paramount Home Video has crossed the province off of its international distribution list. Canadian editor Kirk LaPointe reports. **Page 50**

## Anti-Drug Concert To Play Worldwide

A new U.K.-based foundation, Anti-Drug Abuse, is organizing a three-hour concert in London to raise funds to fight drugs internationally. The London show is slated for Aug. 26 and will be telecast live around the world. International contributor Nigel Hunter has the story. **Page 55**

### FEATURES

72 Album & Singles Reviews	49 Jazz/Blue Notes
30 The Beat	27 Latin Notas
32 Boxscore	71 Lifelines
6 Chartbeat	71 Market Action
64 Classical/Keeping Score	34 Nashville Scene
56 Clip List	70 Newsmakers
29 Dance Trax	18 Power Playlists
85 Executive Turntable	62 Retail Track
27 Gospel Lectern	21 The Rhythm & the Blues
61 Grass Route	25 Rossi's Rhythm Section
76 Hot 100 Singles Spotlight	10 Vox Jox
87 Inside Track	

### SECTIONS

21 Black	63 Music Video
67 Canada	57 Pro Audio/Video
58 Classified Actionmart	10 Radio
9 Commentary	60 Retailing
34 Country	30 Talent
50 Home Video	71 Update
65 International	41 Video Retailing

### MUSIC CHARTS

<b>Top Albums</b>	<b>Hot Singles</b>
23 Black	15 Adult Contemporary
62 Compact Disks	24 Black
35 Country	25 Black Singles Action
68 Hits of the World	36 Country
49 Jazz	39 Country Singles Action
16 Modern Rock Tracks	77 Crossover 30
80 Pop	28 Dance
16 Rock Tracks	68 Hits of the World
	27 Hot Latin
	74 Hot 100
	76 Hot 100 Singles Action

### VIDEO CHARTS

54 Hobbies And Crafts	50 Music Videocassettes
47 Kid Video	42 Videocassette Rentals
54 Recreational Sports	52 Videocassette Sales

©Copyright 1989 by Billboard Publications Inc., a subsidiary of Affiliated Publications Inc. BILLBOARD MAGAZINE (ISSN 0006-2510) is published weekly (except for the first week in January) by Billboard Publications Inc., One Astor Plaza, 1515 Broadway, New York, N.Y. 10036. Subscription rate: annual rate, Continental U.S. \$178.00, Continental Europe £165. Billboard, Quadrant Subscription Service Ltd., Perrymount Road, Haywards Heath, West Sussex, England. Registered as a newspaper at the British Post Office, Japan ¥92,000. Music Labo. Inc., Dempa Building, 2nd Floor, 1-1-2, 1-Chome, Nigashi-Gotanda, Shinagawa-ku, Tokyo 141, Japan. Second class postage paid at New York, N.Y. and at additional mailing office. Current and back copies of Billboard are available on microfilm from Kraus Microform, One Water Street, White Plains, N.Y. 10601 or Xerox University Microfilms, 300 North Zeeb Road, Ann Arbor, Mich. 48106. Postmaster, please send changes of address to Billboard, P.O. Box 2071, Mahopac, N.Y. 10541-2071, 914-628-7771.

# RIAA To Survey Radio On Song IDs Back Announcing Month Called Success

BY MELINDA NEWMAN

NEW YORK Calling April's Back Announcing Month awareness campaign a success, Recording Industry Assn. of America officials—who coordinated the drive with the National Assn. of Recording Merchandisers—feel the next logical step is a survey of radio stations.

April's back-announcing focus is just the beginning, according to Hilary Rosen, RIAA senior VP. "We've raised consciousness and now we're looking at alternate ways to measure the response," she says. "We're looking at a survey of radio stations.

We've never done that, and we think since some stations have responded to our efforts, it's time to find out how they feel about the issue."

Similar to the listener survey by the Street Pulse Group—which the RIAA has used to fuel its song ID campaign—the radio questionnaire would give the organization some idea of where programmers stand on the back-announcing issue.

Though the RIAA's initial idea for the April thrust was to raise awareness of the back-announcing issue within the record and radio industries, Rosen says it quickly became obvious that this was also a consum-

er concern. Stories began to crop up in such dailies as the Los Angeles Times, the Philadelphia Inquirer, and the Charlotte Observer.

"When this whole thing started in Washington, we thought it was a very insular issue and that only people in radio or records would know what we were talking about," Rosen says. "Instead, we found that it was an issue that the public really cared about and responded to. The media picked up on that and the petitions show that."

While the RIAA has handled the publicity aspects of the special month, NARM has taken charge of the petition drive, which was first tested last December in Chicago under the leadership of The Flip Side's Carl Rosenbaum.

According to NARM's director of special projects, Ray Gianchetti, the organization has rounded up 40 regional captains who will assume responsibility for collecting in-store petitions and setting up appointments with targeted radio stations.

Many of the captains are retailers, while others are local label reps. "With BMG, just about all the local reps are involved," Gianchetti says. "They're helping in Atlanta, Baltimore, Boston, Cleveland, Detroit, Los Angeles, Minneapolis, New York, San Francisco, and Seattle."

After NARM's March convention, Gianchetti sent copies of the song ID petition plus the RIAA's four-page brochure on back-announcing to more than 1,500 association members. He says that nearly every retail

(Continued on page 78)

## WCI Setting Record Pace In '89 Earnings, Revenues

NEW YORK The recorded music and music publishing division of Warner Communications Inc., coming off a record year in 1988, got off to a flying financial start in the first quarter of 1989.

Income for the WCI unit climbed 64% from \$70.5 million in last year's first quarter to \$115.6 million in the three months ending March 31. Revenues also showed impressive gains: \$655 million compared with \$447.9 million in the same period last year.

The recorded music and music publishing division is, of course, al-

ready moving sharply ahead of the record-setting pace of 1988, when it achieved industry-shattering income of \$319 million on revenues of \$2.04 billion.

According to an overall first quarter report from WCI, its record-group artists captured more than 50% of the Billboard charts. The company also reports a "dramatic" increase in sales and earnings of the WEA International label.

In addition to the WEA-distributed labels, the record group consists of Warner/Chappell Music, WEA

(Continued on page 77)

## 750-Strong Confab Maps Out Video Retail Survival Tactics A Determined AVA Meets In New Orleans

BY EARL PAIGE

NEW ORLEANS Described here as the "survivors" and also the "most entrepreneurial" of U.S. independent home video retailers, members of the American Video Assn. who convened at the Fairmont Hotel here April 13-16 are more determined than ever to combat encroaching competition from superstore and combo chains, grocery and convenience stores, and emerging delivery systems like pay-per-view.

The mood was upbeat at the buying co-op's sixth annual convention, and so was attendance, rising by 100 delegates to 750, including late registrants. The number of exhibitors also rose modestly to 104 firms. The increased participation was a surprise, since moving the convention here from AVA's Phoenix base had been considered a risky experiment.

Among the topics of discussion at the convention were the dealers' lingering bitterness at being shut out of major sell-through campaigns for such blockbusters as "E.T. The Extra-Terrestrial" and "Cinderella" (see story, page 41); burgeoning interest in adding pre-recorded audio; and the dramatic growth of the video-game-cartridge rental business.

AVA leaders were all the more heartened because the trade group is still going through the pains of

becoming a member-owned organization, following a dramatic decision made a year ago at the group's meet in Palm Springs, Calif.

At the opening session of this year's meeting, some attendees expressed skepticism about AVA's sales to nonmembers; others were concerned because the group has not yet released the financial details

of the members' purchase of AVA from John Power, now president of the organization.

Robert Stanhope, owner of Show Time Video, South Portland, Maine, said there has never been a breakdown of the \$1.8 million sale of the AVA. "What are the assets? We're all owners—we should know what's going on."

(Continued on page 42)

## Ron Berger Sees Limits To Growth Of PPT In U.S.

This story was prepared by Ken Terry and Al Stewart.

NEW YORK Even its staunchest supporter says pay-per-transaction is not likely to become the standard for all video retailers. At best, the controversial revenue-sharing plan will be installed in half the nation's video retail outlets, says Ron Berger, president of Rentrak, whose company distributes titles on a PPT basis.

Though the number of stores that have reportedly signed up with Rentrak—850 in all—is a far cry from 50% of the retail industry, Berger claims that there has been "tremendous acceptance" of

his company's PPT system. Not surprisingly, the gains posted by PPT over the past few months have intensified questions as to what role PPT will ultimately play at retail.

Berger believes that the spread of PPT is limited by the continuing lack of computerization in much of the retail business. In addition, he notes, oversaturation of a given market would reduce PPT's benefits to dealers. If every store increased its A title depth due to PPT, he says, "they wouldn't make more, although consumers would be satisfied faster."

While conceding that PPT is un-

(Continued on page 78)

## Dirt Band Rounds Up Stars For Album, Show 'Circle' Returns With Concert

BY GERRY WOOD

NASHVILLE The ambitious Nitty Gritty Dirt Band follow-up to its "Will The Circle Be Unbroken" artist compilation has already inspired what is shaping up as one of the major events of the concert season.

Rosanne Cash, Bruce Hornsby, John Denver, Paulette Carlson, Chris

Hillman, Michael Martin Murphey, New Grass Revival, Jimmy Martin, Vassar Clements, Randy Scruggs, Roy Huskey Jr., Jerry Douglas, and Mark O'Connor are among the artists who have committed to joining the Dirt Band in concert June 22 at Red Rocks Amphitheater near Denver.

The "Circle" follow-up is due for release May 1 from Universal Rec-

ords on single cassette, single CD, and double LP. The first album, released 17 years ago, reshaped, redefined, and relaxed the once restrictive boundaries of country music. "Will The Circle Be Unbroken: Volume Two" reaffirms the tradition of fusing elements of rock, country, and country-rock, merging various genres of music with various generations of musicians.

Marketing plans include seeking airplay and chart status simultaneously for several singles by different artists on the album. The entire recording event has also been chronicled on video.

(Continued on page 81)



**Macca Backers.** Paul McCartney meets with Capitol Records brass in Los Angeles after delivering his new "Flowers In The Dirt" album. Shown, from left, are Bill Burks, VP, product & artist development; John Fagot, VP, promotion; Tom Whalley, VP, A&R; Paul and Linda McCartney; David Berman, president; Ron McCarrell, VP, marketing; and Lou Mann, VP, sales.

## 'Soul Train' Awards Show Proves It's On Right Track

BY NELSON GEORGE

LOS ANGELES With an increase in its national ratings from 6.7 to 8 points, the support of superstars like Michael Jackson, and a move into the prestigious Shrine Auditorium here, the "Soul Train" Music Awards appears to have arrived as the premier national program honoring achievement in black music.

The third annual "Soul Train" awards, broadcast live in many markets April 12 from Los Angeles—and via tape through April 16—garnered

some impressive overnight Nielsen numbers, according to founder Don Cornelius. They included a 9.3 rating with a 15 share in Los Angeles; an 8.1 rating with a 13 share in Atlanta; a 7.6 rating with a 12 share in New York; a 7.4 rating with a 13 share in San Francisco; and 6.5 rating with a 10 share in Minneapolis. The broadcast also made its debut in Seattle and Sacramento. In Detroit, the awards aired on the small black-owned independent station WGPR, which, despite a low power signal,

(Continued on page 81)

## Rhino Rewraps CEMA Deal Ties Include Capitol, EMI Pub

BY GEOFF MAYFIELD

NEW YORK Indie label Rhino Records and CEMA Distribution have signed a new three-year distribution deal, continuing the companies' 3-year-old relationship.

The unique pact, which went into effect April 1, also encompasses ties with the Capitol label, CEMA Special Markets, and EMI Music Publishing.

CEMA retains exclusive U.S. distribution rights for all Rhino Records product, although Rhino Video titles will not—at least for now—be fun-

neled through the Capitol-EMI network. During the first three years in which CEMA has handled Rhino, the logo has scored its biggest hits with Billy Vera's "By Request," the Roy Orbison greatest-hits album "Anthology," and the series of Billboard Top Rock'N'Roll Hits compilations that have been marketed under Billboard's logo.

Russ Bach, president of CEMA, terms the renewal a "very important" deal, lauding the "specialized, eclectic niche" that Rhino represents.

(Continued on page 78)

## Walters, Bloom Found Guilty In Federal Conspiracy Case

This story was prepared by Moira McCormick and Karen O'Connor.

CHICAGO A federal jury here on April 13 found agents Norby Walters and Lloyd Bloom guilty of five of seven counts of racketeering, conspiracy, and mail fraud. Walters and Bloom, who are scheduled to be sentenced May 23 by U.S. District Judge George Marovich, each face a maximum of 55 years in prison and a \$1.5 million fine. The pair said they would appeal the conviction.

The verdict, which came down after six days of deliberation by the jury, pertained solely to Walters' and Bloom's activities as sports agents—specifically, their signing of student

athletes before their college eligibility expired.

However, the guilty verdict did not include the charges that Walters had used alleged business partner Michael Franzese, a captain in the Colombo organized crime family who is currently serving a 10-year sentence, to threaten music clients who wanted to switch agents. Dionne Warwick, her personal manager, Joseph Grant, and former New Edition manager Steven Machat had all testified that they had not been threatened by Walters or Franzese, contrary to the mobster's own earlier testimony.

The jury apparently rejected that testimony; Franzese had admitted under cross-examination that he had committed perjury twice before in other trials.

Following the reading of the verdict, Walters told reporters as he left the courtroom, "I feel confident we will win on appeal. We'll take 'em in the next round."

Looking for the Executive Turntable? ... see page 85

## 'After All' These Years, Cher Still Charts; Mellencamp's 'Pop Singer' Top New Entry

THE CHER/PETER CETERA DUET, "After All," jumps to No. 9 on the Hot 100, 23 years and nine months after Cher landed her first top 10 hit with ex-husband **Sonny Bono**. That's the longest span of top 10 hits by any female vocalist in the rock era who was billed on both entries. Runners-up are **Dusty Springfield**, whose top 10 hits span 23 years and seven months, **Dionne Warwick** (22 years, one month), and **Aretha Franklin** (20 years, one month). **Gladys Knight** tops them all, though, if you include female vocalists who were not billed on both hits. Knight's top 10 hits span 24 years and eight months—from the Pips' "Every Beat Of My Heart" to **Dionne & Friends**' "That's What Friends Are For."

"After All," the love theme from "Chances Are," has already surpassed the No. 10 peak of Cher's 1988 comeback hit, "I Found Someone." The single was produced by **Peter Asher**, who landed his first top 10 hit—as half of **Peter & Gordon**—more than a year before **Sonny & Cher** broke through with "I Got You Babe."

"After All" is the third top 10 hit co-written by **Dean Pitchford & Tom Snow**, following **Melissa Manchester's** Grammy-winning "You Should Hear How She Talks About You" and **Deniece Williams'** Oscar-nominated "Let's Hear It For The Boy." The song's top 10 success is ironic because the film, which stars **Cybill Shepherd** and **Ryan O'Neal**, fell far short of predictions of box-office success.

Rich Appel of CBS in New York notes that Shepherd is the first top-billed star of both a movie and TV series that generated top 40 theme songs. **Al Jarreau's** theme to "Moonlighting," Shepherd's ABC-TV series, reached No. 23 in 1987. Appel adds that this isn't the first time that a superstar singer/actress has had a hit with the theme to a movie in which she didn't appear. **Diana Ross** sang the theme to "It's My Turn," the 1980 film that starred **Jill Clayburgh**, and **Barbra Streisand** sang the theme to "Eyes Of Laura Mars," the 1978 movie that starred **Faye Dunaway**.

**JOHN COUGAR MELLENCAMP's** "Pop Singer," the first single from his upcoming "Big Daddy" album, is the top new entry on the Hot 100 at No. 54.

Though other artists have generated more heat (and hype), Mellencamp has been one of the most consistently successful artists of the '80s. Each of his last four albums has cracked the top 10 and yielded two or more top 10 singles. Only one other act in the '80s—**Daryl Hall & John Oates**—has had this broad-based success with four straight albums, though **Madonna** is certain to join the club when the

second single from her current album, "Express Yourself," goes top 10. Of course, within a few months Mellencamp will likely have stretched his winning streak to five consecutive top 10 albums, each spawning two or more top 10 hits.

**FAST FACTS:** The **Aretha Franklin/Elton John** duet, "Through The Storm," jumps to No. 36 on the Hot 100, marking the 20th consecutive year that

John has reached the top 40 with at least one single. In the rock era, only **Elvis Presley** tops that mark. He made the top 40 for 22 consecutive years (1956-77).

**Jody Watley's** second solo album, "Larger Than Life," jumps 10 spots to No. 20 in its third week on the Top Pop Albums chart. It's

moving at a faster clip than her 1987 debut album, which took six weeks to crack the top 20. The first single from the new album, "Real Love," jumps to No. 8 on the Hot 100.

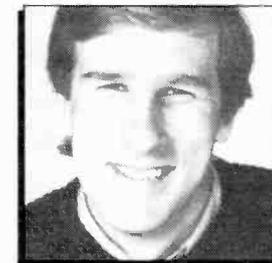
The **Cult's** third Sire album, "Sonic Temple," enters the pop albums chart at a robust No. 46. It's almost certain to become the British band's highest-charting album to date. The group first hit the chart in 1985 with "Love," which peaked at No. 89. Its 1987 follow-up, "Electric," reached No. 38.

**Deon Estus'** "Heaven Help Me" jumps to No. 5 on the Hot 100, becoming the first top five hit for **Michael Lippman & Rob Kahane's** new PolyGram-distributed **Mika Records**. The Los Angeles-based managers are accustomed to reaching the top five: Their client **George Michael**—who sings backup on Estus' hit—is the only artist in pop history to land six top five singles from one album.

**Donna Summer's** first Atlantic single, "This Time I Know It's For Real," vaults from No. 88 to No. 57 in its second week on the Hot 100... Winning an Oscar wasn't enough to make **Carly Simon's** "Let The River Run" a smash. The single drops to No. 66 after peaking at No. 49 last week.

Warner Bros. and its distributed labels are No. 1 on nine charts this week, thanks to **Madonna** (who tops five charts), **Cher & Peter Cetera, XTC, Karyn White, and Joe Sample**.

**WE GET LETTERS:** Mike Perini of Ypsilanti, Mi., notes that **Jimmy Harnen with Synch's** "Where Are You Now?" took longer to reach the top 40—21 weeks—than any other single of the '80s. The old record was shared by **Soft Cell's** "Tainted Love," **Paul Simon's** "You Can Call Me Al," and **UB40's** "Red Red Wine," all of which hit the top 40 in their 19th week.

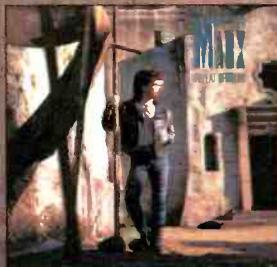


by Paul Grein

RICHARD  
**MARY**

**REPEAT OFFENDER**

*The record speaks for itself*



Produced by Richard Marx & David Cole  
Management: Allen Kovac / Left Bank Management

Available on EMI Cassettes (K4-97382), CDs (E2-90320)  
and Albums (E1-50382)

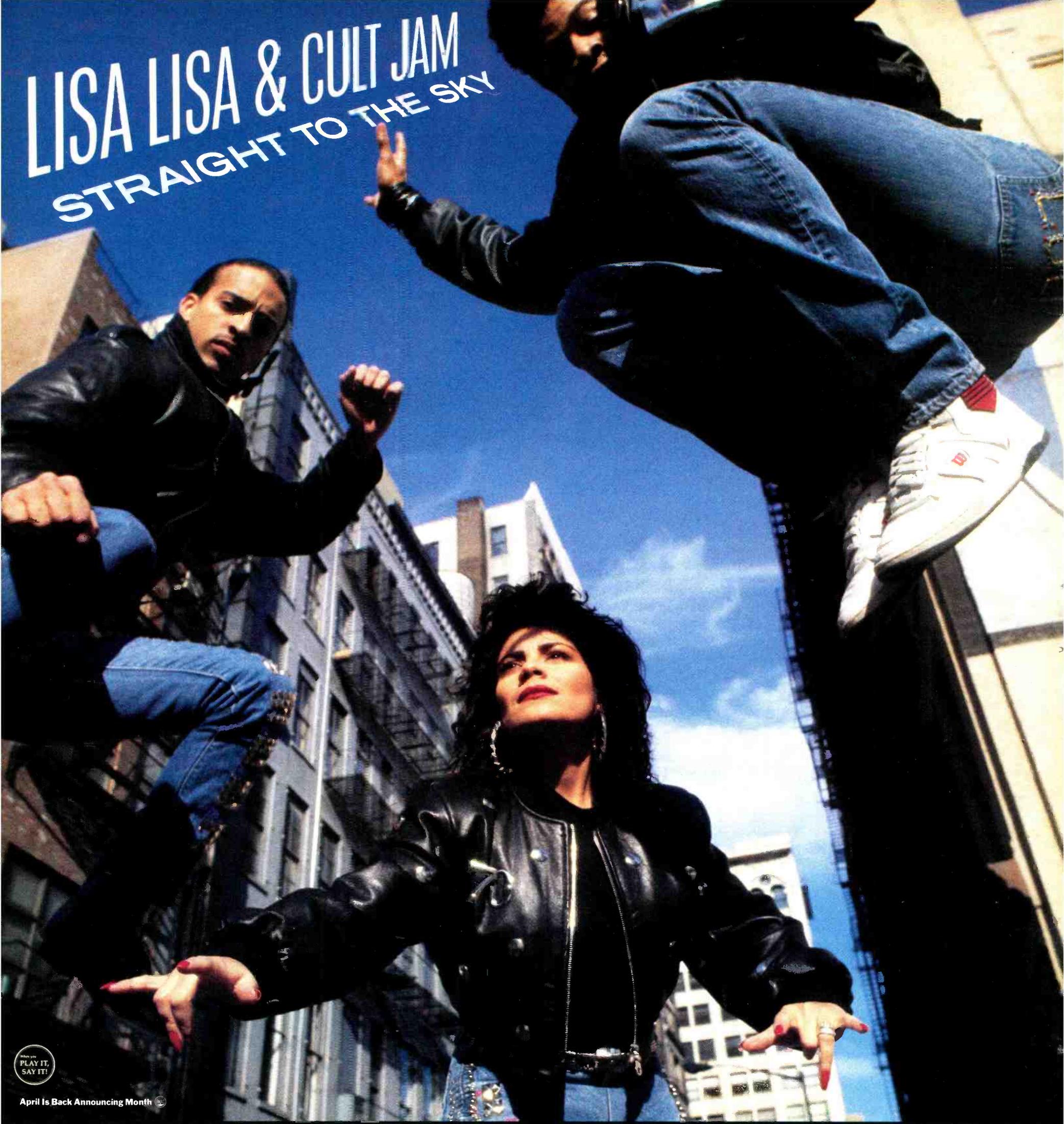
**EMI**

©1988 EMI, a division of Capitol Records, Inc.



# LISA LISA & CULT JAM

## STRAIGHT TO THE SKY



April Is Back Announcing Month

Once again produced by urban rhythm kings FULL FORCE, the first smash single, "LITTLE JACKIE WANTS TO BE A STAR," is exploding on radio and at all video outlets.

38-68674

Look for a long, hot summer tour as Lisa Lisa And Cult Jam take it straight to the streets.

**LISA LISA AND CULT JAM**—rockers: "STRAIGHT TO THE SKY." On Columbia Cassettes, Compact Discs and Records.

OC 44378



"Columbia" are trademarks of CBS Inc. © 1989 CBS Records Inc.

All songs written, produced and arranged by FULL FORCE for FULL FORCE Productions. Management: FULL FORCE & E. Z. STEVE SALEM for FULL FORCE Productions

**Publishing Director:**  
SAM HOLDSWORTH  
**Group Publisher:**  
JOHN BABCOCK JR.  
**Associate Publisher/Director of Marketing & Sales:**  
GENE SMITH  
**Managing Editor:**  
KEN SCHLAGER  
**Associate Publisher/Research & Development:**  
THOMAS NOONAN  
**International Editorial Director:**  
MIKE HENNESSEY  
**General Manager/Nashville:**  
GERRY WOOD

**EDITORIAL**  
**Deputy Editor:** IRV LICHTMAN  
**Senior News Editor:** Ken Terry  
**Special Issues:**  
Ed Ochs (L.A.), Robyn Wells (N.Y.)  
**Bureau Chiefs:**  
Dave DiMartino (L.A.), Bill Holland (Washington)  
**Senior Editors:**  
Steven Dupler, Technology/Music Video (N.Y.)  
Geoff Mayfield, Retailing (N.Y.)  
**Art Director:** Jeff Nisbet  
**Senior Copy Editor:** Janine Coveney McAdams  
**Copy Editor:** Marilyn Gillen

**Editors:**  
**Radio:** Sean Ross (N.Y.)  
**Home Entertainment:** Jim McCullough (L.A.)  
**Home Video:** Al Stewart (N.Y.)  
**Marketing:** Earl Paige (L.A.)  
**Talent:** Thom Duffy (N.Y.)  
**Black Music:** Nelson George (N.Y.)  
**Dance Music/Singles Reviews:** Bill Coleman (N.Y.)  
**International News:** Peter Jones (London)  
**Associate Editors:** Ed Morris (Nashville), Melinda Newman (N.Y.), Chris Morris (L.A.)  
**Reporters:** Bruce Haring (N.Y.), Craig Rosen (L.A.)  
**Music Research/Analysis:** Paul Grein (L.A.)  
**Editorial Assistants:** Debbie Holley (Nashville), Drew Wheeler (N.Y.), Deborah Russell (L.A.)

**Contributors:**  
Jim Bessman (N.Y.), Bob Darden (Gospel), Is Horowitz (Classical), Kirk LaPointe (Canada), Jeff Levenson (Jazz), Peter Ludwig (Radio), Moira McCormick (Chicago)  
**CHARTS & RESEARCH**  
**Dir. of Charts/Mgr., Hot 100, AC:** MICHAEL ELLIS  
**Chart Managers:**  
Carlos Agudelo (Latin), Ron Cerrito (Rock), Ed Coakley (Classical), Anthony Colombo (New Age), Marie Ratliff (Country), Terri Rossi (Black, Jazz, Rap, and Crossover), Sharon Russell (Dance), Marc Zubatkin (Video)  
**Manager of Retail Research:** Bob Benjamin  
**Systems Manager:** JoDean Adams  
**Asst. Systems Manager:** James Richliano  
**Research (N.Y.):** Ron Cerrito (radio supervisor), Harry Michel (retail supervisor), Michael Cusson, Roger Fitton, Eleanor Greenberg, Mark Marone (archives), Rosemary Perez, David Runco

**MARKETING & SALES**  
**Advertising Director, Special Issues:** Ron Willman  
**Advertising Director, Video/Pro:** Dave Nelson  
**Advertising Director, Music:** Jim Beloff  
**Promotion Manager:** Sumya Ojakli  
**Advertising Services Mgr.:** Karen O'Callaghan  
**N.Y.:** Norm Berkowitz, Ken Karp, Melissa Subatch, Peggy Dold, Bev Rold, Jeff Serrette (classified)  
**L.A.:** Christine Matuschek, Arty Simon, Anne Rehman, Marv Fisher, Emily Vaughn  
**Nashville:** Lynda Emon, Carole Edwards  
**London:** Tony Evans  
**Tokyo:** Bill Hersey, Tsukasa Shiga  
**Amsterdam:** Ron Betist, 011-31-20-662-8483  
**Milan:** Lidia Bonguardo, 011-39-2-612-2582  
**Sydney:** Mike Lewis, 011-61-2-417-7577

**PRODUCTION**  
**Director:** MARIE R. GOMBERT  
**Advertising Production Mgr.:** John Wallace  
**Adv. Production Coordinator:** Michael D. Small  
**Systems Manager:** James B. Dellert  
**Edit. Production Manager:** Terrence C. Sanders  
**Asst. Edit. Production Mgr.:** Renate L. Foster  
**Directories Production Mgr.:** Len Durham

**ADMINISTRATION**  
**V.P. & Executive Editorial Director:** Lee Zhitto  
**Divisional Controller:** Peter Philipps  
**Directories Publisher:** Ron Willman  
**Director of Database Services:** Raymond H. Heitzman  
**Director of Circulation:** Thomas Kraemer  
**Distribution Director:** Edward Skiba  
**Circulation Manager:** Eileen Bell  
**Dealer Copy Sales:** Brad Lee  
**Dir. of Licensing/Special Projects:** Georgina Challis  
**Credit:** Nick Caligiuri  
**Asst. to the Group Publisher:** Nadine Reis

**BILLBOARD PUBLICATIONS INC.**  
**President & Chief Executive Officer:**  
GERALD S. HOBBS  
**Executive Vice President:** Sam Holdsworth  
**Senior Vice Presidents:** Ann Haire, Paul Curran  
**Vice Presidents:** Rosalee Lovett, Martin R. Feely, Lee Zhitto, John Babcock Jr., Glenn Heffernan, Howard Lander, Robert J. Dowling  
**Managing Director, Billboard Ltd.:** Mike Hennessey  
**Publisher, Billboard Operations Europe:** Theo Roos  
**Chairman Emeritus:** W.D. Littleford

**BILLBOARD OFFICES:**  
**New York**  
1515 Broadway  
N.Y., N.Y. 10036  
212-764-7300  
telex 710-581-6279  
fax 212-827-0152  
**Nashville**  
49 Music Square W.  
Nash., Tenn. 37203  
615-321-4290  
fax 615-327-1575  
**London**  
71 Beak St  
W1R 3LF  
London  
011-441-439-9411  
telex 262100  
fax 011-44-1-437-0029  
**Los Angeles**  
9107 Wilshire Blvd.  
Beverly Hills, Calif. 90210  
213-273-7040  
213-273-7040  
telex 66-4969  
fax 213-859-5302  
**Washington, D.C.**  
806 15th St. N.W.  
Wash., D.C. 20005  
202-783-3282  
fax 202-737-3833  
**Tokyo**  
Hersey-Shiga International  
Izumi Mansion, Suite 802  
1-44-1 Tomiyaya  
Shibuya-ku, Tokyo 150  
011-81-3-460-8874  
fax 011-81-3-581-5822

### Draws Minority Students Into Industry

# SUMMER INTERN PROGRAM OFFERS HOPE

BY GIL FRIESEN

Because we're an industry full of creative people, we have the obligation and the opportunity to keep in touch with the bigger issues facing us globally, nationally, and locally. Because we're an industry full of responsible people, we do what we can to confront those issues: Live Aid, the T.J. Martell Foundation, and the Conspiracy Of Hope tour to benefit Amnesty International are a few examples. Because we're an industry full of practical people, we know that change usually comes slowly. Y.E.S. TO JOBS is designed to speed it up.

Y.E.S. (Youth Entertainment Summer) TO JOBS is a summer internship program established by A&M in 1987. We recruited deserving minority students to work in various departments at A&M and a handful of other music companies around the country. For the price of summer interns, we got spirited and ambitious workers; we were able to provide music industry opportunities to students who might otherwise have been flipping burgers; and we demonstrated how well the program could work.

Y.E.S. TO JOBS has provided and will continue to provide challenging and exciting opportunities for people who need and deserve them. Among those who have supported this valuable program are people like Henry

Droz, Pete Jones, Mike Bone, Russ Solomon, and Howard Appelbaum. A number of companies have also helped, including Atlantic Records, Billboard, BMG (including Arista, RCA, and BMG Distribution), Chrysalis Records, HITS, Kemp Mill Records, KKKO Los Angeles, Peaches

door of the music business, which has been notoriously inaccessible to too many for too long. The second was to find a system that would enable us to discover and develop industry talent from an underutilized talent pool. Because it's not just unfair to leave such a vast resource untapped—it's also

now works in the company's data-processing division. Ray Boyd of WVEE Atlanta found his intern, Tameka Arnold, to be one of the greatest organizational assets his station has ever had. Marsha Cole secured a position with A&M after interning at KDAY Los Angeles and is on her way to the Columbia School of Broadcasting.

These and other success stories illustrate how the Y.E.S. program has demonstrated to scores of young people that careers in record companies, radio, retail, music publishing, video production, graphics, and other related fields are options they should consider exploring; they also show that the program has steered talented minority students toward those careers.

In 1989, more than 200 ambitious minority students will learn firsthand about very real opportunities at 70 companies in 11 cities. In the short run, the companies get great summer interns. In the long run, they may be discovering the industry leaders of tomorrow. And that's not just good public relations. It's good business.

I urge you to join our growing group of participants. You'll be surprised at how much you can learn about tomorrow from a Y.E.S. employee.

If you would like to be involved in Y.E.S. TO JOBS '89, please contact Karen Kennedy at 213-469-2411, extension 3583.



**'That's not just good public relations; that's good business'**

Gil Friesen is president of A&M Records

Records, the Recording Industry Assn. of America, Select Records, Show Industries/Music Plus, Sleeping Bag Records, Tommy Boy Records, Tower Records, Warner Bros. Records, Warner/Chappell Music, WEA Corp., Waxie Maxie's Records, and Wherehouse Entertainment.

When A&M Records launched Y.E.S. TO JOBS three years ago, we had two objectives. The first was to offer qualified teenagers a foot in the

bad business.

Now entering its third year, Y.E.S. TO JOBS is successfully fulfilling both of its objectives. Just look at the Y.E.S. class of '88: Chris Bryant from Compton, Calif., for example, interned at Tower Records in Torrance. Immediately following the program, he was hired on full time, and he has just been promoted to the position of LP buyer. Sergio Gonzalez of Southgate, Calif., interned at WEA, and he



#### VIOLENCE KNOWS NO COLOR

As a small-to-midsize concert-venue promoter, I am heartened by the formation of the Stop The Violence Movement by Nelson George and others. Yet I am concerned about the narrow scope of its goal of stopping black-on-black violence.

As any weekly student of Billboard can discern, rap music is, in trade parlance, a "monster." Its appeal spreads far beyond the inner city and the suburban shopping malls. On Martin Luther King Jr.'s birthday, Jan. 15, 1989, I promoted an appearance by Rob Base at a Suffolk County, Long Island, N.Y., venue, and the response was tremendous. The audience was 65% white, and believe me, these kids—black, white, and Hispanic—could recite every nuance of "Joy And Pain."

I wish I could say the evening was joyous but, unfortunately, there was present in the room a small but virulent group of black knuckleheads intent on causing pain. First the pushing, then the shoving, then the fighting, followed by the inevitable gold chain snatching. The victims were (you guessed it) black, Hispanic, and white.

Which brings me to the point of my letter. If the Stop The Violence Movement can indeed "raise the awareness about black-on-black crime and point out its real causes and social cost" (Billboard, Oct. 29),

it will have accomplished a great deal (God knows that most crime victims are the working-class poor of the inner cities). But, at some point in the group's ambitious program of rap releases, videos, and literature distribution, I trust the message is being conveyed that violence against *anyone*—black, white, or whatever—is indeed a self-destructive act.

It behooves the producers and promoters of rap music to make it safe for anyone to enjoy the intense expression of feeling that is rap music at its best.

Dan "The Man" Moskowitz  
Long Island, N.Y.

#### RAP SHOULD TAKE RAP

Rap music promoters' woes with insurance carriers (Billboard, Dec. 24) are their own fault.

If rap music celebrities refuse to realize their responsibility to the public, the genre will continue to have image problems.

Saying "Stop The Violence" and doing nothing about the negative black image it has created does nothing.

Rap stars have definitely created the atmosphere for violence that is prevalent at rap concerts.

When rappers glorify guns, gold chains, explicit lyrics, and violence, it shows a lack of responsibility on their part.

It's time for rap to clean up its act.

Jeff McIver  
Brooklyn, N.Y.

#### BACK-ANNOUNCING WOES

Like millions of others, I am frustrated with radio stations that do

not identify new music.

CBS' Los Angeles outlet, KNX-FM, recently went to an all-rock format, with lots of new singles and album cuts. On-air promos invite listener comments. Among my comments to the station was a reminder of the Recording Industry Assn. of America's "If you play it, say it" campaign. Even with the latest issues of Billboard and Radio & Records to peruse, I can't always figure out what they've played.

PD Kurt Kelly wrote back to say that announcing the records is "a luxury, not a necessity." He explains that there are more important things to say, things that will "get people to listen longer." He did not specify what those "things" are.

I wonder if the RIAA is butting into other brick walls in other cities, or is this attitude uncommon?

Steve Thompson  
Grayson's Tune Town  
Montrose, Calif.

#### KUDOS TO BILLBOARD

I want to take the time out to thank Billboard for the recent ad acknowledging Huntington's disease.

It was nice seeing something like that, which helped publicize an important cause of which not much of the general public is aware.

Personally, I am closely involved in the situation, since my mother passed away from Huntington's and my brother is in the early stages of this horrible and tragic disease.

Maybe someday, ads like this will make the population aware of this terrible disease and it can receive more recognition and understanding.

Thank you, Billboard, for helping to begin that process.

Steven Lerner  
Director of Purchasing  
Record World  
Roslyn, N.Y.

#### WARY OF 45 PRICING

When I read Billboard's March 4th article about A&M's decision to drop its 7-inch singles prices, I sympathized with what was said in the article, but I also felt angry. Although there were no comments about retail pricing, I will assume that the consumer will still be charged the same price for these singles.

A&M was tired of receiving all the singles back, because they (the record stores) couldn't sell them. So the company decided to drop its price. The label is losing money, but hopefully can make the profits back with 12-inchers and cassette singles.

But if a store pays less for certain 45s and charges the buyer the same price, the retailer is pocketing more. I'll be the first to admit that I won't stop buying these vinyl records, because I love them. However, if other record companies decide to follow suit in dropping 45 prices, I expect to see price decreases in the stores.

Steven Abramson  
New York, N.Y.

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

## Labels Ease Record Policies With Classic Rockers

BY CRAIG ROSEN

LOS ANGELES Program directors at classic rock stations say their once-stormy relationship with the record industry is slowly improving. Stations that were once told they could buy records if they wanted to play them are now being pitched on some material, although those stations are far from record labels' top priorities.

Classic rock stations are generally playing a few more current records than they were several years ago. Still, their truce with the record companies seems to stem more from the format's staying power than a change in musical policies. But even a truce is a change from the days when labels assailed classic rock not only for avoiding currents but also for making mainstream album rockers less current. PDs at that time felt that the record industry was ignoring their impact on catalog sales or their support of heritage artists whose new music did fit their formats.

So while format pioneer Fred Jacobs, whose Detroit-based Media Strategies consults 11 classic rockers, still maintains that "the labels have systematically eliminated the classic stations from involvement" in the record industry, KCFX Kansas City, Mo., PD Doug Gondek speaks for many PDs when he says, "The first year with the format was incredibly difficult, but I think tempers have subsided since then."

Though many record people were hoping classic rock would eventually disappear, Jay Ziskrout, Arista's na-

tional director of rock promotion, now believes there will always be room for the format. "I don't know if we are working any more closely, but maybe there is more of a mutual acceptance of the roles we play in each

### 'Classic rockers can sell a lot of product for labels'

other's bottom line."

So while Ziskrout says he "would never give preferential treatment [on promotions] to a classic rock station over a current-intensive top 40 or album rock station," he also says that Arista does service classic rock stations with records and that he expects them to pick up on the label's upcoming release by former Yes members, now known as Anderson, Bruford, Wakeman & Howe, as well as future releases by acts like the Grateful Dead.

Indeed, while the influence of classic rock stations on catalog material has generally failed to impress labels, the success of such acts as the Traveling Wilburys seems to have broken the ice. "I have found that record companies would like to get their new material by these heritage artists on the radio," says Tony Mathes, PD of WZGC "Z93" Atlanta. "It might not be their top priority, but I think classic rock stations can sell a lot of product for the record labels."

The advent of a chart in the format

also has helped the relationship. Since last August, the Friday Morning Quarterback's album rock tip-sheet has been tracking 30 stations for the format's top 30 current tracks and albums, which, Gondek says, "does seem to open dialog between record promotion people and radio stations."

Classic rock stations' currents still emphasize veteran artists, such as Steve Winwood, Eric Clapton, or Joe Cocker, over relatively new artists, such as Jeff Healey, Robert Cray, and others who have '60s/'70s influences, but not veteran status. "It is not the kind of format that would go out and rush for the Hothouse Flowers album," says Alex DeMers, who consults nine classic rock stations.

The number of currents played on classic rockers varies from station to

station. "We only have eight to 10 currents on our playlist and those are not what you would call out-of-the-box hits," says John Shomby, PD of KZPS Dallas. "When we first started we didn't play any [currents], but now with all the classic artists with new records like the Traveling Wilburys, David Crosby, or Crosby, Stills, Nash & Young, you have to address it."

KZPS' evolution from no currents to about one rotation category's worth is fairly typical for the format—and about where most stations seem to be stopping. Jacobs says, "Most stations are continuing to take a conservative posture [toward currents]. Most of the stations' research has not showed a tremendous appetite for new music." He also warns that there is "only so far a station can

go before evolving into something else. When they say you never have to wait for a classic, you have to deliver."

KCFX, in fact, has trimmed its currents from one an hour to one every two hours. "We have a new rock-based top 40 in town, KXXR, which is very current, and the [album rocker], KYYS, has become more current [as a result]," says Gondek. "We felt that the 25-to-44-year-old audience wasn't being served as well and it was in our best interest to be less current."

So the classic rock/industry relationship is far from perfect. "We are still not extremely happy with them because they don't play a whole lot of currents and the few that they do play aren't exposed as much as we

(Continued on page 15)

## CRTC To Review FM Policy New Applications Put On Hold

HULL, Quebec A major review of Canadian FM radio policy will be conducted starting this fall, with a clear aim to streamline rules many broadcasters now say are more cumbersome and onerous than those for AM stations.

The federal broadcast regulator has also slammed the brakes on all applications after April 14 for new FM services in Canada. Such proposals are being put off until after the review is conducted. Existing applications will be dealt with.

Licenses for 162 FM stations are due for renewal in 1990. The Canadian Radio-television and Telecommunications Commission, the broadcast agency that will oversee the review, says it will extend for two years the majority of those licenses to allow them to consider new policies.

The only exceptions will be stations that have shorter-term renewal periods; they, along with student and community stations, will have their renewals considered as planned. There will still be processing of change-of-ownership applications.

"There have been many changes in the FM industry since the FM policy was last reviewed in 1975," says acting CRTC chairman Bud Sherman. "FM radio has grown tremendously in strength and sophistication since then. The review will allow the commission to take these changes into account and, at the same time, streamline the FM policy and keep only

what is essential to implement the goals of the Broadcasting Act."

But just how far the commission is willing to go to streamline the rules remains to be seen. Much of the FM policy was created to ensure that FM was different than AM; now, however, many feel the policy is there to preserve AM's viability in Canada.

FM stations can play only a maximum 49% hits and have limitations on song repetition and quotas of spoken-word programming, which effectively eliminate the top 40 format on FM. Like AM radio, FM also has Canadian content quotas—although less stringent in many cases than the 30% rules for AM.

But FM broadcasters believe their profitability has been curtailed by regulation. In many cases, they believe, the commission has enforced rules to ensure that FM doesn't swamp AM stations.

"The commission will also want to be satisfied that any policy revisions serve to ensure the continued viability of both AM and FM radio," the CRTC said in a public notice April 14 announcing the review.

The CRTC will issue a draft FM policy for public comment later this fall. A public hearing is planned for the summer of 1990 and a new policy no later than the end of 1990. FM stations on the two-year extension then will be expected to prepare for a renewal hearing in 1991.

KIRK LAPOINTE

## L.A. Update: The Golden Year, 1983 WQUE's Gator: The Ultimate Fundraiser

NOTES FROM SOUTHERN CALIFORNIA: After spending several days in Los Angeles, one's first impression of the local radio is that it sounds a lot like the mid-'80s, at least musically. KIIS-FM is playing "Situation" by Yaz and "I Melt With You" by Modern English. KPWR "Power 106" is among those stations playing the resurgent "Send Me An Angel" by Real Life. KQLZ "Pirate Radio" is also playing the latter song and a lot of other records you haven't heard in a while, among them "Love's Got A Line On You" by Scandal, "New Girl Now" by Honeymoon Suite, and "Rock The Casbah" by the Clash.

Being able to punch from one 1983 record to another is appropriate. 1983 was the last time L.A.'s music radio was thought of as a multiple-player race as opposed to centering on KIIS or, later, on the KPWR/KIIS battle. 1983 also saw the birth of WHTZ "Z100" New York. The morning after the L.A. ratings came out (see page 1), head pirate Scott Shannon was on the air bemoaning the 13th-place finish of KQLZ's predecessor, KIQQ, stopping just short of launching a Z100-style "worst to first" campaign (or at least a "not-that-great to first" campaign).

There are still elements of the deliberate outrage that KQLZ signed on with. Shannon's version of the "big switch" promotion is "flush and win," where listeners send the station they used to listen to down the toilet. (One of his recent callers was Magic Johnson, who has previously been associated with KIIS and its morning man, Rick Dees.) There are also, however, some surprisingly straight touches on KQLZ, which is now promising "more continuous music" and "the most music in the morning," both of which are somewhat more conventional selling propositions than "don't be a dickhead."

Keeping with the anatomical theme of the market, meanwhile, Power 106 has followed the lead of top 40 WYHY "Y107" Nashville by making good on its April Fools' Day free plastic surgery offer. Contestants are invited to explain in 600 words or less why they want to have a facelift, breast augmentation, liposuction, or nose job. Listeners will vote on which of three semifinalists receive \$2,500 for the operation of their choice.

Then there's KIIS-FM, closer now in the Arbitrons to Power 106 than it has been in some time. With KQLZ poised to raid teens and 18-24 males, KIIS seems to be most concerned with its adult females. So at night you can punch from "One" by Metallica on Pirate Radio to "Wind Beneath My Wings" or "A Shoulder To Cry On" on KIIS. Besides "Like A Prayer," the only linking element between KIIS and KQLZ is the use of modern rock crossovers—which seem a little discordant in either sta-

tion's music mix.

The national media's focus on the KIIS/KPWR/KQLZ war has diverted attention from the oldies FM battle between KRTH-FM and KODJ, but you'll see a lot of it on the streets here—especially on the bus cards. Six weeks after its sign-on, KODJ is an interesting accomplishment. Even more than WODS Boston, the station it was modeled on, KODJ seems to actually live up to the format's oft-stated goal of joining oldies with '80s formatics. That's a considerable achievement considering that KRTH-FM itself has almost none of the emotional baggage that often goes with the format.

Right now, the chief difference between KODJ and KRTH is that the latter acknowledges the '70s and '80s, whereas KODJ, like most CBS-FM oldies outlets, doesn't. KRTH-FM is the rare oldies outlet that will still play songs like "I've Got The Music In Me" by Kiki Dee—records that were

part of many 25-34-year-old listeners' lives. R&B/oldies AM KGFJ here goes even deeper, dropping in the likes of "I Spy For The FBI" by Jamo Thomas or "Dazz" by Brick, making it one of the few stations to maintain that sort of format locally for more than several months.

PROGRAMMING: WMRY St. Louis dropped its album rock format April 13 to become AC WSNL "Sunny 101." Former WASH-FM Washington, D.C., APD Johnny Quinn will step into the PD slot May 1; interim PD Jim Singer segues back to production director... After about a month as acting PD, Paul Porter is officially upped to PD at urban/AC WMMJ Washington, D.C. Porter is an alumnus of urban rival WKYS—as is Candy Shannon, who goes to area urban WHUR to join Gerry Bledsoe in mornings.

WCAU Philadelphia has changed from all-news to "Talkradio 1210"; Tony Bruno goes from sports to a.m. drive... KRQR San Francisco APD/MD John McCrae will be the new PD at album KDKB Phoenix as of May 1, filling a spot vacant since December... Reggie Fine is the new PD at KRNB "Hot 101" Memphis, reporting to OM Melvin Jones; he was previously APD at urban rival WHRK "K97." Meanwhile, former K97 PD Pam Wells returns to that station for middays.

Marty Thompson is the new PD at WPFB-FM Dayton, Ohio, which drops its traditional country/bluegrass format for up-tempo country as "Rebel 105.9." Thompson was previously PD of WPFB's adult standards AM. Before that, he was at WBVE Cincinnati, several of

(Continued on page 15)

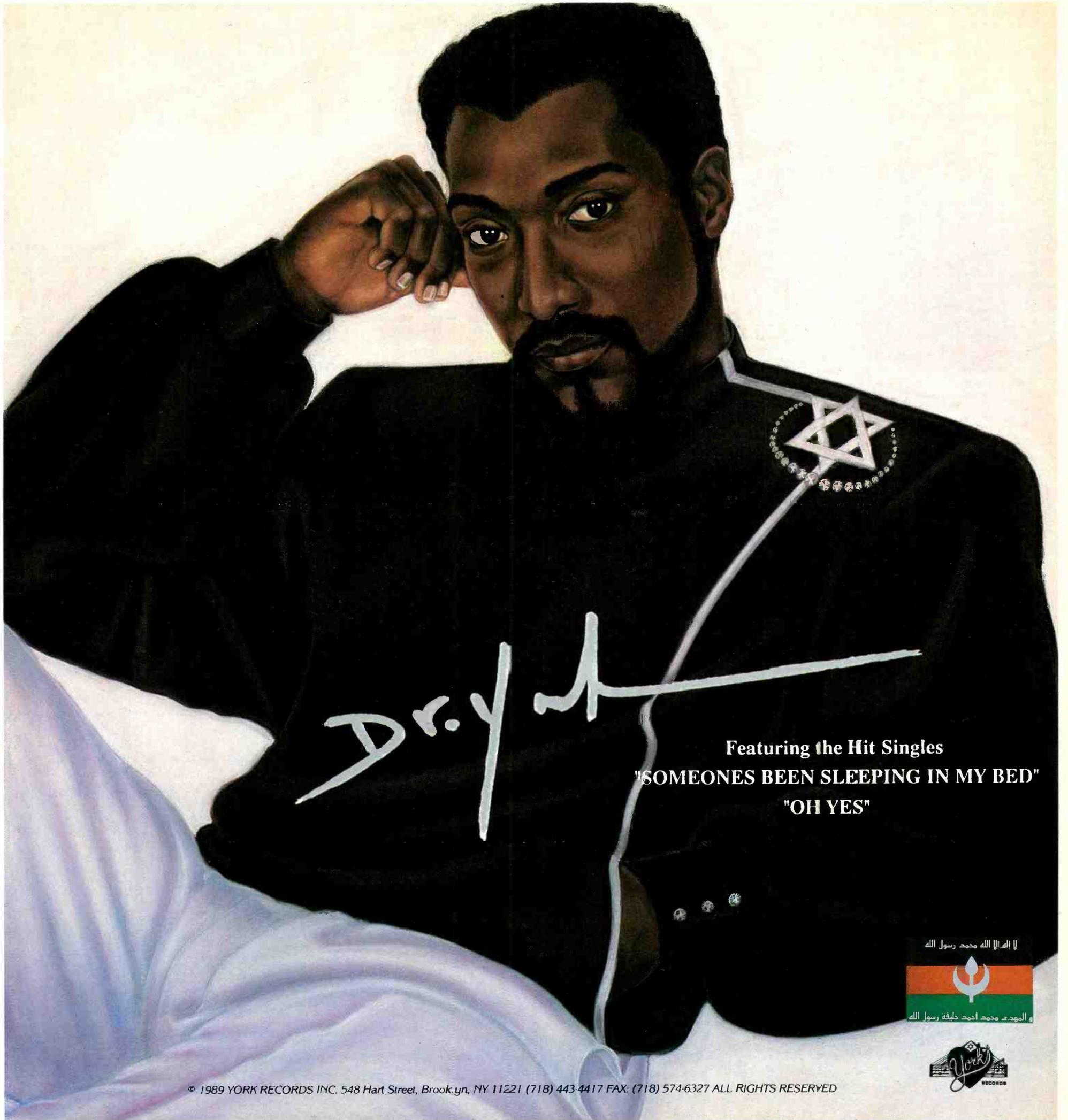


by Sean Ross

# The Love Man **DR. YORK** Is Back!

YRC-786-56

With A New LP Entitled "DR. YORK"



Featuring the Hit Singles  
"SOMEONES BEEN SLEEPING IN MY BED"  
"OH YES"



© 1989 YORK RECORDS INC. 548 Hart Street, Brooklyn, NY 11221 (718) 443-4417 FAX: (718) 574-6327 ALL RIGHTS RESERVED

## WINTER '89 ARBITRONS

Following are 12-plus average quarter-hour shares, metro survey area, Monday-Sunday, 6 a.m.-midnight. (#) indicates Arbitron market rank. These symbols are used: AC=adult contemporary, adult alt=adult alternative, adult std=adult standards/big band, album=album rock, cls rock=classic rock, easy=easy listening, modern=modern rock, n/t=news/talk. Copyright 1989, Arbitron Ratings Co. May not be quoted or reproduced without the prior written permission of Arbitron.

Call	Format	Sp '88	Su '88	Fa '88	W '88	Sp '89	Su '89	Fa '89	W '89
<b>NEW YORK—(1)</b>									
WHTZ	top 40	6.0	6.2	5.6	5.3				
WPAT-FM	easy	4.4	4.3	3.6	5.0				
WCBS-FM	oldies	4.2	4.1	4.3	4.7				
WOR	n/t	4.5	4.3	4.7	4.5				
WLTW	AC	4.5	3.8	4.7	4.3				
WINS	n/t	4.0	4.3	4.4	4.3				
WRKS	urban	4.6	4.2	4.2	4.2				
WQHT	crossover	4.1	4.5	4.0	4.0				
WBLS	urban	4.0	4.0	3.6	3.8				
WNEW-FM	album	3.6	4.4	3.2	3.5				
WPLJ	top 40	4.2	4.7	3.6	3.5				
WABC	n/t	3.5	3.5	3.3	3.3				
WXRK	cls rock	3.5	3.7	3.4	3.1				
WNSR	AC	2.9	2.7	3.1	3.1				
WQCD	jazz	1.2	1.0	1.8	2.9				
WYNY	country	2.5	2.2	2.9	2.8				
WCBS	n/t	3.1	3.5	3.6	2.7				
WNEW	adult std	1.6	1.2	1.9	2.3				
WFAN	sports	2.0	2.5	2.3	1.8				
WQXR-FM	classical	1.4	1.3	1.6	1.8				
WNCN	classical	1.3	1.4	1.3	1.8				
WSKQ-FM	Spanish	.4	.4	.4	1.7				
WADO	Spanish	2.0	1.5	1.9	1.6				
WLIB	n/t	1.9	1.2	1.3	1.4				
WKDM	Spanish	1.0	1.8	1.5	1.2				
<b>LOS ANGELES—(2)</b>									
WPAT-AM	easy	1.1	1.4	1.3	1.2				
WALK-FM	AC	1.1	1.0	1.0	1.0				
KPWR	crossover	7.4	7.4	7.2	6.4				
KIIS-FM	top 40	6.1	6.8	5.8	6.2				
KOST	AC	4.6	5.0	5.4	5.6				
KABC	n/t	6.2	5.7	5.3	4.9				
KLOS	album	4.3	4.3	3.6	4.6				
KJOI	easy	4.2	4.1	4.6	4.5				
KBIG	AC	3.4	4.2	3.3	4.0				
KNX	n/t	2.9	3.1	3.5	3.6				
KTWW	adult alt	1.7	3.0	3.3	3.4				
KRTH-FM	oldies	3.7	3.7	3.2	3.3				
KROQ	modern	3.4	3.4	3.2	3.0				
KFWB	n/t	2.7	3.3	3.1	2.9				
KIQQ	AC	2.4	2.6	2.8	2.7				
KLSX	cls rock	2.7	3.1	2.9	2.5				
KJLH	urban	1.6	1.6	2.3	2.3				
KLVE	Spanish	3.1	2.7	2.8	2.3				
KMPC	adult std	2.4	2.0	2.1	2.3				
KZLA	country	2.1	2.1	2.6	2.3				
KWKW	Spanish	1.9	1.5	1.3	2.3				
KFAC-FM	classical	1.4	1.4	1.5	1.6				
KTNQ	Spanish	4.2	2.7	2.8	1.6				
KNAC	album	1.1	1.0	1.5	1.4				
KFI	n/t	1.4	1.4	1.3	1.3				

Call	Format	Sp '88	Su '88	Fa '88	W '88	Sp '89	Su '89	Fa '89	W '89
<b>CHICAGO—(3)</b>									
WGN	n/t	9.0	10.0	8.6	9.5				
WGCI-FM	urban	9.2	7.7	6.7	7.4				
WVAZ	urban/AC	3.0	3.9	4.2	6.0				
WXEZ-AM-FM	easy	4.8	5.3	6.1	5.1				
WBBM	n/t	5.7	5.4	6.0	4.8				
WLUP-FM	album	5.0	4.5	4.3	4.8				
WCKG	cls rock	4.4	3.8	4.3	4.0				
WBBM-FM	top 40	3.7	3.2	3.2	3.8				
WLIT	AC	4.1	3.1	3.2	3.6				
WYTZ	top 40	3.5	4.0	4.0	3.6				
WJMK	oldies	3.7	3.7	4.2	3.4				
WUSN	country	2.8	2.4	3.0	3.4				
WKQX	AC	3.0	3.1	4.1	3.1				
WLUP	n/t	2.3	2.9	2.8	3.1				
WJJD	adult std	2.7	1.9	2.3	2.7				
WTMx	AC	3.4	2.7	3.0	2.7				
WXRT	album	2.5	2.3	2.4	2.7				
WFYR	oldies	2.1	2.4	1.8	1.9				
WLS	AC	1.7	1.9	1.6	1.6				
WMAQ	n/t	1.6	1.7	1.4	1.6				
WOJO	Spanish	1.4	1.3	1.2	1.6				
WNIB	classical	.9	1.3	1.4	1.3				
WNIA	adult alt	1.8	2.1	2.5	1.3				
WFTM	classical	.8	1.2	1.3	1.2				
<b>SAN FRANCISCO—(4)</b>									
KGO	n/t	8.4	7.1	8.3	8.3				
KABL-AM-FM	easy	6.2	5.6	4.7	5.0				
KMEL	crossover	5.7	5.8	5.6	5.0				
KCBS	news	5.4	4.7	5.0	4.6				
KOIT-AM-FM	AC	4.5	3.3	4.2	3.8				
KFRC	adult std	2.8	3.4	3.4	3.7				
KIOI	AC	3.6	4.0	3.9	3.6				
KSAN	country	2.9	2.3	2.2	3.2				
KKSF	adult alt	2.4	2.2	2.7	3.0				
KXXX-FM	top 40	2.7	2.7	2.2	2.8				
KDFC-AM-FM	classical	2.4	2.0	2.9	2.8				

Call	Format	Sp '88	Su '88	Fa '88	W '88	Sp '89	Su '89	Fa '89	W '89
KRQR	album	2.9	2.6	2.9	2.8				
KSOL	urban	3.7	3.3	2.8	2.7				
KITS	modern	2.8	2.4	3.0	2.6				
KNBR	AC	3.6	4.3	2.2	2.6				
KBLX-AM-FM	adult alt	1.9	2.5	2.9	2.3				
KBAY	easy	2.0	1.7	2.0	2.2				
KKHI-AM-FM	classical	1.8	1.7	3.0	2.2				
KFOG	album	1.7	2.1	1.8	2.0				
KHQT	crossover	1.5	1.4	1.2	1.7				
KSFO	oldies	2.4	3.1	2.1	1.7				
KYA	oldies	1.1	1.3	1.6	1.5				
KOME	album	1.4	1.7	1.6	1.4				
KSJO	album	1.2	1.6	1.6	1.4				
KIQI	Spanish	1.0	1.2	1.2	1.3				
KNEW	country	1.4	1.6	1.1	1.3				
KARA	AC	.8	1.1	1.0	1.1				
KJAZ	jazz	1.0	1.0	.8	1.1				
KOFY	oldies	.9	1.1	.9	1.0				
KBRG	Spanish	1.1	1.1	.8	1.0				
KWSS	top 40	1.1	.7	1.0	1.0				
<b>PHILADELPHIA—(5)</b>									
WMMR	album	7.8	8.0	7.7	8.1				
WEGX	top 40	7.0	6.7	7.9	7.9				
KYW	n/t	6.9	6.8	6.5	7.2				
WUSL	urban	8.2	7.1	7.5	7.1				
WEAZ	AC	6.1	5.9	5.7	5.9				
WPEN	adult std	6.3	6.6	5.1	5.3				
WKSP	AC	5.5	4.5	4.8	4.9				
WYSP	cls rock	4.8	5.8	4.9	4.5				
WMGK	AC	4.1	4.1	4.7	4.3				
WXTU	country	4.3	4.5	4.1	4.0				
WWDB	n/t	4.4	4.6	4.6	3.6				
WCAU	n/t	4.1	3.4	3.2	3.5				
WOGL	oldies	3.0	2.3	2.4	3.4				
WDAS-FM	urban	3.5	3.6	3.0	3.3				
WIOQ	crossover	2.5	2.3	2.5	3.1				
WUNI	AC	3.4	4.6	4.0	3.1				
WFLN	classical	1.7	2.2	2.4	2.8				
WIP	sports	1.0	1.6	3.1	1.8				
<b>DETROIT—(6)</b>									
WJR	adult std	10.6	12.4	9.0	9.6				
WJLB	urban	7.9	7.8	7.0	6.9				
WJOI	easy	5.8	5.1	4.7	5.5				
WWWW	country	4.1	4.5	4.7	5.2				
WLLZ	album	4.9	3.8	3.8	4.7				
WWJ	news	4.3	4.9	5.1	4.6				
WHYT	top 40	4.6	5.3	3.4	4.4				
WDFX	top 40	3.4	3.1	5.4	4.1				
WCZY	top 40	4.6	4.0	4.4	4.0				
WNIC	AC	3.9	4.8	4.9	4.0				
WOMC	AC	2.6	3.2	4.4	3.6				
WLTI	AC	2.6	2.5	2.6	3.5				
WRIF	album	3.4	3.0	3.6	3.5				
WXYT	n/t	3.2	3.2	3.1	3.4				
WCSX	cls rock	3.3	3.0	3.4	3.3				
CKLW	adult std	4.6	3.2	3.3	3.2				
WKSG	oldies	2.0	3.1	3.4	2.2				
WJZZ	jazz	2.1	1.7	1.7	2.1				
WCXI	country	1.8	1.3	1.3	1.8				
WQRS	classical	1.5	1.2	1.5	1.8				
CKMR	oldies	.9	1.5	2.1	1.6				
WGPR	urban	1.5	1.7	1.1	1.5				
WCHB	religious	.9	1.1	1.1	1.4				
WVAE									





# CONGRATULATIONS

---

TO ALL OUR FRIENDS AT MCA  
ON THE GRAND OPENING OF YOUR NEW  
STATE OF THE ART FACILITY

**MCA**  
RECORDING STUDIO, INC.



**Sounds like a winner!**  
**We wish you great success**

**SUNNYONG**

# YesterHits

Hits From Billboard 10 and 20 Years Ago This Week

## POP SINGLES—10 Years Ago

1. **Heart Of Glass**, Blondie, CHRYSALIS
2. **Reunited**, Peaches & Herb, POLYDOR
3. **Knock On Wood**, Amii Stewart, ARIOLA
4. **Music Box Dancer**, Frank Mills, POLYDOR
5. **I Will Survive**, Gloria Gaynor, POLYDOR
6. **Stumblin' In**, Suzi Quatro & Chris Norman, RSO
7. **What A Fool Believes**, Doobie Brothers, WARNER BROS
8. **I Want Your Love**, Chic, ATLANTIC
9. **Goodnight Tonight**, Wings, CAPITOL
10. **In The Navy**, Village People, CASABLANCA

## TOP SINGLES—20 Years Ago

1. **Aquarius/Let The Sunshine In**, Fifth Dimension, SOUL CITY
2. **You've Made Me So Very Happy**, Blood, Sweat & Tears, COLUMBIA
3. **It's Your Thing**, Isley Brothers, T NECK
4. **Hair**, Cowsills, MGM
5. **Only The Strong Survive**, Jerry Butler, MERCURY
6. **Twenty-Five Miles**, Edwin Starr, GORDY
7. **Galveston**, Glen Campbell, CAPITOL
8. **Time Is Tight**, Booker T. & the M.G.'s, STAX
9. **Dizzy**, Tommy Roe, ABC
10. **Sweet Cherry Wine**, Tommy James & the Shondells, ROULETTE

## TOP ALBUMS—10 Years Ago

1. **Minute By Minute**, Doobie Brothers, WARNER BROS
2. **Spirits Having Flown**, Bee Gees, RSO
3. **2-Hot, Peaches & Herb**, POLYDOR
4. **Dire Straits**, Dire Straits, WARNER BROS
5. **Desolation Angels**, Bad Company, SWAN SONG
6. **Parallel Lines**, Blondie, CHRYSALIS
7. **Livin' Inside Your Love**, George Benson, WARNER BROS
8. **Breakfast In America**, Supertramp, A&M
9. **Enlightened Rogues**, Allman Brothers Band, CAPRICORN
10. **Blondes Have More Fun**, Rod Stewart, WARNER BROS

## TOP ALBUMS—20 Years Ago

1. **Hair**, Original Cast, RCA
2. **Blood, Sweat & Tears**, COLUMBIA
3. **Galveston**, Glen Campbell, CAPITOL
4. **Greatest Hits**, Donovan, EPIC
5. **Cloud Nine**, Temptations, GORDY
6. **Help Yourself**, Tom Jones, PARROT
7. **Wichita Lineman**, Glen Campbell, CAPITOL
8. **In-A-Gadda-Da-Vida**, Iron Butterfly, ATCO
9. **Bayou Country**, Creedence Clearwater Revival, FANTASY
10. **Trans Electronic Music Productions Presents Switched On Bach**, Walter Carlos/Benjamin Franklin, COLUMBIA

## COUNTRY SINGLES—10 Years Ago

1. **Where Do I Put Her Memory**, Charley Pride, RCA
2. **Backside Of Thirty**, John Conlee, MCA
3. **Don't Take It Away**, Conway Twitty, MCA
4. **All I Ever Need Is You**, Kenny Rogers & Dottie West, UNITED ARTISTS
5. **Farewell Party**, Gene Watson, CAPITOL
6. **Slow Dancing**, Johnny Duncan, COLUMBIA
7. **Lay Down Beside Me**, Don Williams, MCA
8. **If I Said You Had A Beautiful Body Would You Hold It Against Me**, Bellamy Brothers, WARNER/CURB
9. **Lying In Love With You**, Jim Ed Brown & Helen Cornelius, RCA
10. **Down On The Rio Grande**, Johnny Rodriguez, EPIC

## SOUL SINGLES—10 Years Ago

1. **Reunited**, Peaches & Herb, MVP/POLYDOR
2. **Disco Nights**, G.Q., ARISTA
3. **Love Ballad**, George Benson, WARNER BROS
4. **Shake Your Body**, JACKSONS, EPIC
5. **Hot Number**, Foxy, DASH
6. **I Want Your Love**, Chic, ATLANTIC
7. **Knock On Wood**, Amii Stewart, ARIOLA
8. **In The Mood**, Tyrone Davis, COLUMBIA
9. **I Don't Want Nobody Else**, Narada Michael Walden, ATLANTIC
10. **It Must Be Love**, Alton McClain & Destiny, POLYDOR

# RADIO

## VOX JOX

(Continued from page 10)

whose staffers are also joining the station.

Morning man **Mike Lawrence** is promoted to OM at album/top 40 hybrid **WVKZ "KZ96.7"** Albany, N.Y., replacing **Julian Starr**, who becomes production director... After a very brief return to top 40 **KHYI "Y95"** Dallas, **Bill Pasha** goes from that station's promotions job to the PD slot at co-owned top 40 **WAPE-AM-FM** Jacksonville, Fla. **Steve Fox**, who programmed that station in the early '80s when it was urban **WJAX**, has just been upped from afternoons to APD at cross-town country **WCRJ**.

In Columbia, S.C., top 40 **WPRH** switches to oldies **WOMG "Magic 103.1"** under consultant **Ed Shane** and new PD **Brent Johnson** (previously the MD at top 40 **WANS-FM** Greenville, S.C.), giving the market its first oldies FM. Columbia top 40 **WNOK** midday man **T.J. McKay** adds OM duties, reporting to PD **Jonathon Rush**, while Gary "Thrills" **Mills** takes on evenings and **WPRH's Tonya Roberts** crosses town to take his late nights... And after five years as MD, **Steve Wyrostok** adds APD duties at top 40 **WAPW "Power 99"** Atlanta.

In consultancy news, **Mike Joseph's** association with the future owners of **KXOK/KLTH** has ended after two weeks; don't look for an announcement on the stations' direction until after the closing. Also, **Jerry Clifton's** contract with top 40 **KKBQ "93Q"** Houston has lapsed after a year; market speculation has him joining urban **KHYS**, with whose sister station, **WQUE** New Orleans, he already works. **Art Sanders**, PD of country **KGA/KDRK** Spokane, Wash., joins the SunGroup as its country group PD based at their **KYKX** Longview, Texas. And **Fred Jacobs** has reached an agreement with **Golden West Broadcasters** that keeps "The Edge" on Golden's **KEDG** Los Angeles, with Jacobs keeping the term for his modern rock consultancy—outside of the L.A. and San Diego markets.

**PEOPLE:** Despite what you read elsewhere, former **KWSS** San Jose, Calif., PD **Mike Preston** is in as music director at top 40 **WPLJ "Power 95"** New York and that means **Jessica Ettinger** is out. Power has also gone to five-hour shifts and reshuffled a number of staffers. **Skye Walker** goes from swing to middays, sending both midday man **Bobby**

## LABELS SMOOTH RUFFLED FEATHERS AT CLASSICS

(Continued from page 10)

would like," says Alan Oreman, national director of album promotion for Columbia Records. For that reason, he says, Columbia won't actively work classic rock stations unless they are promoting a new release by well-established artists such as Pink Floyd or Santana.

Media Strategies' **Jacobs** responds that many stations have "no repeat" policies that won't let them play a current six times a day. Instead, he says, "they may draw more attention to a record by talking about an artist than a station playing that record four or five times a day anonymously."

Some classic rock PDs feel the

Valentine and late-nighter **Linda Energy** to the overnight shift, which they'll split.

Across New York, **Steve Blatter** is the new MD at **WYNY "Country 103.5"**, promoted from within the programming department. And L.A. gets in on the MD-change action as **KIIS** MD **Kevin Weatherly** resigns after less than a year to take the APD job at top 40 **KKLQ "Q106"** San Diego... **Paco Lopez** goes from afternoons at top 40 **WKXX "KXX106"** Birmingham, Ala., to nights at cross-over **KKHT "Energy 96.5"** Houston.

**EVENTS:** **WLUP-AM-FM** Chicago morning man **Jonathon Brandmeier** has signed an exclusive two-year development contract with NBC-TV that includes starring in a late-night talk/variety show, NBC specials, and some guest appearances, beginning in early 1990.

NBC president **Brandon Tartikoff** says he became aware of **Brandmeier** after seeing his guest stints on the Fox network's doomed "Late Show." **Brandmeier** won't be the only air personality showing up on NBC. The lead character of a series planned for the fall lineup is based on **Tom Schnabel**, MD at noncommercial **KCRW** Santa Monica, Calif. "FM"—no relation to the ill-fated 1978 movie—will star **Robert Hays** as a PD.

After several days on a billboard at the Superdome, **WQUE** morning man **Gator** decided to dramatize the plight of a 9-year-old for whose heart transplant the station is raising funds. **Gator** dangled a dummy, dressed in **WQUE** clothing, from the billboard during morning rush, prompting a flood of police calls from passing listeners who thought he had tried to commit suicide. **WQUE**, which is now up to \$40,000 out of the \$100,000 it needs, also has several staff openings. Contact PD **Bob West**.

Taking a cue from **WBCN** Boston's **Charles Laquidara's** anti-apartheid campaign against Shell Oil, n/t **KING** Seattle p.m. drive host **Mike Siegel** has launched a boycott of Exxon to protest the company's handling of its Alaskan oil spill. Hosts in New York, Cleveland, Boston, and San Diego have joined **Siegel** in encouraging listeners to cut up their Exxon cards.

Assistance in preparing this column was provided by **Moirra McCormick, Craig Rosen, and Peter Ludwig**.

currents issue has been blown out of proportion. "Currents have been made a major issue by some of the record companies and that is understandable. The record companies want their new records played," says **KLSX** Los Angeles PD **Tom Yates**. "But we have 168 hours a week to fill with good radio and it is hard to fill that with good current music unless you are a top 40 station on a 90-minute rotation."

"A lot of record companies still don't get it. Some are very supportive and very smart with the way they handle it, but some just don't understand and are non-supportive."

FOR WEEK ENDING APRIL 29, 1989

Billboard

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

# HOT ADULT CONTEMPORARY™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	1	4	8	<b>AFTER ALL</b> Geffen 7-27529	★ ★ NO. 1 ★ ★ CHER & PETER CETERA 2 weeks at No. One
2	4	6	11	<b>SECOND CHANCE</b> A&M 1273	◆ THIRTY EIGHT SPECIAL
3	2	2	11	<b>WIND BENEATH MY WINGS</b> Atlantic 7-88972	◆ BETTE MIDLER
4	3	5	8	<b>HEAVEN HELP ME</b> Mika 871 538-7/POLYGRAM	◆ DEON ESTUS
5	7	10	7	<b>LIKE A PRAYER</b> Sire 7-27539/WARNER BROS.	◆ MADONNA
6	5	1	12	<b>ETERNAL FLAME</b> Columbia 38-68533	◆ BANGLES
7	6	3	15	<b>DREAMIN'</b> Wing 871 078-7/POLYGRAM	◆ VANESSA WILLIAMS
8	14	19	8	<b>ORINOCO FLOW (SAIL AWAY)</b> Geffen 7-27633	◆ ENYA
9	8	7	14	<b>YOU GOT IT</b> Virgin 7-99245	◆ ROY ORBISON
10	9	11	15	<b>THE LIVING YEARS</b> Atlantic 7-88964	◆ MIKE + THE MECHANICS
11	12	15	12	<b>LET THE RIVER RUN</b> Arista 1-9793	◆ CARLY SIMON
12	15	16	8	<b>SUPERWOMAN</b> Warner Bros. 7-27783	◆ KARYN WHITE
13	17	21	4	<b>MISS YOU LIKE CRAZY</b> EMI 50185	◆ NATALIE COLE
14	10	8	13	<b>WE'VE SAVED THE BEST FOR LAST</b> Arista 1-9785	◆ KENNY G
15	11	9	15	<b>DON'T TELL ME LIES</b> A&M 1267	◆ BREATHE
16	13	12	14	<b>LOST IN YOUR EYES</b> Atlantic 7-88970	◆ DEBBIE GIBSON
17	16	13	16	<b>JUST BECAUSE</b> Elektra 7-69327	◆ ANITA BAKER
18	20	25	6	<b>PROMISES</b> Epic 34-68608/E.P.A.	◆ BASIA
19	21	22	7	<b>ROMANCE (FROM "SING")</b> Columbia 38-68580	◆ PAUL CARRACK & TERRI NUNN
20	26	42	3	<b>THROUGH THE STORM</b> Arista 1-9809	ARETHA FRANKLIN & ELTON JOHN
21	18	14	13	<b>YOU'RE NOT ALONE</b> Reprise 7-27757	◆ CHICAGO
22	23	23	6	<b>HEARTS ON FIRE</b> Virgin 7-99234	◆ STEVE WINWOOD
23	19	20	7	<b>I'M INTO SOMETHING GOOD</b> Cypress 0019/A&M	◆ PETER NOONE
24	29	38	4	<b>EVERLASTING LOVE</b> Elektra 7-69308	◆ HOWARD JONES
25	22	18	20	<b>MY HEART CAN'T TELL YOU NO</b> Warner Bros. 7-27729	◆ ROD STEWART
26	27	27	4	<b>LIVIN' RIGHT</b> MCA 53497	◆ GLENN FREY
27	28	28	5	<b>IF I CAN JUST GET THROUGH THE NIGHT</b> Elektra 7-69305	◆ PHOEBE SNOW
28	25	24	8	<b>HAPPY EVER AFTER</b> Virgin 7-99294	◆ JULIA FORDHAM
29	35	45	3	<b>THINKING OF YOU</b> Cutting 872 502-7/POLYGRAM	★ ★ ★ POWER PICK ★ ★ ★ ◆ SA-FIRE
30	30	32	5	<b>TALK IT OVER</b> RCA 8802	◆ GRAYSON HUGH
31	31	34	4	<b>CITY STREETS</b> Capitol 44336	◆ CAROLE KING
32	34	47	3	<b>DOWNTOWN</b> A&M 1272	◆ ONE 2 MANY
33	33	40	4	<b>WHAT WERE WE THINKING OF</b> Columbia 38-68691	BARBRA STREISAND
34	24	17	13	<b>GOT IT MADE</b> Atlantic 7-88966	CROSBY, STILLS, NASH & YOUNG
35	NEW ►	1	1	<b>THE BEST YEARS OF OUR LIVES</b> Columbia 38-68741	★ ★ ★ HOT SHOT DEBUT ★ ★ ★ NEIL DIAMOND
36	43	—	2	<b>GIVING UP ON LOVE</b> RCA 8872	◆ RICK ASTLEY
37	47	—	2	<b>ALL IS LOST</b> Warner Bros. 7-27530	SOUTHERN PACIFIC
38	45	—	2	<b>FOREVER YOUR GIRL</b> Virgin 7-99230	◆ PAULA ABDUL
39	32	26	19	<b>WHEN I'M WITH YOU</b> Capitol 44302	SHERIFF
40	40	46	3	<b>HIT THE ROAD JACK</b> RCA 8914	◆ BUSTER POINDEXTER
41	48	—	2	<b>SHE'S A MYSTERY TO ME</b> Virgin 7-99227	◆ ROY ORBISON
42	36	30	21	<b>DON'T RUSH ME</b> Arista 1-9722	◆ TAYLOR DAYNE
43	44	39	24	<b>TWO HEARTS</b> Atlantic 7-88980	◆ PHIL COLLINS
44	NEW ►	1	1	<b>CRY</b> Polydor 871 110-7/POLYGRAM	◆ WATERFRONT
45	42	35	19	<b>SHE WANTS TO DANCE WITH ME</b> RCA 8838	◆ RICK ASTLEY
46	46	36	10	<b>END OF THE LINE</b> Wilbury 7-27637/WARNER BROS.	◆ TRAVELING WILBURYS
47	NEW ►	1	1	<b>SOLDIER OF LOVE</b> Capitol 44369	DONNY OSMOND
48	37	29	11	<b>CITY LIGHTS</b> Crique 7-99255/ATLANTIC	◆ LIVINGSTON TAYLOR
49	38	41	29	<b>SILHOUETTE</b> Arista 1-9751	◆ KENNY G
50	39	33	17	<b>THIS TIME</b> Columbia 38-08514	◆ NEIL DIAMOND

Products with the greatest airplay gains this week. ◆ Videoclip availability.

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

# ALBUM ROCK TRACKS™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
Compiled from national album rock radio airplay reports.					
1	1	5	3	<b>★ ★ NO. 1 ★ ★</b> <b>I WON'T BACK DOWN</b> MCA 53369	TOM PETTY 2 weeks at No. One
2	3	2	6	<b>VOICES OF BABYLON</b> COLUMBIA 38-68601	THE OUTFIELD
3	2	1	7	<b>NOW YOU'RE IN HEAVEN</b> ATLANTIC 7-88925	JULIAN LENNON
4	4	9	4	<b>FIRE WOMAN</b> SIRE LP CUT/REPRISE	THE CULT
5	<b>NEW ▶</b>		1	<b>★ ★ ★ FLASHMAKER ★ ★ ★</b> <b>POP SINGER</b> MERCURY 874 012-7/POLYGRAM	JOHN COUGAR MELLENCAMP
6	9	18	5	<b>ONCE BITTEN TWICE SHY</b> CAPITOL LP CUT	GREAT WHITE
7	14	24	4	<b>HEADING FOR THE LIGHT</b> WILBURY LP CUT/WARNER BROS.	TRAVELING WILBURYS
8	7	11	8	<b>TURN YOU INSIDE-OUT</b> WARNER BROS. LP CUT	R.E.M.
9	6	4	11	<b>SECOND CHANCE</b> A&M 1273	THIRTY EIGHT SPECIAL
10	11	14	11	<b>ALL IS FORGIVEN</b> MERCURY 872 448-7/POLYGRAM	RED SIREN
11	8	8	9	<b>CONFIDENTIAL</b> EPIC LP CUT/E.P.A.	THE RADIATORS
12	16	21	5	<b>LOVE HAS TAKEN ITS TOLL</b> POLYDOR LP CUT/POLYGRAM	SARAYA
13	5	3	13	<b>I'LL BE YOU</b> SIRE 7-229922/REPRISE	THE REPLACEMENTS
14	15	15	10	<b>DOWN BOYS</b> COLUMBIA 38-68606	WARRANT
15	17	19	10	<b>MAYOR OF SIMPLETON</b> Geffen 7-27552	XTC
16	12	17	7	<b>THING CALLED LOVE</b> CAPITOL LP CUT	BONNIE RAITT
17	10	7	19	<b>PATIENCE</b> Geffen 7-22996	GUNS N' ROSES
18	13	13	9	<b>READY FOR LOVE</b> VIRGIN LP CUT	GARY MOORE
19	24	26	5	<b>COMING HOME</b> MERCURY 872 982-7/POLYGRAM	CINDERELLA
20	28	39	3	<b>OPEN LETTER TO A LANDLORD</b> EPIC LP CUT/E.P.A.	LIVING COLOUR
<b>★ ★ ★ POWER TRACK ★ ★ ★</b>					
21	36	—	2	<b>ROCK THIS PLACE</b> CBS ASSOCIATED LP CUT/E.P.A.	THE FABULOUS THUNDERBIRDS
22	27	37	4	<b>SEEING IS BELIEVING</b> ATLANTIC 7-88921	MIKE + THE MECHANICS
23	25	32	4	<b>SHOOTING FROM MY HEART</b> UNI 50019/MCA	BIG BAM BOO
24	33	—	2	<b>NINETEEN FOREVER</b> A&M LP CUT	JOE JACKSON
25	37	—	2	<b>DO YOU LIKE IT</b> POLYDOR LP CUT/POLYGRAM	KINGDOM COME
26	18	6	11	<b>SIMILAR FEATURES</b> ISLAND 7-99251/ATLANTIC	MELISSA ETHERIDGE
27	20	16	13	<b>VERONICA</b> WARNER BROS. 7-22981	ELVIS COSTELLO
28	22	23	9	<b>HEARTS ON FIRE</b> VIRGIN 7-99234	STEVE WINWOOD
29	19	12	19	<b>GOD PART II</b> ISLAND LP CUT/ATLANTIC	U2
30	44	—	2	<b>ONE BIG RUSH</b> WTG LP CUT	JOE SATRIANI
31	26	28	8	<b>SHE'S A MYSTERY TO ME</b> VIRGIN 7-99227	ROY ORBISON
32	29	30	6	<b>YOU'RE WHAT YOU WANT TO BE</b> COLUMBIA LP CUT	CRUEL STORY OF YOUTH
33	32	36	5	<b>CIRCLE</b> Geffen 7-27580	EDIE BRICKELL & NEW BOHEMIANS
34	34	46	3	<b>ANGEL EYES</b> ARISTA LP CUT	THE JEFF HEALEY BAND
35	21	10	10	<b>ROCKET</b> MERCURY 872 614-7/POLYGRAM	DEF LEPPARD
36	<b>NEW ▶</b>		1	<b>PRECIOUS STONE</b> RCA LP CUT	THE FIXX
37	31	29	10	<b>YOUTH GONE WILD</b> ATLANTIC LP CUT	SKID ROW
38	23	20	11	<b>WHERE WERE YOU</b> Geffen LP CUT	LITTLE AMERICA
39	42	48	4	<b>KID EGO</b> A&M LP CUT	EXTREME
40	38	45	4	<b>MIGHT AS WELL BE FREE</b> CAPITOL LP CUT	JON BUTCHER
41	30	22	15	<b>WORKING ON IT</b> Geffen 7-27535	CHRIS REA
42	<b>NEW ▶</b>		1	<b>BAD MAN</b> ATLANTIC LP CUT	BAD COMPANY
43	49	—	2	<b>CAN'T MISS</b> Geffen LP CUT	MICHAEL THOMPSON BAND
44	<b>NEW ▶</b>		1	<b>LET ME IN</b> COLUMBIA 38-68739	EDDIE MONEY
45	<b>NEW ▶</b>		1	<b>CLOSE MY EYES FOREVER</b> RCA 8899	LITA FORD/OZZY OSBOURNE
46	48	50	3	<b>FIRST LOVE</b> CBS ASSOCIATED LP CUT/E.P.A.	MARCELLO
47	41	40	20	<b>CULT OF PERSONALITY</b> EPIC 34-68611/E.P.A.	LIVING COLOUR
48	<b>NEW ▶</b>		1	<b>BUSLOAD OF FAITH</b> SIRE LP CUT/WARNER BROS.	LOU REED
49	<b>NEW ▶</b>		1	<b>EVERLASTING LOVE</b> ELEKTRA 7-69308	HOWARD JONES
50	<b>NEW ▶</b>		1	<b>LOVE DON'T LIE</b> RCA 8900-7	HOUSE OF LORDS

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.

## Fairness Doctrine Passage Likely, But So Is Veto

BY BILL HOLLAND

WASHINGTON The showdown is this week. Will the Congress pass legislation making the repealed fairness doctrine a federal law? Will President Bush veto it?

### WASHINGTON ROUNDUP

With the legislation having sailed through House subcommittee and committee hearings, and with passage expected this week in the House and Senate, the fate of broadcasters seemed sealed until April 12.

That was when President Bush indicated that he might follow the lead of President Reagan, who vetoed a similar fairness doctrine bill in 1987. While saying he didn't "want to indicate a veto would be necessary," Bush did tell a group of newspaper editors that he "will stand with the previous position that I was part of in the last administration."

Lobbying efforts of broadcasters are now focused on seeking out the votes necessary to sustain a presidential veto. It is unclear at this point if anger over a veto would spread from the doctrine's congressional proponents to less adamant legislators.

### FCC ADOPTS SECOND AM STANDARD

Although the Federal Communications Commission didn't adopt the first standards for improved AM broadcasting from the National Radio Systems Committee, such as audio pre-emphasis, the commission did a turnaround April 12 by adopting the NRSC's new emission limitations to reduce interference.

The FCC will now "presume" NRSC-2 compliance for AM stations that have voluntarily adopted the NRSC-1 standards. Most quality sound AM stations have adopted NRSC-1 standards since they were debuted in September 1987.

Are you having a problem with your subscription? For fast service, call 914-628-7771.



**Molar Derby.** As an April Fools' joke, album WLAV-FM Grand Rapids, Mich., told its listeners that local artist Mark Heckman would be erecting an 18-foot, 600-pound tooth sculpture to honor Grand Rapids' role as the first U.S. city with fluoridated water. Heckman, left, and morning jock Red Noize pose with the 10-foot version that they drove through downtown on April 1.

FOR WEEK ENDING APRIL 29, 1989

# MODERN ROCK TRACKS™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
Compiled from Commercial and College Radio Airplay Reports.					
1	1	1	10	<b>★ ★ NO. 1 ★ ★</b> <b>THE MAYOR OF SIMPLETON</b> Geffen 7-27552	XTC 5 weeks at No. One
2	2	2	7	<b>MADONNA OF THE WASPS</b> A&M LP CUT	ROBYN HITCHCOCK/EGYPTIANS
3	5	12	6	<b>GOOD THING</b> I.R.S. LP CUT/MCA	FINE YOUNG CANNIBALS
4	13	—	2	<b>FASCINATION STREET</b> ELEKTRA 7-69300	THE CURE
5	9	20	3	<b>FIRE WOMAN</b> SIRE LP CUT/REPRISE	THE CULT
6	3	5	7	<b>THE LAST OF THE FAMOUS INTER'L PLAYBOYS</b> SIRE LP CUT/REPRISE	MORRISSEY
7	12	13	4	<b>SOMETHING TO SAY</b> TVT LP CUT	THE CONNELLS
8	4	3	13	<b>I'LL BE YOU</b> SIRE 7-22992/REPRISE	THE REPLACEMENTS
9	6	6	7	<b>ROUND &amp; ROUND</b> QWEST 7-27524/WARNER BROS.	NEW ORDER
10	7	7	8	<b>ALWAYS SATURDAY</b> ELEKTRA 7-69316	GUADALCANAL DIARY
11	14	—	2	<b>MONKEY GONE TO HEAVEN</b> 4AD LP CUT/ELEKTRA	PIXIES
12	10	8	14	<b>SHE DRIVES ME CRAZY</b> I.R.S. 53483/MCA	FINE YOUNG CANNIBALS
13	8	4	12	<b>VERONICA</b> WARNER BROS. 7-22981	ELVIS COSTELLO
14	18	21	4	<b>THIS TOWN</b> WARNER BROS. LP CUT	ELVIS COSTELLO
15	15	24	3	<b>EVERYTHING COUNTS</b> SIRE LP CUT/WARNER BROS.	DEPECHE MODE
16	21	30	3	<b>DANCING BAREFOOT</b> ISLAND 7-99225/ATLANTIC	U2
17	24	—	2	<b>WARRIOR</b> VIRGIN LP CUT	PIL
18	<b>NEW ▶</b>		1	<b>NINETEEN FOREVER</b> A&M LP CUT	JOE JACKSON
19	11	10	7	<b>TURN YOU INSIDE-OUT</b> WARNER BROS. LP CUT	R.E.M.
20	<b>NEW ▶</b>		1	<b>BUSLOAD OF FAITH</b> SIRE LP CUT/WARNER BROS.	LOU REED
21	<b>NEW ▶</b>		1	<b>SUBOCEANA</b> SIRE LP CUT/REPRISE	TOM TOM CLUB
22	23	22	5	<b>EVERLASTING LOVE</b> ELEKTRA 7-69308	HOWARD JONES
23	<b>RE-ENTRY</b>		2	<b>WITCHDOCTOR</b> MAMMOTH LP CUT/RCA	SIDEWINDERS
24	19	14	9	<b>ANGEL VISIT</b> A&M LP CUT	THRASHING DOVES
25	<b>NEW ▶</b>		1	<b>SUN GONE DOWN</b> RHINO LP CUT	HOUSE OF FREAKS
26	25	19	8	<b>STOP</b> SIRE LP CUT/REPRISE	ERASURE
27	<b>NEW ▶</b>		1	<b>ANSWERS TO NOTHING</b> CHRYSALIS LP CUT	MIDGE URE
28	16	15	11	<b>DIZZY</b> SIRE LP CUT/WARNER BROS.	THROWING MUSES
29	20	9	13	<b>NIGHTMARES</b> SLASH LP CUT/WARNER BROS.	VIOLENT FEMMES
30	<b>NEW ▶</b>		1	<b>THE SHEEP'S A WOLF</b> I.R.S. LP CUT	CATERWAUL

Billboard, copyright 1989.

# KLOS Decision Shakes Up L.A. Rock Programming

NEW YORK Album rock outlet KLOS Los Angeles plans to cut all syndicated programming aired on the ABC-owned station as contracts expire. The decision by KLOS president/GM and acting PD Bill Sommers set off a flurry of rumors in the Los Angeles market about the future of network and syndicated programming there—including talk that classic rock KLSX also had decided to drop its syndicated programming.

In explaining his decision to drop syndicated shows, Sommers says, "We need the inventory for summer weekends." He describes Los Angeles as "a very healthy [sales] market, even compared to last year, which was also very good."

Other GMs and PDs in the market panned by Billboard agree with Sommers' assessment. KLSX PD Tom Yates, however, staunchly denies that he plans to drop syndicated programming. In fact, he says he may even be adding another weekly program. Every other young adult station in the market also denies it is cutting syndicated programming.

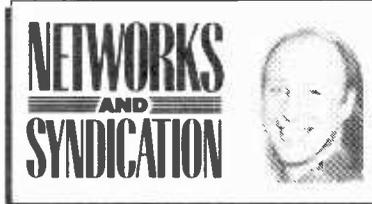
Sommers says another factor in his decision was syndication's performance. In this, he says, "We're partially at fault. For the most part these programs are good and they do get artists we can't. [But] we're not seeing any ratings in the early mornings and late nights [from them]. It's been like this for a year and a half for some of these shows. If the programs

were that good we wouldn't bury them. But I have to because I need that prime-time inventory in the weekend middays. After taking the programs we didn't boost the numbers, so it's a Catch-22. We also have to baby-sit the shows and I have to pay at least AFTRA scale to the announcer so I'm not saving anything."

Sommers' intended plan would affect a number of Westwood One programs as well as shows from Global Satellite Network, DIR Broadcasting, and Album Network. He denies market speculation that he is dropping WW1 programming because that network has a competing Los Angeles station, rock-leaning, top-40 KQLZ "Pirate Radio."

The KLOS decision sent a quiet wave of panic through the syndication industry because syndicators fear other stations may follow suit if album rockers have a bad winter Arbitron nationwide. Album rock, traditionally the largest user of syndicated product, is at a crossroads. To maintain tighter control over its sound it has been taking less weekly longform programming for the past two years.

None of the independent syndicators would comment for the record on Sommers' move, but most think the decision will remain unique to the current Los Angeles radio climate. Evidence of that came from KROQ Los Angeles/WBCN Boston GM Tony Berardini and WNEW-FM



by Peter Ludwig

New York GM Peter Coughlin. Despite concerns over the use of syndication, both are continuing to air national programming and Berardini says, "I'm not opposed to syndication, but it has to be better than what you have. The question is always, 'Is it worth what you're giving up in avals?'"

## RTE REELS IN MOVIE TIME

Radio Today Entertainment has just signed with Movietime cable TV and veteran producer Jon Sargent to capitalize on two hot areas for syndication: entertainment industry news and national radio promotions. RTE president Geoff Rich says, "We're going out of the box in two categories, programming and promotions."

On the programming side, Rich says "Soundtracks" is being developed for weekend programming as a weekly one-hour "soundtrack of Hollywood." The program is "a music-intensive report on what's going on in the movies along with songs and interviews. 'Movietime Minutes' are daily shortform gossip and entertainment news features reporting on what happened last night in the world of entertainment. Affiliates will have live access to phoners with Hollywood stars. Stations will also get exclusive promos and a package of celebrity liners."

On the promotion side, Rich says every affiliate will participate in four to six major movie promotions each year, with giveaway trips to Hollywood premieres and on-site filming locations. There will also be smaller monthly promotions giving away tickets to local screenings, T-shirts, soundtrack albums, posters, and other movie merchandise.

Movietime VP/new business Joe Shults describes the advertiser-supported Movietime cable service as a combination of "MTV goes to the movies, skewing slightly older, and 'Entertainment Tonight' 24 hours a day." He says Movietime is now in 12 million U.S. cable households, up from 2.6 million at launch 18 months ago. That makes it one of the fastest growing cable services in the U.S.

Shults says, "We started with the high concept of taking MTV to the movies, wanting to get the elusive 18-34 audience for the major [motion picture] studios. They told us, 'If you can do [for us] what MTV did for the recording business, yes, we'd be interested.' Once that was up and running, we decided to take this to other media. We launched Movies U.S.A. magazine, which is now in 3,000 theaters in 46 of the top 50 ADI markets, and then looked to radio. No one else is going after that audience from these three different fronts."

"Cable and radio are natural cousins. Basically, radio is trying to take dollars away from print and network television. This is a way to do that." Shults says 70% of all dollars spent by the studios for the promotion of film is spent on print advertising.

"This is a way to tap into that." Tie-ins with major studios will underwrite the major promotions.

RTE is offering the programs to radio together as a bartered package that requires 11 minutes of national spot time a week. Rich says RTE will tie in with Movies U.S.A. to give affiliates listings in the magazine and "down the road, the stations will get signage in the theaters that make the magazine available."

Sargent produced the similarly programmed "Reelin' And Rockin'" radio feature two years ago for Radio International/Radio Ventures. The album-rock-targeted show was a moderate success, clearing 60 major-market stations. The RTE offering is targeted at top 40 radio, according to Rich, "Because with top 40, it allows us the widest range of music possible from the movies."

## DRAKE-CHENAULT FLIES 2 NEW FORMATS

Drake-Chenaunt will put its Adult Contemporary format on satellite delivery June 1, a month earlier than previously announced. Adult Contemporary is based on Contempo 300, one of the company's 12 tape formats. Prime Demo will be the company's third format for satellite distribution; it's set for a Sept. 1 debut.

Drake-Chenaunt president/CEO Bill Sanders says, "All we have done is move our on-air date up from July to June. The reasons are simple. We signed on our Great American Country format with more than 20 affiliates and that's growing daily. We already have a waiting list for AC clients. If we grow like this in the next 30 days, we will probably advance our other four format sign-ons as well."

## CALENDAR

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.

- April 28-29, Debbie Gibson, On The Radio, On The Radio Broadcasting, one hour.
- April 28-30, Carl Reiner/Greg Smith, Cruisin' America With Cousin Brucie, CBS RadioRadio, three hours.
- April 28-30, Deon Estus, On The Move With Tom Joyner, CBS RadioRadio, three hours.
- April 28-30, Poison, Metalshop, MJI Broadcasting, one hour.
- April 28-30, New Edition, Star Beat, MJI Broadcasting, one hour.
- Debbie Gibson/Michael Damian/Dana Delany, Party America, Cutler Productions, two hours.
- April 28-30, The Cher Story, Hot Rocks, United Stations, 90 minutes.
- April 29-30, L.A. and Baby Face/Dino/Living Colour, RadioScope, Lee Bailey Communications, one hour.
- April 30, Tom Petty/Siren/Great White, Powercuts, Global Satellite Network, two hours.
- April 30, New Kids On The Block, Hitline U.S.A., James Paul Brown Entertainment, one hour.
- May 1-7, Thirty-Eight Special, Up Close, MediaAmerica Radio, 90 minutes/two hours.
- May 1-7, Dion, The World Of Rock With Scott Muni, DIR Broadcasting, four hours.
- May 1-7, Robert Cray, King Biscuit Flower Hour, DIR Broadcasting, one hour.
- May 1-7, Kathy Mattea, Listen In With Lon Helton, Westwood One Radio Networks, one hour.
- May 1-7, Fleetwood Mac, Part 2, Legends Of Rock, Westwood One Radio Networks, one hour.

# ARUBA IN JUNE ONE JAZZY ISLAND.

- |                       |                        |
|-----------------------|------------------------|
| June 2 David Sanborn  | June 9 Wynton Marsalis |
| Ruben Blades          | Dianne Reeves          |
| Jonathan Butler       | Diane Schuur           |
| June 3 Bob James      | June 10 George Benson  |
| Lee Ritenour          | Najee                  |
| Ray Baretto           | June 11 José Feliciano |
| June 4 Johnny Pacheco | Wilkins                |
| Celia Cruz            |                        |

Very soon the cooling tradewinds of Aruba will be filled with some very cool jazz and fiery Latin tunes. The 1989 Aruba Jazz and Latin Music Festival is the perfect excuse to leave your troubles behind, relax on a flawless seven-mile beach, bask in the Caribbean sun, play all night long, meet some happy people and fill your ears with some outstanding music.

For tickets call 1-800-5-DE-PALM.

For travel reservations and special Jazz Packages see your travel agent or call the Aruba Tourism Authority at 1-800-TO-ARUBA (NY, 212-246-3030).



**ARUBA. ONE HAPPY ISLAND.**

**PIONEER PRESENTS**



# Hot Picks in Tokio

Selections can be heard on "Pioneer Tokyo Hot 100" Every Sunday 1 PM - 5 PM on FM JAPAN/81.3 FM in TOKYO.

Week of April 9, 1989

- 1 Like A Prayer Madonna
- 2 The Living Years Medina
- 3 I Wanna Dance with Somebody Debbie Gibson
- 4 Let's In Your Eyes Debbie Gibson
- 5 The Don Mc Coy
- 6 The Young Campbell
- 7 The Love Reaction
- 8 I Wanna Dance with Somebody Debbie Gibson
- 9 Go to the Sun The Right Stuff
- 10 You Knew On the Boat
- 11 I Wanna Dance with Somebody Debbie Gibson
- 12 I Wanna Dance with Somebody Debbie Gibson
- 13 I Wanna Dance with Somebody Debbie Gibson
- 14 I Wanna Dance with Somebody Debbie Gibson
- 15 I Wanna Dance with Somebody Debbie Gibson
- 16 I Wanna Dance with Somebody Debbie Gibson
- 17 I Wanna Dance with Somebody Debbie Gibson
- 18 I Wanna Dance with Somebody Debbie Gibson
- 19 I Wanna Dance with Somebody Debbie Gibson
- 20 I Wanna Dance with Somebody Debbie Gibson

**FM JAPAN 81.3 FM**

# POWER PLAYLISTS

PLATINUM—Stations with a weekly cumulative audience of more than 1 million.  
GOLD—Stations with a weekly cumulative audience between 500,000 and 1 million.  
SILVER—Stations with a weekly cumulative audience between 250,000 and 500,000.

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

**PLATINUM**

**Z100**  
New York  
P.D.: Steve Kingston

1	Madonna, Like A Prayer
2	Bon Jovi, I'll Be There For You
3	Bangles, Eternal Flame
4	Fine Young Cannibals, She Drives Me Crazy
5	Tone Loc, Funky Cold Medina
6	Stevie B, I Wanna Be The One
7	Sa-Fire, Thinking Of You
8	Sweet Sensation (With Romeo J.D.), Si
9	Milli Vanilli, Girl You Know It's Tru
10	Debbie Gibson, Electric Youth
11	Karyn White, Superwoman
12	Jody Watley, Real Love
13	The Belle Stars, Iko Iko (From "Rain")
14	Guns N' Roses, Patience
15	Def Leppard, Rocket
16	Vanessa Williams, Dreamin'
17	Deon Estus, Heaven Help Me
18	R.E.M., Stand
19	Michael Damian, Rock On (From "Dream")
20	Mike + The Mechanics, The Living Year
21	Poison, Your Mama Don't Dance
22	Guns N' Roses, Paradise City
23	Bobby Brown, Every Little Step
24	Bette Midler, Wind Beneath My Wings (C)
25	Living Colour, Cult Of Personality
26	Rod Stewart, My Heart Can't Tell You
27	New Kids On The Block, I'll Be Loving
28	Debbie Gibson, Lost In Your Eyes
29	Donny Osmond, Soldier Of Love
30	Roxette, The Look

**Los Angeles**  
P.D.: Steve Rivers

**KIISFM 102.7**

1	Madonna, Like A Prayer
2	Fine Young Cannibals, She Drives Me Crazy
3	Tone Loc, Funky Cold Medina
4	Sa-Fire, Thinking Of You
5	Stevie B, I Wanna Be The One
6	Bon Jovi, I'll Be There For You
7	Bobby Brown, Every Little Step
8	Sweet Sensation (With Romeo J.D.), Si
9	Vanessa Williams, Dreamin'
10	Bangles, Eternal Flame
11	Paula Abdul, Forever Your Girl
12	Deon Estus, Heaven Help Me
13	Tommy Page, A Shoulder To Cry On
14	Jody Watley, Real Love
15	The Belle Stars, Iko Iko (From "Rain")
16	Donna Summer, This Time I Know It's F
17	Howard Jones, Everlasting Love
18	New Kids On The Block, I'll Be Loving
19	Bette Midler, Wind Beneath My Wings (C)
20	Donny Osmond, Soldier Of Love
21	Debbie Gibson, Electric Youth
22	Michael Damian, Rock On (From "Dream")
23	Rod Stewart, My Heart Can't Tell You
24	Guns N' Roses, Patience
25	Living Colour, Cult Of Personality
26	Lisa Lisa & Cult Jam, Little Jackie W
27	The Belle Stars, Iko Iko (From "Rain")
28	Neneh Cherry, Buffalo Stance
29	Elvis Costello, Veronica
30	Natalie Cole, Miss You Like Crazy
31	Milli Vanilli, Baby Don't Forget My N
32	Donna Summer, This Time I Know It's F
33	Aretha Franklin & Elton John, Through
34	Waterfront, Cry
35	Lita Ford (Duet With Ozzy Osbourne),

**Boston**  
P.D.: Tom Jeffries

**WZOU-94.3**

1	Madonna, Like A Prayer
2	Fine Young Cannibals, She Drives Me Crazy
3	Tone Loc, Funky Cold Medina
4	Sa-Fire, Thinking Of You
5	Deon Estus, Heaven Help Me
6	Roxette, The Look
7	Tommy Page, A Shoulder To Cry On
8	Figures On A Beach, You Ain't Seen No
9	Bette Midler, Wind Beneath My Wings (C)
10	Def Leppard, Rocket
11	New Kids On The Block, I'll Be Loving
12	Donny Osmond, Soldier Of Love
13	Animation, Room To Move
14	Cher & Peter Cetera, After All (Love)
15	The Belle Stars, Iko Iko (From "Rain")
16	Sweet Sensation (With Romeo J.D.), Si
17	Living Colour, Cult Of Personality
18	Debbie Gibson, Electric Youth
19	Edie Brickell & New Bohemians, Circle
20	John Cougar Mellecamp, Pop Singer
21	Mike + The Mechanics, Seeing Is Belie
22	Samantha Fox, I Only Wanna Be With You
23	Tom Petty, I Won't Back Down
24	Bobby Brown, Every Little Step
25	One 2 Many, Downtown
26	The Replacements, I'll Be You
27	Winger, Seventeen
28	Roachford, Cuddly Toy (Feel For Me)
29	Siren, All Is Forgiven
30	Sam Brown, Stop
31	Cinderella, Coming Home
32	Easterhouse, Come Out Fighting

**Washington**  
P.D.: Matt Farber

**WJLA-TV**

1	Madonna, Like A Prayer
2	Fine Young Cannibals, She Drives Me Crazy
3	Milli Vanilli, Girl You Know It's Tru
4	Tone Loc, Funky Cold Medina
5	Roxette, The Look
6	Jody Watley, Real Love
7	R.E.M., Stand
8	Anita Baker, Just Because
9	Bon Jovi, I'll Be There For You
10	Sa-Fire, Thinking Of You
11	The Belle Stars, Iko Iko (From "Rain")
12	Rod Stewart, My Heart Can't Tell You
13	Roy Orbison, You Got It
14	Sweet Sensation (With Romeo J.D.), Si
15	Michael Damian, Rock On (From "Dream")
16	Cher & Peter Cetera, After All (Love)
17	Samantha Fox, I Only Wanna Be With You
18	Sam Brown, Stop
19	Cinderella, Coming Home
20	Easterhouse, Come Out Fighting
21	Living Colour, Cult Of Personality
22	Guns N' Roses, Patience
23	Debbie Gibson, Electric Youth
24	Donny Osmond, Soldier Of Love
25	Def Leppard, Rocket
26	Debbie Gibson, Electric Youth
27	Stevie B, I Wanna Be The One
28	New Kids On The Block, I'll Be Loving
29	Bette Midler, Wind Beneath My Wings (C)
30	Paula Abdul, Forever Your Girl
31	Deon Estus, Heaven Help Me
32	Neneh Cherry, Buffalo Stance
33	Jimmy Harnen With Synch, Where Are You
34	Janet Jackson, Control
35	Janet Jackson, Control

**Detroit**  
P.D.: Rick Gillette

**Power 96**

1	Madonna, Like A Prayer
2	Jody Watley, Real Love
3	Fine Young Cannibals, She Drives Me Crazy
4	Milli Vanilli, Girl You Know It's Tru
5	Tone Loc, Funky Cold Medina
6	Deon Estus, Heaven Help Me
7	Bobby Brown, Every Little Step
8	Vanessa Williams, Dreamin'
9	Anita Baker, Just Because
10	Roxette, The Look
11	Surface, Closer Than Friends
12	Bangles, Eternal Flame
13	Debbie Gibson, Electric Youth
14	Paula Abdul, Forever Your Girl
15	Karyn White, Superwoman
16	Natalie Cole, Miss You Like Crazy
17	Guy, I Like It
18	The Boys, Lucky Charm
19	New Kids On The Block, I'll Be Loving
20	Michael Damian, Rock On (From "Dream")
21	New Edition, Can You Stand The Rain
22	New Kids On The Block, You Got It (Th
23	Sweet Sensation (With Romeo J.D.), Si
24	Debbie Gibson, Electric Youth
25	Jimmy Harnen With Synch, Where Are You
26	Glenn Medeiros, Never Get Enough Of Y
27	Aretha Franklin & Elton John, Through
28	Sa-Fire, Thinking Of You
29	Neneh Cherry, Buffalo Stance
30	Winger, Seventeen

**POWER 95**  
New York  
P.D.: Gary Bryan

1	Madonna, Like A Prayer
2	Milli Vanilli, Girl You Know It's Tru
3	Stevie B, I Wanna Be The One
4	Roxette, The Look
5	Bon Jovi, I'll Be There For You
6	Fine Young Cannibals, She Drives Me Crazy
7	Sweet Sensation (With Romeo J.D.), Si
8	Bangles, Eternal Flame
9	Poison, Your Mama Don't Dance
10	Sa-Fire, Thinking Of You
11	Tone Loc, Funky Cold Medina
12	Rod Stewart, My Heart Can't Tell You
13	Karyn White, Superwoman
14	Debbie Gibson, Electric Youth
15	Mike + The Mechanics, The Living Year
16	The Belle Stars, Iko Iko (From "Rain")
17	Deon Estus, Heaven Help Me
18	Debbie Gibson, Lost In Your Eyes
19	R.E.M., Stand
20	Jody Watley, Real Love
21	Bobby Brown, Every Little Step
22	Guns N' Roses, Patience
23	Def Leppard, Rocket
24	Guns N' Roses, Paradise City
25	Donny Osmond, Soldier Of Love
26	Bette Midler, Wind Beneath My Wings (C)
27	Living Colour, Cult Of Personality
28	Aretha Franklin & Elton John, Through
29	Michael Damian, Rock On (From "Dream")
30	Samantha Fox, I Only Wanna Be With You

**GOLD**

**96TIC-FM**  
Hartford  
P.D.: Dave Shakes

1	The Belle Stars, Iko Iko (From "Rain")
2	Tone Loc, Funky Cold Medina
3	Madonna, Like A Prayer
4	Bette Midler, Wind Beneath My Wings (C)
5	Debbie Gibson, Electric Youth
6	Fine Young Cannibals, She Drives Me Crazy
7	Jody Watley, Real Love
8	Bobby Brown, Every Little Step
9	Donny Osmond, Soldier Of Love
10	Deon Estus, Heaven Help Me
11	Animation, Room To Move
12	Cher & Peter Cetera, After All (Love)
13	Bangles, Eternal Flame
14	Paula Abdul, Forever Your Girl
15	Bon Jovi, I'll Be There For You
16	Stevie B, I Wanna Be The One
17	Sweet Sensation (With Romeo J.D.), Si
18	Karyn White, Superwoman
19	Enya, Orinoco Flow (Sail Away)
20	Michael Damian, Rock On (From "Dream")
21	R.E.M., Stand
22	New Kids On The Block, I'll Be Loving
23	Neneh Cherry, Buffalo Stance
24	One 2 Many, Downtown
25	Aretha Franklin & Elton John, Through
26	Dino, 24/7
27	Howard Jones, Everlasting Love
28	Thirty Eight Special, Second Chance
29	Edie Brickell & New Bohemians, Circle
30	Rod Stewart, My Heart Can't Tell You
31	Donna Summer, This Time I Know It's F
32	Waterfront, Cry
33	Sa-Fire, Thinking Of You
34	Eight Wonder, Baby Baby
35	Lisa Lisa & Cult Jam, Little Jackie W
36	Roachford, Cuddly Toy (Feel For Me)
37	Donna Summer, This Time I Know It's F
38	Rick Astley, Giving Up On Love
39	Alexander O'Neal, What Can I Say?
40	Milli Vanilli, Baby Don't Forget My N

**Power Hits B94**  
Pittsburgh  
P.D.: Bill Cahill

1	Madonna, Like A Prayer
2	Bon Jovi, I'll Be There For You
3	Eddie Money, The Love In Your Eyes
4	Thirty Eight Special, Second Chance
5	Tone Loc, Funky Cold Medina
6	Fine Young Cannibals, She Drives Me Crazy
7	Def Leppard, Rocket
8	Paula Abdul, Forever Your Girl
9	Milli Vanilli, Girl You Know It's Tru
10	Living Colour, Cult Of Personality
11	Donny Osmond, Soldier Of Love
12	Cher & Peter Cetera, After All (Love)
13	Michaela, The Look
14	Bangles, Eternal Flame
15	Paula Abdul, Forever Your Girl
16	Bon Jovi, I'll Be There For You
17	Stevie B, I Wanna Be The One
18	Sweet Sensation (With Romeo J.D.), Si
19	Karyn White, Superwoman
20	Enya, Orinoco Flow (Sail Away)
21	Michael Damian, Rock On (From "Dream")
22	R.E.M., Stand
23	New Kids On The Block, I'll Be Loving
24	Bangles, Eternal Flame
25	Aretha Franklin & Elton John, Through
26	Dino, 24/7
27	Howard Jones, Everlasting Love
28	Thirty Eight Special, Second Chance
29	Edie Brickell & New Bohemians, Circle
30	Rod Stewart, My Heart Can't Tell You
31	Donna Summer, This Time I Know It's F
32	Waterfront, Cry
33	Sa-Fire, Thinking Of You
34	Eight Wonder, Baby Baby
35	Lisa Lisa & Cult Jam, Little Jackie W
36	Roachford, Cuddly Toy (Feel For Me)
37	Donna Summer, This Time I Know It's F
38	Rick Astley, Giving Up On Love
39	Alexander O'Neal, What Can I Say?
40	Milli Vanilli, Baby Don't Forget My N

**Q103**  
Tampa  
P.D.: Mason Dixon

1	Madonna, Like A Prayer
2	Fine Young Cannibals, She Drives Me Crazy
3	Milli Vanilli, Girl You Know It's Tru
4	Bon Jovi, I'll Be There For You
5	Roy Orbison, You Got It
6	Thirty Eight Special, Second Chance
7	Deon Estus, Heaven Help Me
8	Roxette, The Look
9	R.E.M., Stand
10	The Belle Stars, Iko Iko (From "Rain")
11	Tone Loc, Funky Cold Medina
12	Sa-Fire, Thinking Of You
13	Living Colour, Cult Of Personality
14	Cher & Peter Cetera, After All (Love)
15	Jody Watley, Real Love
16	Roxette, The Look
17	Michael Damian, Rock On (From "Dream")
18	Def Leppard, Rocket
19	Enya, Orinoco Flow (Sail Away)
20	Animation, Room To Move
21	Paula Abdul, Forever Your Girl
22	Guns N' Roses, Patience
23	Stevie B, I Wanna Be The One
24	New Kids On The Block, I'll Be Loving
25	Bette Midler, Wind Beneath My Wings (C)
26	Paula Abdul, Forever Your Girl
27	Deon Estus, Heaven Help Me
28	Neneh Cherry, Buffalo Stance
29	Jimmy Harnen With Synch, Where Are You
30	Janet Jackson, Control
31	Janet Jackson, Control

**Wmms 100.7 FM**  
Cleveland  
P.D.: Rich Piombino

1	Fine Young Cannibals, She Drives Me Crazy
2	Roxette, The Look
3	Thirty Eight Special, Second Chance
4	Bon Jovi, I'll Be There For You
5	Def Leppard, Rocket
6	Howard Jones, Everlasting Love
7	Kevin A. Moonlight, In The Water
8	Living Colour, Cult Of Personality
9	U2 With B.B. King, When Love Comes To
10	The Outfield, Voices Of Babylon
11	Rod Stewart, My Heart Can't Tell You
12	Winger, Seventeen
13	Guns N' Roses, Patience
14	Edie Brickell & New Bohemians, Circle
15	Sa-Fire, Thinking Of You
16	R.E.M., Stand
17	Lita Ford (Duet With Ozzy Osbourne),
18	Figures On A Beach, You Ain't Seen No
19	XTC, The Mayor Of Simpleton
20	Michael Damian, Rock On (From "Dream")
21	The Replacements, I'll Be You
22	Enya, Orinoco Flow (Sail Away)
23	Animation, Room To Move
24	Eddie Money, Let Me In
25	John Cougar Mellecamp, Pop Singer
26	Elvis Costello, Veronica
27	Cowboy Junkies, Sweet Jane
28	Cinderella, Coming Home
29	Mike + The Mechanics, Seeing Is Belie
30	Warrant, Down Boys
31	Easterhouse, Come Out Fighting

**B96**  
Chicago  
P.D.: Buddy Scott

1	Madonna, Like A Prayer
2	Fine Young Cannibals, She Drives Me Crazy
3	Sweet Sensation (With Romeo J.D.), Si
4	Tone Loc, Funky Cold Medina
5	Bangles, Eternal Flame
6	Milli Vanilli, Girl You Know It's Tru
7	Paula Abdul, Forever Your Girl
8	Jody Watley, Real Love
9	Bobby Brown, Every Little Step
10	Inner City, Good Life
11	Marika, More Than You Know
12	Rick Astley, Giving Up On Love
13	Sa-Fire, Thinking Of You
14	Vanessa Williams, Dreamin'
15	Samantha Fox, I Only Wanna Be With You
16	Mike + The Mechanics, The Living Year
17	Debbie Gibson, Electric Youth
18	New Kids On The Block, I'll Be Loving
19	Debbie Gibson, Lost In Your Eyes
20	Roxette, The Look
21	Ten City, That's The Way Love Is
22	Howard Jones, Everlasting Love
23	Neneh Cherry, Buffalo Stance
24	Lisa Lisa & Cult Jam, Little Jackie W
25	Karyn White, Superwoman
26	Aretha Franklin & Elton John, Through
27	Donna Summer, This Time I Know It's F
28	Paula Abdul, Straight Up
29	Rod Stewart, My Heart Can't Tell You
30	Animation, Room To Move
31	Johnny Kemp, Birthday Suit (From "Sin")
32	Natalie Cole, Miss You Like Crazy
33	Bobby Brown, Rock Wit'cha
34	Donny Osmond, Soldier Of Love

**108 FM**  
Boston  
P.D.: Sunny Joe White

1	Madonna, Like A Prayer
2	Tone Loc, Funky Cold Medina
3	Jody Watley, Real Love
4	Bette Midler, Wind Beneath My Wings (C)
5	Deon Estus, Heaven Help Me
6	Animation, Room To Move
7	Cher & Peter Cetera, After All (Love)
8	Sam Brown, Stop
9	Sa-Fire, Thinking Of You
10	Sweet Sensation (With Romeo J.D.), Si
11	Bon Jovi, I'll Be There For You
12	Figures On A Beach, You Ain't Seen No
13	Natalie Cole, Miss You Like Crazy
14	Donny Osmond, Soldier Of Love
15	Donna Summer, This Time I Know It's F
16	Bon George, Don't Take My Mind On A T
17	Paula Abdul, Forever Your Girl
18	Stevie B, I Wanna Be The One
19	Peter Schilling, The Different Story
20	Tommy Page, A Shoulder To Cry On
21	New Kids On The Block, I'll Be Loving
22	The Belle Stars, Iko Iko (From "Rain")
23	Debbie Gibson, Electric Youth
24	Bobby Brown, Every Little Step
25	Easterhouse, Come Out Fighting
26	Aretha Franklin & Elton John, Through
27	Neneh Cherry, Buffalo Stance
28	Information Society, Repetition
29	Rick Astley, Giving Up On Love
30	Thirty Eight Special, Second Chance
31	Waterfront, Cry
32	Elvis Costello, Veronica
33	Roachford, Cuddly Toy (Feel For Me)
34	Edie Brickell & New Bohemians, Circle
35	Living Colour, Cult Of Personality
36	The Replacements, I'll Be You
37	XTC, The Mayor Of Simpleton
38	Lisa Lisa & Cult Jam, Little Jackie W
39	John Cougar Mellecamp, Pop Singer
40	Hall And Oates, Love Train
41	Was (Not Was), Anything Can Happen
42	Lita Ford (Duet With Ozzy Osbourne),
43	Big Bam Bob, A Shoulder To Cry On
44	Winger, Seventeen
45	Mike + The Mechanics, Seeing Is Belie
46	Surface, Closer Than Friends
47	Phoebe Snow, If I Can Just Make It Th
48	Eddie Money, Let Me In
49	Breathe, All This I Should Have Known

**EAGLE-106**  
Philadelphia  
P.D.: Charlie Quinn

1	Madonna, Like A Prayer
2	Bon Jovi, I'll Be There For You
3	Fine Young Cannibals, She Drives Me Crazy
4	Def Leppard, Rocket
5	Sweet Sensation (With Romeo J.D.), Si
6	Animation, Room To Move
7	Tone Loc, Funky Cold Medina
8	Jody Watley, Real Love
9	Deon Estus, Heaven Help Me
10	Donna Summer, This Time I Know It's F
11	Sa-Fire, Thinking Of You
12	Paula Abdul, Forever Your Girl
13	Poison, Your Mama Don't Dance
14	Bobby Brown, Every Little Step
15	Samantha Fox, I Only Wanna Be With You
16	Was (Not Was), Anything Can Happen
17	Neneh Cherry, Buffalo Stance
18	Bangles, Eternal Flame
19	Michael Damian, Rock On (From "Dream")
20	New Kids On The Block, I'll Be Loving
21	Living Colour, Cult Of Personality
22	Debbie Gibson, Electric Youth
23	Donny Osmond, Soldier Of Love
24	Guns N' Roses, Patience
25	Lisa Lisa & Cult Jam, Little Jackie W
26	Thirty Eight Special, Second Chance
27	Cinderella, Coming Home
28	Roachford, Cuddly Toy (Feel For Me)
29	Jimmy Harnen With Synch, Where Are You
30	Bette Midler, Wind Beneath My Wings (C)
31	Lita Ford (Duet With Ozzy Osbourne),
32	Cher & Peter Cetera, After All (Love)
33	Natalie Cole, Miss You Like Crazy
34	Was (Not Was), Anything Can Happen
35	Donna Summer, This Time I Know It's F
36	Aretha Franklin & Elton John, Through
37	Tommy Rubblers,
38	Stevie B, I Wanna Be The One
39	Howard Jones, Everlasting Love

**295.5**  
Detroit  
P.D.: Brian Patrick

1	Fine Young Cannibals, She Drives Me Crazy
2	Madonna, Like A Prayer
3	Bangles, Eternal Flame
4	Roxette, The Look
5	Rod Stewart, My Heart Can't Tell You
6	R.E.M., Stand
7	Mike + The Mechanics, The Living Year
8	Milli Vanilli, Girl You Know It's Tru
9	Deon Estus, Heaven Help Me
10	Jimmy Harnen With Synch, Where Are You
11	Cher & Peter Cetera, After All (Love)
12	Debbie Gibson, Lost In Your Eyes
13	Anita Baker, Just Because
14	Animation, Room To Move
15	Thirty Eight Special, Second Chance
16	Roy Orbison, You Got It
17	Enya, Orinoco





Table with 2 columns: Station (e.g., 35 EX, A) and Song/Artist (e.g., Information Society, Repetition)

Baltimore P.D.: Chuck Morgan

Milwaukee P.D.: Todd Fisher



Table with 2 columns: Station (e.g., Houston 1) and Song/Artist (e.g., Madonna, Like A Prayer)



Atlanta P.D.: Rick Stacy

Columbus P.D.: Dave Robbins



Table with 2 columns: Station (e.g., Seattle 1) and Song/Artist (e.g., Madonna, Like A Prayer)



Miami P.D.: Steve Perun

Phoenix P.D.: Bob Case



Table with 2 columns: Station (e.g., Providence 1) and Song/Artist (e.g., Madonna, Like A Prayer)



Saginaw P.D.: Rick Belcher

Table with 2 columns: Station (e.g., Phoenix 1) and Song/Artist (e.g., Benny Mardones, Into The Night)



Billboard's PD of the week Dave Van Dyke WODS Boston

WODS "Oldies 103" Boston was fifth 12-plus overall (4.0-5.2) in the winter Arbitron and in first place in its target demo of 25-54-year-olds.

tal, and the banter between him and his callers could be heard outside Fenway Park or at the corner store."

"Our adult oldies format was researched and designed by [GM] John Gheron and [CBS FM VP] George Sosson before it was launched. They made sure that the market was here and set in motion a careful, well-thought-out game plan that's still very much intact.

"Initially, WODS sounded like a jukebox because we had essentially the same staff before the format change and needed to work people into the new approach. It's a testament to CBS and their faith in the people here, and I think that the staff has adapted and grown quite well," he says.

Van Dyke calls WODS "perhaps the most heavily researched and marketed radio station in town." Its initial finding in 1987 was that Boston's most notable oldies outlets no longer commanded considerable audience shares.

Van Dyke, who uses recut Drake jingles to make the connection with AM top 40 leader WRKO, believes his approach works best in markets with a strong top 40 heritage. "People are a lot more receptive to rock'n'roll radio here because top 40 radio was a big part of growing up here in the '60s," he says.

"There was clearly a big space in the market, but one that had to be dealt with intelligently," says Van Dyke, who notes that more traditional oldies programming staples—screaming, '60s-style DJs, and other retro elements—tested poorly.

After joining KLUV, Van Dyke's experience had been in album rock. He was a jock at WWWW Detroit and WDAI Chicago, and programmed KTXQ Dallas, KAZY Denver, and KGON Portland, Ore. For a short time in the early '80s, Van Dyke ventured north to Anchorage, Alaska, to work at the John Sebastian-consulted KKGR, an experimental eclectic-oriented rock outlet.

'You can't really mix and match'

Research remains a major part of WODS' development. "Our playlists are a lot tighter than most oldies stations", and we'll elongate exposure well beyond the point most radio people think is wise."

"The major thing I learned in album rock was that programming purity was essential in a highly competitive market. You can't really mix and match without losing part of your target audience. You need to superserve the core audience and not get caught up in bringing in too many other elements," he says.

Accordingly, one of WODS' evening 10-in-a-row sweeps contained Creedence Clearwater Revival's "Traveling Band," Blood Sweat & Tears' "You've Made Me So Very Happy," the Supremes' "Come See About Me," Gogi Grant's "Wayward Wind," Danny & the Juniors' "At The Hop," Johnny Rivers' "Poor Side Of Town," Marcie Blane's "Bobby's Girl," Elvis Presley's "Burning Love," and the Mamas & the Papas "I Saw Her Again."

Working for Gheron, himself an established oldies programmer, was initially a concern for Van Dyke. Now, he says, "John hired a bunch of managers and has let us alone to do our jobs. He brought us in because of our talents working on our own, not because we're proven at being able to do as we're told. Obviously, he's a great resource and has a great background to capitalize on, but it generally works that I go to him and not that he comes to me."

Despite this conservatism, Van Dyke finds his listeners "suprisingly regional. Response to 'Can't Find The Time' by Orpheus, which you'll never hear anywhere else, is just remarkable. Little Richard does much better here than in most parts of the country, while in general soul music doesn't do as well."

Since launching WODS, CBS has installed oldies formats in three other markets. Van Dyke helped launch KODJ Los Angeles, but says he has no current plans to program or consult any other stations. "Just helping design a game plan from their research was the extent of my involvement with KODJ. There's still lots of work to be done here in both maintaining our position and bringing in more of the target market. It will be interesting to work out the balance of being more defense-minded in terms of our position in the market while trying to attract more of the natural audience that we know is out there."

DAVID WYKOFF

## More Entertainers Support Event For Black Music's Best Stars Power Third 'Soul Train' Awards

THE BIGGEST DIFFERENCE BETWEEN the first two "Soul Train" Awards shows and last week's effort was the superstar factor. While the previous shows had been highly entertaining, there had been some question as to whether the biggest black entertainers would support Don Cornelius' pioneering awards show. Well, this year they did, giving a vote of confidence to this nationally broadcast forum for the best in black music.

The Michael Jackson tribute brought out the superstar. Moreover, Jackson seemed unusually animated and relaxed. Along with Jackson came Eddie Murphy and Elizabeth Taylor and a tape of Sammy Davis Jr. Another figure from outside the music world, Mike Tyson, made his presence felt as a presenter. Quincy Jones attended

and sat prominently in a seat near the cameras. Whitney Houston, nominated for several awards, was in the audience and, for the second year in a row, received some boos when her name was announced. One hopes it won't stop her from coming back and getting more actively involved.

Dionne Warwick hosted for the third straight year and was joined by sportscaster Ahmad Rashad and vocalist Patti LaBelle. The "new jack" wing of black pop, represented by a performing Bobby Brown and Levert featuring Heavy D, was in effect, though one would have liked to have seen some of the older and younger stars matched (a duet between LaBelle and Keith Sweat would have been fun). Overall, the show was entertaining, though there were no moments as surprising as last year's vocal jam between Chaka Khan, Angela Wimbush, Stephanie Mills, and Ronnie Isley or as wild as Flavor Flav's match with Khan as a presenter last year.

SHORT STUFF: All kinds of good stuff was talked about in the "Soul Train" Awards press room. What follows is a sample: "A Different World" star Jasmine Guy has signed to Warner Bros. with an album due this summer... Al B. Sure! wouldn't answer questions about how his recent run-in with the law affected him, saying, "Let's stay positive." Which the Warner Bros. artist did, mentioning that he and partner Kyle West just produced a track for Al

Green, called "Long As We're Together," may remix "Tell Me I'm Not Dreaming" for Robert Palmer, and will appear on Quincy Jones' long-awaited Warner Bros. solo album... Levert and the O'Jays will be hitting the road this fall with "a big production," according to Gerald Levert... Heavy D's next MCA single is produced by Teddy Riley and is titled "We Got Our Own Thing"... Commented one woman while watching the screaming girls during the Jackson tribute clip: "The last time I screamed like that was for the Delfonics"... Bobby Brown appears in a couple of scenes from "Ghostbusters 2" and will have two songs on the soundtrack that, he emphasized, "I wrote and produced"... When confronted with hungry music press, champ Tyson looked around and said, "I'm shocked I'm



by Nelson George

up here. This is really a different kind of crowd"... L.L. Cool J, after describing himself as "young, black, and legal," went on to describe the difference between himself and other rap stars. L.L. noted: "When you make records for the mainstream, that's how you sound. You make records on the edge that the mainstream likes, that's how you sound."

SHORT STUFF TWO: A&M is near making a major move in its A&R department... Fans of Motown music must seek out "Standing In The Shadows Of Motown: The Life And Music Of Legendary Bassist James Jamerson," a bio of the essential Motown musician. Part one of the book is a straight bio of his life right up to his tragic death in 1983. Part two contains 20 pages on Jamerson the instrumentalist, including his exercises, a discography, and an essay on his style by noted bassist Anthony Jackson. Berry Gordy did the foreword. The publisher is the Harold Leonard Publishing Co.; the book should be in book and music stores this spring... The new Elite Records label of Philadelphia is looking for rappers to record. For more info, contact the company at Record Theater, 2385 Cheltenham Ave., Philadelphia, Pa. 19150... A correction is in order. New Elektra rap A&R man Dante Ross did not sign De La Soul to Tommy Boy, though he was involved in the making of the group's record. The credit for the signing goes to Monica Lynch, the label's president

(Continued on page 26)

### The Rhythm and the Blues

## VP Sharon Heyward's Unique R&B Vision Adds Verve To Virgin Records

BY DAVID NATHAN

NEW YORK "It's been more work than I ever thought I'd do," says Sharon Heyward, Virgin's R&B promotion head, about starting her promotion department from scratch a little less than two years ago. "It's the culmination of my 20 years in the business. There's a lot I knew but didn't get a chance to implement until I started working with Virgin."

Since Virgin's founding, the company has established a strong presence in the urban marketplace with hits by DeJa, Ziggy Marley, Paula Abdul, and Boy George. Heyward acknowledges that during the start-up period, "I had to make what was a European-headquartered company realize that what worked in the U.K. didn't necessarily work here. The mandate I was given centered around Virgin's desire to be successful in the music business and to fulfill that, the company had to be successful in the black music area."

Heyward, who began as national director, R&B promotion, and was upped to VP last year (becoming one of the first black women to rise to that status), says her initial work involved setting up a staff. She credits operations manager Jean Pierre, Heyward's first hiring, as crucial to the process. "I think of Jean as our secret weapon. She brought her knowledge and suggestions, and together with my ideas, we were able to put together the staff within about a

month."

Currently Heyward manages a field staff of eight promotion people alongside Pierre and an assistant. In recent weeks the company has had as many as six singles on Billboard's black music chart, including two entries by Paula Abdul, plus records by Boy George, DeJa, E.U., and Lia. A current dance music item and former top 10 U.K. hit, "Buffalo Stance" by Neneh Cherry, is also making inroads at urban radio.

"The core of our acts initially

### 'Core acts came from U.K. signings'

came from U.K. signings," notes Heyward. "We had 'Live My Life' with George, Hindsight's 'Stand Up,' and an album by [gospel vocalist] Lavine Hudson; DeJa [formerly Aurra] was signed by the U.K. company and we took its single, 'You And Me Tonight,' to No. 2 on the black music chart, which wasn't bad for a new company. Of course, it might have made No. 1 if I'd known then what I know now. I've definitely learned to play the game better."

Securing her VP post "was particularly great, being the single mother of a 20-year-old daughter. It was like blazing new ground so that she could emulate what I've done in her own development." Heyward adds that being a pio-

(Continued on page 26)

## Billboard POWER PLAYLISTS FOR WEEK ENDING APRIL 29, 1989

Sample Playlists of the Nation's Largest Black Radio Stations

### KACE

Los Angeles

P.D.: Pam Wells

- 1 Karyn White, Love Saw It
- 2 New Edition, Crucial
- 3 Jody Watley, Real Love
- 4 Skyy, Start Of A Romance
- 5 Alyson Williams, Sleep Talk
- 6 Bobby Brown, Every Little Step
- 7 Guy, I Like
- 8 Simply Red, It's Only Love
- 9 Dino, 24/7
- 10 Tone Loc, Funky Cold Medina
- 11 Ashford & Simpson, I'll Be There For You
- 12 Boy George, Don't Take My Mind On A Trip
- 13 Robert Brooks, Don't Tease Me
- 14 Cameo, In The Night
- 15 Cherrelle, Affair
- 16 Natalie Cole, Miss You Like Crazy
- 17 E! DeBarge, Real Love
- 18 De La Soul, Me Myself And I
- 19 Sheena Easton, Days Like This
- 20 Deon Estus, Heaven Help Me
- 21 U.I., Buck Wild
- 22 Roberta Flack, Uh-Uh Ooh-Ooh Look Out (Here It)
- 23 Al Jarreau, All Or Nothing At All
- 24 Miles Jaye, Objective
- 25 Chaka Khan, Baby Me
- 26 Kid 'N Play, Rollin' With Kid 'N Play
- 27 La Rue, I Want Your Love
- 28 Madonna, Like A Prayer
- 29 Rene Moore, Never Say Goodbye To Love
- 30 Mica Paris, My One Temptation
- 31 The Pasadenas, Tribute (Right On)
- 32 Charlie Singleton, The Good, Bad & Ugly
- 33 Al B. Sure!, If I'm Not Your Lover
- 34 Ten City, That's The Way Love Is
- 35 Vesta, I U
- 36 Wendy And Lisa, Are You My Baby
- 37 Z'Looke, Lovesick
- 38 Atlantic Starr, My First Love
- 39 Anita Baker, Lead Me Into Love
- 40 Rob Base & DJ E-Z Rock, Joy And Pain
- 41 Blue Magic, Romeo And Juliet
- 42 The Controllers, Temporary Lover
- 43 Joyce "Fenderella" Irby, Mr. D.J.
- 44 Anne G., If She Knew
- 45 Grady Harrell, Sticks And Stones
- 46 Jackie Jackson, Stay
- 47 Kiara, Every Little Time
- 48 Lisa Lisa & Cult Jam, Little Jackie Wants To Be
- 49 The Neville Brothers, Sister Rosa
- 50 New Kids On The Block, I'll Be Loving You (Fore)
- 51 New Situation, Going To A Go-Go
- 52 The O'Jays, Have You Had Your Love Today
- 53 Roachford, Cuddly Toy
- 54 44 Tony! Toni! Toné!, For The Love Of You

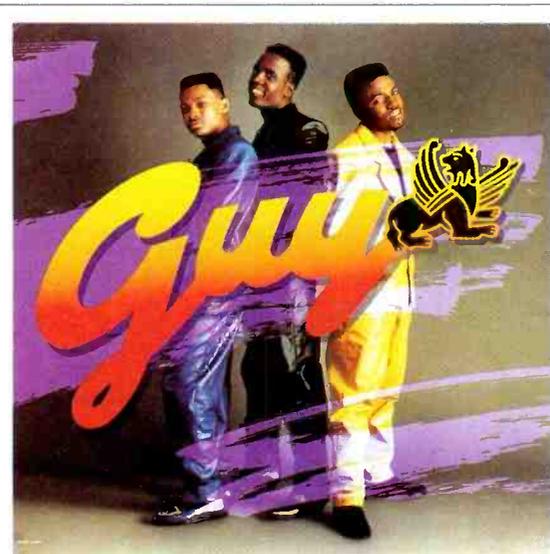
- 55 Luther Vandross, For You To Love
- 56 Vesta, Congratulations
- 57 BeBe & CeCe Winans, Lost Without You
- A Aretha Franklin & Elton John, Through The Storm
- A Fine Young Cannibals, She Drives Me Crazy
- A Alton "Wokie" Stewart, She's So Cold
- Eugene Wilde, I Can't Stop This Feeling
- A Slick Rick, Children's Story

### V-103

Baltimore

P.D.: Roy Samson

- 1 Karyn White, Love Saw It
- 2 Alyson Williams, Sleep Talk
- 3 Jody Watley, Real Love
- 4 Guy, I Like
- 5 Skyy, Start Of A Romance
- 6 Boy George, Don't Take My Mind On A Trip
- 7 E.U., Buck Wild
- 8 Chaka Khan, Baby Me
- 9 Al B. Sure!, If I'm Not Your Lover
- 10 Deon Estus, Heaven Help Me
- 11 Tone Loc, Funky Cold Medina
- 12 The Pasadenas, Tribute (Right On)
- 13 Z'Looke, Lovesick
- 14 Grady Harrell, Sticks And Stones
- 15 Natalie Cole, Miss You Like Crazy
- 16 Blue Magic, Romeo And Juliet
- 17 Alesse Simmons, I Want It
- 18 Amy Keys, Have You Had Your Love Today
- 19 Charlie Singleton, The Good, Bad & Ugly
- 20 Anne G., If She Knew
- 21 Madonna, Like A Prayer
- 22 Kiara, Every Little Time
- 23 De La Soul, Me Myself And I
- 24 Rob Base & DJ E-Z Rock, Joy And Pain
- 25 Al Jarreau, All Or Nothing At All
- 26 Atlantic Starr, My First Love
- 27 Joyce "Fenderella" Irby, Mr. D.J.
- 28 Robert Brooks, Don't Tease Me
- 29 New Kids On The Block, I'll Be Loving You (Fore)
- 30 Slick Rick, Children's Story
- 31 Tony! Toni! Toné!, For The Love Of You
- 32 BeBe & CeCe Winans, Lost Without You
- 33 Aretha Franklin & Elton John, Through The Storm
- 34 The O'Jays, Have You Had Your Love Today
- 35 DeJa, Made To Be Together
- 36 Lisa Lisa & Cult Jam, Little Jackie Wants To Be
- 37 La Rue, I Want Your Love
- 38 Roberta Flack, Uh-Uh Ooh-Ooh Look Out (Here It)
- 39 Anita Baker, Lead Me Into Love
- A0 Luther Vandross, For You To Love
- A01 Mica Paris, My One Temptation
- A02 M.C. Hammer, Turn This Multha Out
- A03 The Boys, A Little Romance
- A04 Eugene Wilde, I Can't Stop This Feeling
- A05 Peabo Bryson, Show And Tell



## THIS SPACE FOR RENT

CALL:  
Jim Beloff  
(212) 536-5026

The statistics do justice to the sound... and the statistics are unbelievable.

Exploding at radio and retail, the #1 platinum plus debut LP from Guy (MCA-42176) features the smash singles Groove Me, Teddy's Jam, and I Like (MCA-53490), now crossing CHR. Produced and arranged by Teddy Riley and Gene Griffin for G.R. Productions.

# BLACK ALL OVER ...

The big story this year is the great success of black artists in all chart formats...

- *Top 40/Crossover*
- *Adult*
- *Black*
- *Jazz*
- *Rock*
- *Rap*
- *Gospel*

In our Spotlight on Black Music, Billboard takes a look at this big success as well as many of the key artists and labels that have made it happen.

This spotlight will reach everyone who counts in retail and radio worldwide.

Make sure that your artists are seen by the powers that will continue to help make and break records.

**ISSUE DATE: JUNE 17**

**AD DEADLINE: MAY 23**

For Details Contact:

## **New York**

Jim Beloff  
Advertising  
Director/Music  
(212) 536-5026  
Norm Berkowitz  
(212) 536-5016  
Ken Karp  
(212) 536-5017

## **Los Angeles**

Christine Matuchek  
(213) 859-5344

## **Nashville**

Lynda Emon  
(615) 321-4240  
Carole Edwards  
(615) 321-4294

(3 Column Format)

... **BLACK MUSIC**  
**A Billboard Spotlight**



## TERRI ROSSI'S RHYTHM SECTION

**BRYSON PHONES HOME:** The Hot Shot Debut this week at No. 66 on the Hot Black Singles chart is "Show And Tell" (Elektra) by **Peabo Bryson**. While Bryson has recorded for a number of labels, his greatest success occurred with Capitol Records. Although Bryson is generally thought of as a solo artist, his earliest hits, "Reaching For The Sky" and "I'm So Into You," were recorded when he was a featured performer with **Michael Zaeger's Moon Band**, a studio band.

A sneak preview of Bryson's upcoming album, "All My Love," reveals the Peabo we've all been waiting for, with tune after tune of great music. Hopefully, there will be at least one No. 1 hit in the package. This honor has eluded him, even though he has had 36 charted records on the Billboard Black Singles charts. "I'm So Into You" peaked at No. 2 and "Tonight, I Celebrate My Love," a duet with **Roberta Flack**, reached No. 5.

"Show And Tell" was first recorded by **Al Wilson** (Rocky Road) in 1973. It peaked at No. 10 on the black charts but was a No. 1 pop single.

**UNDER NEW MANAGEMENT:** **Rene Esquibel**, national director of promotion, continues to develop Island Records' presence at radio following a fine tradition established by former A&R and promotion head **Greg Peck**. (Peck has moved over to PolyGram as VP of A&R for the black division). "My One Temptation" by **Mica Paris** (pronounced Mee-sha) jumps 62-49, adding 10 new stations and showing some early retail reports. Thirty-five of the 77 stations report upward moves on their playlists. "Temptation" moves 22-18 at WGCI Chicago and from an extra to No. 18 at WILD Boston. Paris is in London this week, where she will perform at the Prince's Trust gala.

**Miles Jaye**, whose real name is Miles Davis, also has a good week at radio, picking up 17 new stations. The single moves 80-70.

**IT AIN'T NO JOKE:** "Sleep Talk" by **Alyson Williams** (Def Jam) glides 5-3 with three stations reporting the single at No. 1: WNHG New Haven, Conn; WHUR Washington, D.C.; and WJTT Chattanooga, Tenn. Thirty-six of the 93 reports from radio show the record in the top five. Def Jam has been a label best known for its rap stars. Williams is the first R&B vocalist to achieve a top five single for the label.

**POWER PICKS:** "For You To Love" by **Luther Vandross** (Epic) is this week's Power Pick/Airplay record, gaining 37 radio adds: It motors 78-56. Also gaining 37 stations is "Lead Me Into Love" by **Anita Baker** (Elektra) at No. 58. The Vandross single, which is on 76 stations, beat out Baker's by less than 10 points. Baker's single is on a total of 72 stations. . . . This week's Power Pick/Sales record is probably no surprise: "Me Myself And I" by **De La Soul** (Tommy Boy) picks up 18 new retail reports and, with nine new radio reports also, the single moves 35-24.

**P.S.:** Did you know that **Deon Estus** is one of the three original members of **Wham!** and is really from Detroit? "Heaven Help Me" (Mika) sweeps along 22-16, gaining healthy points at radio and retail.

## HOT BLACK SINGLES ACTION

### RADIO MOST ADDED

	PLATINUM/ GOLD ADDS 14 REPORTERS	SILVER ADDS 32 REPORTERS	BRONZE/ SECONDARY ADDS 52 REPORTERS	TOTAL ADDS 98 REPORTERS	TOTAL ON CHART
<b>SHOW &amp; TELL</b> PEABO BRYSON CAPITOL	6	16	36	58	63
<b>FOR YOU TO LOVE</b> LUTHER VANDROSS EPIC	4	13	20	37	76
<b>LEAD ME INTO LOVE</b> ANITA BAKER ELEKTRA	5	11	21	37	72
<b>A LITTLE ROMANCE</b> THE BOYS MOTOWN	3	9	16	28	31
<b>I CAN'T STOP (THIS FEELING)</b> EUGENE WILDE MAGNOLIA	5	7	15	27	51
<b>DARLIN' I</b> VANESSA WILLIAMS WING	3	7	13	23	24
<b>EVERY LITTLE THING ABOUT...</b> CHERYL "PEPSI" RILEY COLUMBIA	2	3	15	20	20
<b>ON A MISSION</b> LEOTIS MERCURY	0	7	12	19	49
<b>A WOMAN'S TOUCH</b> C. MCDANIELS MEGA JAM	0	6	12	18	33
<b>CONGRATULATIONS</b> VESTA A&M	1	5	12	18	30

Radio Most Added is a weekly national compilation of the ten records most added to the playlists of the radio stations 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.

From the LP 'Livin' Large'  
**Buck Wild**



From the LP 'Made To Be Together'  
**Made To Be Together**



The new single from the LP 'Lia'  
**Constantly**



Virgin

Virgin Records is livin' large!

## 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.



**Coaching Decisions.** Rappers Eric B., left, and Rakim go over the lineup for their team in a celebrity basketball game sponsored by Knick star Mark Jackson for the United Negro College Fund. Eric B.'s squad, led by the ball-handling wizardry of New Edition's Michael Bivens, defeated a team supervised by director Spike Lee.

### VIRGIN VP SHARON HEYWARD

(Continued from page 21)

neering black woman "means that I have to consider what I say and what I do, more because of how people relate to my position in the business. That's tough because I'm a private person, but I realize that I'm no longer just speaking for myself. The other side is that a lot of talented, young black sisters have seen that there's hope. We all know it's overdue for them to be recognized for their work."

Heyward was particularly gratified by giving Ziggy Marley a historic black music chart-topper last year with "Tumblin' Down." Heyward says that the accomplishment took "blood, sweat, tears, and a remix!" She is being consulted on upcoming releases in terms of single selections, noting that the R&B division was responsible for giving British star Steve Winwood his first top 30 black music hit with "Roll With It" as well as being instrumental in breaking Abdul.

Of Abdul, Heyward says, "We had two top 10 black music hits with 'Knocked Out' and 'The Way You Love Me.' Then with 'Straight Up,' pop radio picked it up before urban stations. After we had a new mix we got great reaction at black radio. Now, following Paula's fourth single, her album [has

sold] well over a million copies and headed toward double platinum.

"The next two years will be a period when the R&B department can really blossom," Heyward says. "We're doing well with Boy George as black radio continues to support the material he cut with Gene Griffin & Teddy Riley; DeJa and E.U. are entering a new realm; we've signed Cheryl Lynn and her first album for us is going to surprise a lot of folks.

"We expect a second album from singer/songwriter Gary Taylor and, with the right single, we want to take him to that quiet storm adult audience. Then we have an have album with Laylah Hathaway, Donny Hathaway's daughter, which is going to be incredible. A young group, After Seven, are produced by L.A. & Babyface. We have Soul II Soul, which reminds me of the old Barrabas music of the mid-'70s—real black dance music with a flavor of jazz and R&B fused together."

Though Virgin was initially perceived "as a poppy dance label," Heyward feels the company is committed to building the kind of black music roster "that will attract top name talent. We're looking for some really big names to sign with us in the future."

### RHYTHM & BLUES

(Continued from page 21)

... Bailey Broadcasting's tribute to **Marvin Gaye**, syndicated around the country recently in conjunction with Gaye's recent birthday, was outstanding, with a nice mix of Gaye's music and interviews. It did so well in New York

that WBSL rebroadcast it. It's another sign that **Lee Bailey's** company, which started with "Radio-scope," is still growing ... **The System's** fifth Atlantic album is titled, "Rhythm And Romance." To shoot the video for the single "Midnight Special," **Mic Murphy** and **David Frank** flew over to Paris to add a bit of romantic flavor ... "Lost Without You" by **BeBe & CeCe Winans** looks sure to continue the siblings' winning streak at black radio. It's another great song and performance ... **Diana Ross'** somewhat delayed single, "Workin' Overtime," should be at radio this week.

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT BLACK POSITION
1	1	LOVE SAW IT	KARYN WHITE	1
2	3	REAL LOVE	JODY WATLEY	2
3	4	CRUCIAL	NEW EDITION	4
4	5	SLEEP TALK	ALYSON WILLIAMS	3
5	9	I LIKE	GUY	5
6	12	START OF A ROMANCE	SKYY	6
7	13	FUNKY COLD MEDINA	TONE LOC	8
8	8	ROLLIN' WITH KID 'N PLAY	KID 'N PLAY	13
9	10	DON'T TAKE MY MIND ON A TRIP	BOY GEORGE	7
10	6	EVERY LITTLE STEP	BOBBY BROWN	9
11	15	LOVESICK	Z'LOOKE	12
12	19	TRIBUTE (RIGHT ON)	THE PASADENAS	10
13	21	TURN THIS MUTHA OUT	M.C. HAMMER	22
14	17	24/7	DINO	17
15	26	BUCK WILD	E.U.	15
16	2	I'LL BE THERE FOR YOU	ASHFORD & SIMPSON	30
17	25	NEVER SAY GOODBYE TO LOVE	RENE MOORE	19
18	23	IT'S ONLY LOVE	SIMPLY RED	21
19	24	ROMEO AND JULIET	BLUE MAGIC	20
20	31	ME MYSELF AND I	DE LA SOUL	24
21	14	AFFAIR	CHERRELLE	23
22	35	STICKS AND STONES	GRADY HARRELL	18
23	33	BABY ME	CHAKA KHAN	14
24	30	JOY AND PAIN	ROB BASE & D.J. E-Z ROCK	27
25	7	THAT'S THE WAY LOVE IS	TEN CITY	31
26	38	HEAVEN HELP ME	DEON ESTUS	16
27	37	CHILDREN'S STORY	SLICK RICK	26
28	36	IF I'M NOT YOUR LOVER	AL B. SURE!	11
29	16	ALL I WANT IS FOREVER (FROM "TAP")	J.TAYLOR/R.BELLE	33
30	11	REAL LOVE	EL DEBARGE	34
31	39	LIKE A PRAYER	MADONNA	25
32	29	SELF-DESTRUCTION THE STOP THE VIOLENCE MOVEMENT	45	
33	27	GIRL YOU KNOW IT'S TRUE	MILLI VANILLI	54
34	18	BIRTHDAY SUIT (FROM "SING")	JOHNNY KEMP	48
35	34	CLOSER THAN FRIENDS	SURFACE	52
36	20	MORE THAN FRIENDS	JONATHAN BUTLER	60
37	32	ARE YOU MY BABY	WENDY AND LISA	55
38	22	GIRL I GOT MY EYES ON YOU	TODAY	47
39	—	MY FIRST LOVE	ATLANTIC STARR	29
40	—	MISS YOU LIKE CRAZY	NATALIE COLE	28

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT BLACK POSITION
1	—	LOVE SAW IT	KARYN WHITE	1
2	—	REAL LOVE	JODY WATLEY	2
3	—	I LIKE	GUY	5
4	—	SLEEP TALK	ALYSON WILLIAMS	3
5	—	START OF A ROMANCE	SKYY	6
6	—	CRUCIAL	NEW EDITION	4
7	—	IF I'M NOT YOUR LOVER	AL B. SURE!	11
8	—	EVERY LITTLE STEP	BOBBY BROWN	9
9	—	DON'T TAKE MY MIND ON A TRIP	BOY GEORGE	7
10	—	TRIBUTE (RIGHT ON)	THE PASADENAS	10
11	—	BABY ME	CHAKA KHAN	14
12	—	HEAVEN HELP ME	DEON ESTUS	16
13	—	FUNKY COLD MEDINA	TONE LOC	8
14	—	BUCK WILD	E.U.	15
15	—	LOVESICK	Z'LOOKE	12
16	—	STICKS AND STONES	GRADY HARRELL	18
17	—	24/7	DINO	17
18	—	MISS YOU LIKE CRAZY	NATALIE COLE	28
19	—	NEVER SAY GOODBYE TO LOVE	RENE MOORE	19
20	—	MY FIRST LOVE	ATLANTIC STARR	29
21	—	IF SHE KNEW	ANNE G.	32
22	—	LIKE A PRAYER	MADONNA	25
23	—	ROMEO AND JULIET	BLUE MAGIC	20
24	—	THE GOOD, BAD & UGLY	CHARLIE SINGLETON	36
25	—	IT'S ONLY LOVE	SIMPLY RED	21
26	—	AFFAIR	CHERRELLE	23
27	—	ROLLIN' WITH KID 'N PLAY	KID 'N PLAY	13
28	—	CHILDREN'S STORY	SLICK RICK	26
29	—	MR. D.J.	JOYCE "FENDERELLA" IRBY	35
30	—	HAVE YOU HAD YOUR LOVE TODAY	THE O'JAYS	39
31	—	ME MYSELF AND I	DE LA SOUL	24
32	—	LITTLE JACKIE WANTS TO BE A STAR	LISA LISA	38
33	—	DON'T TEASE ME	ROBERT BROOKINS	41
34	—	FOR THE LOVE OF YOU	TONY! TONI! TONE!	42
35	—	JOY AND PAIN	ROB BASE & D.J. E-Z ROCK	27
36	—	UH-UH OOH-OOH LOOK OUT	ROBERTA FLACK	37
37	—	EVERY LITTLE TIME	KIARA	40
38	—	I'LL BE LOVING YOU (FOREVER)	NEW KIDS ON THE BLOCK	43
39	—	MY ONE TEMPTATION	MICA PARIS	49
40	—	I WANT YOUR LOVE	LA RUE	46

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

TITLE (Publisher - Licensing Org.) Sheet Music Dist.	5	ASCAP/Munford, ASCAP/Madlip, ASCAP
17 24/7 (Onid, BMI) CPP	53 I WANT IT (Donessa, ASCAP/Bush Burnin', ASCAP)	2 REAL LOVE (SBK April, ASCAP/Ultrawave, ASCAP/Rightsong, BMI)
69 4 U (Captain Z, ASCAP/Black Lion, ASCAP)	46 I WANT YOUR LOVE (Jay King IV, BMI)	34 REAL LOVE (Jobete, ASCAP) CPP
23 AFFAIR (Flyte Tyme, ASCAP/Avant Garde, ASCAP)	82 I WILL ALWAYS BE THERE FOR YOU (Pac Jam, BMI)	13 ROLLIN' WITH KID 'N PLAY (Hittage/Turnout Bros, ASCAP)
33 ALL I WANT IS FOREVER (FROM "TAP") (Realsongs, ASCAP)	11 IF I'M NOT YOUR LOVER (SBK April, ASCAP/Across 110th Street, ASCAP/Zomba, ASCAP/Donril, ASCAP/Cal-Gene, BMI)	20 ROMEO AND JULIET (Def Jam, ASCAP/Add More, ASCAP)
67 ALL OR NOTHING AT ALL (Sin-Drome, BMI/SBK Blackwood, BMI/Matkosky, ASCAP/Geffen, ASCAP)	32 IF SHE KNEW (2560, ASCAP)	65 SEARCHIN' FOR A GOOD TIME (Allen-Lewis, ASCAP)
83 ANIMAL (Deronde Jay, BMI/Gale Warnings, BMI/Crystal Eyes, BMI)	43 I'LL BE LOVING YOU (FOREVER) (SBK April, ASCAP)	45 SELF-DESTRUCTION (Zomba, ASCAP/Willesden, BMI)
73 ARE YOU LONELY TONIGHT (Lucas, BMI/Desert Girl, ASCAP)	30 I'LL BE THERE FOR YOU (Nick-O-Val, ASCAP) CLM	72 SHE DRIVES ME CRAZY (Virgin, ASCAP)
55 ARE YOU MY BABY (Giri Brothers, ASCAP)	21 IT'S ONLY LOVE (Mayplace, BMI)	80 SHE'S SO COLD (Kaplain Keyboards, BMI/Tim Tim, ASCAP)
14 BABY ME (Billy Steinberg, ASCAP/Makiki, ASCAP/Knight-Knight, ASCAP)	27 JOY AND PAIN (Protoons, ASCAP/Hikim, ASCAP)	66 SHOW & TELL (SBK Blackwood, BMI/Fullness, BMI)
94 BEING IN LOVE AIN'T EASY (Bush Burnin', ASCAP/La Love Lane, ASCAP)	81 JOY AND PAIN (Amazement, BMI)	77 SISTER ROSA (Neville, BMI/Saib, ASCAP)
48 BIRTHDAY SUIT (FROM "SING") (TSP, ASCAP/Triple Star, BMI) CPP	64 JUST COOLIN' (Trycep, BMI/Fercliff, BMI/Willesden, BMI/SBK April, ASCAP/Across 110th Street, ASCAP/Way To Go, ASCAP)	3 SLEEP TALK (Def Jam, ASCAP/Slam City, ASCAP/Rush Groove, ASCAP)
86 BLACK STEEL IN THE HOUR OF CHAOS (Def American, BMI)	68 KEEP IT SIMPLE (Two Tuff-Enuff, BMI/Songs of Polygram, BMI)	6 START OF A ROMANCE (Alligator, ASCAP)
98 BRIDGE OVER TROUBLED WATER (Paul Simon, BMI)	58 LEAD ME INTO LOVE (Creative Entertainment, BMI/Bullsons, BMI/Melanie, ASCAP)	71 STAY (Sac-Boy, ASCAP/MCA, ASCAP/Do, ASCAP/WB, ASCAP/Siggy, BMI)
15 BUCK WILD (JU House/Syce 'M' Up, ASCAP)	74 LEAN ON ME (Interior, BMI)	18 STICKS AND STONES (Rossway, BMI/Juby Laws, ASCAP/Tuff Cookie, BMI)
26 CHILDREN'S STORY (Def American, BMI)	63 LET ME PUSH IT TO YA (Harrindur, BMI/Noiseta, BMI)	97 STRAIGHT UP (Virgin, ASCAP/Wolf, ASCAP) CPP
52 CLOSER THAN FRIENDS (Colgems-EMI, ASCAP)	62 LIFE IS... TOO SHORT (Willesden, BMI)	100 SUPERWOMAN (Kear, BMI/Hip Trip, BMI/Green Skirt, BMI) CPP
88 CONGRATULATIONS (Caldaddy, ASCAP/MCA, ASCAP/Little Tanya, ASCAP/Vesta Seven, ASCAP/Almo, ASCAP)	25 LIKE A PRAYER (Webb Girl, ASCAP/WB, ASCAP/Johnny Yuma, BMI)	57 TEMPORARY LOVER (Money Look, ASCAP/Basamp, ASCAP)
4 CRUCIAL (Flyte Tyme, ASCAP)	38 LITTLE JACKIE WANTS TO BE A STAR (Forceful, BMI/Willesden, BMI/Myl Myl, BMI)	31 THAT'S THE WAY LOVE IS (SBK April, ASCAP/Law Man, ASCAP/SBK Blackwood, BMI/Rude Tymz, BMI/Been Stung, BMI)
61 DAYS LIKE THIS (Kear, BMI/Hip Trip, BMI) CPP	89 A LITTLE ROMANCE (Hip Trip, BMI/Kear, BMI/Mister Johnson's Jams, BMI/Tammi, BMI/Pera, BMI)	87 THIS IS FOR THE HOMIES (No Remorse, BMI)
7 DON'T TAKE MY MIND ON A TRIP (Cal-Gene, BMI/Virgin Songs, BMI) CPP	44 LOST WITHOUT YOU (Yellow Elephant, ASCAP/Edward Grant, ASCAP/Benny's Music, BMI)	50 THROUGH THE STORM (Albert Hammond, ASCAP/WB, ASCAP/Realsongs, ASCAP)
41 DON'T TEASE ME (Two Tuff-Enuff, BMI/Tom & Den, ASCAP)	1 LOVE SAW IT (Kear, BMI/Hip Trip, BMI/Green Skirt, BMI) CPP	10 TRIBUTE (RIGHT ON) (CRG, BMI)
93 DRUMS OF STEEL (.357, ASCAP/Ruffhouse, BMI)	76 LOVER'S INTUITION (FROM "TAP") (Garlic Gulch, BMI/Chuba, ASCAP/Bug, BMI/The Sea Songs, ASCAP/Jonathan Apple, ASCAP)	22 TURN THIS MUTHA OUT (Bust-It, BMI)
85 EAZY-ER SAID THAN DUNN (Ruthless Attack, ASCAP/Irving, BMI) CPP	12 LOVESICK (Pure Delite, BMI/Bright Light, BMI)	37 UH-UH OOH-OOH LOOK OUT (HERE IT COMES) (Nick-O-Val, ASCAP) CLM
9 EVERY LITTLE STEP (Kear, BMI/Hip Trip, BMI) CPP	78 LUCKY CHARM (Hip Trip, BMI/Kear, BMI/Gregorian Chance Music/PSO Ltd., ASCAP) CPP	91 A WOMAN'S TOUCH (Davynan, BMI)
40 EVERY LITTLE TIME (Shakin' Baker, BMI/Lily, BMI)	51 MADE TO BE TOGETHER (Virgin Songs, BMI/Cal-Gene, BMI) CPP	99 YOU AND I GOT A THANG (Amirful, ASCAP/Torin, ASCAP)
95 FLOAT ON (Duchess, BMI)	24 ME MYSELF AND I (Tee Girl, BMI/Bridgeport, BMI)	96 YOU LAID YOUR LOVE ON ME (SMB, BMI/Island, BMI/Stanton's Gold, BMI/April Joy, BMI)
42 FOR THE LOVE OF YOU (Two Tuff-Enuff, BMI/Songs of Polygram, BMI)	28 MISS YOU LIKE CRAZY (Prince Street, ASCAP/Lauren Wesley, BMI/Screen Gems, ASCAP/Irving, BMI/Gemia, BMI) CPP	
56 FOR YOU TO LOVE (SBK April, ASCAP/Uncle Ronnie's, ASCAP/Sunset Burgundy, ASCAP/MCA, ASCAP)	60 MORE THAN FRIENDS (Zomba, ASCAP)	
59 FOREVER YOUR GIRL (Virgin, ASCAP/Oliver Leiber, ASCAP) CPP	90 MORE THAN PHYSICAL (Mike Chapman, ASCAP)	
8 FUNKY COLD MEDINA (Varry White, ASCAP)	92 MOVE ON YOU (Rawsome, ASCAP/Cayman, ASCAP/Beatseekers, ASCAP)	
47 GIRL I GOT MY EYES ON YOU (Cal-Gene, BMI/Virgin Songs, BMI) CPP	35 MR. D.J. (Diva I, ASCAP/Spectrum VII, ASCAP) CPP	
54 GIRL YOU KNOW IT'S TRUE (MCA, ASCAP/Two Pieters, BMI)	29 MY FIRST LOVE (Jodaway, ASCAP)	
36 THE GOOD, BAD & UGLY (Wuntun, ASCAP/Almo, ASCAP) CPP	49 MY ONE TEMPTATION (Chappell, PRS/Abacus, PRS/Chappell & Co., ASCAP)	
39 HAVE YOU HAD YOUR LOVE TODAY (WE, BMI/Trycep, BMI/Willesden, BMI)	19 NEVER SAY GOODBYE TO LOVE (Rene Moore, ASCAP)	
16 HEAVEN HELP ME (Estus, BMI/Rok-Mil, BMI/SBK Blackwood, BMI/Morrison Leahy, ASCAP/Chappell, ASCAP)	70 OBJECTIVE (Abana, BMI/Virgin Songs, BMI)	
79 I CAN'T STOP (THIS FEELING) (Dejuan, BMI/Aruba, ASCAP)	75 ON A MISSION (Def Jam, ASCAP/Slam City, ASCAP/KJIN, ASCAP)	
	84 ONE MAN (Protoons, ASCAP/Greyhouse,	

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

- CLM Cherry Lane
- CPP Columbia Pictures
- HL Hal Leonard
- WBM Warner Bros.
- MSC Music Sales Corp.

# Latin Notas



by Carlos Agudelo

**TITO PUENTE**, ONE OF THE GRANDFATHERS of Latin music, was honored by the New York chapter of NARAS with the Eubie Award, given to a performer or composer who has made a significant contribution to the field of recording. Puente received the award at a special ceremony hosted by **Roberta Flack** and **Rubén Blades** at the New York Hilton hotel April 13.

**THE BIGGEST AND MOST PROBABLY THE** last concert ever given by **La Sonora Matancera** is set to take place June 1 at Carnegie Hall in New York. The event, which is being organized by WJIT-AM radio personality **Gilda Mirós**, will feature all the living singers—15 in all—who have ever performed with the legendary orchestra, including **Celia Cruz**, **Daniel Santos**, **Roberto Torres**, **Bienvenido Granda**, **Celio Gonzalez**, **Miguelito Valdés**, **Carlos Argentino Torres**, **Leo Marini**, **Nelson Pinedo**, **Yayo El Indio**, **Alberto Beltrán** y **Bobby Capó**, among others. The concert in New York, another in New Jersey, and a free one in New York's Central Park will celebrate the Sonora's 65th anniversary and will be attended by thousands of fans from throughout South America, who are already packing and getting their visas to come to the event. My advice: Get tickets now.

**TWO YOUNG MEXICAN PERFORMERS** were in New York recently promoting their latest albums. One of them, **Ana Gabriel**, has already made it to "stardom." Her previous album, "Pecado Original," made it to No. 1 on the Top Latin Albums chart. The song "Ay Amor," which she composed herself, also reached first place on the Hot Latin Tracks chart and stayed there for a while. Her energy and creativity has led her to assume a greater control of and participation in the making of her own music. Gabriel's new album, "Tierra De Nadie," reaf-

firms her romantic, albeit strong, style, which has made her one of today's top female Mexican performers. Another emerging artist is **Antonio**, whose debut album has just been released by Melody (Fonovisa). The singer/composer has been consciously preparing himself for an artistic career ever since 1981, when his participation in a regional music festival opened the door to a very promising career. He has studied music, has acting experience, and has worked in theater. His undeniable potential has led his record company to invest heavily in his future, hoping to make him a continental success—a goal toward which he is already taking his first steps.

**THE PUERTO RICANS HAVE LANDED.** Watch out

## NARAS honors Tito Puente; Sonora celebrates No. 65

for the **Latin Empire**, a duo of New Yorican rappers whose lyrics and music, though not yet released, are already making headlines and causing havoc in, among other places, Puerto Rico itself. Their first single, "Puerto Rican And Proud," which by all accounts could be the biggest thing since "Pedro Navaja" (yeah, that heavy), is to be released by Atlantic Records soon. **Ricardo Rodriguez** and **Anthony Boston** are a couple of streetwise characters who grew up hip-hop rapping from corner to corner in New York's South Bronx. They rap in Spanglish and dress in red, white, and blue, the colors of the Puerto Rican flag. Besides performing and composing, Rodriguez is also an accomplished plastic artist. He just finished his first show in the Black and White In Color gallery in the South Bronx. It consists of dolls, painted and dressed to resemble hip-hop youths. The dolls and the music are a powerful statement about the identity of the generation of urban kids—children and grandchildren of immigrants—for whom the music is one, if not the only, bright spot in an otherwise gloomy landscape.

**FOR THE RECORD.** Even though I have the luck of knowing **Manolo González** personally, his name was inadvertently misspelled in the April 8 Notas column. Gonzalez is now EMI Capitol Latin representative in Texas.

ented dates being added," McKnight says. "Later this year we'll go on the road with **Al Jarreau** for 36 dates. We'll be doing our own set and hopefully we'll get to do a tune or two with him."

Take 6 was supposed to start the follow-up to "Doo Be Doo Wop Bop!" in November, but, because of scheduling problems, the group wasn't able to begin until January.

"The kicker is that we've still only got one tune finished!" McKnight says. "For the first album we only had three songs written by group members—the rest were reworked Negro spirituals. We'll probably have some spirituals this time around, but the added time has given us more time to write.

"Will it be in the same a cappella vein? Good question. That's something that's still being debated. I think we'll have a couple of surprises on this album. At the same time, I think we've established enough of a base audience for who we are to branch out. Remember, every one of us is also an instrumentalist."

Take 6 has already recorded songs with gospel pianist **Dino** and jazz keyboardist **Joe Sample**, so the concept is certainly nothing new.

"At the moment, the next album will include some jazz, of course. We'll probably have some R&B funk a cappella things, maybe a bossa nova and a couple of straight-ahead pop/rock songs. We want to go through all kinds of different styles. We want to show people that you can do anything with your voice."

In addition to McKnight, Take 6 includes **Mark Kibble**, **Cedric Dent**, **David Thomas**, **Mervyn E. Warren**, and **Alvin Chea**.

Kibble says that he believes the time is right for Take 6—both musically and spiritually.

"A few years ago, we started hearing the **Nylons**, **Bobby McFerrin**, and folks like that," he says. "It was then that we began noticing that a few doors were opening up to a cappella music . . .

"We then put it in the Lord's hands and He's led us where we are. It is more than satisfying to see our music before so many people. And it is overwhelming to see how the Lord has led us as far as we've come already."

FOR WEEK ENDING APRIL 29, 1989

Billboard

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

# HOT LATIN TRACKS™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL	TITLE
1	1	1	12	<b>JOSE JOSE</b> ARIOLA	★ ★ NO. 1 ★ ★ COMO TU 7 weeks at No. One
2	2	2	23	<b>ISABEL PANTOJA</b> RCA	◆ ASI FUE
3	4	3	17	<b>YURI</b> CBS	◆ HOMBRES AL BORDE DE UN ATAQUE DE CELOS
4	3	5	15	<b>VIKKI CARR</b> CBS	◆ MALA SUERTE
5	8	8	17	<b>ANA GABRIEL</b> CBS	◆ ES EL AMOR QUE LLEGA
6	7	6	6	<b>MARISELA</b> ARIOLA	YA NO PUEDO VOLVER CONTIGO
7	11	17	7	<b>LUCERITO</b> MELODY	VE TE CON ELLA
8	13	13	19	<b>EDNITA NASARIO</b> MELODY	APRENDERE
9	9	10	12	<b>RICARDO MONTANER</b> TH-RODVEN	◆ SOLO CON UN BESO
10	6	4	13	<b>ROCIO DURCAL</b> ARIOLA	QUE ESPERABAS DE MI
11	36	—	3	<b>LUIS MIGUEL</b> WEA LATINA	LA IMCONDICIONAL
12	35	—	2	<b>BRAULIO</b> CBS	AMANDOTE Y SONANDOTE
13	15	22	8	<b>TOMMY OLIVENCIA</b> TH-RODVEN	DOCE ROSAS
14	19	14	19	<b>GIPSY KINGS</b> ELEKTRA	◆ BAMBOLEO
15	5	7	15	<b>LUIS MIGUEL</b> WEA LATINA	UN HOMBRE BUSCA UNA MUJER
16	17	21	23	<b>LOS YONICS</b> LASER	TU PRESA FACIL
17	18	19	32	<b>RICARDO MONTANER</b> TH-RODVEN	◆ TAN ENAMORADOS
18	10	9	21	<b>BRAULIO</b> CBS	UN TIEMPO PARA NOSOTROS
19	14	15	29	<b>ROCIO DURCAL</b> ARIOLA	◆ COMO TU MUJER
20	16	16	11	<b>LAURA FLORES</b> EMI	PARA VIVIR FELIZ
21	23	18	6	<b>EDDIE SANTIAGO</b> TH-RODVEN	ANTIDOTO Y VENENO
22	20	20	4	<b>CHAYANNE</b> CBS	ESTE RITMO SE BAILA ASI
23	24	27	6	<b>TONY VEGA</b> RMM	◆ YO ME QUEDO
24	22	12	22	<b>CHAYANNE</b> CBS	◆ TU PIRATA SOY YO
25	12	11	11	<b>ROBERTO CARLOS</b> CBS	◆ TRISTES MOMENTOS
26	25	30	19	<b>MIJARES</b> EMI	◆ UNO ENTRE MIL
27	30	32	3	<b>DANIELA ROMO</b> EMI	★ ★ ★ POWER PICK ★ ★ ★ LO QUE LAS MUJERES CALLAMOS
28	31	26	9	<b>VICENTE FERNANDEZ</b> CBS	MUJERES DIVINAS
29	29	24	9	<b>HANSEL Y RAUL</b> CBS	ELLA
30	26	31	8	<b>ROCIO DURCAL</b> ARIOLA	EL AMOR MAS BONITO
31	27	—	4	<b>YOLANDA DEL RIO</b> LASER	VALGAME DIOS
32	34	28	3	<b>EL GRAN COMBO</b> COMBO	AMAME
33	NEW ▶	1	1	<b>JOSE LUIS RODRIGUEZ</b> MERCURY	★ ★ ★ HOT SHOT DEBUT ★ ★ ★ BAILA MI RUMBA
34	RE-ENTRY	2	2	<b>WILLIE GONZALEZ</b> SONOTONE	NO PODRAS ESCAPAR DE MI
35	28	25	6	<b>LUNNA</b> CBS	SOLEDAD
36	RE-ENTRY	2	2	<b>CARLOS MATA</b> SONOTONE	DI QUE TU
37	RE-ENTRY	2	2	<b>LOS CAMINANTES</b> LUNA	AMOR QUE NACE
38	40	—	2	<b>LUIS ENRIQUE</b> CBS	TU CUERPO
39	RE-ENTRY	3	3	<b>JUAN VALENTIN</b> CBS	ARBOLES DE LA BARRANCA
40	RE-ENTRY	2	2	<b>PIMPINELA</b> CBS	AHORA ME TOCA A MI

Products with the greatest airplay gains this week. ◆ Video clip availability. Chart is compiled weekly, but appears in the magazine bi-weekly.

## SUBSCRIBE TO MUSICIAN MAGAZINE

The perfect complement to Billboard's weekly music coverage. 12 issues for \$16.

CALL NOW  
1-800-247-2160 EXT. 68

# Gospel LECTERN



by Bob Darden

This is the second half of an interview with **Reunion/Reprise** recording act **Take 6**. The a cappella group's first release, "Doo Be Doo Wop Bop!" was the first to win Grammys in both the jazz and gospel categories.

**TAKE 6** co-founder **Claude V. McKnight III** was there when the group first came together at tiny Oakwood College in Alabama and says he has seen a steady rise of

## Take 6 plans a wider range of styles on its next album

interest in its brand of eclectic gospel/jazz/pop a cappella music.

"I think there was increased interest building even before the Grammy nominations were announced," he says. "We did a People magazine interview and a second Time interview in between releasing the album last year and the Grammy announcement. It has been pretty much a steady flow of interest."

One of several intriguing facets of Take 6's success is how the band members have had to work around their school schedules—in addition to more mundane responsibilities like recording and concert dates. In recent months, Take 6 has restricted its performances to week-ends only. But, as the demand for concerts has grown, McKnight says scheduling will get more complicated.

"Right now our dates are about evenly split between black and white churches, with more and more jazz-ori-

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE Label & Number/Distributing Label	ARTIST
<b>CLUB PLAY</b> Compiled from a national sample of dance club playlists.					
<b>★★ NO. 1 ★★</b> 1 week at No. One					
1	3	6	6	<b>BUFFALO STANCE</b> VIRGIN 0-95573	◆ NENEH CHERRY
2	2	4	6	<b>REAL LOVE</b> MCA 23928	◆ JODY WATLEY
3	1	1	6	<b>LIKE A PRAYER</b> SIRE 0-21170/WARNER BROS.	◆ MADONNA
4	7	11	6	<b>WE CALL IT ACIEED/TRANCE DANCE</b> FFRR 886 517-1/POLYGRAM	◆ D.MOB
5	10	20	3	<b>ELECTRIC YOUTH (REMIX)</b> ATLANTIC 0-88918	◆ DEBBIE GIBSON
6	6	9	6	<b>MUSIC LOVER</b> CAPITOL V-15454	◆ S-EXPRESS
7	5	10	6	<b>STAND UP FOR YOUR LOVE RIGHTS</b> ELEKTRA 0-66711	◆ YAZZ
8	9	12	5	<b>FUNKY COLD MEDINA</b> DELICIOUS VINYL DV1004/ISLAND	◆ TONE LOC
9	12	13	5	<b>JUST GOT BACK FROM HEAVEN</b> FINE ART RNTW 70412/RHINO	SPARKS
10	13	16	4	<b>FREEMASON</b> NETTWERK (IMPORT.CANADA)	BOXCAR
11	24	43	3	<b>ROUND &amp; ROUND</b> QWEST 0-21062/WARNER BROS.	◆ NEW ORDER
12	4	3	9	<b>SLEEP TALK</b> DEF JAM 44 68193/COLUMBIA	◆ ALYSON WILLIAMS
13	16	23	4	<b>PLANET E</b> RCA 8897-1-RD	KC FLIGHTT
14	20	27	4	<b>VOODOO RAY</b> WARLOCK WAR-038	A GUY CALLED GERALD
15	19	22	4	<b>JOY AND PAIN</b> PROFILE PRO-7247	◆ ROB BASE & D.J. E-Z ROCK
16	17	21	4	<b>STOP</b> SIRE PROMO/WARNER BROS.	◆ ERASURE
17	23	33	3	<b>ME, MYSELF &amp; I</b> TOMMY BOY TB-926	◆ DE LA SOUL
18	15	14	7	<b>REAL LOVE</b> MOTOWN MOT-4618	◆ EL DEBARGE
19	22	24	4	<b>EVERY LITTLE STEP</b> MCA 23933	BOBBY BROWN
20	28	39	3	<b>VOICES IN MY HOUSE/BASS GIRL</b> EASY STREET EZS-7546	HARDHOUSE
21	25	26	4	<b>NEVER STOP/FIRST IN, FIRST OUT</b> WAX TRAX WAX 9070	FRONT 242
22	35	44	3	<b>VICTIM OF PLEASURE</b> ATLANTIC 0-86440	MANDY SMITH
23	36	48	3	<b>LET'S WORK</b> INVASION PAL-7248	CASANOVA'S REVENGE
24	8	2	11	<b>ONE MAN</b> PROFILE PRO-7241	CHANELLE
25	38	45	3	<b>JUST STARTED</b> MOVIN' MR005	LACHANDRA
26	39	—	2	<b>OBSESSION</b> WING 871 707-1/POLYGRAM	◆ XYMOX
27	34	40	4	<b>ONE STEP AT A TIME</b> SUTRA SUD 083	NAISHA
<b>★★★ POWER PICK ★★★</b>					
28	42	—	2	<b>JACK TO THE SOUND OF THE UNDERGROUND</b> NEXT PLATEAU NP5009A	HITHOUSE
29	18	15	6	<b>AFFAIR</b> TABU 429 68199/E.P.A.	◆ CHERRELLE
30	14	5	10	<b>THIS IS ACID</b> VENDETTA VE-7016	MAURICE
31	30	30	5	<b>AGENT DOUBLE O SOUL</b> TWIST 7 72341-0/RESTLESS	◆ THE UNTOUCHABLES
<b>★★★ HOT SHOT DEBUT ★★★</b>					
32	<b>NEW ▶</b>	1	1	<b>UH-UH OOH OOH LOOK OUT (HERE IT COMES)</b> ATLANTIC 0-86435	ROBERTA FLACK
33	11	8	7	<b>IN HOUSE VOL.1 (EP)</b> JIVE 1185-1-JD/RCA	VARIOUS ARTISTS
34	37	41	4	<b>TURN THIS MUTHA OUT</b> CAPITOL V-15437	◆ M.C. HAMMER
35	50	—	2	<b>RHYTHM IS THE MASTER</b> MERCURY 872 567-1/POLYGRAM	D.J. CHUCK CHILLOUT AND KOOL CHIP
36	27	29	5	<b>TRIBUTE (RIGHT ON)</b> COLUMBIA 44 68203	◆ THE PASADENAS
37	40	42	3	<b>THAT SMILING FACE</b> ATLANTIC 0-86436	CAMOUFLAGE
38	44	49	3	<b>CRUCIFY ME</b> ATLANTIC 0-86454	MOEV
39	31	38	4	<b>IT MUST BE YOU</b> TIN PAN APPLE 871 597-1/POLYGRAM	LATIN RASCALS
40	48	—	2	<b>CRUCIAL</b> MCA 23934	◆ NEW EDITION
41	<b>NEW ▶</b>	1	1	<b>TIED UP</b> MERCURY 872 761-1/POLYGRAM	◆ YELLO
42	26	31	5	<b>DON'T TAKE MY MIND ON A TRIP</b> VIRGIN 0-96577	◆ BOY GEORGE
43	<b>NEW ▶</b>	1	1	<b>SECRET RENDEZVOUS (REMIX)</b> WARNER BROS. PROMO	KARYN WHITE
44	<b>NEW ▶</b>	1	1	<b>DOWNTOWN</b> A&M SP-12297	ONE 2 MANY
45	49	—	2	<b>I LIKE</b> UPTOWN 23927/MCA	GUY
46	<b>NEW ▶</b>	1	1	<b>I CAN'T HIDE</b> BIG BEAT BB-0005	TARAVHONTY
47	33	37	4	<b>TOUCH &amp; GO</b> PRETTY PEARL PP-12-914	VIRGIE WILLIAMS
48	21	17	7	<b>BABY BABY</b> WTG 41 68214	◆ EIGHTH WONDER
49	<b>NEW ▶</b>	1	1	<b>TOO MUCH TOO LATE</b> VENDETTA VE-7015	DENISE LOPEZ
50	45	47	3	<b>DIGITAL TENSION DEMENTIA</b> WAX TRAX 060	FRONT LINE ASSEMBLY
<b>BREAKOUTS</b>					
1. RUNAWAY LOVE DONNA MARIE COVERT 2. EVERYTHING COUNTS (REMIX) DEPECHE MODE SIRE 3. SUBOCEANA TOM TOM CLUB SIRE 4. BRING ME EDELWEISS EDELWEISS ATLANTIC					

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE Label & Number/Distributing Label	ARTIST
<b>12-INCH SINGLES SALES</b> Compiled from a national sample of retail store and one-stop sales reports.					
<b>★★ NO. 1 ★★</b> 2 weeks at No. One					
1	1	2	4	<b>LIKE A PRAYER</b> SIRE 0-21170/WARNER BROS.	◆ MADONNA
2	5	6	6	<b>REAL LOVE</b> MCA 23928	◆ JODY WATLEY
3	2	1	9	<b>THIS IS ACID</b> VENDETTA VE-7016	MAURICE
4	6	7	5	<b>FUNKY COLD MEDINA</b> DELICIOUS VINYL DV1004/ISLAND	◆ TONE LOC
5	3	4	11	<b>SHE DRIVES ME CRAZY</b> I.R.S. 23926/MCA	◆ FINE YOUNG CANNIBALS
6	4	3	13	<b>THAT'S THE WAY LOVE IS</b> ATLANTIC 0-86464	◆ TEN CITY
7	9	14	5	<b>EVERY LITTLE STEP</b> MCA 23933	BOBBY BROWN
8	8	8	7	<b>DON'T TAKE MY MIND ON A TRIP</b> VIRGIN 0-96577	◆ BOY GEORGE
9	16	28	4	<b>BUFFALO STANCE</b> VIRGIN 0-96573	◆ NENEH CHERRY
10	15	20	5	<b>I LIKE</b> UPTOWN 23927/MCA	GUY
11	7	5	14	<b>GIRL YOU KNOW IT'S TRUE</b> ARISTA ADI-9780	◆ MI-LI VANILLI
12	18	25	5	<b>TRIBUTE (RIGHT ON)</b> COLUMBIA 44 68203	◆ THE PASADENAS
13	13	18	6	<b>SLEEP TALK</b> DEF JAM 44 68193/COLUMBIA	◆ ALYSON WILLIAMS
14	24	29	5	<b>REAL LOVE</b> MOTOWN MOT-4618	◆ EL DEBARGE
15	33	—	2	<b>ME, MYSELF &amp; I</b> TOMMY BOY TB-926	◆ DE LA SOUL
16	11	13	8	<b>OPEN UP YOUR HEART</b> SLEEPING BAG SLX-40140	◆ RAIANA PAIGE
17	20	21	8	<b>YOU AIN'T SEEN NOTHING YET</b> SIRE 0-21131/WARNER BROS.	FIGURES ON A BEACH
18	17	12	12	<b>SELF DESTRUCTION</b> JIVE 1178-1-JD/RCA	◆ THE STOP THE VIOLENCE MOVEMENT
19	26	31	4	<b>I ONLY WANNA BE WITH YOU</b> JIVE 1193-1-JD/RCA	◆ SAMANTHA FOX
20	21	27	4	<b>STAND UP FOR YOUR LOVE RIGHTS</b> ELEKTRA 0-66711	◆ YAZZ
21	10	9	9	<b>GIRL I GOT MY EYES ON YOU</b> MOTOWN MOT-4627	TODAY
<b>★★★ POWER PICK ★★★</b>					
22	34	50	3	<b>FOREVER YOUR GIRL</b> VIRGIN 0-96565	◆ PAULA ABDUL
23	28	32	4	<b>MUSIC LOVER</b> CAPITOL V-15454	◆ S-EXPRESS
24	27	23	6	<b>THE LOOK</b> EMI V-56133	◆ ROXETTE
25	32	39	3	<b>VOODOO RAY</b> WARLOCK WAR-038	A GUY CALLED GERALD
26	12	11	9	<b>DON'T TURN YOUR BACK ON LOVE</b> VENDETTA VE-7011	KRISTIN BAI0
27	38	46	5	<b>TURN THIS MUTHA OUT</b> CAPITOL V-15437	◆ M.C. HAMMER
28	30	30	5	<b>ENDLESS NIGHTS</b> MCMAC 510	CYNTHIA
29	19	10	11	<b>JUST COOLIN'</b> ATLANTIC 0-86459	◆ LEVERT FEATURING HEAVY D
30	31	35	3	<b>CRUCIAL</b> MCA 23934	◆ NEW EDITION
31	23	19	10	<b>SAFE IN THE ARMS OF LOVE</b> VENDETTA VE-7010	SHOOTING PARTY
32	35	38	4	<b>ONE MAN</b> PROFILE PRO-7241	CHANELLE
33	14	16	9	<b>LUCKY CHARM</b> MOTOWN MOT-4625	◆ THE BOYS
34	25	26	6	<b>JOY AND PAIN</b> OCEANA 0-96575/ATLANTIC	◆ DOMINA ALLEN
35	44	—	2	<b>JOY AND PAIN</b> PROFILE PRO-7247	◆ ROB BASE & D.J. E-Z ROCK
36	39	47	3	<b>JUST STARTED</b> MOVIN' MR005	LACHANDRA
37	22	17	10	<b>YO NO SE'</b> 23 WEST 0-86478/ATLANTIC	PAJAMA PARTY
<b>★★★ HOT SHOT DEBUT ★★★</b>					
38	<b>NEW ▶</b>	1	1	<b>THINKING OF YOU</b> CUTTING 872 503-1/POLYGRAM	SA-FIRE
39	42	—	2	<b>LET'S WORK</b> INVASION PAL-7248	CASANOVA'S REVENGE
40	37	34	8	<b>ROLLIN' WITH KID 'N PLAY</b> SELECT 62335	◆ KID 'N PLAY
41	<b>NEW ▶</b>	1	1	<b>WE CALL IT ACIEED/TRANCE DANCE</b> FFRR 886 517-1/POLYGRAM	◆ D.MOB
42	40	45	8	<b>IT'S TOO LATE</b> WTG 41 08182	NAYOBE
43	36	33	10	<b>GIVE ME BACK MY HEART</b> CUTTING CR-223	CORINA
44	<b>NEW ▶</b>	1	1	<b>START OF A ROMANCE</b> ATLANTIC 0-86444	◆ SKYY
45	<b>NEW ▶</b>	1	1	<b>TOO MUCH TOO LATE</b> VENDETTA VE-7015	DENISE LOPEZ
46	50	—	2	<b>VICTIM OF PLEASURE</b> ATLANTIC 0-86440	MANDY SMITH
47	49	—	2	<b>THAT SMILING FACE</b> ATLANTIC 0-86436	CAMOUFLAGE
48	<b>NEW ▶</b>	1	1	<b>EVERYTHING COUNTS (REMIX)</b> SIRE 0-21183/WARNER BROS.	DEPECHE MODE
49	<b>NEW ▶</b>	1	1	<b>PLANET E</b> RCA 8897-1-RD	KC FLIGHTT
50	48	—	2	<b>BUCK WILD</b> VIRGIN 0-96572	◆ E.U.
<b>BREAKOUTS</b>					
1. CHILDREN'S STORY SLICK RICK DEF JAM 2. UH-UH OOH OOH LOOK OUT (HERE IT COMES) ROBERTA FLACK ATLANTIC 3. JUST GOT BACK FROM HEAVEN SPARKS FINE ART 4. NEVER STOP/FIRST IN, FIRST OUT FRONT 242 WAX TRAX					

○ Titles with the greatest sales or club play increase 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. Records listed under Club Play are 12-inch unless indicated otherwise. Breakouts: Titles with future chart potential, based on club play or sales reported this week.

# Can't Get Enough Of Cookie Crew, Y'all!

**COMING OUT:** The ladies of the '80s are leading the pack with noteworthy releases from all arenas this week. U.K. act **Cookie Crew** delivers a savory rap morsel with its album debut, "Born This Way" (FFRR/PolyGram). The duo of **Susie Q & Remedee**, who gave us the brilliant single, "Females," a while back, soar with smokin' rhymes and a stellar production assist from **Stetsasonic's Daddy-O & D.B.C.** along with **Derek B** and **Davy D** on a few cuts.

The two have a more definitive street edge than most U.K. female rappers and should have no problem succeeding in the genre's very competitive market. The girls' non-sense attitude is evident throughout "Born This Way," especially on the pumping U.K. pop hit "Got To Keep On," which incorporates **Kraftwerk's** "Numbers" with **Edwin Starr's** "25 Miles" and should have been the initial single here; the slinky and soulful "Pick Up On This" and "Places And Spaces For Your Mind" (love the **Red Hot Chili Peppers** and **Anita Baker** rhythm riffs); "From The South"; the **Curtis Mayfield**-inspired "Come On And Get Some"; and the slammin' title track.

**MIRROR MIRROR:** The two-record **Debbie Harry/Blondie** remix album, "Once More Into The Bleach" (Chrysalis), has also made its way across the shores for release in the States. The 13-song compilation contains some new remixes of classic cuts and favorite mixes of others. Original extended versions of "Heart Of Glass" (if you want **Shep Pettibone's** version you'll have to invest in the import), "In Love With Love," "Rush Rush," and "Feel The Spin" are included while our prime choices among the new mixes are **Coldcut's** "The Tide Is High" and "Denis" courtesy of **Danny D**. . . **Diana Ross** shows she can hang just as tough as her younger contemporaries with the title cut from the forthcoming album "Workin' Overtime" (Motown). Predictable in the new jack swing/R&B mode, the song's lyrics and instrumentation simmer with hooks galore. The track was produced by **Nile Rodgers**, co-written by **Rodgers**

with **Christopher Max**, remixed by **Timmy Regisford**, and features overdubs by **Blaze & Gordon Williams** (of **Touch**). Our favorite mixes are the extended and album versions, which have a distinctive **Kyle West**-like (Al B. Sure!, **Cheyenne**) flavor. The mandatory "house" mixes plod along but don't seem to excite like the others. A promising return.

Anyone within earshot knows how excited this columnist has been over **Mica Paris'** album, "So Good" (Island), which is finally out



by Bill Coleman

stateside. Club programmers should immediately check out the infectious "I'd Hate To Love You," the poppy "Like Dreamers Do," the earnest "Nothing Hits Your Heart Like Soul Music," and "Great Impersonation," a jammin' R&B/dance number that has been remixed by **Blaze**. All of the tracks except for two have been remixed since the album's initial release last year in the U.K. Besides "Great Impersonation," seven other selections were postproduced by **Monte Moir**. A few benefit from the translation while others lose the distinctive nuances we loved about the original. Nevertheless, "So Good" is a strong debut and lives up to its title.

**L'L PIECES OF ICE:** **The Time** is returning to the studio for **Warner Bros**. Apparently **Prince** will be producing one side and **Jimmy Jam & Terry Lewis** are handling the other—should be slammin' . . . Familiar names: **Dave Jurman** has been appointed director of dance music for **Columbia**. His position will entail handling both A&R and promotion responsibilities. He can be reached at 212-975-4732. **Leslie Doyle** has been named national director of dance music for **Elektra Records**. She can be reached at 212-484-7945 . . . 4th & B'way U.K. is about to release a compilation ti-

tled "Garage Classique," featuring a mixture of old and new cuts, including a few by **NYC Peech Boys, Circuit, and Konk** . . . **Ian McCullough** of **Echo & the Bunnymen** has reportedly been signed to **Atco** for a solo project . . . **San Antonio Echols** (of **Reese & Santonio**) has reportedly signed with **FFRR Records** in the U.K. for a solo release shortly . . . **Will Downing** is collaborating with **Island** label mate **By All Means** on some new material . . . Dutch producers **Eric Van Tijn & Jochem Fluitsma** (Mai Tai's "History") have also completed work on **Shirley Lewis'** forthcoming album. The two have also worked recently with **Limahl** and **Marlon Jackson** and written for the **S.O.S. Band**. For further information concerning the duo, contact **Bill Stonebridge** at 01-602-6351 in London . . . **Quincy Jones** is busy preparing a new project guaranteed to have loads of esteemed guests . . . **Prince** has remixed **Wendy & Lisa's** "Lolly Lolly" for U.K. single release . . . **Leon Sylvers & Tom Lord-Alge** are reported to be working with **Go West**.

**Video pool Telegenics** (212-227-5966) is the curator of a unique ambient-concept program titled "Pornography," a project of **F NeoSubCulture**. Just released from it is "Pornography 0.16," a 60-minute video of raw, quickly edited industrial images ripe for club use. This reel was compiled from images from the video film "Pornography .038." "Pornography .016" is available for \$39.99 and precedes an accompanying soundtrack album and 12-inch single.

**DIRTY LOOKS:** **Nitzer Ebb** has served up another winner with its most accessible release since "Join In The Chant": "Hearts & Minds" (Geffen), a highlight from the duo's "Belief" project. The track now sports a voluminous house-ish texture without losing the act's personality, as interpreted in mixes by **DJ Miller** and **DJ Cod**. A good (and for the most part, rare) case of how house-inspired mixes can actually accent yet maintain the original's feel. The 12-inch flip features new mixes of "Captivate" by **William Orbit** (remember **Torch Song?**) and "Time Slips By" from **Mr. PK** . . . On the alternative front, be sure to delve into "Doolittle," the first major-label effort (4AD/Elektra) from **Pixies**. The **New England** foursome continues in the same vein as its last effort, "Surfer Rosa"—innovative and raw, yet melodic and danceable. Best bets are "Here Comes Your Man," "Monkey Goes To Heaven," "Hey," and the groovy "La La Love You."

"Twist Of Shadows" (**Wing/PolyGram**) is also a major-label debut for the keyboard-based trio **Xymox**. Moody arrangements and delivery may remind many of the captivating gloom of **Sisters Of Mercy** or **Danse Society**, especially on our favorite cut, "Craving." Other selections of note include "A Million Things," "Evelyn," and "Imagination" . . . Promising **Nashville-based** trio **Dessau** hits with its industrial-edged single, "Isolation" (**Carlyle**, 615-327-8129). This **Joy Division** cover, which has

been receiving positive response at the college level, was produced by **Ministry's Alain Jourgensen** and is lifted from the album "Exercise In Tension." Pay particular attention to the flip, "Crowfest" . . . **Julian Lennon's** fab "Now You're In Heaven" (**Atlantic**) has been tailored for the clubs by none other than **William Orbit**.

**SWEPT AWAY:** The imports have been stacking up lately, so here's a few to look into: "Got To Get You Back" (**Syncope U.K.**) is the fiery new one from **Kym Mazelle**. A lingering "West End Girls"-ish melody line and a slamming R&B/club groove, produced by **Marshall Jefferson**, written by **Ce Ce Rogers**, and remixed by **Blaze**—how could one go wrong? The a cappella version is a must. Incidentally, **Mazelle** is finishing up her album, which is scheduled for a late June release. Besides working with **Jefferson**, **Ric Wake** was also called in to produce a few cuts . . . **Simon Harris Featuring Lonnie Gordon** has reworked **Jefferson's** underground house hit of a few years back, called "I've Got Your Pleasure Control" (**FFRR U.K.**), in five versions.

"Send Me An Angel" (**Curb, Germany**), the technopop classic from **Real Life**, has been given new life by **Nigel Wright**. Seems some folks around the country are rediscovering the gem. **Peter Knego** is handling stateside promotion and can be reached at 213-854-0578 . . . New mixes of **Ten City's** "Devotion" (**Atlantic U.K.**) by **Jefferson** and **Fon Force's Robert Gordon & Parrot** have just been issued . . . The second release from the **Urban/Polydor** album "Urban House" is a **Magic Juan Atkins** remix of **Sharon Dee Clarke's** "Something Special," which was produced by newcomer **Damon Rochefort** . . . Also from the **Fon Force** crew on its own label are the kickin' new ones from **Krush**, called "Krush Groovin' (Start It Up)" (**Fon/Phonogram U.K.**) and a remake of **Undisputed Truth's** "U + Me = Love" (**Fon U.K.**) from **Funky Worm**. "Krush Groovin'" is especially slammin' . . . **Kevin Saunderson** and **Adonis** have remixed the **Wee Papa Girls'** technohip-house frenzy, titled "Blow The House Down" (**Jive**).



**XYMOX:** Ronnie Moorings, Anke Wolbert, and Pieter Nooten.

## NEW ON THE CHARTS

"Twist Of Shadows" is the forthcoming new album from **Xymox**, the keyboard-based trio who captured last week's **Hot Shot** Debut honor with "Obsession," which moves up to 26 this week on our **Club Play** chart.

The trio of **Ronnie Moorings** (vocals, guitar, keyboards), **Pieter Nooten** (keyboards), and **Anke Wolbert** (keyboards, bass, vocals)—originating from **Amsterdam**—formed **Xymox** in 1984. Signed now to **Wing Records** distributed through **PolyGram** the outfit initially was part of the **London-based** label **4AD's** eclectic roster. With **4AD**, 1985 saw the release of the act's debut album "The Clan Of Xymox" and two years later, "Medusa" served as **Xymox's** second offering. A 12" release of the song "Blind Hearts" earned considerable club and college support and is featured on "Twist Of Shadows."

After a successful 20-city tour of **America** in the spring of 1988, the threesome attracted several domestic record companies, resulting in its signing with **Wing**. Says **Moorings** of the odd band name, "Quite a while ago the name had meaning, but no longer. We like the letters, it's our brand name." "Twist Of Shadows" was produced by **Peter Walsh**. **BILL COLEMAN**



**Something Special.** New **Profile** signee **Special Ed** shows off his just-released album, "Youngest In Charge," at **Profile's** New York headquarters. The album features **Ed's** new single, "I Got It Made," which was produced by "Hitman" **Howie Tee**. Shown, from left, are **Tony Irby** of **True Blue Productions**, co-manager; **Dee Dee Scott**, guest vocalist on the album; **Brian Chin**, director of A&R, **Profile**; **Special Ed**; **Cory Robbins**, president of **Profile**; **Tee** and daughter; and **Adrian "Tank" McRae** of **True Blue Productions**, co-manager.

## DANCE/DISCO 12" (WHOLESALE FOR STORES) U.S.A. MAJOR & INDEPENDENT LABELS AND SELECTED IMPORTS

We have a complete selection of all US major & independent label 12" and selected imports Call us at our new 800 number

### LATEST 12" RELEASES

Woman Beat Men—Voodoo Doll  
The Bassline—Powerhouse  
Garage Movement—Intense  
Definition—Precious  
Body Rock—RMX—Jomanda  
It's Not Over—Bassment Crew  
I Won't Stop—Tribal Rhythm  
You Gotta—Gangsters  
House Music—Tyree  
Hardcore Hiphouse—Tyree  
Let's Get Hyped—Kool Rock  
Let's Go—RMX—Fast Eddie  
The Circus—Todd Terry Project  
Live It Up—Echo  
RU Ready—Knight Action  
Clap Your Hands—The Situation  
Oh No—Michael Brown  
Gimme More Music—Darkside

House Is Taking—G Jackmaster  
Love On The Run—P. Point  
Never But Always—Tonight  
I Can't Hide—Taravhonty  
Turn Up The Bass—Tyree  
Satisfaction—Omen  
Technological—Bizarre Inc  
Pure Energy—Scherrie Payne  
Boom Boom—Tina  
Two Time Boy—Razzmatazz  
Dynamite—Angela  
Day Of Doom Doom—Baby Baby  
I Love U.S.A.—Gypsy and Queen  
Disco Train—Dance Express  
Don't You Break My Heart—Sasha  
One Day—Fred Ventura  
Wild Boy—Joe Yellow

CALL OUR TOLL FREE 800 NUMBER (OUTSIDE NEW YORK STATE) 800-992-9011 CALL NOW FOR LATEST 12" RELEASE INFORMATION

EXPERIENCED RECORD PEOPLE NEEDED FOR SALES & WAREHOUSE CALL IRV

CALL FOR OUR NEW FREE CATALOG Listing All New Records & All Titles We Stock including over 800 DANCE/DISCO CLASSICS



**UNIQUE RECORD DIST.**  
110 DENTON AVE. NEW HYDE PK., N.Y. 11040  
Phone (516) 294-5900 (01) • FAX (516) 741-3584



**ONE TO ONE**  
**Bobby Colomby**  
 talks about creative  
 challenges in his VP  
 post at CBS

In December, Bobby Colomby was appointed to the newly created position of VP of creative development, West Coast, for CBS Records. Colomby's 22-year career in the music and entertainment business has included stints as drummer and founding member of Blood, Sweat & Tears; West Coast VP of A&R and producer for Epic Records; VP of A&R and producer for Capitol Records; music reporter for "Entertainment Tonight"; music correspondent for "The CBS Morning Program"; and A&R consultant to EMI Manhattan Records, where he signed Robbie Nevil, Thomas Dolby, and Richard Marx. Colomby discusses his unique new job with associate editor Chris Morris.

**Q:** You are returning to CBS after a number of years in television. What are you bringing to the music business from that very different arena?

**A:** I started to get the big picture, more than just the music. I started to realize all the components. When you're doing television, you come in with such a different perspective that I found myself learning about the other ingredients, the marketing aspects, the promotional aspects of developing a career—creating something, filling in those holes, almost providing, on the occasions it isn't there, a direction. Aiming an artist, more than anything else.

**Q:** You didn't want to come back to music strictly in an A&R function, did you?

**A:** No, because I could do that as a consultant—that's what I was doing with Manhattan Records. I don't want to be in a position where I waste an idea. I want to be in a position where I can take people's ideas and collate them.

**Q:** What are the responsibilities of your new job; what areas are you involved in?

**A:** It is nonadministrative. It is a purely creative position. It's like water—it flows right across everything. It goes wherever it's needed, wherever I can be helpful. To use football terms, I'm a free safety. That's the best way to describe the job. The pass is going right there and I see it coming, and I can intercept it and make something good happen.

**Q:** Using a current CBS artist as an example, can you give some idea of how your job works?

**A:** When I first started in December, I began listening to all the CBS products, and one night I pull out a record, and I hear a solo piano playing "Avalon" with these chordal progressions that are clearly Thelonious Monk's. And I light up. And all of a sudden he's singing! I look at the cover, and there's a good-looking kid on that cover. I find out later it's Harry Connick Jr.'s second album on Columbia. I start calling around and find out I'm not alone in my enthusiasm. I said, "I want to help on this," and Tommy Mottola said, "Go ahead. Do it." I'm thinking, you have an angle, and I'm thinking "Entertainment Tonight"—what a story! I

call a friend of mine there, and he says "Let's do it." Then Marilyn Laverty and her staff get on the case like there's no tomorrow. And he begins to appear. I had lunch with Rob Reiner in New York, and we started talking about his new movie. I asked him what kind of music he wanted to use. He said, "I'd like to do Gershwin, Cole Porter kind of stuff, but I don't want to just license the masters. I'd like to find a unique approach to this music." What he describes is Harry Connick. So once again, divine intervention comes into play. I sent him Harry's records and his video, and he called me back half an hour later and said, "I must have this guy." So I hope there will be a soundtrack album featuring Harry Connick.

**Q:** What does this unconventional sort of executive position say about the state of the industry today?

**A:** What I like about this is that the job is an indication that the new management of CBS Records is not going to stick to conventional formats. Procter & Gamble can convince you to try a new toothpaste after you've been using the same one for 20 years. Now how the hell do they pull that off? Marketing, in the true sense. Music is a very positive force; it's not something you have to ram down someone's throat. But you want to give people the opportunity to develop it themselves. Just put it where they can see it, put it where they can hear it.

**Epic Group Seeks To Build Following With Tour**  
**Radiators Heat Up With New Album**

BY JIM BESSMAN

NEW YORK The Radiators' 1987 major-label debut album, "Law Of The Fish," failed to lift the band beyond the club circuit, which the eclectic New Orleans rock group has ruled like few others.

"Here's a band with a following where people knew all the songs even without a [major-label] record out," says Epic director of A&R Michael Caplan of the sextet, whose second Epic album, "Zig-Zagging Through Ghostland," has just been released. Caplan, who signed the Radiators, compares the band to a "small-scale Grateful Dead."

"Their natural audience isn't a

radio-listening audience," he says. "But once you break a band like this, you're in for good."

The Radiators initially recorded for the band's own Croaker Records label. But Caplan credits the group's Epic debut with "steam-rolling" its draw as a club act. With "Zig-Zagging Through Ghostland," Epic wants to take the Radiators from the barrooms to the theater circuit.

Thus, the new album better reflects the band's live sound while expanding its stylistic reach, says Ed Volker, keyboardist, vocalist, and chief songwriter. "There's no acoustic or country music on it; but otherwise it's really a good mosaic of our flirtation with dif-

ferent styles," says Volker. "The last [album] stayed more in one corner."

Volker credits producer Joe Hardy for achieving a more "panoramic, wide-open" sound on the new release. The Memphis engineer digitally recorded three tracks—including the single "Confidential"—then digitally remixed the remaining analog tapes originally produced by Rodney Mills, who also handled production on "Law Of The Fish."

"The difference was like night and day," says Volker of the new album's sound, calling it "more coherent." With a less rootsy and more contemporary approach,

(Continued on page 32)

**Grebenshikov Rocks'N'Rolls At N.Y. Bow;**  
**Siobhan Fahey Fronts New Brit Band**

**AND THE WALLS** come tumbling down: He looked every inch the image of a Western rock star: tall and muscular, in tight black jeans and shirt, hair pulled back in a ponytail. And the three-chord rock that rolled from his band sounded, for the most part, solidly familiar—until Boris Grebenshikov began singing in Russian.

Grebenshikov's U.S. debut April 15 at the Bottom Line in New York marked far more than the imminent release of the Soviet singer's first U.S. album, "Radio Silence," next month on Columbia Records. It signaled a key step in the globalization of pop music, the arrival of *glasnost* rock.

Grebenshikov, long known as leader of the underground Leningrad band Aquarium, has been dubbed "the Russian Dylan" in his homeland. He opened his set solo, accompanying himself on acoustic guitar. Singing at first in his native language, his often-wavering tenor vaulted emotions over the language barrier with ease. Yet his phrasing was also sure and moving in his English-language rockers.

Dave Stewart, who produced "Radio Silence," joined Grebenshikov on lead guitar and led the five-member band through the album's English-language repertoire. The songs were finely accented—a flute-synth keyboard line here, hand percussion there. One song was adapted from a 14th century Slavic folk tune.

But overall, Grebenshikov's performance showed how universal—and homogenized—rock's basic language has become. From the singer/songwriter stance of his ballads to the full-tilt attack of the title song of "Radio Silence," he worked with a musical vocabulary familiar to fans from Leningrad to Liverpool to Los Angeles. The question now is what he, and other Soviet artists to follow, will say with that language. Rather than simply (and profitably) aping Western styles, the *glasnost* rockers could confront East-West differences directly in their music—and help allay them in the process.

**DAVE'S SISTER:** Grebenshikov's "Radio Silence" is not the only intriguing project this spring involving Dave Stewart. He is also producing "Sacred Heart," the upcoming U.S. PolyGram debut by Shakespeare's Sister, a Manchester, England-based band fronted by singer Siobhan Fahey. Taking Eurythmics' synth soul one step further, Shakespeare's Sister's sound evokes a sense of cool, tough eroticism on such tracks as "Dirty Mind" and "Heroin." And performance videos, viewed by the Beat at a recent listening party for the band, show Fahey has a stage presence to be reckoned with.

**GARDEN STATE GLEANING:** Columbia Records may be finding new acts in Leningrad, but it is still developing its roster closer to home. New Jersey's John Eddie will release "Hard, Cold Truth," his second Columbia album, in mid-June. Produced by T Bone Wolk, it comes three years after Eddie's debut. "It's a more mature record," says Eddie. "And it took a while for me to write songs that meant something." The Beat previewed "Swear," the first single from "Hard, Cold Truth," which finds Eddie singing with more assurance than ever above tracks as hard and straight as the Jersey Pike.



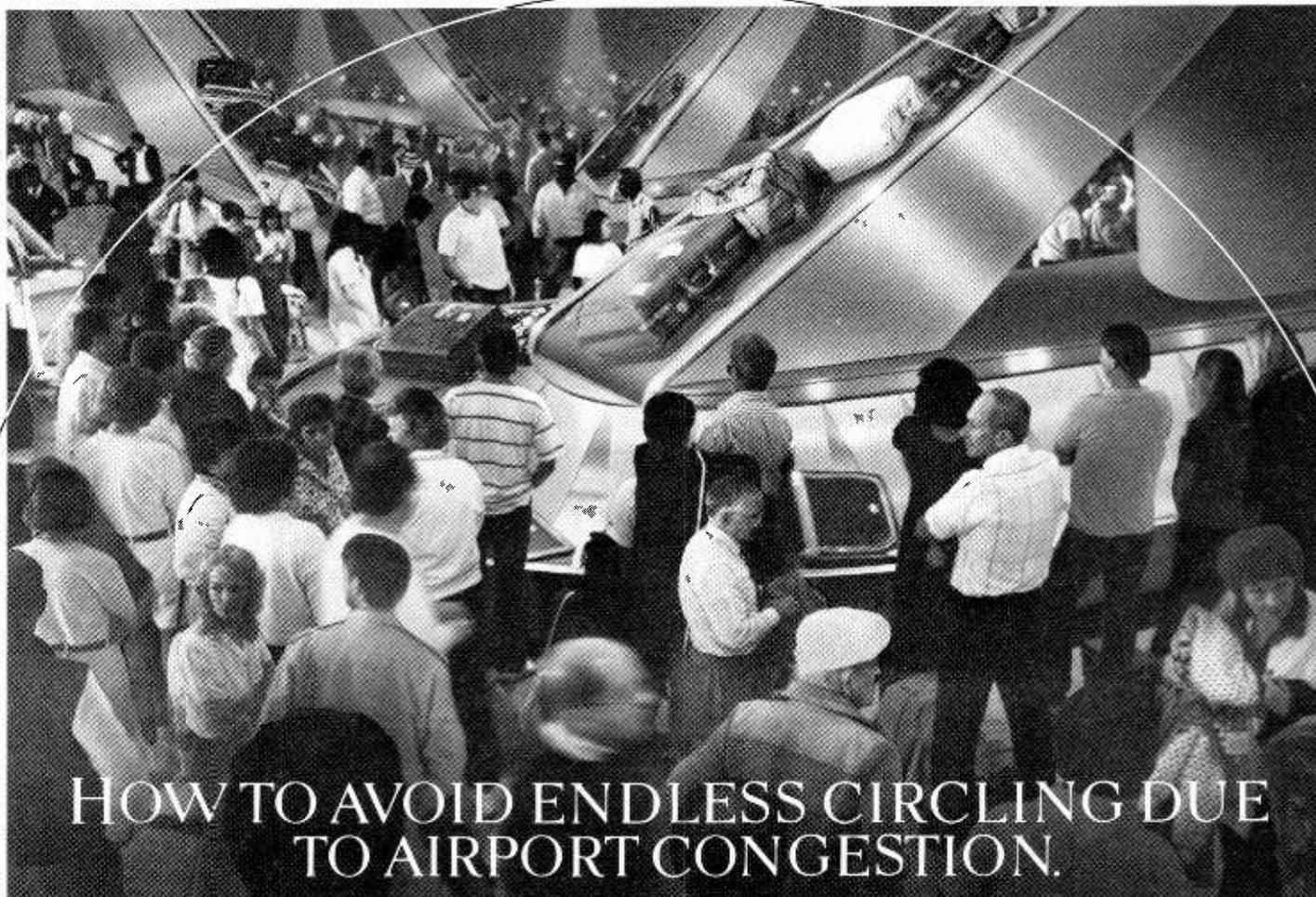
by Thom Duffy

**ON THE LINE:** Atlantic Records has signed Donna Summer, whose upcoming album, "Another Place and Time," comes from the writing/arranging/production team of Stock, Aitken, Waterman. It's set for release in late April... The newly

created SBK Records has begun building its roster with four young acts—Wendy Wall, Shine, Boogie Box High, and Darryl Tookes. Tookes' soul-oriented effort will be the first SBK release next month... Pere Ubu has left Enigma Records. The band's upcoming album, "Cloudlands," will be on Fontana/PolyGram... The Tampa, Fla., hard rock band Juliet, which forsook the Sunshine State a year ago to find fame, fortune, and a record deal in Los Angeles, has signed with Enigma Records. The band's debut is due in October... The critically lauded Cowboy Junkies have inked a co-publishing deal with BMG Songs.

**FAST TRACKS:** Stevie Nicks has recorded her upcoming album, "The Other Side Of The Mirror," with producer Rupert Hine for release in late May. Nicks flew to New York recently to record a duet with Bruce Hornsby for the album... The audience at a recent New York screening of "Let's Get Lost," the Bruce Weber documentary about Chet Baker, might not have noticed the wiry fellow who wandered in among them. Elvis Costello came by to hear the version of his "Almost Blue," which Baker plays on the soundtrack.

**SPINNING AROUND:** Spin magazine celebrated its fourth anniversary—and its state of solvency—with a bash at the picturesque World nightclub on New York's Lower East Side April 12 that featured performances by Midge Ure, Pursuit Of Happiness, Mica Paris, and the ubiquitous Mojo Nixon and sidekick Skid Rooper. Spin publisher Bob Guccione Jr. reflected on his magazine's past and future. "You've got to keep on practicing good journalism," he said. "And keep on attacking people."



## HOW TO AVOID ENDLESS CIRCLING DUE TO AIRPORT CONGESTION.

The scenario goes something like this: After another remarkably unremarkable

first class flight, you plod along serpentine tunnels until at last you gain sight of it: The Great Equalizer. The Baggage Claim Area.

Mercifully, we at MGM Grand Air have relegated such aggravation to a vague, grey area somewhere in the back of our passengers' minds.

For about the same price as a common first class ticket to either New York or Los Angeles (\$939 each way), you too may circumnavigate such chaos altogether.

JFK to LAX  
10:15am daily/7:00pm daily except Sat.  
LAX to JFK  
9:00am daily/3:30pm daily except Sat.

Each of our flights, you see, transports a mere thirty-three passengers. You'll enjoy

the convenience of your own gate and baggage claim area at JFK. And your own terminal and baggage claim area in Los Angeles; adjacent to, yet far removed from the hubbub of LAX.

MGM Grand Air is, to be sure, a radical departure from ordinary first class flights.

Expressly reserved for those who've already arrived.

Should you wish further details, contact your travel agent or phone **800-445-9383.**

**MGM** *Grand* **AIR**  
INCOMPARABLE SERVICE AT A COMPARABLE FARE.

## Chicago Blues Fest Growing, Changing 6th Event Adds Concert Site, Wider-Ranging Styles

BY MOIRA McCORMICK

CHICAGO A tribute to Louisiana music and an expanded festival site will highlight the sixth annual Chicago Blues Festival to be held here June 9-11 in downtown Grant Park



LEOTIS

### NEW ON THE CHARTS

Leotis, a native of the Bronx, N.Y., scores his first song on the Hot Black Singles chart with "On A Mission," the first single from his debut Mercury album of the same name.

The 24-year-old singer, whose full name is Leotis Clyburn, began his career as a performer at a young age. While in high school, he was chosen to sing on national radio commercials and later won an Alvin Ailey dance scholarship. After college, he turned his attention to musical theater. He was featured in the touring production of "Bubbling Brown Sugar" and appeared on the original Broadway cast recording of "Your Arm's Too Short To Box With God."

Leotis' music-industry affiliation is twofold: In addition to singing backup for Miki Howard and performing as a solo artist, he is currently working as a representative at ASCAP. His new album is slated for release May 8 and includes a remake of the Five Steps' 1970 hit, "O-o-h Child."

JIM RICHLIANO

and at nearby Navy Pier. Among the scheduled headliners are Buddy Guy, Taj Mahal, Solomon Burke, A.C. Reed, Dr. John, Irma Thomas, Rockin' Dopsie, and Allen Toussaint.

The free festival, presented by Old Style and the City of Chicago, is expected to outdraw last year's three-day total of 580,000 people, according to festival coordinator Barry Dolins of the Mayor's Office of Special Events. Other Blues Fest sponsors include Pizza Hut, White Castle, AT&T, progressive album rocker WXRT, and CBS affiliate WBBM-TV. The festival will be broadcast over National Public Radio station WBEZ-FM via satellite to NPR stations nationwide.

As in years past, the entertainment will begin each afternoon with sets at the smaller Crossroads and Front Porch stages, before the evening's main performances at Petrillo Bandstand.

This year, for the first time, afternoon shows also will be held at Navy Pier to accommodate the growing crowds at the festival. "We're also showcasing a broader spectrum of the blues," says Dolins. "The Navy Pier sets will be more intimate and folk oriented."

Blues Fest '89 is preceded this year by an official Blues Month, May 7-June 11, featuring activities such as a blues-related film festival, art exhibit, and photo exhibit.

The evening of June 9 is Sweet

Home Chicago night, with headlining performances at Petrillo Bandstand by Chicago-bred talent. A tribute to blues club matriarch Theresa Needham will feature regular acts from her landmark club, Theresa's, which closed in 1987. The Howlin' Wolf award will be presented to this year's honoree by Buddy Guy and last year's recipient of the award, Willie Dixon.

The Blues On The Lake show June 10 will feature the Johnny B. Moore Revue, Taj Mahal, A.C. Reed, Lynn White, and Solomon Burke. The Goin' To The Bayou show June 11 will feature headlining sets by Rockin' Dopsie and Dr. John and Allen Toussaint in a tribute to Professor Longhair.

Dolins says the Goin' To The Bayou night continues a Blues Fest tradition of spotlighting different cities and regions, such as the 1987 tribute to Memphis and the West Coast spotlight in 1988. Fest officials are traveling to the annual Louisiana Jazz and Heritage Festival in New Orleans this month to make announcements regarding the Louisiana music night. Also, the New Orleans club Tipitina's will salute Chicago blues during the New Orleans jazz festival with an April 30 show featuring Buddy Guy, Junior Wells, and Lonnie Brooks. Louisiana's Rafe and Kenny Neal also will be featured at Blues Fest this year.

### RADIATORS HEAT UP WITH NEW ALBUM

(Continued from page 30)

"Zig-Zagging Through Ghostland" should be more attractive to radio, adds Caplan.

"'Confidential' is already top 10 at album radio and we hope to cross over 'But It's Alright' to top 40 [radio]—which is something we were unable to do last time," he says. The Radiators' version of "But It's Alright," a cover of the 1966 J.J. Jackson hit, also was produced by Hardy.

As usual, touring will be the key tool in swelling the group's traditional base. In fact, money traditionally allocated for a promo video may instead be spent on tour ad-

vertisement.

"We're hitting the road again, Jack, until the road starts hitting back," says vocalist/guitarist Dave Malone. Solid on the East Coast, the band will follow its current concert swing there by playing the West Coast where it is not yet as strong.

If the Radiators succeed in playing bigger venues, Volker hopes to match the new album's improved sound with a bigger stage and better lighting. "We want to create an atmosphere," he says, "that matches the music more than just the smoke in barrooms."



Rolling Bandstand. Dick Clark meets with members of the Spinners during the announcement of this summer's American Bandstand concert tour, which will feature the Spinners, the Association, the Guess Who, and the Drifters. Sponsors of the tour will be Canada Dry and VH-1. (Photo: Chuck Pulin)

AB BOXSCORE TOP CONCERT GROSSES		AMUSEMENT BUSINESS®			
ARTIST(S)	Venue	Date(s)	Gross Ticket Price(s)	Attendance Capacity	P omoter
GRATEFUL DEAD	Rosemont Horizon Rosemont, Ill.	April 11-13	\$944,795 \$19.50	49,193 54,042 sellout	Jim Prods. Monarch Entertainment Bureau
NEIL DIAMOND	ARCO Arena Sacramento, Calif.	April 14-15	\$655,196 \$20/\$18.50	33,188 sellout	Arch Angel Bill Graham Presentations
BOB HOPE TONI TENNILLE	Fox Theatre Detroit	April 12-16	\$441,928 \$37.50/\$32.50/ \$25/\$5	21,541 24,100 sellout	Class Ring Prods.
BON JOVI SKID ROW	Myriad Convention Center Oklahoma City, Okla.	April 11	\$245,490 \$17.50	14,348 sellout	Bayer Prods.
R.E.M. INDIGO GIRLS	Maple Leaf Gardens Toronto, Ontario	April 12	\$218,467 (\$258,665 Canadian) \$23.75	11,007 12,500	Concert Prods. International
BON JOVI SKID ROW	Kansas Coliseum Wichita, Kan.	April 10	\$210,000 \$18	12,000 sellout	Contemporary Presentations
POISON TESLA	Tacoma Dome Tacoma, Wash.	March 28	\$196,878 \$18.50	10,882 17,700	Media One
R.E.M. INDIGO GIRLS	Richfield Coliseum Richfield, Ohio	April 6	\$180,753 \$18.50/\$17.50	10,289 12,000	Bilk Prods.
WHOOPI GOLDBERG	Trump Castle Hotel & Casino Atlantic City, N.J.	April 7-9	\$176,000 \$40	4,400 sellout	Irishouse
BON JOVI SKID ROW	Lubbock Municipal Coliseum Lubbock, Texas	April 15	\$169,406 \$16.50	10,600 sellout	Sardate Concerts
BON JOVI SKID ROW	SIU Arena Southern Illinois Univ. Carbondale, Ill.	April 8	\$166,260 \$17	9,780 sellout	Jim Prods. Irishouse
TENNESSEE ERNIE FORD MINNIE PEARL	Fox Theatre St. Louis	April 14-16	\$156,347 \$19.90/\$16.90/ \$13.90/\$7.90	11,035 17,196	Fox Concerts
RANDY TRAVIS WILLIAMS & REE	George M. Sullivan Sports Arena Anchorage, Alaska	April 7	\$151,380 \$20	7,786 8,751	Social Moments Promotions
METALLICA QUEENSRÛCHE	Kellogg Arena Battle Creek, Mich.	April 14	\$140,250 \$16.50	8,500 sellout	Cliff Door Prods.
SANDI PATTI	Reunion Arena, Dallas	April 15	\$128,202 \$13.50/\$12.50/ \$10.50	10,091 13,987	Evenings In Arlington
HANK WILLIAMS JR. & THE BAMA BAND TANYA TUCKER	Roberts Municipal Stadium Evansville, Ind.	April 15	\$126,420 \$17.50	7,691 8,362	Richard Mitchell Prods.
JOSE JOSE LOS CAMINATES ALBERTO VASQUEZ	Los Angeles Sports Arena Los Angeles	April 9	\$121,860 \$25/\$20/\$15	7,637 8,500	SIS Irishouse
METALLICA QUEENSRÛCHE	Wendler Arena Saginaw Civic Center Saginaw, Mich.	April 15	\$117,167 \$16.50	7,101 sellout	Cliff Door Prods.
STEVE EARLE & THE DUKES	Olympic Saddledome Calgary, Alberta	April 14	\$113,891 (\$134,391 Canadian) \$21.50/\$20.50	6,811 8,000	Donald K. Donald Prods. Concert Prods. International Periscope Prods.
BAD COMPANY Y & T VIXEN	ARCO Arena Sacramento, Calif.	April 16	\$110,445 \$20/\$18.50	6,675 8,500	Bill Graham Presentations
OAK RIDGE BOYS T. GRAHAM BROWN	Palace of Auburn Hills, Auburn Hills, Mich.	April 15	\$109,395 \$16.50	10,559 14,551	Glass Palace Promotions
CINDERELLA WINGER BULLETBOYS	Greensboro Coliseum Greensboro, N.C.	April 16	\$104,878 \$17.50	6,463 7,000	Cliff Entertainment
CINDERELLA WINGER BULLETBOYS	Orlando Theatre Orlando, Fla.	April 9	\$104,379 \$16.50	6,761 7,500	Fantasmas Prods.
TIFFANY	Tri-Cities Coliseum Kennewick, Wash.	March 31	\$90,453 \$16.50	5,581 6,467	Media One
RANDY TRAVIS WILLIAMS & REE	Big Dipper Arena Fairbanks, Alaska	April 8	\$85,340 \$20	4,267 4,554 sellout	Social Moments Promotions

Copyrighted and compiled by Amusement Business, A Billboard Publications, Inc. publication. Boxscores are compiled every Tuesday and should be submitted to Desi Smith in Nashville at 615-321-4276; Ray Waddell in Los Angeles at 213-859-5338; Louise Zepp in Chicago at 312-236-2085. For research information contact Laura Cannon in Nashville at 615-321-4250.

### PUBLICITY PRINTS

Lithographed On Heavy Gloss Stock  
BLACK & WHITE 8x10's  
500 - \$65.00 1000 - \$90.00  
COLOR  
1000 - \$396.00

Above Prices include Typesetting & Freight  
Send 8x10 Photo - Check or M.O.

Full Color & B/W Posters  
Composites - Cards - Other Sizes  
Send For Catalog & Samples

ABC PICTURES  
1867 E Florida, Dept. BB  
Springfield, MO 65803  
(417) 869-9433 or 869-3456

## TALENT IN ACTION

### ANTHRAX EXODUS HELLOWEEN

Paramount Theatre  
Seattle, Wash.

**T**IMES DO change. Five years ago, MTV cut back play of heavy metal videos because they were too ugly, regressive, and generally distasteful. On April 3 at Seattle's Paramount Theatre, MTV launched the 30-date Headbanger's Ball tour, featuring Anthrax, Exodus, and Helloween, a trio of heavy metal bands distinguished chiefly for being ugly, regressed, and generally distasteful.

The triple bill added up to a near sellout at the 3,000-capacity hall on a Monday night.

Self-induced whiplash was definitely the order of the evening for the crowd, comprised primarily of sullen youngsters in black T-shirts and blond shags. But despite the epidemic of studied cool, when the lights went down, big roars and raised fists went up.

Headliner Anthrax mounted an impressive show for its nearly two-hour set, including massive banks of lights, three separate backdrops, and a multilevel stage. Mostly, the band stuck with material from its most recent album, "State Of Euphoria" on Megaforce/Island.

The show was marred by one or two untoward incidents. Anthrax vocalist Joey Belladonna was struck in the face by a thrown object and suffered a bloody nose. And security workers struggled at the front of the crowd with thrashing stage-divers, several of whom eventually swarmed on stage.

After Helloween opened the show, Exodus put in the most impressive set of the night, drawing on its latest album, "Fabulous Disaster" on Combat. The group's grungy speed-metal attack boasted a wry wit that never detracted from its metal posturing. The band went over well, perhaps a reflection of tastes in this region, which has recently produced the likes of Soundgarden and Mudhoney. **JEFF PIKE**

### UTE LEMPER

Rainbow And Stars Room  
New York, N.Y.

**T**he tentative resurgence of cabaret in New York got a helping hand March 23 when Ute Lemper brought her international act to the intimate Rainbow And Stars room atop the RCA building at Rockefeller Center. Lemper was riding high on the success of her London release of Kurt Weill/Ogden Nash musical "One Touch Of Venus," it was clear that anyone who had come to

hear the next Lotte Lenya was going to be disappointed. Lemper is an international singer/actress whose bright voice brings to mind Ethel Merman when she begins to belt. That turned to her advantage when she launched into "Broadway Baby" from Stephen Sondheim's "Follies" after a soulful torch song in French. Lemper's true love, it turns out, is Broadway.

Although her dramatic flair and powerful stage focus was exaggerated by the small Rainbow And Stars, Lemper used those talents to enhance a powerful reading of "Mein Herr" from the film version of "Cabaret." Lemper's acting is in league with her singing, and while it failed her in a cutesy rendition of Weill's "Alabama Song," it sent chills through the room in a superb reading of Weill's "Surabaya Johnny."

After hearing 12 numbers in three languages, the audience called her back for a well-earned encore of "Mack The Knife." Singing the intro in German, Lemper segued to English for a swinging rendition that left the audience happily satisfied. **PETER LUDWIG**

### LOU REED

St. James Theater  
New York, N.Y.

**O**N THE STREET, crack, AIDS, and homelessness were the worm holes in an apple gone rotten to the core. On stage, a broken window and a graffiti-covered wall feebly symbolized the crises of New York.

Lou Reed—Greenwich Village's spinner of sordid stories—recently brought his "New York" tour home to its namesake for a sold-out, six-day engagement in Times Square. "It's a long way from Avenue D to Broadway," Reed boasted to a cheering March 20 audience. And, unfortunately, Reed's performance never bridged that distance.

"New York," Reed's recent Sire album, is the punk patriarch's return to angry and articulate form. Live, Reed presented the entire record in sequence for an impassioned first set. From AIDS to political hy-

pocrisy, he made clear the dangers that galvanized the arch satire he spits and spews on the album's 14 tracks. "I'm sick of it," he spied, choking his guitar as proof.

With guitarist Mike Rathke and bassist Rob Wasserman more than ably backing Reed, it was a convincing performance, marred only by Rob Medici's overmiked drums.

Unfortunately, Reed came back and played a greatest- and not-so-great-hits set that smacked of crowd pleasing. In the context of today's inner-city problems, "Walk On The Wild Side" should be a threat, not a nostalgic invitation. Even Reed's surprising verbosity began to grate; his jocularly jarred with the harsh picture he paints on "New York."

Reed wants to be a Broadway showman and have his back streets, too. He ends up coming across like one of the half-cocked hypocrites he hates. **EVELYN McDONNELL**

### BANGLES

Beacon Theatre  
New York, N.Y.

**O**N TOUR to support their latest album, "Everything," the Bangles played at the Beacon Theatre March 23, the very day the group learned its single "Eternal Flame" had topped the Hot 100 chart.

Surrounded by colorful backdrops and lighting that suggested '60s pop-art light shows—and joined by thousands of young, enthusiastic fans—Vicki and Debbie Peterson, Susannah Hoffs, and Michael Steele replicated the sound of their heavily-produced albums, relying to a good degree on an uncredited keyboard player tucked in the rear corner of the stage.

The set opened with their hit version of Simon & Garfunkel's "Hazy Shade Of Winter," and played only one other cover, an a cappella version of the Mamas & the Papas' "Creeque Alley." (Luckily, the sound engineers used the noninstrumental break to clean up a sorely distorted mix.) Throughout, songs were crisply performed and tended to follow recorded versions, with the amusing exceptions of an intro from "I Fought The Law" on "If She Knew What She Wants" and a "1999" snippet that preceded their Prince-penned "Manic Monday."

A third of the show's 21 songs were drawn from their first two albums. But the group played 12 of the 13 tracks from "Everything." Their reliance upon new material may have been for other than the obvious promotional reasons; the songs from "Everything" are consistently well-written and may well become the Bangles' most successful to date. Such winning melodies as "Glitter Years," "Complicated Girl," "I'll Set You Free," and "Be With You" all bear high-charting potential. Naturally, their biggest hits—"Walk Like An Egyptian" and "Eternal Flame"—brought the audience's most excited reaction.

The Bangles have often created the impression of a major-label act held dear by self-described pop intellectuals—recording material by Alex Chilton, Kimberly Rew, or Jules Shear. Their status as mainstream hit makers shouldn't discourage their more "traditional" fans, even as it attracts legions of new ones. **DREW WHEELER**



**Drivin' Upward.** Kevin Kinney, founder and front man for the Atlanta trio drivin' n' cryin', sang material from the band's third Island release, "Mystery Road," at the Cat Club in New York. The album finds the band making the leap to the arena level as an opener for fellow Georgian outfit R.E.M. through early May. (Photo: Chuck Pulin)

**Jeff Healey, R.E.M., and Fishbone are some of the U.S. acts set for Holland's 20th Pink Pop Festival May 15 ... page 66**

## Billboard

# UP-AND-COMING SPECIAL ISSUES

SPOTLIGHT ISSUE      IN THIS SECTION      AD DEADLINE

**MUSIC PUBLISHING '89**      May 27      • Overview '89  
• Top Songwriters  
• Public Domain  
• Country  
• International      May 2

**JAPAN '89**      Jun 3      • Japan '89  
• Compact Disk  
• DAT  
• Hardware/Software  
• Records      May 9

**SUMMER CES '89**      Jun 10      • Countdown '89  
• Hardware/Software  
• New Products  
• Mass Merchandisers  
• Blank Tape      May 16

**THE WORLD OF BLACK MUSIC**      Jun 17      • Overview '89  
• Labels  
• Radio  
• New Artists  
• Creative Trends      May 23

### WHY THEY ARE SPECIAL:

- **MUSIC PUBLISHING '89** examines the recent wave of mergers and acquisitions that continue to consolidate the industry. Plus, Billboard looks at the year's top pop songwriters.
- **SPOTLIGHT ON JAPAN** updates what's on the cutting-edge of today's consumer electronics industry in the world's top technological market. The entertainment trends being set now in Japan will be in the U.S. home tomorrow. In addition, Japan is rapidly becoming the tour capital of the world, with many top artists considering it a must stop.
- **SUMMER CES** lights up Chicago with the sights and sounds of tomorrow's—soon to be today's—consumer electronics wizardry. Billboard's CES section not only previews all the trends on display, but it also gauges the impact of those trends on music and video software. Also in this issue: A MASS.MERCHANDISER'S GUIDE TO SELL-THROUGH VIDEO, BLANK TAPE & ACCESSORIES.
- **THE WORLD OF BLACK MUSIC** analyzes the continuing boom that has elevated a new variety of artists and styles to new heights. There's no lack of contenders and pretenders in the spreading kingdom of black music, as labels churn out new artists at a greater clip. Radio is afire with controversies surrounding rap and white artists, while videos add their own element of excitement and promise of overnight exposure to the volatile mix sparking wider growth.
- **COMING ATTRACTIONS: GERMANY, AUSTRIA & SWITZERLAND, SPOTLIGHT ON JAZZ, CHILDREN'S ENTERTAINMENT.**

FOR AD DETAILS CONTACT YOUR BILLBOARD SALES REPRESENTATIVE or CALL ANY BILLBOARD OFFICE WORLD-WIDE.

**NEW YORK:** Gene Smith, Ron Willman, Norm Berkowitz, Ken Karp, Jim Beloff, David Nelson. (212) 764-7300 or (212) 536-5004.

**LOS ANGELES:** Christine Matuchek, Arty Simon, Anne Rehman, Marv Fisher, Emily Vaughn. (213) 273-7040.

**NASHVILLE:** Lynda Emon, Carole Edwards. (615) 321-4290.  
**LONDON:** Tony Evans 439-9411.

\*\*\*\*\*RESERVE SPACE TODAY!!\*\*\*\*\*



**King And Queen Of The Road.** Reba McEntire and Ricky Van Shelton celebrate a successful tour and back-to-back No. 1s: Shelton's "From A Jack To A King" (March 18) and McEntire's "New Fool At An Old Game" (March 25). Shelton is on McEntire's 1989 tour as her special guest through April.

## MCA Promo Grants 'Music Fantasy' Sweepstakes Winner Gets Home Concert

BY GERRY WOOD

NASHVILLE Want to impress your friends? How about inviting them over to your house for a live concert by the Oak Ridge Boys? Or George Strait? Or the Nitty Gritty Dirt Band, or Reba McEntire, or Larry Gatlin and the Gatlin Brothers? If that doesn't impress them, then they've been listening to too much heavy metal.

A lucky winner in the MCA Records The Best In Country Music Sweepstakes will get one of the above acts of his or her choice to play at their house or another hometown site, depending on their home situation. "It's the ultimate country music fantasy come true," says Walt Wilson, VP of marketing for MCA Records, Nashville.

If they do not want the mountain to come to Mohammed, then the grand-prize winner will get the option of having MCA fly them and a guest to their choice of one of those acts performing anywhere in the U.S., plus \$10,000.

Known for its innovative, far-reaching, and successful market-

Wilson. "We've locked in almost every account before going in with the sales piece." He notes that TNN involvement will be heavy, including the "Nashville Now" show, Chase's participation, and a 45-day schedule of spots. "A man at Group W [Satellite Communications] said it's like an MTV-type promotion—with excitement and pizzazz," says Wilson.

Product was cherry-picked for previous promotions but this sweepstakes plan plugs the entire catalog—front-line, budget, MCA, and Universal. The program is timed with the release of 13 new albums, which, according to Wilson, is "the biggest release schedule we've had as far as new releases and not just budget titles." Also being released are 19 new budget titles (from \$6.98-\$4.98, and two at \$3.98).

The single and jukebox market hasn't been forgotten by MCA. The label is introducing "double-play" 7-inch singles with two different A sides by the same artist. Many of the titles have been unavailable because MCA hasn't maintained its singles catalog recently. "A lot of people think we've walked away from the 7-inch vinyl," says Wilson, "but this shows our commitment to the operators." Adds Bruce Hinton, president of MCA/Nashville, "It's an old trick, but I haven't heard about it in a contemporary sense." Hinton sees the new campaign as a continuing of the momentum generated by last year's Swing For A Million Sweepstakes: "That created the ongoing mandate for MCA/Nashville to do more than

(Continued on page 40)

### The program is timed with the release of 13 new albums

ing and promotion campaigns, MCA will run the new sweepstakes from May through June 15. More than 5 million entry blanks are being distributed to some 13,000 retail locations for the program that also offers 23 first prizes of four-day trips to Nashville. The Tennessee trip will include a concert at the Bluebird, a bus tour of stars' homes narrated by Charlie Chase of The Nashville Network fame, a taping of the "Crook And Chase" TV show, a visit to the Nashville Network studios for the "Nashville Now" show, and tickets to the Country Music Hall of Fame or Opryland. A special TNN show on July 14 will have the winners onstage. MCA acts will perform on the show, which will climax with a live drawing to pick the winner for the grand prize.

"The response has been bigger and better than (for) our Swing For A Million Sweepstakes, which was successful on all levels," says

## Cinco De Mayo Fest, Jimmie Rodgers Salute Set For May 5 NSAI Taps A New Executive Director

**HANG IN THERE, MAGGIE:** Maggie Cavender, beloved leader of legions of songwriters, is being replaced as executive director of the Nashville Songwriters Assn. Int'l. When Pat Huber takes over the position May 1, a golden era comes to an end. To many writers, Cavender is the NSAI, and vice versa. For more than 20 years, she has been den mother for thousands of songwriters—from the successful well-heeled legends to the floundering worn-heeled losers. Praise be to Maggie: She spends as much of her valuable time with the latter as with the former.

Sage counsel, a laugh that sounds like a coffee grinder stripping gears, care, concern, and love are just a few of the positive traits that flow out of this special woman and embrace and protect those around her, especially those sensitive songwriters who wear their hearts on their sleeves. The NSAI board has created a new position for Cavender, who will now be director emeritus and a permanent member of the board. In honor of her new position, the annual President's Award has been renamed the Maggie Cavender Award of Service. Cavender tells Nashville Scene that she is looking forward to the new stage in her career and she will be spending more time in Washington, D.C., lobbying on behalf of the organization and songwriters.

Congratulations to Pat Huber. She holds a master of music degree from the Manhattan School of Music and has been a music teacher, music director for community theater, member of the executive board of the Florida West Coast Symphony, and a writer for Tree International. Roger Murrah, president of NSAI, waxes optimistic about the future in a membership letter stating, "NSAI is beginning a new chapter, one that I hope will provide stronger representation for the professional songwriter, and continued support and education for the nonprofessional." Meanwhile, hats off, once again, to Cavender. The mistress of melody and lady of lyrics is singing a new song and it should be a hit.

**CINCO DE MUSIC CITY:** A sure-to-be-enjoyable event is slated for May 5—Nashville's first annual Cinco de Mayo celebration and dance. It is the kickoff for the Tennessee Hispanic Business Assn., a new organization formed in response to the growing number of Hispanics now living in the Nashville area. To be

held at the Tennessee State Fairgrounds sports arena, the event is sponsored by Jose's Taqueria and Jose's Musica Latina. Proceeds will go to the Hispanic Business Assn. Scholarship Fund. Performers include Johnny Rodriguez, Karen Taylor-Good, Rosie Flores, and the Gary Gazzaway Band (El Buho). The Nashville community will gather to celebrate the rich heritage of Latin culture in an evening filled with music, merriment, and Mexican food. For further information, contact 615-259-2524.

**SINGING BRAKEMAN SALUTE:** Another May 5 function will be the annual salute to Jimmie Rodgers. HighTone Records artist Jimmie Dale Gilmore is a special guest for the salute at the Douglas Corner Cafe... Lorianne Crook and Charlie Chase have launched a new half-hour program titled "Week-



by Gerry Wood

day," replacing "Crook And Chase" in the syndication marketplace. The latter show will be seen now only on The Nashville Network. More than 80 stations have picked up the new show, according to Jim Owens & Associates.

**MAILBAG:** From Nerissa Young of Forest Hill, W. Va.: "Thanks so much for your column on radio pro blunders. That was probably my favorite piece since subscribing to Billboard a few months ago. Although I'm no veteran, I've had my share of personal bloopers during my two-year stint at WMTD Hinton, W. Va. One morning I wished someone a happy birthday and announced that he was '80 degrees old.' Another was this time/weather combo—'It's 23 degrees past six.' I got some calls on that one. Another time I was doing a remote at one of the county's two banks, and I invited the listeners to come down, except that I gave the address of the other bank. The live spot where I got most of my on-air experience was the daily obituary column. The day after an election, which we stayed up all night to cover, one of the morticians called in an obituary for a lady with a sister named Fairy Teetus. I asked him to spell the name to make sure I was hearing what I thought I was hearing. I cracked up on the phone to him and said, 'I'll never make it through without laughing.' I laughed out loud to myself just thinking about it. There is no convenient place to laugh in an obituary, but I got along fine until I got to that name. I said it, stopped, and literally had to wipe the smile off my face before I could continue."



## Int'l Stars Among The Adds To Fan Fair Talent Roster

NASHVILLE Several more acts have been slotted to appear at the label and special-interest concerts during Fan Fair, June 5-11, at the Tennessee State Fairgrounds. The Country Music Assn., which co-sponsors the event with the Grand Ole Opry, released a preliminary roster of more than 30 performers three weeks ago (Billboard, April 8).

Added to that first list is the cast of artists for the international show, to be hosted by Grand Ole Opry star Porter Wagoner and rising country star Kathy Mattea. The show will feature the Walters Family, from Canada; Two Hearts, England; Arne Bernoni, Norway; Voytek Gassowski, Poland; Sandy Kelly, Ireland; Jessé, Brazil; and Vera Ferial, Indonesia.

The Jordanaires will sing back-up for the international acts.

Added to Mercury/PolyGram's cast are Larry Boone and host Butch Baker. The Capitol show will feature Sawyer Brown, New Grass Revival, and Suzy Bogguss. New CBS adds are Russell Smith, Shenandoah, Vern Gosdin, Linda

Davis, and host Ricky Skaggs.

Joni Harms will join the previously announced Universal Records troupe. And Warner Bros. will showcase Holly Dunn, the Forester Sisters, and Gene Watson.

As of April 17, preregistration for Fan Fair stood at 16,000.



# Congratulations

## ACM AWARD WINNERS

**K. T. OSLIN**

Female Vocalist/  
Album of the Year

**GERRY HOUSE**

**WSIX-FM**

Station of the Year

**ALABAMA**

Artist of the Decade

From

Mike Milom, Malcolm Mimms, Chris Horsnell

and all your friends at

**WYATT, TARRANT, COMBS, GILBERT, & MILOM**

**HANK WILLIAMS, JR.**

Entertainer/Video of the Year

**ALAN REYNOLDS**

Producer/Single of the Year

FOR WEEK ENDING APRIL 29, 1989

# Billboard® TOP COUNTRY ALBUMS™

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
				Compiled from a national sample of retail store and one-stop sales reports.	
				★ ★ NO. 1 ★ ★	
1	2	2	9	GEORGE STRAIT MCA 42266 (8.98) (CD)	BEYOND THE BLUE NEON
2	1	1	9	HANK WILLIAMS, JR. ● WARNER/CURB 25834/WARNER BROS. (8.98) (CD)	GREATEST HITS III
3	4	4	39	RANDY TRAVIS ▲ WARNER BROS. 25738 (8.98) (CD)	OLD 8 X 10
4	5	5	28	RICKY VAN SHELTON ● COLUMBIA 44221/CBS (CD)	LOVING PROOF
5	3	3	10	ALABAMA ● RCA 8587-1 (8.98) (CD)	SOUTHERN STAR
6	6	6	32	K.T. OSLIN ● RCA 8369 (8.98) (CD)	THIS WOMAN
7	9	12	29	PATTY LOVELESS MCA 42223 (8.98) (CD)	HONKY TONK ANGEL
8	7	7	50	REBA MCENTIRE ● MCA 42134 (8.98) (CD)	REBA
9	10	9	36	THE JUDDS ● RCA/CURB 8318-1/RCA (8.98) (CD)	GREATEST HITS
10	8	8	36	DWIGHT YOAKAM ● REPRISE 25749/WARNER BROS. (8.98) (CD)	BUENAS NOCHES FROM A LONELY ROOM
11	11	11	6	ROSANNE CASH COLUMBIA 45054/CBS (CD)	HITS 1979 - 1989
12	13	13	52	RODNEY CROWELL COLUMBIA 44076/CBS (CD)	DIAMONDS & DIRT
13	14	15	6	GEORGE JONES EPIC 44078/CBS (CD)	ONE WOMAN MAN
14	12	10	11	LYLE LOVETT MCA/CURB 42263/MCA (8.98) (CD)	LYLE LOVETT AND HIS LARGE BAND
15	15	17	8	BILLY JOE ROYAL ATLANTIC AMERICA 91064/ATLANTIC (8.98) (CD)	TELL IT LIKE IT IS
16	17	14	101	RANDY TRAVIS ▲ <sup>3</sup> WARNER BROS. 25568-1 (8.98) (CD)	ALWAYS & FOREVER
17	21	19	7	ROY ORBISON VIRGIN 90158 (9.98) (CD)	MYSTERY GIRL
18	20	25	10	SHENANDOAH COLUMBIA 44468/CBS (CD)	THE ROAD NOT TAKEN
19	16	18	13	EMMYLOU HARRIS WARNER BROS. 25776 (8.98)	BLUEBIRD
20	18	16	23	STEVE EARLE UNI 7/MCA (8.98) (CD)	COPPERHEAD ROAD
21	22	22	39	DAN SEALS CAPITOL 46976 (8.98) (CD)	RAGE ON
22	19	20	35	TANYA TUCKER CAPITOL 48865 (8.98) (CD)	STRONG ENOUGH TO BEND
23	23	23	64	VERN GOSDIN COLUMBIA 40982/CBS (CD)	CHISELED IN STONE
24	25	24	112	RICKY VAN SHELTON ● COLUMBIA 40602/CBS (CD)	WILD EYED DREAM
25	24	21	6	RONNIE MILSAP RCA 9587 (8.98) (CD)	STRANGER THINGS HAVE HAPPENED
26	27	27	91	K.T. OSLIN ● RCA 5924-1 (8.98) (CD)	80'S LADIES
27	26	26	45	KEITH WHITLEY RCA 6494-1 (8.98) (CD)	DON'T CLOSE YOUR EYES
28	28	29	75	KATHY MATTEA MERCURY 832 793-1 (CD)	UNTASTED HONEY
29	NEW ►	1	1	THE JUDDS CURB/RCA 9595/RCA (8.98) (CD)	RIVER OF TIME
30	30	31	35	HIGHWAY 101 WARNER BROS. 25742 (8.98) (CD)	101 2
31	34	34	9	LACY J. DALTON UNIVERSAL 42264/MCA (8.98) (CD)	SURVIVOR
32	33	32	10	BAILLIE AND THE BOYS RCA 8454 (8.98) (CD)	TURN THE TIDE
33	29	30	36	RESTLESS HEART RCA 8317-1 (8.98) (CD)	BIG DREAMS IN A SMALL TOWN
34	31	28	33	THE OAK RIDGE BOYS MCA 42205 (8.98) (CD)	MONONGAHELA
35	35	36	89	PATSY CLINE ● MCA 12 (8.98)	GREATEST HITS
36	32	33	149	RANDY TRAVIS ▲ <sup>2</sup> WARNER BROS. 1-25435 (8.98) (CD)	STORMS OF LIFE
37	37	37	49	SKIP EWING MCA 42128 (8.98) (CD)	THE COAST OF COLORADO
38	36	35	166	ALABAMA ▲ RCA AHL1-7170 (8.98) (CD)	GREATEST HITS

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
39	38	38	28	WILLIE NELSON COLUMBIA 44331/CBS (CD)	WHAT A WONDERFUL WORLD
40	58	—	2	STEVE WARINER MCA 42272 (8.98) (CD)	I GOT DREAMS
41	46	47	32	THE DESERT ROSE BAND MCA/CURB 42169/MCA (8.98) (CD)	RUNNING
42	44	44	5	TAMMY WYNETTE EPIC 44498/CBS (CD)	NEXT TO YOU
43	42	43	83	GEORGE STRAIT ▲ MCA 42035 (8.98) (CD)	GREATEST HITS, VOL. 2
44	41	45	49	SWEETHEARTS OF THE RODEO COLUMBIA 40614/CBS (CD)	ONE TIME, ONE NIGHT
45	40	40	46	ALABAMA ● RCA 6825-R (9.98) (CD)	ALABAMA LIVE
46	43	42	11	GENE WATSON WARNER BROS. 1-25832 (8.98) (CD)	BACK IN THE FIRE
47	39	39	28	THE CHARLIE DANIELS BAND EPIC 44324/CBS (CD)	HOMESICK HEROES
48	45	41	26	THE STATLER BROTHERS MERCURY 834 626 (CD)	THE STATLERS GREATEST HITS
49	50	55	7	LARRY BOONE MERCURY 836 710 1 (CD)	SWINGIN' DOORS, SAWDUST FLOORS
50	48	48	42	HANK WILLIAMS, JR. ● WARNER/CURB 25725/WARNER BROS. (8.98) (CD)	WILD STREAK
51	52	49	28	ANNE MURRAY CAPITOL 48764 (8.98) (CD)	AS I AM
52	49	50	103	REBA MCENTIRE ● MCA 5979 (8.98) (CD)	GREATEST HITS
53	53	58	20	BARBARA MANDRELL CAPITOL 90416 (8.98) (CD)	I'LL BE YOUR JUKEBOX TONIGHT
54	51	52	5	CHARLEY PRIDE 16TH AVENUE 70554 (8.98) (CD)	MOODY WOMAN
55	55	54	13	NITTY GRITTY DIRT BAND WARNER BROS. 25830 (8.98)	MORE GREAT DIRT: THE BEST OF (VOL. II)
56	54	51	233	HANK WILLIAMS, JR. ▲ <sup>2</sup> WARNER/CURB 60193/WARNER BROS. (8.98) (CD)	GREATEST HITS, VOLUME I
57	47	46	57	GEORGE STRAIT ● MCA 42114 (8.98) (CD)	IF YOU AIN'T LOVIN' YOU AIN'T LIVIN'
58	56	53	23	MICKY GILLEY AIRBORNE 0103 (8.98) (CD)	CHASING RAINBOWS
59	NEW ►	1	1	FOSTER AND LLOYD RCA 9587 (8.98) (CD)	FASTER & LLOUDDER
60	64	57	106	THE JUDDS ▲ RCA/CURB 5916-1/RCA (8.98) (CD)	HEARTLAND
61	57	56	72	MERLE HAGGARD EPIC 40986/CBS (CD)	CHILL FACTOR
62	61	60	92	ROSANNE CASH COLUMBIA 40777/CBS (CD)	KING'S RECORD SHOP
63	62	64	92	HANK WILLIAMS, JR. ▲ WARNER/CURB 25593-1/WARNER BROS. (8.98) (CD)	BORN TO BOOGIE
64	59	63	55	RICKY SKAGGS EPIC 40623/CBS (CD)	COMIN' HOME TO STAY
65	67	66	78	BILLY JOE ROYAL ATLANTIC AMERICA 90658-1/ATLANTIC (8.98) (CD)	THE ROYAL TREATMENT
66	60	59	20	JOHNNY CASH MERCURY 834 778-1 (CD)	WATER FROM THE WELLS OF HOME
67	NEW ►	1	1	KATHY MATTEA MERCURY 836 950 1 (CD)	WILLOW IN THE WIND
68	69	61	50	K.D. LANG SIRE 25724/WARNER BROS. (8.98) (CD)	SHADOWLAND
69	RE-ENTRY	17	17	THE CHARLIE DANIELS BAND EPIC 38795/CBS (CD)	A DECADE OF HITS
70	65	65	34	THE FORESTER SISTERS WARNER BROS. 25746 (8.98) (CD)	SINCERELY
71	66	71	43	CANYON 16TH AVENUE 70552 (8.98)	I GUESS I JUST MISSED YOU
72	RE-ENTRY	138	138	DWIGHT YOAKAM ● REPRISE 25372/WARNER BROS. (8.98) (CD)	GITARS, CADILLACS, ETC., ETC.
73	63	69	182	GEORGE STRAIT ▲ MCA 5567 (8.98) (CD)	GEORGE STRAIT'S GREATEST HITS
74	75	70	28	EARL THOMAS CONLEY RCA 6824-1 (8.98) (CD)	THE HEART OF IT ALL
75	74	68	8	HANK WILLIAMS, JR. WARNER/CURB 535/WARNER BROS.	THE PRESSURE IS ON

○ 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 their product.

# HOT COUNTRY SINGLES™

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL
1	1	3	14	<b>★★ NO. 1 ★★</b> THE CHURCH ON CUMBERLAND ROAD R.HALL, R.BYRNE (B.DIPIERO, J.S.SHERILL, D.ROBBINS)	◆ SHENANDOAH COLUMBIA 38-68550/CBS
2	2	4	13	TELL IT LIKE IT IS N.LARKIN (G.DAVIS, L.DIAMOND)	◆ BILLY JOE ROYAL ATLANTIC AMERICA 7-99242/ATLANTIC
3	3	5	12	HEY BOBBY H.SHEDD (K.T.OSLIN)	K.T.OSLIN RCA 8865-7
4	4	9	10	YOUNG LOVE B.MAHER (P.KENNERLEY, K.ROBBINS)	THE JUDDS CURB/RCA 8820-8/RCA
5	8	14	8	IS IT STILL OVER K.LEHNING (K.BELL, L.HENLEY)	RANDY TRAVIS WARNER BROS. 7-27551
6	6	10	13	DON'T TOSS US AWAY T.BROWN (B.MACLEAN)	◆ PATTY LOVELESS MCA 53477
7	9	11	12	SETTING ME UP P.WORLEY, E.SEAY (M.KOPFLER)	HIGHWAY 101 WARNER BROS. 7-27581
8	10	12	13	SHE DESERVES YOU K.LEHNING (K.BAILLIE, M.BONAGURA, D.SCHLITZ)	BAILLIE AND THE BOYS RCA 8796-7
9	11	17	8	IF I HAD YOU B.BECKETT, ALABAMA (K.CHATER, D.MAYO)	ALABAMA RCA 8817-7
10	12	16	10	BIG DREAMS IN A SMALL TOWN T.DUBOIS, S.HENDRICKS, R.STELLER HEART (D.ROBBINS, V.STEPHENSON, T.DUBOIS)	RESTLESS HEART RCA 8816-7
11	13	18	10	AFTER ALL THIS TIME T.BROWN, R.CROWELL (R.CROWELL)	◆ RODNEY CROWELL COLUMBIA 38-68585/CBS
12	16	20	9	WHERE DID I GO WRONG J.BOWEN, S.WARINER (S.WARINER)	STEVE WARINER MCA 53504
13	18	22	11	BETTER MAN M.WRIGHT, J.STROUD (C.BLACK, H.NICHOLAS)	◆ CLINT BLACK RCA 8781-7
14	17	21	11	LOVE WILL J.STROUD, B.BECKETT (D.PFRIMMER, B.GALLIMORE)	THE FORESTER SISTERS WARNER BROS. 7-27575
15	7	7	13	YOU GOT IT J.LYNN (J.LYNN, R.ORBISON, T.PETTY)	◆ ROY ORBISON VIRGIN 7-99245
16	20	23	9	I GOT YOU P.ANDERSON (D.YOAKAM)	DWIGHT YOAKAM REPRISE 7-27567/WARNER BROS.
17	22	27	7	LOVE OUT LOUD E.GORDY, JR., R.L.SCRUGGS (T.SCHUYLER)	EARL THOMAS CONLEY RCA 8824-7
18	5	8	14	FAIR SHAKE B.LLOYD, R.FOSTER, R.WILL (G.CLARK, R.FOSTER, B.LLOYD)	FOSTER AND LLOYD RCA 8795-7
19	23	26	9	THE GOSPEL ACCORDING TO LUKE J.BOWEN, S.EWING (S.EWING, D.SAMPSON)	◆ SKIP EWING MCA 53481
20	24	30	7	SHE DON'T LOVE NOBODY P.WORLEY, E.SEAY (J.HIATT)	◆ THE DESERT ROSE BAND MCA/CURB 53616/MCA
21	25	29	11	LIKE FATHER LIKE SON T.BROWN, S.SMITH (P.OVERSTREET, D.SCHLITZ)	LIONEL CARTWRIGHT MCA 53498
22	26	31	6	I DON'T WANT TO SPOIL THE PARTY R.CASH, R.CROWELL (J.LENNON, P.MCCARTNEY)	ROSANNE CASH COLUMBIA 38-68599
23	28	32	7	THEY RAGE ON K.LEHNING (B.MCDILL, D.SEALS)	◆ DAN SEALS CAPITOL 44345
24	30	35	9	IF I EVER GO CRAZY W.ALDRIDGE (W.ALDRIDGE, S.ALDRIDGE)	◆ THE SHOOTERS EPIC 34-68587/CBS
25	31	40	5	CALL ON ME J.CRUTCHFIELD (G.E.SCRUGGS)	TANYA TUCKER CAPITOL 44348
26	15	1	15	I'M NO STRANGER TO THE RAIN G.FUNDIS, K.WHITLEY (S.CURTIS, R.HELLARD)	◆ KEITH WHITLEY RCA 8797-7
27	14	2	17	WHO YOU GONNA BLAME IT ON THIS TIME B.MONTGOMERY (H.COCHRAN, V.GOSDIN)	VERN GOSDIN COLUMBIA 38-08528/CBS
28	33	39	7	BACK IN THE FIRE P.WORLEY, E.SEAY, G.BROWN (R.M.BOURKE, M.REID)	GENE WATSON WARNER BROS. 7-27532
29	35	43	6	WINE ME UP R.BAKER (F.YOUNG, B.DEATON)	LARRY BOONE MERCURY 872 728-7/POLYGRAM
30	38	45	5	BEYOND THOSE YEARS J.BOWEN (T.SEALS, E.SETSER)	◆ THE OAK RIDGE BOYS MCA 53625
31	40	52	4	LOVIN' ONLY ME R.SKAGGS, S.BUCKINGHAM (E.STEVENS, H.KANTER)	RICKY SKAGGS EPIC 34-68693/CBS
32	41	60	3	COME FROM THE HEART A.REYNOLDS (S.CLARK, R.LEIGH)	◆ KATHY MATTEA MERCURY 872 766-7
33	19	13	13	MY TRAIN OF THOUGHT T.COLLINS (B.BURCH, M.WOODY)	BARBARA MANDRELL CAPITOL 44276
34	39	44	8	I NEED A WIFE J.BOWEN, J.STROUD (J.HARMS, D.TYLER)	JONI HARMS UNIVERSAL 53492
35	21	6	17	OLD COYOTE TOWN D.WILLIAMS, G.FUNDIS (G.NELSON, L.BOONE, P.NELSON)	DON WILLIAMS CAPITOL 44274
36	46	53	4	SOWIN' LOVE J.STROUD (P.OVERSTREET, D.SCHLITZ)	PAUL OVERSTREET RCA 8919-7
37	43	47	6	I KNOW WHAT I'VE GOT J.LEO, L.MLEE (J.C.CROWLEY, J.SILBAR)	J.C. CROWLEY RCA 8822-7
38	52	—	2	<b>★★★ POWER PICK/AIRPLAY ★★★</b> HOLE IN MY POCKET S.BUCKINGHAM (B.BRYANT, F.BRYANT)	RICKY VAN SHELTON COLUMBIA 38 68694/CBS
39	44	49	7	I WONDER WHAT SHE'S DOING TONIGHT S.BUCKINGHAM (G.NICHOLSON, J.JARRARD)	◆ RUSSELL SMITH EPIC 34 68615/CBS
40	45	50	6	DON'T QUIT ME NOW T.BROWN (J.HOUSE, W.WALDMAN)	JAMES HOUSE MCA 53510
41	49	54	4	5:01 BLUES M.HAGGARD, M.YEARY (J.TWEL, M.GARVIN)	MERLE HAGGARD EPIC 34 68598/CBS
42	29	15	15	BABY'S GOTTEN GOOD AT GOODBYE J.BOWEN, G.STRAIT (T.MARTIN, T.MARTIN)	◆ GEORGE STRAIT MCA 53486
43	27	13	14	THE HEART J.BOWEN, J.STROUD, L.J.DALTON (K.KRISTOFFERSON)	LACY J. DALTON UNIVERSAL 53487/MCA
44	57	—	2	IN A LETTER TO YOU B.BECKETT (D.LINDE)	EDDY RAVEN UNIVERSAL 66003
45	37	24	20	FROM THE WORD GO S.GIBSON, J.E.NORMAN (C.WATERS, M.GARVIN)	MICHAEL MARTIN MURPHEY WARNER BROS. 7-27668
46	55	65	3	UP AND GONE P.WORLEY, E.SEAY (B.CASWELL, V.THOMPSON)	THE MCCARTERS WARNER BROS. 7-22991
47	50	57	6	MUCH TOO YOUNG (TO FEEL THIS DAMN OLD) A.REYNOLDS (R.TAYLOR, G.BROOKS)	GARTH BROOKS CAPITOL 44342
48	34	37	10	MANY MANSIONS J.KENNEDY (A.RANDALL, M.D.SANDERS, C.A.ETHERIDGE)	MOE BANDY CURB 10524
49	36	25	14	I'LL BE LOVIN' YOU J.BOWEN, L.GREENWOOD (D.SCHLITZ, P.OVERSTREET)	LEE GREENWOOD MCA 53475
50	54	56	5	OLD FLAME, NEW FIRE D.JOHNSON (B.MCDILL, P.HARRISON)	◆ BURCH SISTERS MERCURY 872 730-7

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL
51	62	—	2	SHE'S GOT A SINGLE THING IN MIND J.BOWEN, C.TWITTY, D.HENRY (W.ALDRIDGE)	CONWAY TWITTY MCA 53633
52	58	61	5	SEA OF HEARTBREAK R.MCDOWELL, J.MEADOR (H.DAVID, P.HAMPTON)	RONNIE MCDOWELL CURB 10525
53	32	33	12	GOODBYE LONESOME, HELLO BABY DOLL B.BROMBERG, W.REESE (L.EMERSON)	THE LONESOME STRANGERS HIGHTONE 508
54	60	67	3	DEAR ME B.BECKETT (C.WHITSETT, S.MATEER)	◆ LORFIE MORGAN RCA 8866-7
55	59	62	5	BLUES STAY AWAY FROM ME G.BROWN (A.DELMORE, R.DELMORE, W.RANEY, H.GLOVER)	CHRIS AUSTIN WARNER BROS. 7-27531
56	<b>NEW</b>	—	1	<b>★★★ HOT SHOT DEBUT ★★★</b> WHAT'S GOING ON IN YOUR WORLD J.BOWEN, G.STRAIT (D.CHAMBERLAIN, R.PORTER)	GEORGE STRAIT MCA 53648
57	66	78	3	IF I NEVER SEE MIDNIGHT AGAIN S.BUCKINGHAM (D.SCHLITZ, C.BICKHARDT)	◆ SWEETHEARTS OF THE RODEO COLUMBIA 38 68684/CBS
58	63	64	4	FELLOW TRAVELERS B.LOGAN (J.RUSHING, W.PATTON)	JC HEN CONLEE 16TH AVENUE 70427
59	<b>NEW</b>	—	1	HOUSTON SOLUTION R.MILSAP, R.GALBRAITH, T.COLLINS (P.OVERSTREET, D.SCHLITZ)	ROBINIE MILSAP RCA 8868-7
60	47	36	19	NEW FOOL AT AN OLD GAME J.BOWEN, R.MCINTIRE (S.BOGARD, R.GILES, S.STEPHEN)	REBEA MCINTIRE MCA 53473
61	75	—	2	ONE GOOD WELL D.WILLIAMS, G.FUNDIS (K.ROBBINS, M.REID)	DC N WILLIAMS RCA 8867-7
62	69	73	4	PUT A QUARTER IN THE JUKEBOX J.SHAW (B.OWENS)	B.JACK OWENS CAPITOL 44356
63	48	34	17	BIG LOVE J.BOWEN, J.STROUD (D.BELLAMY)	THE BELLAM BROTHERS MCA/CURB 53478/MCA
64	71	76	3	YOU'VE STILL GOT A WAY WITH MY HEART L.BUTLER (R.MOORE, M.PARKER)	◆ MIKEY GILLEY /IRBORNE 10016
65	67	70	4	FRONTIER JUSTICE A.ROBERTS, C.BLACK, B.FISCHER (B.FISCHER, C.BLACK, A.ROBERTS)	CEE CEE CHAPMAN CURB 002
66	51	38	19	DOWN THAT ROAD TONIGHT J.LEO (J.HANNA, J.LEO, W.WALDMAN)	NITTY GRITTY DIRT BAND WARNER BROS. 7-27679
67	68	69	5	THE CHANCE YOU TAKE D.MORGAN (F.MYERS, R.GILES, G.HARRISON)	ROSS LEWIS WOLF DOG 21-6
68	42	28	13	THERE'S A TEAR IN MY BEER H.WILLIAMS, JR., B.BECKETT, J.E.NORMAN (H.WILLIAMS)	◆ HANK WILLIAMS, JR. WARNER/CURB 7-27581/WARNER BROS.
69	56	41	20	HEARTBREAK HILL R.BENNETT, E.HARRIS (E.HARRIS, P.KENNERLEY)	EMMY LOU HARRIS REPRISE 7-27631/WARNER BROS.
70	72	80	3	NOT LIKE THIS J.STROUD, J.RUTENSCHROER, T.MALCHAK (T.MALCHAK, A.GARDNER)	TIM MALCHAK UNIVERSAL 66004
71	77	79	3	HOW DO J.JENNINGS, M.C.CARPENTER (M.C.CARPENTER)	MARY CHAPIN CARPENTER COLUMBIA 38 68677/CBS
72	76	81	3	HOMETOWN ADVANTAGE B.MONTGOMERY (T.MENZIES, T.HASELDEN)	TIM MENSY COLUMBIA 38 68676/CBS
73	73	75	4	MEMORIES J.BRADLEY (L.HARGROVE, S.HARGROVE)	◆ VICKI BIRD 16TH AVENUE 70421
74	64	48	19	DON'T YOU EVER GET TIRED (OF HURTING ME) R.MILSAP, R.GALBRAITH, T.COLLINS (H.COCHRAN)	ROBINIE MILSAP RCA 8746-7
75	65	46	8	SOMEWHERE BETWEEN W.WALDMAN (M.HAGGARD)	◆ SUZY BOGGUSS CAPITOL 44270
76	90	—	2	MIDNIGHT TRAIN J.STROUD (C.DANIELS, T.DIGREGORIA, T.CRAIN, C.HAYWARD, J.CALVIN)	◆ THE CHARLIE DANIELS BAND EPIC 34 68738/CBS
77	<b>NEW</b>	—	1	YA BA DA BA DO (SO ARE YOU) B.SHERILL (R.FERRIS)	GEORGE JONES EPIC 34 68743/CBS
78	82	—	2	JOHNNY LUCKY AND SUZI 66 N.LARKIN (D.GOODMAN, S.DAVIS)	JEFF STEVENS & THE BULLETS ATLANTIC AMERICA 7-99259/ATLANTIC
79	<b>NEW</b>	—	1	YOU AIN'T GOING NOWHERE R.SCRUGGS, NITTY GRITTY DIRT BAND (B.DYLAN)	CHRIS HILLMAN & ROGER MCGUINN UNIVERSAL 66006
80	<b>NEW</b>	—	1	NEVER SAY NEVER R.CHANCEY (T.BRASFIELD, W.ALDRIDGE)	T. GRAHAM BROWN CAPITOL 44349
81	79	85	3	LIBYAN ON A JET PLANE PINKARD & BOWDEN (J.E.NORMAN (J.DENVER, S.PINKARD, R.BOWDEN, T.WILSON)	PINKARD & BOWDEN WARNER BROS. 7-22987
82	88	—	2	I'VE HAD ENOUGH OF YOU G.KENNEDY (J.BURTON)	DEBBIE RICH DOOR KNOB 321
83	80	84	3	A WOMAN'S WAY M.EARWOOD (M.EARWOOD)	MUNDO EARWOOD PEGASUS 110
84	91	—	2	DAYDREAM J.GIBSON (J.SEBASTIAN)	CERRITO SOUNDWAVES 4818/NSD
85	<b>NEW</b>	—	1	BLUE SUEDE BLUES J.KENNEDY (FAGAN, RYAN, JAMES)	MEL MCDANIEL CAPITOL 44358
86	<b>NEW</b>	—	1	I CAME STRAIGHT TO YOU P.WORLEY, E.SEAY (J.JARVIS, K.WELCH)	KEVIN WELCH WARNER BROS. 7-22972
87	85	—	2	A PENNY FOR YOUR THOUGHTS TONIGHT VIRGINIA C.TAYLOR (B.MOORE)	DAVID HOUSTON COUNTRY INTERNATIONAL 220
88	<b>NEW</b>	—	1	HEAVEN ONLY KNOWS R.BENNETT, E.HARRIS (P.KENNERLEY)	EMMY LOU HARRIS REPRISE 7-22999/WARNER BROS.
89	89	—	2	I NEVER HAD A CHANCE WITH YOU M.CARMAN, J.MCCOLLUM (D.MITCHELL, J.MCCOLLUM)	PATSY COLE TRA-STAR 1225
90	53	42	20	I'M A ONE WOMAN MAN B.SHERILL (T.FRANKS, J.HORTON)	GEORGE JONES EPIC 34-08509/CBS
91	61	59	7	IT'S A NATURAL THING W.WALDMAN, J.EDWARDS (M.MCANALLY, T.BRASFIELD)	JONATHAN EDWARDS MCA/CURB 53613/MCA
92	74	55	6	WHO BUT YOU K.LEHNING (BLACK, BOURKE, OSLIN)	ANNE MURRAY CAPITOL 44341
93	78	51	12	EXCEPTION TO THE RULE B.LOGAN (JONES, WATERS, SHAPIRO)	MASON DIXON CAPITOL 44331
94	70	63	23	I WISH I WAS STILL IN YOUR DREAMS J.BOWEN, C.TWITTY, D.HENRY (D.COOK, J.JARVIS)	CONWAY TWITTY MCA 53456
95	83	66	8	WAITING FOR YOU J.BOWEN, G.DAVIES (G.DAVIES)	GAIL DAVIES MCA 53505
96	87	—	2	WHEN DID YOU STOP N.B.RATNER (E.PRESTON)	◆ EDDIE PRESTON PLATINUM 101/AIRBORNE
97	84	72	22	I FEEL FINE S.BUCKINGHAM (J.LENNON, P.MCCARTNEY)	SWEETHEARTS OF THE RODEO COLUMBIA 38 08504/CBS
98	<b>NEW</b>	—	1	SHE HAD EVERY RIGHT TO DO YOU WRONG R.PENNINGTON (J.LANSDOWNE, T.MARTY)	JERRY LANSDOWNE STEP ONE 400
99	<b>NEW</b>	—	1	BUT YOU WILL R.BAILEY (R.BAILEY, C.FULLAM)	RAZZY BAILEY SOA 006
100	95	93	11	NEXT TO YOU N.WILSON (A.ESTES, C.HILL)	◆ TAMMY WYNETTE EPIC 34-68570/CBS

○ Products with the greatest airplay 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.

# A Capitol Country Commitment

## *garth brooks*

When an artist delivers a debut album with the outstanding material and superb vocals that one would only expect from a veteran, you release it with pride... and a firm commitment.

Garth Brooks, the first album featuring the lead single "Much Too Young (To Feel This Damn Old)," alongside "If Tomorrow Never Comes," "Nobody Gets Off In This Town" and "Cowboy Bill."



Committed to expanding the art of country music.



*Produced by Allen Reynolds  
Management: Doyle/Lewis Management*



## Country Academy Honors Its Best

The 24th annual Academy of Country Music awards were held April 10 at the Walt Disney Studios in Burbank, Calif. The special was a Dick Clark Productions Inc. presentation.



**On The Right Track.** Warner Bros. act Highway 101 accepts its second consecutive "Hat" trophy for top vocal group. The group also performed during the telecast.



**Strait Laced.** George Strait (MCA), who co-hosted the show with K.T. Oslin and Patrick Duffy, is named top male vocalist.

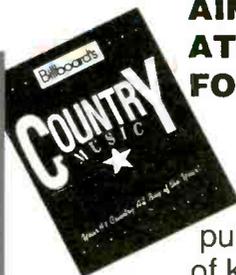
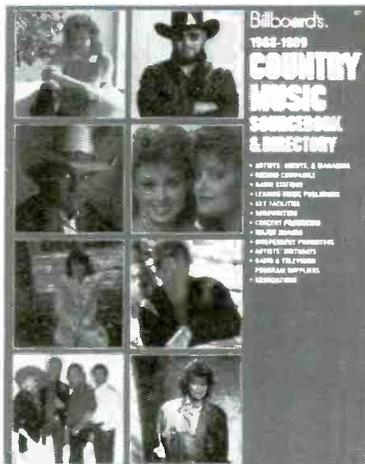


**Hank Ranks.** Hank Williams Jr. accepts the top video award for his "Young Country." Pictured with Williams, from left, are his son Shelton; Brent Bowman, producer of the video; Preacher Ewing, one of the video's directors; and Juice Newton, one of the presenters of the award. Williams also walked away with the entertainer-of-the-year trophy.



**Alabama Reign.** RCA's Alabama gamers the artist-of-the-decade award, as the group was deemed by the academy's board of directors the most outstanding and successful act during the '80s, having best exemplified, through appearances and recordings, the image of country music during this decade.

### BILLBOARD'S 1989 COUNTRY MUSIC SOURCEBOOK



**AIM'S YOUR AD MESSAGE AT A TARGET AUDIENCE FOR PROFIT AND RESULTS.**

Reach radio programmers, booking agents, retailers, promoters talent buyers, publishers and the entire world of key country executives and artists.

Listed is information about Country Music artists' birthdays, major awards, music and video business contacts.

The Sourcebook scores a bulls-eye for you everyday.

**COUNTRY MUSIC'S MOST IMPORTANT ANNUAL REFERENCE GUIDE!**

**FOR THE PROGRAMMER AND CONCERT PROMOTER WORLDWIDE A MAJOR SOURCE OF INFORMATION AND FACTS.**

**BONUS DISTRIBUTION** during Country Music Week at Talent Buyer's Seminar in Nashville and 1990 Country Radio Seminar

**PUBLICATION DATE: JUNE 1989**  
**RESERVATION DEADLINE: MAY 1, 1989**

FOR AD DETAILS CONTACT:  
**NASHVILLE**  
Lynda Emon (615) 321-4240  
Carole Edwards (615) 321-4294  
**NEW YORK**  
Ronald E. Willman (212) 536-5025  
Publisher, Billboard Directories  
Norm Berkowitz (21) 536-5016  
Ken Karp (212) 536-5017  
Peggy Dold (212) 536-5088  
Special Projects Sales Manager  
**LOS ANGELES**  
Christine Matuchek  
Arty Simon (213) 273-7040  
**OR ANY BILLBOARD SALES OFFICE**



**New And Noted.** Suzy Bogguss and Rodney Crowell proudly display their "Hat" awards after being named top new female and top new male vocalist.



**He's As Proud As Punch.** Buck Owens is pictured with Roger Miller, who presented him with the Pioneer award, given each year to a pioneer in country music in recognition of outstanding and unprecedented achievement.



**Songwriting Wizards.** Accepting the song-of-the-year award for "Eighteen Wheels And A Dozen Roses" (Kathy Mattea, PolyGram), from left, are pioneer Don Daily of Warner-Tamerlane; Gene Nelson, co-writer of the song; and publisher Brian Bush of Screen Gems-EMI.

**COUNTRY  
CORNER**



by Marie Ratliff

**EIGHTEEN MONTHS AGO**, Shenandoah had its first record release. That song, "Stop The Rain," got inside the top 30 on the Hot Country Singles chart. This week, the group celebrates its first No. 1, "The Church On Cumberland Road" (Columbia), which is holding in the top slot for the second week in a row.

"**IF I COULD PICK OUT A SONG** that best describes Kathy Mattea, it would be 'Come From The Heart' [Mercury]," says MD Steve Roberts, WFMB Springfield, Ill. "She truly sings like she doesn't need the money and dances like nobody's looking. What a song!"

MD Bill Berg, WWVA Wheeling, W.Va., concurs. "It's a great song," he says. "We've only been on it a week or so and we're already getting good calls on it." Mattea is charted at No. 32 on the Hot Country Singles chart.

"**RICKY VAN SHELTON** has hooked another one," says PD Bill Bailey, KIZN Boise, Idaho. "It may take a little while for the listeners to pick up on it because it's different from what they're used to hearing from him, but I think it will be a big one." The Felice & Boudleaux Bryant-penned "Hole In My Pocket" (Columbia) is charted at No. 38.

"A very good up-tempo song," adds PD Rick Braswell, WPAP Panama City, Fla., "and it came out at the right time. It's a perfect spring and summertime sound." If you think it sounds familiar, you may have heard Little Jimmy Dickens do "Hole In My Pocket" on a Harmony album released in the '50s.

Braswell sees good things, too, for Lorrie Morgan's second RCA single, "Dear Me," charted at No. 54. "This one certainly showcases her vocal ability. It's a slow love ballad and she really nails it." Morgan had a top 20 charter with her first outing, "Trainwreck Of Emotion."

"**SHE SOUNDS LIKE A CROSS** between Teresa Brewer and Brenda Lee," says MD Mark Ess, KCJB Minot, N.D., of Vicki Bird, whose "Memories" (16th Avenue) single is charted at No. 73. "She has a very nice voice and this is a quality performance," he says.

Ess also is seeing some action on Gene Watson's "Back In The Fire" (Warner Bros.), as is MD Steve Gary, KASE Austin, Texas. "We're already pulling good phone response," says Gary. "People here are familiar with Watson's sound and this one definitely has an audience."

"**GARTH BROOKS** knows how to charm the North Dakota folks," says KSJB Minot MD "Cowboy" Glanzer. "In his 'Much Too Young (To Feel This Damn Old)' song [Capitol], he mentions rodeo champion Chris LeDoux and this is big rodeo country. The fans love it."

"One of the largest rodeos in the country is coming to Northern California in a few weeks," says KALF Red Bluff, Calif., MD Randy Chapman, "and I got on Brooks' record early to take advantage of the building excitement. I'm having real good luck with it." Brooks is charted at No. 47.

A good ladies' song, adds Chapman, is Skip Ewing's "Gospel According To Luke" (MCA), charted this week at No. 19. "It's one of the hottest records we're playing right now," he says.

# Alabama Salutes ALABAMA

Congratulations Randy, Teddy, Jeff and Mark from all the folks who are glad you call Alabama home.

CMA's Artist of the Decade. What an award! You are truly "Southern Stars."

Everyone at home couldn't be more proud.

## Alabama! The State Of Surprises!

For your many friends and fans who'd like information about your annual June Jam in Fort Payne June 10th, call us at 1-800-ALABAMA. We'll send them our FREE 92-page Vacation Book of Surprises and a big welcome from your home state.

Alabama Tourism & Travel, 532 South Perry Street, Montgomery, AL 36104.

### HOT 100 SINGLES ACTION

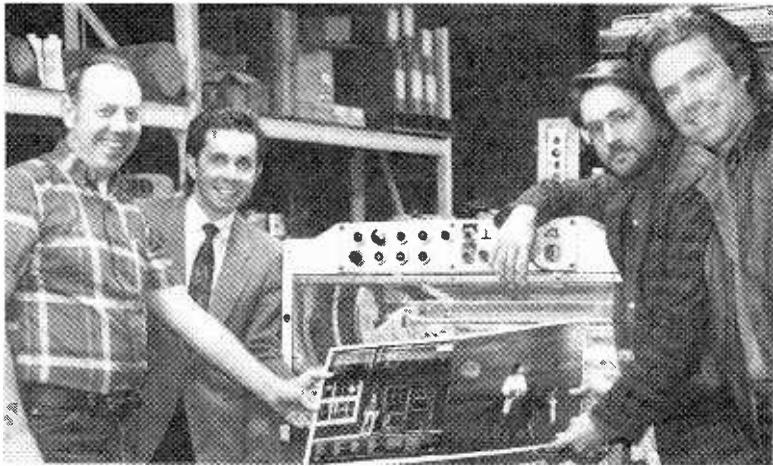
#### RADIO MOST ADDED

	PLATINUM/ GOLD ADDS 31 REPORTERS	SILVER ADDS 65 REPORTERS	BRONZE/ SECONDARY ADDS 63 REPORTERS	TOTAL ADDS 159 REPORTERS	TOTAL ON CHART
<b>WHAT'S GOING ON...</b>					
GEORGE STRAIT MCA	8	22	37	67	70
<b>HOUSTON SOLUTION</b>					
RONNIE MILSAP RCA	7	16	29	52	54
<b>HOLE IN MY POCKET</b>					
RICKY VAN SHELTON COLUMBIA	6	18	22	46	110
<b>IN A LETTER TO YOU</b>					
EDDY RAVEN UNIVERSAL	4	17	18	39	102
<b>COME FROM THE HEART</b>					
KATHY MATTEA MERCURY	8	15	12	35	129
<b>LOVIN' ONLY ME</b>					
RICKY SKAGGS EPIC	8	14	9	31	128
<b>SHE'S GOT A SINGLE THING...</b>					
CONWAY TWITTY MCA	4	10	11	25	77
<b>UP AND GONE</b>					
THE MCCARTERS WARNER BROS.	4	11	7	22	91
<b>ONE GOOD WELL</b>					
DON WILLIAMS RCA	1	7	14	22	48
<b>YA BA DA BA DO (SO ARE YOU)</b>					
GEORGE JONES EPIC	6	5	11	22	22

Radio Most Added is a weekly national compilation of the ten records most added to the playlists of the radio stations 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.

## Billboard. POWER PLAYLISTS

Sample Playlists of the Nation's Largest Country Radio Stations



**Hot Off The Press.** RCA artist J.C. Crowley stands by as his debut album, "Beneath The Texas Moon," rolls off the printing press at Modern Album in Nashville. Pictured, from left, are Ray Minnich, plant manager at Modern Album; Joe Galante, senior VP/GM of RCA/Nashville; Randy Goodman, VP of product development, RCA/Nashville; and Crowley.

## Top Country Talent Tapped For New Ohio BuckeyeFest

NASHVILLE Alabama, Lee Greenwood, Billy Joe Royal, the Forester Sisters, Shenandoah, Skip Ewing, and Clint Black will headline BuckeyeFest '89, a new outdoor festival set for June 24-25 at the Buckeye Lake Music Center. In conjunction with the festival, there will also be a four-day flea market at the site, which is 30 miles east of Columbus, Ohio, on Interstate 70.

According to the show's producers, Joe Sullivan and Hank LoConti, there will be free musical entertainment on Friday and Saturday nights for festival campers. A free tractor pull is also set for Saturday. The main concert, on

Sunday, will run for 10 hours.

DJ and television personality Wolfman Jack will host the main show, which will begin at noon and continue until 10 p.m., "rain or shine."

Sullivan says the flea market is expected to have more than 300 booths and draw 25,000-30,000 people. He adds that he is also shooting for about the same number for the Sunday concert.

Concert tickets are \$17 each through April. Beginning May 1, the tickets are \$22 each.

Additional ticket, talent, and camping information is available at 615-327-1711 or 614-323-1689.

## MCA SWEEPSTAKES GRANTS 'MUSIC FANTASY'

(Continued from page 34)

just go for distribution of product, but to drive the consumer to the store, which should be the first function of advertising and marketing."

Point-of-purchase materials include four-color posters, counter cards, and entry form pads for "The Nashville Ticket." Print buys are also planned. Among the new

MCA or Universal releases hitting in time for the program are albums by McEntire, the Oak Ridge Boys, the Bellamy Brothers, Waylon Jennings, the Nitty Gritty Dirt Band, Gary Morris, Conway Twitty, Lee Greenwood, Eddy Raven, Tim Malchak, Patsy Cline ("The Patsy Cline Story"), Ray Stevens, and Carl Perkins.



**Austin Awards.** Pictured following the Austin Music Awards presentation from left, are Butch Hancock, who was named best songwriter; Barbara and Pat MacDonald, known as Timbuk 3, which was named best pop band; and Jody Williams, associate director of writer/publisher relations, BMI/Nashville. The awards were determined by an annual readers' poll conducted by the Austin Chronicle.

### WXTU

Philadelphia P.D.: Bob Young

- 1 1 Shenandoah, The Church On Cumberland Road
- 2 5 Roy Orbison, You Got It
- 3 2 Keith Whitley, I'm No Stranger To The Rain
- 4 8 K.T. Oslin, Hey Bobby
- 5 9 The Judds, Young Love
- 6 7 Baillie And The Boys, She Deserves You
- 7 10 Rodney Crowell, After All This Time
- 8 11 Restless Heart, Big Dreams In A Small Town
- 9 4 George Strait, Baby's Gotten Good At Goodbye
- 10 14 Alabama, If I Had You
- 11 15 Randy Travis, Is It Still Over
- 12 3 Foster And Lloyd, Fair Shake
- 13 17 The Forester Sisters, Love Will
- 14 12 Nitty Gritty Dirt Band, Down That Road Tonight
- 15 18 The Lonesome Strangers, Goodbye Lonesome, Hello
- 16 19 Billy Joe Royal, Tell It Like It Is
- 17 21 Clint Black, Better Man
- 18 20 Highway 101, Setting Me Up
- 19 22 The Desert Rose Band, She Don't Love Nobody
- 20 23 Rosanne Cash, I Don't Want To Spoil The Party
- 21 24 Earl Thomas Conley, Love Out Loud
- 22 26 Steve Wariner, Where Did I Go Wrong
- 23 27 Dan Seals, They Rage On
- 24 25 Dwight Yoakam, I Got You
- 25 28 The Shooters, If I Ever Go Crazy
- 26 29 Tanya Tucker, Call On Me
- 27 30 Roy Orbison, You Got It
- 28 EX J.C. Crowley, I Know What I've Got
- 29 EX Patty Loveless, Don't Toss Us Away
- A — Ricky Van Shelton, Hole In My Pocket
- A — Paul Overstreet, Sowing Love
- A — The Oak Ridge Boys, Beyond Those Years
- A — Kathy Mattea, Come From The Heart
- A — Ricky Skaggs, Lovin' Only Me

### WESC FM 92

Greenville P.D.: Allen Power

- 1 2 K.T. Oslin, Hey Bobby
- 2 3 Billy Joe Royal, Tell It Like It Is
- 3 4 Roy Orbison, You Got It
- 4 1 Shenandoah, The Church On Cumberland Road
- 5 7 The Judds, Young Love
- 6 6 Foster And Lloyd, Fair Shake
- 7 8 Patty Loveless, Don't Toss Us Away
- 8 9 Highway 101, Setting Me Up
- 9 11 Randy Travis, Is It Still Over
- 10 10 Baillie And The Boys, She Deserves You
- 11 15 Alabama, If I Had You
- 12 13 Restless Heart, Big Dreams In A Small Town
- 13 14 Rodney Crowell, After All This Time
- 14 23 Earl Thomas Conley, Love Out Loud
- 15 20 Steve Wariner, Where Did I Go Wrong
- 16 16 The Forester Sisters, Love Will
- 17 19 Dwight Yoakam, I Got You
- 18 18 Clint Black, Better Man
- 19 26 The Shooters, If I Ever Go Crazy
- 20 21 Skip Ewing, The Gospel According To Luke
- 21 24 The Desert Rose Band, She Don't Love Nobody
- 22 22 Lionel Cartwright, Like Father Like Son
- 23 28 Rosanne Cash, I Don't Want To Spoil The Party
- 24 29 Dan Seals, They Rage On
- 25 31 Gene Watson, Back In The Fire

- 26 30 The Oak Ridge Boys, Beyond Those Years
- 27 32 Tanya Tucker, Call On Me
- 28 37 Ricky Skaggs, Lovin' Only Me
- 29 35 Larry Boone, Wine Me Up
- 30 33 Joni Harms, I Need A Wife
- 31 34 J.C. Crowley, I Know What I've Got
- 32 40 James House, Don't Quit Me Now
- 33 36 Merle Haggard, 501 Blues
- 34 38 Kathy Mattea, Come From The Heart
- 35 39 Russell Smith, I Wonder What She's Doing Tonight
- A36 — Paul Overstreet, Sowing Love
- A37 — Garth Brooks, Much Too Young (To Feel This Damn)
- A38 — Ricky Van Shelton, Hole In My Pocket
- A39 — Conway Twitty, She's Got A Single Thing In Mind
- A40 — Eddy Raven, In A Letter To You



Cleveland P.D.: Denny Nugent

- 1 3 Billy Joe Royal, Tell It Like It Is
- 2 2 K.T. Oslin, Hey Bobby
- 3 5 The Judds, Young Love
- 4 6 Randy Travis, Is It Still Over
- 5 10 Alabama, If I Had You
- 6 9 Highway 101, Setting Me Up
- 7 7 Roy Orbison, You Got It
- 8 8 Foster And Lloyd, Fair Shake
- 9 11 Baillie And The Boys, She Deserves You
- 10 12 Rodney Crowell, After All This Time
- 11 13 Restless Heart, Big Dreams In A Small Town
- 12 14 Rodney Crowell, After All This Time
- 13 16 Steve Wariner, Where Did I Go Wrong
- 14 4 Don Williams, Old Coyote Town
- 15 17 The Forester Sisters, Love Will
- 16 17 Earl Thomas Conley, Love Out Loud
- 17 20 Skip Ewing, The Gospel According To Luke
- 18 21 The Desert Rose Band, She Don't Love Nobody
- 19 11 Keith Whitley, I'm No Stranger To The Rain
- 20 22 Rosanne Cash, I Don't Want To Spoil The Party
- 21 23 Dan Seals, They Rage On
- 22 25 The Shooters, If I Ever Go Crazy
- 23 26 Tanya Tucker, Call On Me
- 24 15 Michael Martin Murphey, From The Word Go
- 25 27 The Oak Ridge Boys, Beyond Those Years
- 26 31 Clint Black, Better Man
- 27 29 J.C. Crowley, I Know What I've Got
- 28 30 Roy Orbison, You Got It
- 29 24 Lee Greenwood, I'll Be Lovin' You
- A30 — Patty Loveless, Don't Toss Us Away
- 31 33 Eddy Raven, In A Letter To You
- 32 34 Ricky Skaggs, Lovin' Only Me
- 33 28 Nitty Gritty Dirt Band, Down That Road Tonight
- 34 32 Emmylou Harris, Heartbreak Hill
- 35 35 The Bellamy Brothers, Big Love



Tempe P.D.: R.J. Curtis

- 1 3 K.T. Oslin, Hey Bobby
- 2 6 The Judds, Young Love
- 3 8 Randy Travis, Is It Still Over
- 4 5 Roy Orbison, You Got It
- 5 9 Patty Loveless, Don't Toss Us Away
- 6 1 Vern Gosdin, Who You Gonna Blame It On This Tim
- 7 16 Alabama, If I Had You
- 8 12 Steve Wariner, Where Did I Go Wrong
- 9 13 Rodney Crowell, After All This Time

- 10 4 Keith Whitley, I'm No Stranger To The Rain
- 11 11 Highway 101, Setting Me Up
- 12 2 Don Williams, Old Coyote Town
- 13 17 The Forester Sisters, Love Will
- 14 7 George Strait, Baby's Gotten Good At Goodbye
- 15 18 Dwight Yoakam, I Got You
- 16 19 Shenandoah, The Church On Cumberland Road
- 17 24 Emmylou Harris, Heartbreak Hill
- 18 28 Clint Black, Better Man
- 19 22 Foster And Lloyd, Fair Shake
- 20 25 Skip Ewing, The Gospel According To Luke
- 21 30 Gene Watson, Back In The Fire
- 22 27 Baillie And The Boys, She Deserves You
- 23 21 Billy Joe Royal, Tell It Like It Is
- 24 29 Restless Heart, Big Dreams In A Small Town
- 25 15 Hank Williams, Jr., There's A Tear In My Beer
- 26 31 Dan Seals, They Rage On
- 27 20 Reba McEntire, New Fool At An Old Game
- 28 14 Michael Martin Murphey, From The Word Go
- 29 33 Barbara Mandrell, My Train Of Thought
- 30 34 The Desert Rose Band, She Don't Love Nobody
- 31 35 Paul Overstreet, Sowing Love
- 32 23 Lucy J. Dalton, The Heart
- 33 26 Ronnie Milsap, Don't You Ever Get Tired (Of Hur)
- 34 39 Earl Thomas Conley, Love Out Loud
- 35 40 Rosanne Cash, I Don't Want To Spoil The Party
- 36 32 Lee Greenwood, I'll Be Lovin' You
- 37 10 Nitty Gritty Dirt Band, Down That Road Tonight
- 38 EX Larry Boone, Wine Me Up
- 39 EX Lionel Cartwright, Like Father Like Son
- 40 EX Tanya Tucker, Call On Me
- A — The McCarters, Up And Gone
- A — Buck Owens, Put A Quarter In The Jukebox
- A — George Strait, What's Going On In Your World



Sacramento P.D.: Don Langford

- 1 2 Billy Joe Royal, Tell It Like It Is
- 2 4 K.T. Oslin, Hey Bobby
- 3 6 Patty Loveless, Don't Toss Us Away
- 4 7 The Judds, Young Love
- 5 10 Randy Travis, Is It Still Over
- 6 9 Highway 101, Setting Me Up
- 7 1 Shenandoah, The Church On Cumberland Road
- 8 8 Roy Orbison, You Got It
- 9 12 Dwight Yoakam, I Got You
- 10 13 Baillie And The Boys, She Deserves You
- 11 14 Restless Heart, Big Dreams In A Small Town
- 12 16 Alabama, If I Had You
- 13 17 The Forester Sisters, Love Will
- 14 18 Rodney Crowell, After All This Time
- 15 19 Skip Ewing, The Gospel According To Luke
- 16 20 Clint Black, Better Man
- 17 21 Rosanne Cash, I Don't Want To Spoil The Party
- 18 22 Steve Wariner, Where Did I Go Wrong
- 19 23 Lionel Cartwright, Like Father Like Son
- 20 24 The Shooters, If I Ever Go Crazy
- 21 19 Earl Thomas Conley, Love Out Loud
- 22 26 The Desert Rose Band, She Don't Love Nobody
- 23 27 Dan Seals, They Rage On
- 24 28 Tanya Tucker, Call On Me
- 25 29 Gene Watson, Back In The Fire
- 26 30 The Oak Ridge Boys, Beyond Those Years
- 27 EX Kathy Mattea, Come From The Heart
- A28 — Larry Boone, Wine Me Up
- A29 — Ricky Skaggs, Lovin' Only Me
- A30 — J.C. Crowley, I Know What I've Got
- A — Merle Haggard, 501 Blues
- EX — James House, Don't Quit Me Now

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

TITLE (Publisher - Licensing Org.)	Sheet Music Dist.	TITLE (Publisher - Licensing Org.)	Sheet Music Dist.	TITLE (Publisher - Licensing Org.)	Sheet Music Dist.
41 501 BLUES (Tree, BMI/Cross Keys, ASCAP) HL	ASCAP/HL	72 HOLE IN MY POCKET (House Of Bryant, BMI)	ASCAP/HL	75 IS IT STILL OVER (Ensign, BMI/Larry Henley, BMI)	CPP
11 AFTER ALL THIS TIME (Granite, ASCAP/Coolwell, ASCAP) HL	ASCAP/HL	73 HOMETOWN ADVANTAGE (SBK April, ASCAP/Music City, ASCAP/Milhouse, BMI)	ASCAP/HL	76 DON'T YOU EVER GET TIRED (OF HURTING ME) (Tree, BMI) HL	ASCAP/HL
42 BABY'S GOTTEN GOOD AT GOODBYE (Co-Heart, BMI/Muy Bueno, BMI)	BMI/Muy Bueno, BMI	59 HOUSTON SOLUTION (Screen Gems-EMI, BMI/Scarlett Moon, BMI/MCA, ASCAP/Don Schiltz, ASCAP)	BMI/Scarlett Moon, BMI/MCA, ASCAP/Don Schiltz, ASCAP	66 DOWN THAT ROAD TONIGHT (Jeffwho, ASCAP/Bughouse, ASCAP/Mopage, BMI/Warner-Elektra-Asylum, BMI/Moon & Stars, BMI/Screen Gems-EMI, BMI) WBM	ASCAP/Bughouse, ASCAP/Mopage, BMI/Warner-Elektra-Asylum, BMI/Moon & Stars, BMI/Screen Gems-EMI, BMI) WBM
28 BACK IN THE FIRE (PolyGram International, ASCAP/Songs De Burgo, ASCAP/Lodge Hall, ASCAP) HL/CPP	PolyGram International, ASCAP/Songs De Burgo, ASCAP/Lodge Hall, ASCAP) HL/CPP	71 HOW DO (Getarealjob, ASCAP)	ASCAP	67 DEAR ME (Acuff-Rose, BMI/Artin, BMI) CPP	ASCAP/Terrace, ASCAP) HL/CPP
13 BETTER MAN (Howlin'/Hits, ASCAP)	ASCAP	86 I CAME STRAIGHT TO YOU (Tree, BMI/Cross Keys, ASCAP)	ASCAP	40 DON'T QUIT ME NOW (Texascity, BMI/Ah Rollins, BMI/Screen Gems-EMI, BMI/Moon & Stars, BMI) HL/WBM	BMI/Screen Gems-EMI, BMI/Moon & Stars, BMI) HL/WBM
30 BEYOND THOSE YEARS (WB, ASCAP/Two Sons, ASCAP/Warner-Tamerlane, BMI)	ASCAP/Warner-Tamerlane, BMI)	22 I DON'T WANT TO SPOIL THE PARTY (SBK Blackwood, BMI/ATV, BMI/MacLen, BMI) HL	SBK Blackwood, BMI/ATV, BMI/MacLen, BMI) HL	6 6 DON'T TOSS US AWAY (Lionrich Music)	Lionrich Music)
10 BIG DREAMS IN A SMALL TOWN (WB, ASCAP/Uncle Beave, ASCAP/Warner-Tamerlane, BMI/Bunch Of Guys, BMI) WBM	ASCAP/Warner-Tamerlane, BMI/Bunch Of Guys, BMI) WBM	97 I FEEL FINE (SBK Blackwood, BMI/ATV, BMI) HL	SBK Blackwood, BMI/ATV, BMI) HL	74 DON'T YOU EVER GET TIRED (OF HURTING ME) (Tree, BMI) HL	Tree, BMI) HL
63 BIG LOVE (Bellamy Bros., ASCAP)	Bellamy Bros., ASCAP)	1 I GOT YOU (Coal Dust West, BMI)	Coal Dust West, BMI)	66 DOWN THAT ROAD TONIGHT (Jeffwho, ASCAP/Bughouse, ASCAP/Mopage, BMI/Warner-Elektra-Asylum, BMI/Moon & Stars, BMI/Screen Gems-EMI, BMI) WBM	ASCAP/Bughouse, ASCAP/Mopage, BMI/Warner-Elektra-Asylum, BMI/Moon & Stars, BMI/Screen Gems-EMI, BMI) WBM
85 BLUE SUEDE BLUES (Music City, ASCAP/Combine, ASCAP)	Music City, ASCAP/Combine, ASCAP)	37 I KNOW WHAT I'VE GOT (Crowman, ASCAP/Warner-Elektra-Asylum, BMI/Silbar Songs, ASCAP/Lorimar, BMI) WBM	Crowman, ASCAP/Warner-Elektra-Asylum, BMI/Silbar Songs, ASCAP/Lorimar, BMI) WBM	93 EXCEPTION TO THE RULE (Cross Keys, ASCAP/Terrace, ASCAP) HL/CPP	ASCAP/Terrace, ASCAP) HL/CPP
55 BLUES STAY AWAY FROM ME (Songs Of PolyGram, BMI/Lionel Delmore, BMI/Vidor Publications, BMI/Fort Knox, BMI/Trio, BMI) HL	Songs Of PolyGram, BMI/Lionel Delmore, BMI/Vidor Publications, BMI/Fort Knox, BMI/Trio, BMI) HL	34 I NEED A WIFE (Back Nine, ASCAP/Mota, ASCAP)	Back Nine, ASCAP/Mota, ASCAP)	18 FAIR SHAKE (SBK April, ASCAP/Uncle Artie, ASCAP/Lawyer's Daughter, BMI) HL/CPP	SBK April, ASCAP/Uncle Artie, ASCAP/Lawyer's Daughter, BMI) HL/CPP
99 BUT YOU WILL (Razzy Bailey, ASCAP/Malluf, ASCAP)	Razzy Bailey, ASCAP/Malluf, ASCAP)	89 I NEVER HAD A CHANCE WITH YOU (Screen Gems-EMI, BMI/Coltins, BMI)	Screen Gems-EMI, BMI/Coltins, BMI)	58 FELLOW TRAVELERS (PolyGram International, ASCAP) HL	PolyGram International, ASCAP) HL
25 CALL ON ME (Irving, BMI) CPP	Irving, BMI) CPP	94 I WISH I WAS STILL IN YOUR DREAMS (Tree, BMI/Cross Keys, ASCAP) HL	Tree, BMI/Cross Keys, ASCAP) HL	65 FRONTIER JUSTICE (Bobby Fischer, ASCAP/Serenity Manor, ASCAP/Chriswald, ASCAP/Hopi Sound, ASCAP)	Bobby Fischer, ASCAP/Serenity Manor, ASCAP/Chriswald, ASCAP/Hopi Sound, ASCAP)
7 THE CHANCE YOU TAKE (Morganactive, ASCAP/You & I, ASCAP/Dejamas, ASCAP/Nashion, BMI) HL/CPP	Morganactive, ASCAP/You & I, ASCAP/Dejamas, ASCAP/Nashion, BMI) HL/CPP	39 I WONDER WHAT SHE'S DOING TONIGHT (Cross Keys, ASCAP/Tree, BMI/Alabama Band, ASCAP) HL	Cross Keys, ASCAP/Tree, BMI/Alabama Band, ASCAP) HL	43 THE HEART (SBK Blackwood, BMI/Resaca, BMI) HL	SBK Blackwood, BMI/Resaca, BMI) HL
1 THE CHURCH ON CUMBERLAND ROAD (Little Big Town, BMI/American Made, BMI/Wee B, ASCAP) WBM	Little Big Town, BMI/American Made, BMI/Wee B, ASCAP) WBM	24 IF I EVER GO CRAZY (Rick Hall, ASCAP)	Rick Hall, ASCAP)	69 HEARTBREAK HILL (Sorghum, ASCAP/Irving, BMI) CPP	Sorghum, ASCAP/Irving, BMI) CPP
32 COME FROM THE HEART (SBK April, ASCAP/GSC, ASCAP/Lion Hearted, ASCAP) HL	SBK April, ASCAP/GSC, ASCAP/Lion Hearted, ASCAP) HL	9 IF I HAD YOU (Acuff-Rose, BMI/Tioaga Street, BMI/Hear No Evil, BMI) CPP	Acuff-Rose, BMI/Tioaga Street, BMI/Hear No Evil, BMI) CPP	88 HEAVEN ONLY KNOWS (Irving, BMI)	Irving, BMI)
84 DAYDREAM (Hudson Bay, BMI)	Hudson Bay, BMI)	57 IF I NEVER SEE MIDNIGHT AGAIN (MCA, ASCAP/Don Schiltz, ASCAP/Colgams-EMI, ASCAP) WBM	MCA, ASCAP/Don Schiltz, ASCAP/Colgams-EMI, ASCAP) WBM	3 HEY BOBBY (Wooden Wonder, SESAC) HL	Wooden Wonder, SESAC) HL
54 DEAR ME (Acuff-Rose, BMI/Artin, BMI) CPP	Acuff-Rose, BMI/Artin, BMI) CPP	49 I'LL BE LOVIN' YOU (MCA, ASCAP/Don Schiltz, ASCAP/Screen Gems-EMI, BMI/Scarlett Moon, BMI) HL/CPP	MCA, ASCAP/Don Schiltz, ASCAP/Screen Gems-EMI, BMI/Scarlett Moon, BMI) HL/CPP		
40 DON'T QUIT ME NOW (Texascity, BMI/Ah Rollins, BMI/Screen Gems-EMI, BMI/Moon & Stars, BMI) HL/WBM	Texascity, BMI/Ah Rollins, BMI/Screen Gems-EMI, BMI/Moon & Stars, BMI) HL/WBM	90 I'M A ONE WOMAN MAN (Cedarwood, BMI) WBM	Cedarwood, BMI) WBM		
6 6 DON'T TOSS US AWAY (Lionrich Music)	Lionrich Music)	26 I'M NO STRANGER TO THE RAIN (Tree, BMI) HL	Tree, BMI) HL		
74 DON'T YOU EVER GET TIRED (OF HURTING ME) (Tree, BMI) HL	Tree, BMI) HL	44 IN A LETTER TO YOU (SBK Blackwood, BMI/Dennis Linde, BMI)	SBK Blackwood, BMI/Dennis Linde, BMI)		
66 DOWN THAT ROAD TONIGHT (Jeffwho, ASCAP/Bughouse, ASCAP/Mopage, BMI/Warner-Elektra-Asylum, BMI/Moon & Stars, BMI/Screen Gems-EMI, BMI) WBM	ASCAP/Bughouse, ASCAP/Mopage, BMI/Warner-Elektra-Asylum, BMI/Moon & Stars, BMI/Screen Gems-EMI, BMI) WBM	5 IS IT STILL OVER (Ensign, BMI/Larry Henley, BMI) CPP	Ensign, BMI/Larry Henley, BMI) CPP		
93 EXCEPTION TO THE RULE (Cross Keys, ASCAP/Terrace, ASCAP) HL/CPP	Cross Keys, ASCAP/Terrace, ASCAP) HL/CPP	91 IT'S A NATURAL THING (Beginner, ASCAP/Milene, ASCAP) CPP	Beginner, ASCAP/Milene, ASCAP) CPP		
18 FAIR SHAKE (SBK April, ASCAP/Uncle Artie, ASCAP/Lawyer's Daughter, BMI) HL/CPP	SBK April, ASCAP/Uncle Artie, ASCAP/Lawyer's Daughter, BMI) HL/CPP	82 I'VE HAD ENOUGH OF YOU (Chip'N'Dale, ASCAP)	Chip'N'Dale, ASCAP)		
58 FELLOW TRAVELERS (PolyGram International, ASCAP) HL	PolyGram International, ASCAP) HL	78 JOHNNY LUCKY AND SUZI 66 (Ensign, BMI/Screen Gems-EMI, BMI)	Ensign, BMI/Screen Gems-EMI, BMI)		
65 FRONTIER JUSTICE (Bobby Fischer, ASCAP/Serenity Manor, ASCAP/Chriswald, ASCAP/Hopi Sound, ASCAP)	Bobby Fischer, ASCAP/Serenity Manor, ASCAP/Chriswald, ASCAP/Hopi Sound, ASCAP)	81 LIBYAN ON A JET PLANE (Cherry Lane, ASCAP)	Cherry Lane, ASCAP)		
43 THE HEART (SBK Blackwood, BMI/Resaca, BMI) HL	SBK Blackwood, BMI/Resaca, BMI) HL	21 LIKE FATHER LIKE SON (Scarlett Moon, BMI/Don Schiltz, ASCAP/Almo, ASCAP) CPP	Scarlett Moon, BMI/Don Schiltz, ASCAP/Almo, ASCAP) CPP		
69 HEARTBREAK HILL (Sorghum, ASCAP/Irving, BMI) CPP	Sorghum, ASCAP/Irving, BMI) CPP	17 LOVE OUT LOUD (Screen Gems-EMI, BMI/Bethlehem, BMI)	Screen Gems-EMI, BMI/Bethlehem, BMI)		
88 HEAVEN ONLY KNOWS (Irving, BMI)	Irving, BMI)	14 LOVE WILL (Songs Of Polygram, BMI/GID Music, ASCAP) HL/CPP	Songs Of Polygram, BMI/GID Music, ASCAP) HL/CPP		
3 HEY BOBBY (Wooden Wonder, SESAC) HL	Wooden Wonder, SESAC) HL	31 LOVIN' ONLY ME (EST, BMI)	EST, BMI)		
		48 MANY MANSIONS (Mid-Summer, ASCAP/AMR, ASCAP/EEG, ASCAP/Whiteheath, ASCAP)	Mid-Summer, ASCAP/AMR, ASCAP/EEG, ASCAP/Whiteheath, ASCAP)		
		73 MEM'RIES (Careers, BMI) CPP	Careers, BMI) CPP		
		76 MIDNIGHT TRAIN (Cabin Fever, BMI/Miss Hazel, BMI)	Cabin Fever, BMI/Miss Hazel, BMI)		
		47 MUCH TOO YOUNG (TO FEEL THIS DAMN OLD) (Major Bob, ASCAP)	Major Bob, ASCAP)		
		33 MY TRAIN OF THOUGHT (Termite, ASCAP/Bughouse, ASCAP/Famous, ASCAP) CPP	Termite, ASCAP/Bughouse, ASCAP/Famous, ASCAP) CPP		
		80 NEVER SAY NEVER (Rick Hall, ASCAP)	Rick Hall, ASCAP)		
		60 NEW FOOL AT AN OLD GAME (Chappell, ASCAP/EEG,	Chappell, ASCAP/EEG,		

## COMING SOON

A WEEKLY PREVIEW OF UPCOMING VIDEO RELEASES\*

TITLE (MPAA RATING) STARS STUDIO/LIST PRICE	PREBOOK CUTOFF (STREET DATE)	BOX OFFICE IN MILLIONS (# OF SCREENS)	P-O-P AVAIL- ABILITY
<b>BURNING SECRET (PG)</b> Faye Dunaway, Klaus Maria Brandauer Vestron/\$89.98	5/3/89 (5/24/89)	\$0.1232 (16)	Poster
<b>COMING TO AMERICA (R)</b> Eddie Murphy Paramount/NA	5/2/89 (5/17/89)	\$128.1 (2064)	Poster, Standee, Banner
<b>EVERYBODY'S ALL-AMERICAN (R)</b> Dennis Quaid, Jessica Lange Warner/\$89.95	5/4/89 (5/24/89)	\$12.5 (1123)	Poster, Standee
<b>HALLOWEEN 4 (R)</b> Donald Pleasence CBS/Fox/\$89.98	5/2/89 (5/18/89)	\$17.7 (1692)	Poster
<b>PUMPKINHEAD (R)</b> Lance Henriksen, John DiAquino MGM/UA/\$89.95	5/4/89 (5/23/89)	\$4.3 (353)	Poster, Standee, Counter Display
<b>SPELL BINDER (R)</b> Kelly Preston, Timothy Daly CBS/Fox/\$79.98	5/2/89 (5/18/89)	\$1.9 (326)	Poster

\* INFORMATION FURNISHED BY VIDEO FORECASTER.

### OTHER TITLES

<b>THE BRUTE</b> Katy Jurado, Pedro Armendariz Cinematheque/\$59.95 Prebook cutoff: none; Street: none	<b>THE MILKY WAY</b> Michel Piccoli, Delphine Seyrig Cinematheque/\$59.95 Prebook cutoff: none; Street: none
<b>CITY LIGHTS</b> Charlie Chaplin CBS/Fox/\$19.98 Prebook cutoff: none; Street: 4/20/89	<b>MODERN TIMES</b> Charlie Chaplin CBS/Fox/\$19.98 Prebook cutoff: none; Street: 4/20/89
<b>THE DIARY OF A CHAMBERMAID</b> Jeanne Moreau, Michel Piccoli Cinematheque/\$59.95 Prebook cutoff: none; Street: none	<b>MONSIEUR VERDOUX</b> Charlie Chaplin CBS/Fox/\$19.98 Prebook cutoff: none; Street: 4/20/89
<b>THE DISCREET CHARM OF THE BOURGEOISIE</b> Fernando Rey, Delphine Seyrig Cinematheque/\$59.95 Prebook cutoff: none; Street: none	<b>MYSTERIOUS ISLAND</b> Michael Craig RCA/Columbia/\$19.95 Prebook cutoff: none; Street: 6/8/89
<b>FIRST MEN IN THE MOON</b> Edward Judd RCA/Columbia/\$19.95 Prebook cutoff: none; Street: 6/8/89	<b>OBSESSION: A TASTE FOR FEAR</b> Virginia Hey Imperial/\$89.95 Prebook cutoff: 4/26/89; Street: 5/24/89
<b>THE GOLDEN VOYAGE OF SINBAD</b> John Phillip Law RCA/Columbia/\$19.95 Prebook cutoff: none; Street: 6/8/89	<b>ARNOLD PALMER: THE SCORING ZONE</b> Instructional Vestron/\$39.98 Prebook cutoff: 4/28/89; Street: 5/24/89
<b>THE GREAT DICTATOR</b> Charlie Chaplin CBS/Fox/\$19.98 Prebook cutoff: none; Street: 4/20/89	<b>ARNOLD PALMER: PRACTICE LIKE A PRO</b> Instructional Vestron/\$39.98 Prebook cutoff: 4/28/89; Street: 5/24/89
<b>JASON AND THE ARGONAUTS</b> Todd Armstrong RCA/Columbia/\$19.95 Prebook cutoff: none; Street: 6/8/89	<b>THE PHANTOM OF LIBERTY</b> Jean-Claude Brialy, Monica Vitti Cinematheque/\$59.95 Prebook cutoff: none; Street: none
<b>A KING IN NEW YORK</b> Charlie Chaplin CBS/Fox/\$19.98 Prebook cutoff: none; Street: 4/20/89	<b>SUSANA</b> Rosita Quintana, Fernando Soler Cinematheque/\$59.95 Prebook cutoff: none; Street: none
<b>LASSIE: WELL OF LOVE</b> Lassie Wood Knapp/\$14.95 Prebook cutoff: none; Street: 4/17/89	<b>VIETNAM WAR STORY II</b> Tim Guinee, Tate Donovan, David Niedorf HBO/\$79.99 Prebook cutoff: none; Street: 4/26/89
<b>LIMELIGHT</b> Charlie Chaplin CBS/Fox/\$19.98 Prebook cutoff: none; Street: 4/20/89	<b>A WOMAN WITHOUT LOVE</b> Rosario Grenados, Julio Villareal Cinematheque/\$59.95 Prebook cutoff: none; Street: none
<b>THE LONE RANGER AND THE LOST CITY OF GOLD</b> Clayton Moore, Jay Silverheels Wood Knapp/\$14.95 Prebook cutoff: none; Street: 4/17/89	<b>WUTHERING HEIGHTS</b> Irasema Dilian, Jorge Mistral Cinematheque/\$59.95 Prebook cutoff: none; Street: none

To get your company's new video releases listed, send the following information—title, performers, distributor/manufacturer, format(s), prebook cutoff, ship date, box-office gross, and suggested list price (if available)—to Video Releases, Billboard, 1515 Broadway, New York, N.Y. 10036

## 'E.T.' Comes Home To Haunt AVA Price-Protection Issue Dominates Panel

BY EARL PAIGE

NEW ORLEANS Lingerin bitterness from mass-merchant and price-club discounting on "E.T. The Extra-Terrestrial," and fear that more of the same will limit independent video dealers' sell-through efforts in the future dominated a manufacturer panel here April 15, during the sixth annual American Video Assn. convention at the Fairmont Hotel.

Vigorous questioning caused both a clamor of response from the panel and, at one point, a dramatic, stunned silence when one attendee suggested a novel approach to price protection for rental titles that are repriced for sell-through.

Gary Montemagni, operator of Movies & More, Chicopee, Mass., asked if retailers' initial purchases could qualify for later discounts. "If I buy 20 copies of 'Big' at \$64-\$66, then how about selling us 20 when it comes out at \$29.95 or something at \$7? At least we could get some kind of jump on everybody," he said.

Exuberant applause met the one positive response when panelist Danny Koppels, executive VP of Magnum Entertainment, said it should be no problem for his label to include a rebate certificate in rental copies redeemable for the lower sell-through cost.

Richard Cohen, VP with Buena

Vista Home Video and under fire throughout the session, was amenable to the suggestion, but said he would like to run the idea by legal personnel. Another panelist, Al

### 'We walk a fine line with respect to mass merchants'

Rueben, senior VP of sales, marketing, and distribution for Vestron Video, said, "I don't know. We have 13 distributors with 80 branches [I would like to confer with]."

With typical irreverence in tweaking a rival wholesaler, John Farr, VP of sales for Commtron and the sole distributor representative on the panel, said, "I would like to announce that Baker & Taylor will be offering rental product for \$7 when it goes down to sell-through price."

Although moderator Seth Goldstein, senior editor at T.W.I.C.E. magazine, initially steered the session toward analyzing a balance between depth of copy and breadth of copy, time and again the "E.T." issue flared as when one attendee described price club activity as "ludicrous." John English, owner of MultiVideo in suburban Los Angeles, asked how price outlets

could "sell below Commtron cost."

Farr replied that, essentially, wholesalers are often "bidding" and pressured by the numbers studios require "when it comes to Wal-Mart" and other mass merchandisers. While he said "Cinderella" and "E.T." will help future sell-through business, discounting on the two titles "created a black eye in a couple of situations."

Both Farr and Rueben stressed the need to police what they described as actual "functionality." Rueben was greeted with loud applause when he said Vestron went back and "rebilled" accounts for the difference in situations where "Dirty Dancing" was sold by racks "as if they were distributors," therefore not providing functionality.

As in other panels, Phar-Mor was cited as one villain, as when Mike Stanovich, operator of Murrsville Network Video in suburban Pittsburgh, angrily inquired how discounters could obtain co-op.

Cohen said the question "is both a company attitude and philosophy question and a legal one" and that "our hands were tied when Phar-Mor played the same type of game. We were infuriated. We stuck them on a technicality," he said, in refusing co-op on "Cinderella."

"Frankly, we walk a fine line (Continued on page 44)

## Vid Stores Profit By Sales Staffs With 'A Fire In The Belly' Extras Mean The Most, Says AVA Panel

NEW ORLEANS It is the accumulative effect that spells success for video store operators—merchandising ideas, special services and products, and the managerial skills required to get employees to execute such schemes.

These conclusions came from four panelists from considerably different operations at an April 14 seminar at the sixth American Video Assn. convention here. The only single-store operator, Micky Mantos, president of M&M Video Systems in Houston, has a 20,000-square-foot outlet principally geared to hardware. Roger Gould Jr. of Essex, Conn., operator of three Valley Shore Video outlets, has trimmed down from seven to "fewer but bigger stores," and also has a Hallmark card and gift shop. Tom Daugherty, AVA interim chairman, is co-owner of two Hayden Lake, Idaho, North Of Hollywood stores. Jim Salzer, perhaps best known as a director of the Video Software Dealers Assn., heads a video store and a record store in Ventura, Calif. Each panelist offered totally unique ideas.

Both Salzer and Gould, however, profit from having stores in another product area. Having long diversified from records into gifts, novelties, and even a smoke shop at his Salzer's Merchantile store, which opened in 1966, Salzer tried a number of ideas and products

brought over to the video store, Salzer's Video, opened in 1985.

"About the only thing that ever worked were food items," he said, adding that one added element has proved crucial: "The mechanics of selling, the act, the energy. Renting all day long gets boring. Our record store clerks are more aggressive," said Salzer, adding that in employees he wants a passion "that's really fire in the belly."

More recently, Salzer has expanded the food selection to the point of grossing \$1,500 weekly. "I call it superette," said Salzer, whose motto on TV spots is "Get a dinner and a show to go."

Gould, on the other hand, has found gift items discovered at trade shows attended primarily for the interest of the card shop, "often do even better over in the video stores." Gould also rents videos in his card shop. "I'm told we're the only such store in New England."

A button-making machine, purchased for the card shop, ended up being used to manufacture buttons from cut-up designs made of the art from video point-of-purchase posters and standees. "The buttons cost us next to nothing and sell for \$1.49 to nonmembers and 99 cents to members."

Gould also observed how new display racks "allow us to change the look of the store in an hour." Vending machines are also being installed in the wall. "We can even

put a reserved movie in a slot addressed to a member's particular card" for retrieval any time, 24 hours a day.

Although offering a blitz of merchandising ideas, including Nintendo tournaments to complement his rental action, Daugherty stressed staff training and surprised the audience with a staff dress rule of no jeans on Fridays and Saturdays. "That's when we meet the most customers. We want to give them a better look."

Daugherty's points on attitude: "Always be cheerful. Exchange pleasantries. Don't become overzealous but try to strike that happy medium that makes the customer want to return. Go the extra mile, do the little detail deed that evokes a warm appreciation . . . Even if you have a nasty customer, kill 'em with kindness, it works."

Incredible competition in Houston, explained Mantos, has forced him to turn his 8-year-old store more toward hardware. "The biggest battle has been with Phar-Mor, that's a drug store with 10,000 movies at 59 cents that's within shouting distance of us." He also cited Safeway and Blockbuster as competitive factors that are decreasing his weekly rental income from \$3,000 for Fridays-Sundays "and \$800 most weekdays" to a figure he chose not to reveal.

(Continued on next page)

## AVA PANEL OUTLINES SURVIVAL

(Continued from page 5)

Stanhope later told Billboard, "There is no suggestion of irregularity. It's just that there's nothing spelled out."

Both Power and interim chairman Tom Daugherty, owner of two North Of Hollywood stores in Hayden Lake, Idaho, assured members that there would be full disclosure when AVA's fiscal year ends May 31.

Part of the disclosure will be the declaration of a rebate to members, effective in August. This profit-sharing rebate, targeted at 5% of purchases, is running at a rate that could hit 5.7%.

Sales to "outside" (i.e., nonmember) retailers are actually a way for AVA to increase its members' profits and add clout with suppliers, insisted Daugherty and Power. Without nonmember sales, the rebate would be only 4.2%, "whereas now it's 5.7%," said Power.

Another sign of the stress created in changing over to member ownership is the resignation of four of the eight directors on the AVA board (Billboard, April 15). At the opening session, moreover, Power announced the resignation of Mark Johnson, who was with AVA for seven years, most recently as VP of operations.

Johnson, however, said, "I have nothing derogatory to say about AVA," and explained he was returning to Massachusetts, where he lived originally. Various board members explained that the recent resignations of directors were not due to AVA problems: Either they had sold their stores or they wanted to devote more time to their businesses. However, in at least one case, a resigning director did indicate philosophical differences existed with the AVA.

Meanwhile, AVA's clout as a buying co-op appears to be growing. It was noted at the convention, for example, that the average store count of members has jumped to 2.2 from 1.9 stores a year ago. AVA now claims to have 2,500 members, a significant portion of the video specialist universe.

Monty Crandon, head of corporate buying at AVA's warehouse in Chandler, Ariz., said the value of the group's annual prerecorded video purchases has risen to \$157 million, and "our increases with Commtron Corp. are running between 12%-14%." John Farr, VP of sales for Commtron and AVA's endorsed supplier, also praised AVA's

growth.

Video producers also turned out for the AVA confab. Both Warner Home Video and Walt Disney Home Video exhibited at the convention for the first time this year, and Al Reuben, senior VP of marketing and sales for Vestron, appeared as a panelist.

The session in which he participated revealed lingering bitterness over deep discounting of "E.T." and "Cinderella" by mass merchandise chains and price-club-type outlets.

"[Video dealers] need to get beyond that," commented Farr, "but I understand how they feel that other big sell-through titles might result in the same problems." Richard Cohen, senior VP of Buena Vista Home Video, who was also on the panel, said Buena Vista's subsidiary Walt Disney Home Video was infuriated by discounting practices on "Cinderella" and that the manufacturer intends to support video store sell-through efforts.

Both Farr and Reuben stressed that the studios need to ensure that "functionality" is provided by racks servicing discounters; in other words, racks must earn their own discounts.

While AVA members still struggle with video sell-through, John Maioriello, president of J.D. Store Equipment, claimed some video specialty stores are strongly interested in entering the prerecorded audio market. He said Jack Eugster, president of the Musicland Group, had told him he was surprised that video specialty dealers have waited so long to add audio products.

In perhaps the most dramatic sign that AVA members are moving into new product and service areas, a panel on renting video cartridge games stunned Power. He said he had guessed 60% of AVA members were renting games, "but it looks like 90%." Panelists and attendees both spoke of tapping an entirely new customer base via video games.

## AVA PANEL CITES EXTRAS

(Continued from preceding page)

Mantos, however, stressed that stores can emphasize VCRs and camcorders "without having to hire staff who know the difference between all the different models of everything." His solution is a special price-comparison catalog provided by AVA. M&M customers are encouraged to shop elsewhere and then come back for a discount.

"I don't tell our people to ever recommend Sam's Wholesale Club or Wal-Mart," said Mantos. "If you do that, you've just lost a sale."

M&M also vigorously promotes its 4,000-name customer base with monthly letters plugging both new software and the hardware deals.

While all four panelists contrasted sharply in their operations, there was one point of unanimity. When a woman in the audience inquired if any of the panelists are using Rentrak, the controversial revenue-sharing program and the subject of a seminar here, all replied that they are not. A sprinkling of hands were raised from the audience in response to a quick poll regarding Rentrak use.

EARL PAIGE

FOR WEEK ENDING APRIL 29, 1989

Billboard

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

# TOP VIDEOCASSETTES RENTALS

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
			★ ★ NO. 1 ★ ★				
1	6	3	BIG	CBS-Fox Video 4754	Tom Hanks	1988	PG
2	1	7	A FISH CALLED WANDA	CBS-Fox Video 4752	John Cleese Jamie Lee Curtis	1988	R
3	3	4	CROCODILE DUNDEE II	Paramount Pictures Paramount Home Video 32147	Paul Hogan Linda Kozlowski	1988	PG
4	2	11	DIE HARD	CBS-Fox Video 1666	Bruce Willis Bonnie Bedelia	1988	R
5	5	7	BIG BUSINESS	Touchstone Pictures Touchstone Home Video 605	Bette Midler Lily Tomlin	1988	PG
6	4	7	MIDNIGHT RUN	Universal City Studios MCA Home Video 80810	Robert De Niro Charles Grodin	1988	R
7	7	7	MARRIED TO THE MOB	Orion Pictures Orion Home Video 8726	Michelle Pfeiffer Matthew Modine	1988	R
8	8	11	BULL DURHAM	Orion Pictures Orion Home Video 8722	Kevin Costner Susan Sarandon	1988	R
9	11	3	BETRAYED	MGM/UA Home Video M800945	Debra Winger Tom Berenger	1988	R
10	10	4	CLEAN AND SOBER	Warner Bros. Inc. Warner Home Video 11824	Michael Keaton Kathy Baker	1988	R
11	9	4	PUNCHLINE	RCA/Columbia Pictures Home Video 6-25010	Sally Field Tom Hanks	1988	R
12	14	4	MOON OVER PARADOR	Universal City Studios MCA Home Video 80802	Richard Dreyfuss Raul Julia	1988	PG-13
13	12	12	THE DEAD POOL	Warner Bros. Inc. Warner Home Video 11810	Clint Eastwood	1988	R
14	13	11	THE PRESIDIO	Paramount Pictures Paramount Home Video 31978	Sean Connery Mark Harmon	1988	R
15	15	5	IRON EAGLE II	IVE 63258	Louis Gossett Jr.	1988	PG
16	NEW ▶		BAT 21	Tri-Star Pictures Media Home Entertainment M012021	Gene Hackman Danny Glover	1988	R
17	NEW ▶		HELLBOUND: HELLRAISER II	New World Entertainment New World Video A88045	Claire Higgins Ashley Laurence	1988	R
18	16	14	YOUNG GUNS	Morgan Creek Productions Vestron Video 5267	Emilio Estevez Kiefer Sutherland	1988	R
19	NEW ▶		MYSTIC PIZZA	Samuel Goldwyn Virgin Vision 70035	Annabeth Gish Julia Roberts	1988	R
20	18	15	RED HEAT	IVE 66057	A. Schwarzenegger James Belushi	1988	R
21	17	22	THREE MEN AND A BABY	Touchstone Pictures Touchstone Home Video 658	Tom Selleck Steve Guttenberg	1987	PG
22	19	13	THE GREAT OUTDOORS	Universal City Studios MCA Home Video 80811	Dan Aykroyd John Candy	1988	PG
23	20	5	MESSENGER OF DEATH	Cannon Films Inc. Media Home Entertainment M012022	Charles Bronson	1988	R
24	26	3	PLATOON LEADER	Cannon Films Inc. Media Home Entertainment M012011	Michael Dudikoff	1988	R
25	NEW ▶		STEALING HOME	Warner Bros. Inc. Warner Home Video 11818	Mark Harmon Jodie Foster	1988	PG-13
26	21	7	HERO AND THE TERROR	Cannon Films Inc. Media Home Entertainment M012020	Chuck Norris Steve James	1988	R
27	23	6	FEDS	Warner Bros. Inc. Warner Home Video 11828	Rebecca DeMornay Mary Gross	1988	PG-13
28	29	15	THE UNBEARABLE LIGHTNESS OF BEING	Orion Pictures Orion Home Video 8721	Daniel Day-Lewis Juliette Binoche	1988	R
29	33	2	MAC AND ME	Orion Pictures Orion Home Video 8728	Christine Ebersole Jonathan Ward	1988	PG
30	22	9	THE GOOD MOTHER	Touchstone Pictures Touchstone Home Video 610	Diane Keaton	1988	R
31	24	9	CADDYSHACK II	Warner Bros. Inc. Warner Home Video 11791	Jackie Mason Chevy Chase	1988	PG
32	25	8	POLTERGEIST III	MGM/UA Home Video M800940	Tom Skerritt Nancy Allen	1988	PG-13
33	28	4	THE BIG BLUE	RCA/Columbia Pictures Home Video 6-25008	Jean-Marc Barr Rosanna Arquette	1988	PG
34	32	9	ELVIRA MISTRESS OF THE DARK	New World Entertainment New World Video A88002	Elvira	1988	PG-13
35	39	15	MONKEY SHINES	Orion Pictures Orion Home Video 2766	Jason Beghe John Pankow	1988	R
36	31	5	IMAGINE: JOHN LENNON	Warner Bros. Inc. Warner Home Video 11819	John Lennon Yoko Ono	1988	R
37	34	17	SHORT CIRCUIT 2	Tri-Star Pictures RCA/Columbia Home Video 6-27008	Fisher Stevens Michael McKean	1988	PG
38	27	10	WAXWORK	Vestron Pictures Inc. Vestron Video 5290	Zach Galligan Deborah Foreman	1988	NR
39	NEW ▶		THE CHOCOLATE WAR	M.C.E.G. Home Ent. Forum Home Video 89001	John Glover Ilan Mitchell Smith	1988	R
40	30	5	BLACK EAGLE	Imperial Entertainment 1802	Sho Kosugi Jean Claude Van Damme	1988	R

◆ ITA gold certification for a minimum sale of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. ◇ ITA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least, 50,000 units and \$2 million at suggested retail for nontheatrical titles.

**240 VIDEO TITLES in 2 sq.ft. for counter or wall display.**

Write or call for FREE sample

**Browser**  
DISPLAY SYSTEMS  
CHICAGO ONE STOP, INC.  
401 West Superior • Chicago, IL 60610  
Phone: 312-822/0822 • Tollfree: 800-822/4410



**Mock Turtle.** Distributor Baker & Taylor supported its hot-selling Teenage Mutant Ninja Turtles line at Instant Replay in Pittsburgh with a store visit by Leonardo, one of the Turtle characters.

## VSDA Rallies Forces To Fight Restrictive Laws

BY EDWARD MORRIS

NASHVILLE The Video Software Dealers Assn. is keeping a cautious eye on impending regulatory legislation in Missouri, Texas, and Ohio and has joined the Motion Picture Assn. of America in trying to roll back a restrictive video rental law already on the books in Tennessee.

To blunt impending laws, VSDA is relying on its Legislative Report mailings to members, each of which carries a designation of "alert," "update," "call to action," or "emergency." In each instance, members are supplied with "recommended action" advice.

The Missouri proposal (House Bill 225) changes the existing definitions of "obscene" and "pornographic to minors" to extend to "material appealing to morbid interest in violence depicted in a patently offensive way." And it further requires such material to be displayed in areas inaccessible to minors and prohibits sale or rental of videos involving such material to minors.

The Ohio bill (HB 296) would prohibit sale or rental to minors of videos that contain "extreme violence, sexual activity, or nudity."

And the Texas legislation (HB 328) is aimed at preventing sales or rentals of "graphically violent" videos to minors.

None of the bills has yet been enacted into law.

In another area, however, the VSDA has joined the MPAA and a Tennessee video dealer in asking for an injunction against a state law that requires videos to carry the MPAA advisory ratings and prohibits ones carrying the X rating from being sold or rented to minors.

The suit was filed in U.S. District Court here in early April with MPAA, VSDA, and video dealer James K. Smith as plaintiffs, and the governor and attorney general of Tennessee as defendants.

**"Hey, Jason and Freddy, you should watch this picture. You might learn a thing or two..."** —*The Washington Times*

**"...Terrific special effects...frequently dazzling camera work."**  
—*Richmond Times-Dispatch*

- Based on Gary Brandner's (*The Howling, Cat People*) international best-selling novel.
- 1989 theatrical release
- Featuring **Mel Harris** (*Thirtysomething*), **Cotter Smith** (*Lady Beware*), **Tab Hunter** and 10 year old **Scott Curtis**.
- Spectacular special effects by **Carlo Rambaldi**. Winner of three Academy Awards for his work on *Alien*, *King Kong*, and his masterpiece *E.T.*

### Purchase A "Cameron's Couple" And Save!

Estimated Dealer Cost Comparison

	Dealer Price
Single Unit Purchase @ \$89.95	\$ 65.50
Two Single Unit Purchases	\$131.00
"Cameron's Couple" Purchase	\$114.90
	<b>\$131.00-\$114.90=\$16.10 SAVINGS!!*</b>

\*Estimated dealer savings for every two units purchased. Actual amount may vary. Ask your distributor for more details.

**Pre-Order Date: May 2, 1989**

**Street Date: May 25, 1989**

**\$89.95**

### Fill Your Closet With Great Clothing From L.L. Bean

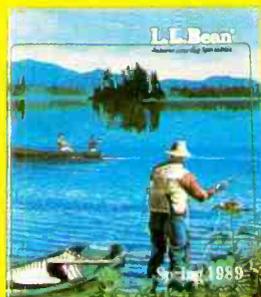
Winners in the *SVS Fill Your Closet Sweepstakes* can take their pick of fabulous merchandise from the popular L.L. Bean mail order catalog. L.L. Bean, famous for products of the highest quality, features a great selection of casual wear, sporting goods, luggage and many other items. No purchase is necessary so don't delay, enter today!

**Grand Prize**  
\$2,500 L.L. Bean Gift Certificate

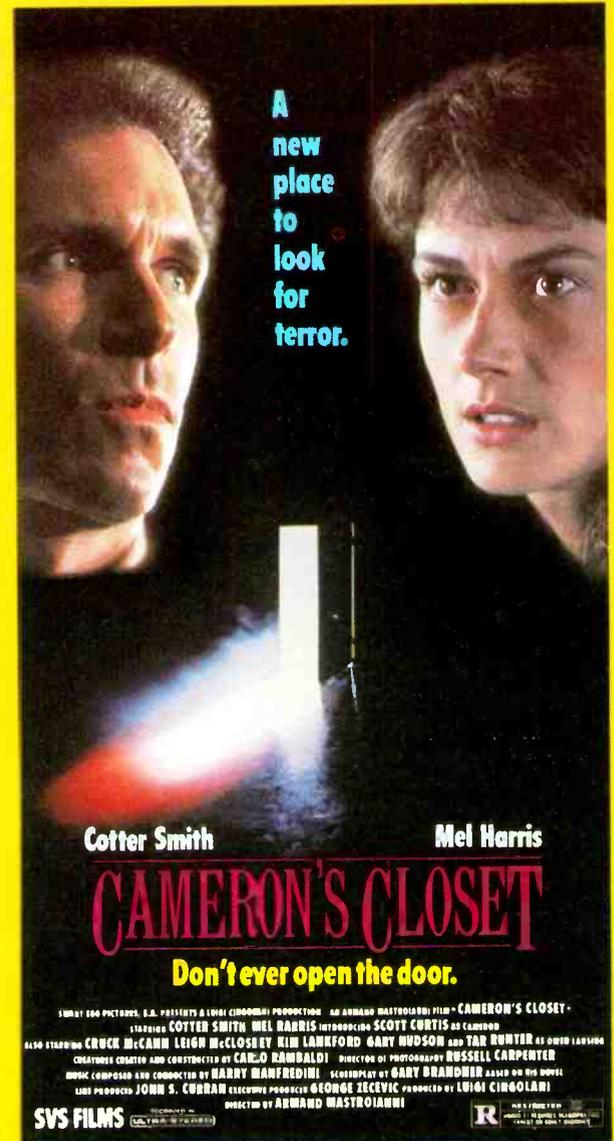
**First Prize**  
\$1,000 L.L. Bean Gift Certificate

**10 Second Prizes**  
\$500 L.L. Bean Gift Certificates

**26 Third Prizes**  
\$250 L.L. Bean Gift Certificates



Please consult the official SVS CAMERON'S CLOSET brochure for complete sweepstakes rules.



To enter the *SVS Fill Your Closet Sweepstakes* simply complete the entry blank below and send to:  
**SVS Fill Your Closet Sweepstakes**  
1700 Broadway, 16th Floor New York, NY 10019

### Yes, I Want To Fill My Closet!

Name \_\_\_\_\_

Store Name \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Distributor Name \_\_\_\_\_

Sales Representative \_\_\_\_\_

**E.T. HAUNTS AVA PANEL**

*(Continued from page 41)*

with respect to mass merchandisers. We realize they are very important, but we're in this for the long term. They would put soap in Disney racks if they found it provided more turns, we know that," Cohen said.

Cohen also said "Cinderella" has been "tarred by the 'E.T.' brush. The co-op was very different. I can't get into this here in public, but we realized up front that we had better do it right."

When Bobbie Lee, operator of Main Street Movie in Omaha, Neb., criticized how "E.T." had been marketed, panelists exclaimed that MCA Home Video should have been represented here. Lee said he bought 60 copies of "E.T." at Baker's Supermarket "the day before street date" and the firm had never before handled video.

At one point, John Power, AVA president, took a mike into the audience to say that MCA had been invited.

Uncharacteristically silent during the tumultuous panel, Allen Caplan, president of Applause Video, also in Omaha, finally rose from his seat down in front of the audience and said Baker's "was only reacting to Albertson's," another grocery chain that discounted "E.T." He said discounters were often losing a dollar on every copy. "I won't name Video Trend by name," he said, nevertheless identifying the large wholesaler, "but they shipped Pace," another national price club.

Farr said AVA purchased 130,000 copies of "E.T." while he guessed Target, where he worked previously, probably purchased "280,000 and then reordered." He said Commtron does not sell Target. Commtron, he said, had to cut back orders "to everybody. We had our neck in the you know what, and for all the pissing and moaning, the mass merchandisers never irritated any consumers," he said, while video retailers did end up disappointing their customers.

Farr also said, "There were some pretty crafty people, some right in this room, who told us to throw the block on someone else, another AVA member, that is, and give them a 90% fill."

If any other issue even closely rivaled the "E.T." discounting flap, it was the practice of studios using mail order to go directly to consumers. Cohen said it is a "misperception" that Disney does this, and won loud applause by vowing the firm "does not compete with you."

Among other issues were Koppels' effort to urge retailers to focus on return on investment from a store's entire rental assortment as measured by average turns. He pointed out that B titles often exceed the big hits in turns.

Rueben elicited responses by describing Vestron's new defectives policy—not setting a limit but instead requiring a like-product exchange with tapes unconditionally guaranteed "unless the consumer has obviously damaged it." The policy has reduced Vestron's return level "to below one-half percent."

**HOLLYWOOD GOES TO WAR**



**CBS FOX**  
VIDEO™

## Folsom, Calif., Vid Store Makes Promising Debut

BY EARL PAIGE

LOS ANGELES With more than a decade of experience as a home video wholesaler, Paul Puliz hopes he has picked up enough savvy to take a flyer at retail. So far, after the recent opening of Video World of Folsom, in the prison town near Sacramento, Calif., Puliz is satisfied.

In confident defiance of superstition, he opened in January on Friday the 13th. "In February, which was our first full month, we grossed \$15,000," says Puliz. "Is that good? I have no idea," he adds, considering the novelty element of start-up and the still-to-be-proven economic vitality of Folsom, "which is the second-fastest-growing community in California. It's much more than just the prison."

Puliz spent seven years with Video One Video in Seattle, then a year and a half at Video Trend there before coming to Sacramento, where for the past two years he was president of Sierra Amusement, a used-tape broker.

Both Puliz and Sierra CEO Bernie Rawitz say Puliz's exit was totally amicable. Puliz declines to make any financial disclosures regarding the store, where he works along with three part-time employees. Mariann, Puliz's wife, is also involved in the store's operation.

Puliz has observed the pitfalls that often trap video retailers. "In a nutshell, I have found retailers too often lack enthusiasm, foresight, and a willingness to try new things," he says.

At Video World of Folsom, Puliz is trying a number of novel ideas, including a twist on live display. Rather than snip apart boxes—"which destroys their value on the used market," he says—Puliz uses one empty as a display item. All other copies on the shelf are in Amaray cases with a wraparound that describes the store's various features and policies.

The store also has more alternative services than one usually sees in a video store. Already in place is a fax service, and a copy machine service is being installed. "We're also looking at post office boxes," says Puliz, obviously enjoying the store's 5,000 square feet of space. The store also hosts a video game arcade and a snack area with a vast array of items—"everything from beef jerky to gourmet cookies, 25 varieties of chips and dips, 15 varieties of candy, and so forth."

Puliz believes he has been innovative in rental pricing, too. Some new twists include a midweek offer where customers take home four to six movies for two days. "The basic problem in midweek is that customers don't have as much shopping time or viewing time and don't want the hassle of returning [the tapes] the next day," he says.

A basic rental formula has new releases at \$3 daily, recent releases at \$2, and catalog titles at \$1.50. Nintendo games rent for \$2.50 per day and adult tapes rent for \$3. The

(Continued on page 47)



It was a time when the world was at war, and a united America was at peace with itself—And Hollywood, in its finest hour, mobilized all its film-making resources and marched off to battle with the rest of the country!

**IT'S HISTORIC!** Ten action-packed classics that chronicle the epic story of the World Wars,



from Pearl Harbor to the beaches of Normandy, from the blazing sands of the Solomons to the burning bunkers of Berlin!

**IT'S HEROIC!** The legendary fighting figures of the World Wars, from famed generals to forgotten troops in the trenches, brought to life by an army of high caliber stars in their most riveting per-



formances— George C. Scott, Richard Burton, Michael Caine, John Wayne, and many more!

**IT'S ACTION-PACKED!** Ten combat classics! The story of men at war in the air, on land and sea, encompassing the most dramatic moments in the history of warfare, told in some of the most action-packed footage in the

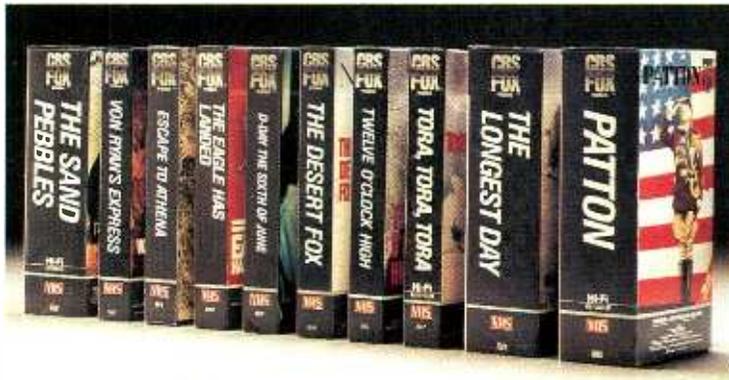


history of film!

With the approach of the 50TH ANNIVERSARY OF WORLD WAR II, we are proud to present this important and moving collection of films!

**ACTION-PACKED TITLES!  
ALL-STAR CASTS!**

**PATTON\***  
**THE LONGEST DAY\***  
**TORA! TORA! TORA!**  
**TWELVE O'CLOCK HIGH**  
**THE DESERT FOX**  
**D-DAY THE SIXTH OF JUNE**



**THE EAGLE HAS LANDED**  
**VON RYAN'S EXPRESS**  
**THE SAND PEBBLES\***  
**ESCAPE TO ATHENA**

Retail Price: **\$19.98\***  
Suggested Retail  
(\*Except double-cassette titles \$29.98)

**DEALER ORDER DATE: MAY 9TH**  
**STREET DATE: MAY 25TH**

© 1989 The CBS-FOX Company. All Rights Reserved. Except in Canada, CBS™ is a trademark of CBS Inc. used under license. In Canada, CBS™ is a trademark of CBS Records Canada Ltd. used under license. FOX™ is a trademark of Twentieth Century Fox Inc. Corporation used under license. Printed in U.S.A.

# GET IN TOUCH!

with **Billboard's** break-through editorial effort surrounding this summer's **Consumer Electronics Show** and  
with the Software buying universe who will be reading and retaining our distinctive coverage of your marketplace.

## Included in this issue...

- The Industry Overview
- Hardware Overview — Sales (1988 through first quarter '89) And Pricing And Product Trends
- V.I.P. Views From Influential Industryites On Product Directions
- Software Formats In Transition
- A Record Industry Guide To CES and  
**A Mass Merchandiser's Guide to Sell-Through Video, Blank Tape & Accessories**

ISSUE DATE: JUNE 10  
AD DEADLINE: MAY 16  
5 Column Format

### For Ad Details Contact:

**New York**  
Dave Nelson (212) 536-5275  
Norm Berkowitz (212) 536-5016  
Ken Karp (212) 536-5017

**Los Angeles**  
Arly Simon (213) 859-5369  
Anne Rehman (213) 859-5313

**United Kingdom, Spain, Benelux, Scandinavia**  
Tony Evans: 44-1-439-9411

**Bonus Distribution At CES Show  
Bonus Mailing To Mass Merchandisers**

## CALIF. PRISON TOWN SEES DEBUT OF VIDEO WORLD OF FOLSOM

(Continued from page 45)

store features a happy hour, 9-10 p.m. Mondays-Thursdays, where all but the newly released movies are 99 cents.

"We also reward early return of new releases with a 'happy buck,' or a dollar off on another rental. They have to get the movie back here before 9 p.m., that way we can rent it out again."

A five-terminal counter and a computer system that Puliz pro-

grammed in conjunction with supplier Video Software Management allows for all the complex transactions, the owner claims.

Hours are 10 a.m.-10 p.m. except on Sundays, when they are noon-10 p.m.

Video World is not interested in installing a night-drop box. "There are too many hassles with night drop, plus the theft. We hear of people with deep-sea-fishing hooks pull-

ing movies back through the door, and so on," says Puliz.

The proprietor has also elected for a pay-first system, rather than charging customers for rentals when they return tapes. Puliz thinks his computer system adequately identifies late-charge customers as they are about to rent again. He does not want two lines, either, one checking out and the other returning and paying up.



by Earl Paige

**INDEPENDENTS' DAY:** The American mom-and-pop video store is no longer on the endangered species list, delegates were told at the American Video Assn. annual convention in New Orleans April 14. In fact, president **John Power** said the average number of stores per member has jumped from 1.9 to 2.2. Another upbeat stat from AVA's latest survey asks how overall business is faring: "Good" was the top mark, at 42.1%; 29.3% of the responding 225 members termed it "very good"; another 13.4% said business was "excellent." Only 11% rated performance as conservatively as "fair"; and a meager 4.2% pegged business as "poor."

Comparison of rental business from a year ago is also promising: Dealers who said rental volume increased "a little" had the highest share, at 27.4%; 25% of the respondents said rentals increased "a lot"; 20.6% said rentals were flat; 17.7% saw a "little" decrease; with only 4.3% saying that rental activity decreased "a lot."

Are AVA's 2,500 members worried about superstore competition, i.e., **Blockbuster Entertainment**? Not according to this survey. The most worrisome is the mom-and-pop down the street, with "other video specialty stores" ranking as the largest response at 32.1%; while discount stores were cited by 20% and superstores by 15.3%. Grocery stores were cited with the biggest share of the balance at 10.5%. AVA members also ranked their greatest concerns with the cost of movies as the top worry, followed by cable/pay-per-view windows, then competition. As a capper, AVA's bullish mood is indicated by attendance being up this year to 750 when it was anticipated to be down by 100.

**AYES OF TEXAS:** Reaction from suppliers, including most major studios, has the Texas Central chapter of the **Video Software Dealers Assn.** more than hopeful about its June 10-11 convention, a fund-raiser in Austin for the widely reported state Legislature battle. "We've even had a studio say that in addition to sponsoring a food event, it will make an outright donation," says **Dawn Wiener**, chapter president, who describes the law-making siege as involving "almost two dozen various bills." Co-owner of **Home Video Plus Music** in Austin, Wiener says the most chilling aspect of the legislative go-round is language in proposed laws vaguely aimed at "movies with 'graphic violence,' which can mean thousands of titles, classics, everything." The chapter has locked up 100 exhibits for what she claims is the first such convention for a VSDA chapter in Texas or the Southwest... Are VSDA chapters generally meeting more often lately? Outside Texas, there are numerous legislative efforts under way, say association insiders. "Our board meets monthly, our chapter six times," says Wiener, head of the Central Texas chapter.

**DEALING BLANKS:** Video retailers are getting more into blank tape than ever, said a number of visitors to the daylong Queen Mary sales event recently held out in suburban Los Angeles by **Commtron Corp.** Many look for major exhibits at VSDA, traditionally a nonshow for several major brands because video retailers were believed not to be geared for sales, not even blank tape. Nowadays, dealers are so into blank tape they even ex-

pect to add audio blanks as well. Thus the complaints on Commtron's decision to drop audio. "They're losing share to other distributors that do offer our audio," said one rep who requests anonymity. At the show, jamming most of a deck on the big ship, **BASF, Maxell, TDK, Scotch, and Fuji** were all represented. Among some interesting promotions Fuji's combo featuring "Cocktail." A buy of 40 regular T-120s and 20 HGs or 60 pieces had Commtron tossing in a free copy of the **Touchstone** theatrical video. "The way I figure, 'Cocktail' is costing me \$18," is the way one retailer put it. "I'm on direct with Fuji; the deal still makes sense," he added... TDK was offering 48 boxes of **Orville Redenbacher** popcorn free with a purchase of 48 pieces of its High Standard T-120s. BASF has a plan coming up to tie in with **Act II** popcorn, as even the popcorn business becomes competitive on a brand share basis.

**CAPTAIN CAPLAN:** In Los Angeles for the **Paul Kagan** seminar and also politicking on the Commtron boat, **Allan Caplan**, head of **Applause Video** in Omaha, Neb., said he hopes more distributors stage such events. "What you see are all the little dealers coming in from the hinterlands. It becomes an event, it's putting fun back into the business. Also, there're some damned good deals. Paramount has two movies is [that small stores are] buying at a better price than we get—\$59.59."

Also on the big ship were **Lou Berg**, VSDA president and head of Houston's **Audio/Video Plus** chain, and VSDA director **Jim Salzer**, head of **Salzer's Video** in Ventura, Calif. A number of representatives from larger chains were also scurrying in and out for deals only available at the show.

**HOUSTON HEATS UP:** Essentially, low-key **H.E.B.** has what many visitors from the industry say is one of the most unusually designed and impressive stand-alone video stores in its Memorial-area **Craig's Video Central**. **H.E.B.**, a large food-store chain, has recently expanded into freestanding stores after entering video with grocery store sections. Video Central is surrounded by what Houston industry observers say is the most competitive few blocks in all of Texas. Outside of **Showtime**, an outlet of a 10-store chain, and another specialty store, **Take It Home**, there is **Randall's**, the grocery that essentially has video stores built in. Then Blockbuster is opening immediately. The area, at the corner of Dairy-Ashford and Memorial Boulevard, is not far from yet another Blockbuster and a **Sound Warehouse** combo... The main motif of Video Central is spaciousness. This is achieved, fundamentally, by tall windows the height of the store extending to ground level. This height effect is dramatized inside by the three-level layout. An upstairs balcony area has children's product under a logo of neon letters that appear to be drawn by crayons. There is an enormous "basement" area, again, just a lowered floor. Then the main floor. Video Central achieves further spaciousness by arraying its racks widely apart with lots of floor space in all directions.

**BLOCKBUSTER EFFECT:** As Blockbuster Entertainment achieves deeper penetration in markets all over the U.S., interest continues to focus on its \$3-for-two-days offer. "We've found our customers do not want movies for two to three days," says one store operator who is now squaring off with a new Blockbuster. "People say they're so used to always bringing back movies the next day, they forget entirely when it's for two days." This retailer offers a 99-cent, one-day extension, paid on top of the \$2.50 for a single day. "It's not going over," says the dealer.

Puliz believes he has maximized service and merchandising by creating 30 categories for the store's 5,000-title rental stock. While the shop has no new-release section—a point of debate among many retailers—Puliz believes he can stimulate further browsing by subdividing the many genres, "like mystery and also suspense, musicals and then concerts, adult and then what we call softcore adult, or hard-R, unrated movies."

He claims the hard-R category is the hottest section right now. "There are a lot of people who shy away from regular adult videos, but like the Chippendale's, the Play-

boys, and so on."

The store, an anchor in a new strip, is designed with interesting angles, creating what Puliz describes as an "oblong hexagon." This allows for racks at various points marking off sections. The adult section is so discreet, that "you have to look for it," Puliz says.

Puliz believes the elaborate categorization "reminds people of a bookstore and all the categories you see there." In fact, he plans to eventually put in books as well.

As for categorizing, Puliz says, "I even have science fiction separate from fantasy. Now I think I'll add a 'worst of Hollywood' category."

FOR WEEK ENDING APRIL 29, 1989

Billboard®

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

## 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	Suggested List Price
1	1	28	★★ NO. 1 ★★ <b>CINDERELLA</b> Walt Disney Home Video 410	1950	26.99
2	2	80	<b>LADY AND THE TRAMP</b> Walt Disney Home Video 582	1955	29.95
3	3	26	<b>TEEN MUTANT NINJA TURTLES: HEROES...</b> Family Home Entertainment 23978	1988	14.95
4	5	131	<b>SLEEPING BEAUTY</b> ♦ Walt Disney Home Video 476	1959	29.95
5	8	45	<b>MICKEY COMMEMORATIVE EDITION</b> Walt Disney Home Video 690	1988	14.95
6	4	187	<b>DUMBO</b> ▲ ♦ Walt Disney Home Video 24	1941	29.95
7	7	150	<b>ALICE IN WONDERLAND</b> ▲ ♦ Walt Disney Home Video 36	1951	29.95
8	6	11	<b>TEEN MUTANT NINJA TURTLES: HOT RODDING...</b> Family Home Entertainment 23980	1989	14.95
9	9	150	<b>WINNIE THE POOH AND TIGGER TOO</b> ♦ Walt Disney Home Video 64	1974	14.95
10	11	84	<b>AN AMERICAN TAIL</b> ♦ Amblin Entertainment/MCA HomeVideo 80536	1986	29.95
11	15	25	<b>RAFFI IN CONCERT WITH THE RISE &amp; SHINE BAND</b> ♦ Troubadour Records Ltd./A&M Video VC6179	1988	19.98
12	16	136	<b>WINNIE THE POOH AND THE HONEY TREE</b> ♦ Walt Disney Home Video 49	1965	14.95
13	12	5	<b>BUGS AND DAFFY WARTIME CARTOONS</b> MGM/UA Home Video M201494	1989	19.95
14	10	18	<b>THE JETSONS MEET THE FLINTSTONES</b> Hanna-Barbera Prod. Inc./Worldvision Home Video 1119	1987	29.95
15	13	146	<b>WINNIE THE POOH AND THE BLUSTERY DAY</b> ♦ Walt Disney Home Video 63	1968	14.95
16	14	99	<b>DISNEY'S SING ALONG SONGS: HEIGH-HO!</b> Walt Disney Home Video 531	1987	14.95
17	19	3	<b>BUGS BUNNY CLASSICS</b> MGM/UA Home Video M201497	1989	14.95
18	RE-ENTRY		<b>PINOCCHIO</b> ♦ Walt Disney Home Video 239	1940	29.95
19	20	12	<b>TEEN STEAM</b> J2 Communications J20029	1988	19.95
20	22	5	<b>BUGS BUNNY IN KING ARTHUR'S COURT</b> Warner Bros. Inc./Warner Home Video 11850	1977	14.95
21	18	27	<b>THE THREE CABALLEROS</b> Walt Disney Home Video 411	1945	29.95
22	24	45	<b>MICKEY AND THE BEANSTALK</b> Walt Disney Home Video 691	1988	14.95
23	17	129	<b>THE SWORD IN THE STONE</b> ♦ Walt Disney Home Video 229	1963	29.95
24	21	4	<b>BUGS BUNNY'S HARE-RAISING TALES</b> Warner Bros. Inc./Warner Home Video 11831	1988	14.95
25	25	12	<b>DINOSAURS, DINOSAURS, DINOSAURS</b> Twin Tower Video	1988	14.95

♦ ITA gold certification for a minimum sale of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. ♦ ITA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least, 50,000 units and \$2 million at suggested retail for nontheatrical titles.

Billboard's  
Spotlight  
on

**VIBRATE**

## A FRESH READ!

This Annual Billboard Spotlight features the latest information on The World of Jazz. It also gives you the opportunity to promote your artists and product to a planet-wide readership of 200,000-retail, radio, press, and other industry-ites

With an ad in this section you get the chance to **VIBRATE** around the world.

**ISSUE DATE: July 1**  
**AD DEADLINE: June 6**

### Call today:

New York  
Jim Beloff  
National Advertising Director/Music  
(212) 536-5026  
Norm Berkowitz (212) 536-5016  
Ken Karp (212) 536-5017

Los Angeles  
Christine Matuchek (213) 859-5344

Nashville  
Lynda Emon (615) 321-4240  
Carole Edwards (615) 321-4294

U.K., Spain, Benelux, Scandinavia  
Tony Evans 44-1-439-9411

Europe  
Ron Betist 31-20-662-84-83

Japan  
Bill Hersey 81-03-498-4641

**Vandoren**  
PARIS

Vandoren reeds furnished by J. D'Addario & Co., Inc.

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

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.				
1	3	5	★★ NO. 1 ★★ CHICK COREA AKOUSTIC BAND GRP 9582 (CD) 1 week at No. One CHICK COREA AKOUSTIC BAND	
2	4	9	MARCUS ROBERTS NOVUS 3051/RCA (CD)	THE TRUTH IS SPOKEN HERE
3	1	19	MICHEL CAMILO PORTRAIT OR 44482/E.P.A. (CD)	MICHEL CAMILO
4	2	23	CASSANDRA WILSON JMT 834 419/POLYGRAM (CD)	BLUE SKIES
5	9	5	MCCOY TYNER BLUE NOTE 91651/CAPITOL (CD)	REVELATIONS
6	6	11	HARRY CONNICK, JR. COLUMBIA FC 5209 (CD)	20
7	8	7	VARIOUS ARTISTS POLYDOR 837 785/POLYGRAM (CD)	TORCH SONG TRILOGY
8	5	25	CHARLIE PARKER VERVE 837 176/POLYGRAM (CD) BIRD--THE ORIGINAL RECORDINGS OF CHARLIE PARKER	
9	14	3	DIRTY DOZEN BRASS BAND COLUMBIA FC 45052 (CD)	VOODOO
10	7	31	DIANE SCHUUR GRP 9567 (CD)	TALKIN' 'BOUT YOU
11	11	13	JIMMY MCGRIFF MILESTONE M-9163/FANTASY (CD)	BLUE TO THE BONE
12	15	3	SUPERBLUE BLUE NOTE 91731/CAPITOL (CD)	SUPERBLUE
13	NEW▶		DAVID MURRAY PORTRAIT 44432/E.P.A. (CD)	MING'S SAMBA
14	10	41	BETTY CARTER VERVE 835 661/POLYGRAM (CD)	LOOK WHAT I GOT
15	NEW▶		AL HIRT PROJAZZ 670/INTERSOUND (CD)	COTTON CANDY

TOP CONTEMPORARY 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.				
1	9	3	★★ NO. 1 ★★ JOE SAMPLE WARNER BROS. 25781 (CD) 1 week at No. One SPELLBOUND	
2	4	5	HIROSHIMA EPIC OE 45022/E.P.A. (CD)	EAST
3	3	11	KIM PENSYL OPTIMISM 3210 (CD)	PENSYL SKETCHES # 1
4	1	21	AL JARREAU REPRIS 25778/WARNER BROS. (CD)	HEART'S HORIZON
5	10	5	TERRI LYNE CARRINGTON VERVE FORECAST 837 697-1/POLYGRAM (CD)	REAL LIFE STORY
6	7	7	BOBBY LYLE ATLANTIC 81938 (CD)	IVORY DREAM
7	2	27	KENNY G ▲ ARISTA 8457 (CD)	SILHOUETTE
8	5	9	STEPS AHEAD INTUITION 91354/CAPITOL (CD)	N.Y.C.
9	8	17	TAKE 6 REPRIS 25670/WARNER BROS. (CD)	TAKE 6
10	12	11	JONATHAN BUTLER JIVE 1136/RCA (CD)	MORE THAN FRIENDS
11	22	3	SHERRY WINSTON HEADFIRST 729/K-TEL (CD)	LOVE MADNESS
12	6	11	DAVE GRUSIN GRP 9579 (CD)	DAVE GRUSIN COLLECTION
13	11	15	GIPSY KINGS ELEKTRA 60845 (CD)	GIPSY KINGS
14	17	5	ALEX BUGNON ORPHEUS 75602/EMI (CD)	LOVE SEASON
15	15	5	SPECIAL EFX GRP 9581 (CD)	CONFIDENTIAL
16	NEW▶		KEVIN EUBANKS GRP 9580 (CD)	THE SEARCHER
17	14	7	FREE FLIGHT CBS MK 44515/E.P.A. (CD)	SLICE OF LIFE
18	16	9	BRIAN MELVIN'S NIGHTFOOD GLOBAL PACIFIC 40733/COLUMBIA (CD)	NIGHTFOOD
19	NEW▶		VARIOUS ARTISTS SIRE/FLY 25805/WARNER BROS. (CD) BRAZIL CLASSICS 1 BELEZA TROPICAL	
20	NEW▶		ANDREAS VOLLENWEIDER COLUMBIA FC 45154 (CD)	DANCING WITH THE LION
21	13	53	BOBBY MCFERRIN ▲ EMI 48059 (CD)	SIMPLE PLEASURES
22	NEW▶		JOHN PATITUCCI GRP 9583 (CD)	ON THE CORNER
23	NEW▶		GEORGE DUKE ELEKTRA 60778 (CD)	NIGHT AFTER NIGHT
24	NEW▶		TURTLE ISLAND STRING QUARTET WINDHAM HILL 0114 (CD)	METROPOLIS
25	NEW▶		IVAN LINS REPRIS 25850 (CD)	LOVE DANCE

Alboms 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.



by Jeff Levenson

BY ALL ACCOUNTS, CLIFFORD BROWN held title to a personality not unlike his trumpet sound—warm, radiant, possessed of a richness and humanity exceptional by any measurable standards. Art Farmer, Brown's section mate in Lionel Hampton's early-'50s big band, speaks of his sweet nature. Drummer Max Roach, with whom Brown co-led jazz's seminal post-bop quintet midway through that same decade, speaks of his completeness as a person. And Frenchman Henri Renaud, organizer and pianist for Brown's legendary recordings from Paris, speaks of the horn man's kindness and simplicity. Such are the words of praise one hears about him to this day, 33 years after he died tragically in an automobile accident. He was not yet 26.

As part of its Original Jazz Classics series, Fantasy has just reissued the three Prestige titles from Brown's Paris sessions—quartet, sextet, and big-band dates, respectively—all recorded in the fall of 1953 for the Vogue label while the Hampton band was touring through Europe. Both American and European musicians are heard throughout; the big-band release, in particular, features many of the players from Hamp's aggregate, including Brown's fellow trumpeters Farmer and Quincy Jones, trombonist James Cleveland, and altoist Gigi Gryce.

Up until now, the master takes from all three group configurations have been available on a Prestige twofer titled "Clifford Brown In Paris." The newly offered volumes contain those tracks plus alternate versions, many of which shine with the luminosity of their master counterparts. Brownie is never less than outstanding.

On the quartet-session album (my favorite), he covers a wide range of expressive territories, waxing witty and puckish one instant ("Come Rain Or Come Shine"), then

lyrical and poignant the next ("It Might As Well Be Spring"). All the while his play taps a wellspring of rich emotion and boasts a life-affirming quality so rarely heard that one cannot help but experience mixed feelings—the exhilaration of his vivacity set against the melancholy of his too-brief stay on the planet.

It is easy to hear why the trumpeter continues to inspire fond remembrances from his confreres. And equally, why he holds an esteemed place on the trumpet continuum, positioned between Dizzy Gillespie, Miles Davis, and Fats Navarro on one side, and Lee Morgan, Freddie Hubbard, and Woody Shaw on the other.

BROWNIE POINTS: Superblue, the all-star octet led by trumpeter Don Sickler and featuring some exceptionally fine players—pianist Mulgrew Miller, altoist Bobby Watson, and trombonist Frank Lacy, among them—has an eponymous first issue on Blue Note. It includes Benny Golson's affecting homage to Brown, "I Re-

Clifford Brown lauded for his musical & human virtues

member Clifford," rendered convincingly with a shiny solo turn from trumpet whiz kid Roy Hargrove.

MORE: Fantasy's latest release of 25 OJCs brings the series total up to 370. Among the batch of noteworthy titles is "Eric Dolphy & Booker Little Memorial Album," recorded live at New York's Five Spot in 1961. Dolphy, of course, was a visionary reedman and flutist who accomplished much before he died in his mid-30s. Little was a fiery trumpeter who, when he died at the age of 23, took the promise of youth and invention with him. He was an avowed disciple of Brown, initially following the fallen leader but then embarking on expansionist explorations (the use of dissonance, mostly) that presaged the free jazz movement of the latter '60s. His stylistic demeanor suggested that he might have become the next major trumpet voice. This recording captures him and soul mate Dolphy blowing adventurously.

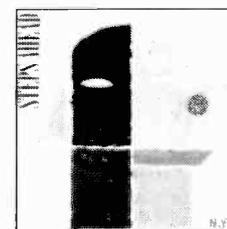
THE ART OF LISTENING



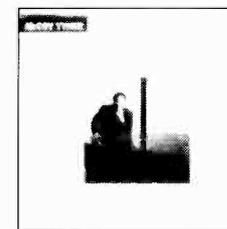
FREDDIE HUBBARD  
Times Are Changing 90905

50th Anniversary  
BLUE NOTE  
ON CAPITOL/INTUITION  
AND BLUE NOTE RECORDS

On his newest Blue Note release, master trumpeter Freddie Hubbard plays it mellow and melodic with his rich, warm trumpet and flugel-horn set beautifully in contemporary rhythms and lyrical orchestration. A Spanish motif prevails on the moody "Sabrosa," the buoyant "Spanish Rose," and an instrumental rendition of Sting's moving composition, "Fragile." Producer-arranger-synth-wiz Todd Cochran dresses Freddie up in some modern MIDI surroundings for the big beat "Times 'R Changin,'" then lays down a lush cushion for his muted trumpet on the haunting ballad "Was She Really There?" featuring vocal sensation Phil Perry. Times Are Changing indeed, and Freddie Hubbard is right there, blowing with the changes.



STEPS AHEAD  
N.Y.C. 91354



MCCOY TYNER  
Revelations 91651

8 Contemporary Jazz Album  
5 Jazz Album

## Paramount Drops Quebec Shipments Move Protests Anti-Piracy Sticker Law

BY KIRK LAPOINTE

OTTAWA Paramount Home Video says it will no longer ship English-language video titles to the province of Quebec because of a recently enacted law that requires all videocassettes to bear an anti-piracy sticker.

The first title affected by the company's stance is "Tucker: The Man And His Dream." Other forthcoming releases that will be unavailable here include "The Accused," starring Oscar winner Jodie Foster, and "Coming To America," with Eddie Murphy.

The company is refusing to comply with provisions of the Quebec Cinema Act, a new law that requires a sticker to be affixed to each video warning of the penalties for piracy. Paramount is thus far the only major distributor not complying with the anti-piracy sticker provisions that took effect April 1.

In a prepared statement, Paramount says the law "hampers competition in the videocassette business, supports exclusionary trade policies, and creates administra-

tive burdens which will make doing business in Quebec more difficult.

"We believe the public and the video retail trade will suffer from the implementation of the Quebec Cinema Act," the statement says.

Under the law, wholesalers

### 'The law hampers competition'

must pay \$50 for a permit to sell the title and cannot ship a title to retail unless it carries an anti-piracy sticker. Retailers are then asked to pay \$1 for each cassette to cover such costs on a voluntary basis.

Carole Cote, a representative for Bellevue Home Entertainment, one of the largest video distributors in Canada, says Paramount officials informed her firm that they weren't prepared to go through the expense of putting stickers on cassettes destined for the Quebec market.

Interestingly, it is the local distributors and retailers who must

foot the bill for the stickers, not the supplier.

The province also has provisions for ensuring that English releases are dubbed into French soon after the English versions are released. But Paramount has voiced opposition only to the requirement for a sticker on each prerecorded tape sold in the province of Quebec.

Although they embraced the tough anti-piracy provisions of the law when it was passed, some retailers are already fuming about the loss of a major distributor in the sizable Quebec market. Foster's film, for example, was expected to be a major draw on home video here. The film, which has received widespread publicity since Jodie Foster won an Academy Award for her portrayal of a rape victim, didn't enjoy widespread attention in Canada when it was issued theatrically.



**Strait To The Top.** Country star George Strait, right, receives a Platinum Video Award for his MCA Home Video release "George Strait Live!" Joining the singer at a party in Dallas are Danny White, quarterback for the Dallas Cowboys, left, and Jane Ayer, director of publicity for MCA Home Video. A Recording Industry Assn. of America Platinum Video Award recognizes titles that either sell 50,000 units or generate \$2 million at retail. The concert video is currently available from MCA for a list price of \$19.95.

FOR WEEK ENDING APRIL 29, 1989

Billboard®

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

## TOP MUSIC VIDEOS CASSETTES™

## Kagan Panel Agrees That Breadth Adds Retail Muscle

BY JIM McCULLAUGH

LOS ANGELES If your rental business is sputtering, maybe you could rev it up with some grade B fuel.

Panels participating in a seminar on the future of the home video agreed that second-tier titles stand to reinvigorate the rental side of the business but the process requires continual education, promotion and marketing.

"We have to do more than just rent the hits," said Ron Castell, senior VP, Blockbuster Entertain-

ment. Speaking at the April 12 round-table discussion sponsored by Kagan Associates, Castell said aggressive marketing can help lure consumers into stores.

He said that last year many VCR owners who had dropped out of the market "all of a sudden were appearing back in stores." Castell, who says he noticed the change while he was an executive at the Erol's chain, attributed the rekindling of interest to increased television advertising by suppliers.

"The business is going from demand driven to marketing driven," said Castell. "All the research I've seen indicates there is no dampening of the love affair between the American public and motion pictures."

Stressing the need to promote "undermarketed theatrical movies," he also emphasized, "If you don't want to 'Die Hard' you better turn up the volume on 'Distant Thunder' and listen closely to the beat of 'Clara's Heart.'

"Video provides a very enjoyable experience at retail if it is exposed to the consumer. That's all part of an equation called retailing. Fifty-seven percent of people walk into video stores not knowing what they want but they do all come in for one reason—to rent."

John Farr, VP of sales for the distributor Commtron Corp, said, "We have put a lot of effort into the sale of B titles but let's be honest. In the last AVA poll the average retailer—'Phil & Elma's' on 6th and Main—buys about 38 titles a month. There's a real funneling

(Continued on page 54)

THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Type	Suggested List Price
1	1	13	MOONWALKER	★ ★ NO. 1 ★ ★ Ultimate Production CBS Music Video Enterprises 49009	Michael Jackson	1988	LF	24.98
2	2	11	BRUCE SPRINGSTEEN ANTHOLOGY: 1978-1988	CBS Music Video Enterprises 49010	Bruce Springsteen	1989	LF	24.98
3	4	7	A SHOW OF HANDS	PolyGram Music Video 041760-3	Rush	1989	LF	24.95
4	6	69	\$19.98 HOME VID CLIFF'EM ALL! ▲	Elektra Records Elektra Entertainment 40106-3	Metallica	1987	C	19.98
5	3	39	DEF LEPPARD: HISTORIA	Bludgeon Riffola, LTD. PolyGram Music Video 080359-3	Def Leppard	1988	LF	24.95
6	5	33	FAITH ▲	CBS Music Video Enterprises 49000	George Michael	1988	SF	15.98
7	10	3	LIVE IN CONCERT-THE 'OUT OF THE BLUE' TOUR	Atlantic Records Inc. Atlantic Video 50133-3	Debbie Gibson	1989	C	19.98
8	7	27	ROY ORBISON AND FRIENDS	HBO Video 0073	Roy Orbison	1987	C	19.99
9	NEW ▶		OIDIVNIKUFESIN N.F.V.	Megaforce Worldwide Island Visual Arts 50135-3	Anthrax	1988	C	19.98
10	13	3	MEET THE RAISINS	Will Vinton Prod. Inc. Atlantic Video 50132-3	The California Raisins	1988	SF	14.98
11	11	7	JANE'S ADDICTION: THE FAN'S VIDEO	Warner Bros. Records Warner Reprise Video 38151	Jane's Addiction	1989	SF	9.98
12	8	31	OUT OF THE BLUE	Atlantic Records Inc. Atlantic Video 50123-3	Debbie Gibson	1988	SF	16.98
13	9	5	TO RUSSIA WITH LOVE	PolyGram Music Video 041771-3	Scorpions	1988	C	19.95
14	12	97	MOTLEY CRUE UNCENSORED ▲²	Elektra/Asylum Records Elektra Entertainment 40104-3	Motley Crue	1986	LF	19.98
15	15	45	MADONNA CIAO ITALIA: LIVE FROM ITALY ▲	Sire Records Warner Reprise Video 38141-3	Madonna	1988	C	29.98
16	16	67	SLIPPERY WHEN WET ▲	PolyGram Records Inc. PolyGram Video 440-041521-3	Bon Jovi	1987	LF	19.98
17	14	27	12 WASTED YEARS ●	MPI Home Video MP1613	Iron Maiden	1988	D	24.95
18	20	29	AEROSMITH'S 3 X 5	Geffen Home Video 38146	Aerosmith	1988	SF	15.98
19	19	5	ONE MORE REASON	PolyGram Music Video 041772-3	L.A. Guns	1988	SF	12.95
20	NEW ▶		BANANARAMA: THE GREATEST HITS COLLECTION	PolyGram Music Video 041733-3	Bananarama	1988	LF	19.95

● RIAA 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. SF short-form, LF long-form, C concert, D documentary.

## Kagan Study Reveals Vid Market Shares

LOS ANGELES Video specialists had a 75% market share of the home video rental market in 1988, according to Kagan research.

Grocery stores accounted for 10% of the rental market, convenience stores 4% and all other retailers 11%.

On the sell-through side of the business, Kagan says discount/department stores accounted for 42% of the business last year, while video specialists commanded 24%. Record stores had a 5% market share, direct mail took 11%, and all other retailers took 18%.

## VIDEO REVIEWS

This column offers a critical look at recent nontheatrical video releases. Suppliers interested in seeing their cassettes reviewed in this column should send VHS cassettes to Al Stewart, Billboard, 1515 Broadway, New York, N.Y. 10036. Please include the running time and suggested retail price.

**"Ciao Federico!,"** Mystic Fire Video, 60 minutes, \$39.95.

Italian film director Federico Fellini's colorful and iconoclastic movies, such as "La Dolce Vita," "La Strada," and "Amarcord," have earned acclaim, won numerous awards, and inspired heated debate over the last four decades. "Ciao Federico!" is a documentary that takes a lighthearted look at the master at work in 1969 on "Satyricon," one of his most outrageous and controversial efforts. Director Gideon Bachman follows Fellini through sets that re-create ancient imperial Rome, observes him passionately coaching his actors and actresses, and eavesdrops on his conversations with cast, crew, and such celebrity visitors to the set as Roman Polanski and Sharon Tate.

By the end of "Ciao Federico!" we see clearly how much Fellini's films reflect his personality and way of being, and have been party to his singular creative process. This entertaining documentary is a must for film aficionados and historians, Fellini devotees, and those who are simply curious about the legendary director.

CHRIS MCGOWAN

**"On The Wings Of A Butterfly; Kauai,"** Papillon Hawaiian, 45 minutes, \$29.95.

This is among the most captivating and energetic landscape-style video releases to date, but it should not be confused with wall-flower videos of the "new age" style. It is, in fact, a video capturing the essence of a helicopter tour of the breathtaking Hawaiian Island of Kauai. We are transported from lush green valleys that were inhabited centuries ago to the spectacular cliffs of the island's shoreline. Waterfalls spill from the mountainsides in contrast to an unbelievable wall of foliage. One senses the full impact of flight; you may actually be compelled to hold onto your seat as the helicopter soars and dips. There is an almost desolate quality to the Kauai Island that is at once enticing and eerie, but ultimately quite enjoyable. All of this is accompanied by a great music score from noted composer Bill Conte with the

(Continued on page 53)

## FOR THE RECORD

A story in the home video section April 15 misstated the title of film critic Neal Gabler's book. The title of the book is "An Empire of Their Own: How The Jews Invented Hollywood."

STEVE MARTIN

MICHAEL CAINE

# DIRTY ROTTEN SCOUNDRELS

*"...They're mean, they're nasty, they're no good, and they're awfully funny... Those Dirty Rotten Scoundrels canned me. I loved every minute of it."*

—Joel Siegel, ABC-TV



NATIONAL TELEVISION ADVERTISING



BOTH BEFORE AND AFTER STREET DATE.

"RASCALLY HANDSOME" FULL SIZE STANDEE

Contact your distributor for details about this special promotional item.

ORDER CUT-OFF DATE: JUNE 6TH. STREET DATE: JUNE 22ND.

A FRANK OZ FILM STEVE MARTIN MICHAEL CAINE  
"DIRTY ROTTEN SCOUNDRELS"

Starring GLENNE HEADLY with ANTON RODGERS and BARBARA HARRIS Music By MILES GOODMAN  
Edited By STEPHEN A. ROTTER and WILLIAM SCHARF Production Designed By ROY WALKER Director of Photography MICHAEL BALLHAUS, A.S.C.  
Executive Producers DALE LAUNER and CHARLES HIRSCHHORN Written By DALE LAUNER and STANLEY SHAPIRO & PAUL HENNING  
Produced By BERNARD WILLIAMS Directed By FRANK OZ An ORION PICTURES Release

PG PARENTAL GUIDANCE SUGGESTED  
SOME MATERIAL MAY NOT BE SUITABLE FOR CHILDREN

Prints by Deluxe\*

CC Closed Captioned

ORION HOME VIDEO

☐ Closed Captioned. In VHS and Beta. Hi-Fi-Stereo.

© 1989 Orion Home Video. All Rights Reserved.  
☐ Closed Captioned by NCI. Used with Permission.

## Disney Rep Takes The Rap From Retailers At Meeting

**STEVE LEARY** may have the toughest job in the video business. Armed only with a slide projector and a few *chatchkas*, Leary talks to groups of retailers about Walt Disney's sell-through efforts. Well, sometimes he talks—mostly he listens to dealers gripe about the way mass merchants have the upper hand and how the studios don't care about small dealers.

Often the dealers are in an ornery mood. They shout. They shake their fists. Leary, Disney's Eastern regional sales manager, is a model of composure as he fields their questions.

As I found out at a recent Video Software Dealers Assn. chapter meeting in Hasbrouck Heights, N.J., his answers don't always fly—but luckily neither do the chairs or tables. Said one retailer: "Why don't you take the cop money away from the mass merchants



and give it to us? We're the ones that need that money, not them." Before Leary could answer, a woman asked, "Why does K mart sell these tapes so cheap? They sell them at under my cost."

Throughout his presentation, Leary gently reminded the dealers that mass merchants have a right to sell video at a loss if they so choose. "You people aren't the only retailers who have to deal with mass merchants. That's the real world," said Leary, employing a favorite phrase. One got the impression he really wanted to tell dealers to grow up and stop grumbling about K mart.

"As a company, we love mass merchants, but we also hate them," said Leary, who spoke candidly about stores that sold fourth-quarter titles prior to street date. ("Shop-Rite was a major headache," he said.) Leary was short on specifics, but he said the mass merchants and supermarkets that jumped street date with "Cinderella" will be penalized.

Leary's presentation, complete with free Disney loot (T-shirts, key chains, etc.), was ostensibly a public relations exercise aimed at gathering support for Disney's summer sell-through push. And while complaints about mass merchants were as predictable as they were overblown, the sell-through program did not appear to get high marks from the 50 retailers on hand.

The new Disney program offers 34 titles—seven of them new releases—for \$14.95 each. With each purchase, consumers can buy a small stuffed animal for \$2.99 (plus \$1.25 for shipping). If a store makes a big enough buy-

in, it gets a flashy point-of-purchase display with an actual sample of the plush toy. "This is a program we developed for you," Leary told the audience of mom-and-pop dealers.

They didn't seem to buy it. "But you have to wait two months to get the toy," volunteered a woman in the audience. "The kids want it now."

"Why didn't you make the videos \$19.95 and package the stuffed dolls with the video?" asked another dealer, who also offered his services as a consultant.

"Will you be giving the mass merchants a jump like you did with 'Cinderella'?" asked a retailer, her voice dripping with sarcasm.

Leary looked exasperated and tried yet again to explain Disney's

strategy. He noted that his very presence in front of this and other less-than-friendly groups should, if nothing else,

demonstrate Disney's interest in even the smallest store.

"For a No. 1 studio, we're not cocky or arrogant. A lot of suppliers are still on their high horse. You have very legitimate gripes," said Leary toward the end of his presentation.

No, those "very legitimate gripes" did not evaporate after the meeting, but at least Disney cares enough about the small dealers to let them air their gripes and ask tough questions. They may not have liked all the answers, but at least this time they got answers.

**SHORT TAKES:** John Gaffney surprised a lot of people by quitting his job at Video Business to become director of sports and music marketing for CBS/Fox Home Video. Still, most people, myself included, believe CBS/Fox got a good man... Get-well wishes to Rich Goffman. Goffman, who recently left his job at Coliseum Video, will enter the hospital for back surgery... Prism Entertainment has inked a deal for the rights to four HBO showcase presentations, including a film about the downing of a Korean airliner by the Russians... Insiders say Disney will definitely release "Roger Rabbit" at a sell-through price for Christmas (the rumors have been swirling for months)... Best tongue-in-cheek title: "Greenpeace's Greatest Hits." The 60-minute documentary chronicles the environmental group's fight against the shameless slaughter of baby seals and gray whales. J2 Communications will offer it for \$29.95 beginning May 18... People keep asking me when "Satanic Verses" will come out on video. If anyone knows, please call.

# 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	Suggested List Price
				★ ★ NO. 1 ★ ★				
1	2	14	MOONWALKER	Ultimate Production CBS Music Video Enterprises 49009	Michael Jackson	1988	NR	24.98
2	1	8	U2 RATTLE AND HUM	Paramount Pictures Paramount Home Video 32228	U2	1988	PG-13	24.95
3	3	13	JANE FONDA'S COMPLETE WORKOUT	Lorimar/LightYear Ent. Warner Home Video 650	Jane Fonda	1989	NR	29.98
4	4	11	BRUCE SPRINGSTEEN ANTHOLOGY: 1978-1988	CBS Music Video Enterprises 49010	Bruce Springsteen	1989	NR	24.98
5	8	119	CALLANETICS ▲ ◇	Callan Productions Corp. MCA Home Video 80429	Callan Pinckney	1986	NR	24.95
6	5	9	SPORTS ILLUSTRATED'S 25TH ANNIVERSARY SWIMSUIT VIDEO	HBO Video 0234	Various Artists	1989	NR	19.98
7	9	66	DIRTY DANCING	Vestron Pictures Inc. Vestron Video 6013	Patrick Swayze Jennifer Grey	1987	PG-13	24.98
8	7	28	CINDERELLA	Walt Disney Home Video 410	Animated	1950	G	26.99
9	6	25	E.T. THE EXTRA-TERRESTRIAL	Amblin Entertainment MCA Home Video 77012	Henry Thomas Dee Wallace	1982	PG	24.95
10	10	25	FATAL ATTRACTION	Paramount Pictures Paramount Home Video 1762	Michael Douglas Glenn Close	1987	R	19.89
11	13	132	JANE FONDA'S LOW IMPACT AEROBIC WORKOUT ▲ ◆	Lorimar/LightYear Ent. Warner Home Video 070	Jane Fonda	1986	NR	29.98
12	11	6	RUSH: A SHOW OF HANDS	PolyGram Music Video 041760-3	Rush	1989	NR	24.95
13	12	23	KATHY SMITH'S FAT BURNING WORKOUT	Fox Hills Video FH1059	Kathy Smith	1988	NR	19.95
14	15	9	MICHAEL JORDAN: COME FLY WITH ME	CBS-Fox Video 2173	Michael Jordan	1989	NR	19.98
15	17	80	LADY AND THE TRAMP	Walt Disney Home Video 582	Animated	1955	G	29.95
16	32	3	SHIRLEY MACLAINE'S INNER WORKOUT	Vestron Video 5270	Shirley MacLaine	1989	NR	29.98
17	14	39	DEF LEPPARD: HISTORIA	Bludgeon Riffola, LTD. PolyGram Music Video 080359-3	Def Leppard	1988	NR	24.95
18	20	26	BEVERLY HILLS COP II	Paramount Pictures Paramount Home Video 1860	Eddie Murphy	1987	R	19.89
19	22	23	THE UNTOUCHABLES	Paramount Pictures Paramount Home Video 1886	Kevin Costner Sean Connery	1987	R	19.89
20	23	20	PLAYMATE VIDEO CALENDAR 1989	HBO Video 0510	Various Artists	1988	NR	19.99
21	16	5	PLAYBOY'S SEXY LINGERIE	HBO Video 0156	Various Artists	1989	NR	19.99
22	18	43	LETHAL WEAPON	Warner Bros. Inc. Warner Home Video 11709	Mel Gibson Danny Glover	1987	R	19.98
23	19	4	MEET THE RAISINS	Will Vinton Prod. Inc. Atlantic Video 50132-3	The California Raisins	1988	NR	14.98
24	28	108	THE WIZARD OF OZ ▲ ◆	MGM/UA Home Video 60001	Judy Garland Ray Bolger	1939	G	29.95
25	34	27	SUPER CALLANETICS	Callan Productions Corp. MCA Home Video 80809	Callan Pinckney	1988	NR	24.95
26	27	110	TOP GUN	Paramount Pictures Paramount Home Video 1629	Tom Cruise Kelly McGillis	1986	PG	26.95
27	21	32	GEORGE MICHAEL-FAITH ▲	CBS Music Video Enterprises 49000	George Michael	1988	NR	15.98
28	29	7	JANE'S ADDICTION: THE FAN'S VIDEO	Warner Bros. Records Warner Reprise Video 38151	Jane's Addiction	1989	NR	9.98
29	37	14	RAQUEL: LOSE 10LBS. IN 3 WEEKS	HBO Video 9892	Raquel Welch	1988	NR	19.99
30	26	71	PINK FLOYD THE WALL	MGM/UA Home Video 400268	Bob Geldof	1982	R	19.95
31	35	117	THE GODFATHER	Paramount Pictures Paramount Home Video 8049	Marlon Brando Al Pacino	1972	R	29.95
32	25	2	DEBBIE GIBSON: LIVE IN CONCERT	Atlantic Records Inc. Atlantic Video 50133-3	Debbie Gibson	1989	NR	19.98
33	31	17	THE ALL NEW NOT-SO-GREAT MOMENTS IN SPORTS	HBO Video 0025	Tim McCarver	1988	NR	14.99
34	<b>NEW</b> ▶		ANTHRAX: OIDIWNKUFESIN N.F.V.	Megaforce Worldwide Island Visual Arts 50135-3	Anthrax	1988	NR	19.98
35	36	177	JANE FONDA'S NEW WORKOUT ▲ ◆	Lorimar/LightYear Ent. Warner Home Video 069	Jane Fonda	1985	NR	29.98
36	24	195	THE SOUND OF MUSIC ▲ ◆	CBS-Fox Video 1051	Julie Andrews Christopher Plummer	1965	G	29.98
37	33	128	SLEEPING BEAUTY ◆	Walt Disney Home Video 476	Animated	1959	G	29.95
38	38	13	ANGELA LANSBURY: POSITIVE MOVES	Wood Knapp Video WK1016	Angela Lansbury	1988	NR	29.95
39	30	29	DOCTOR ZHIVAGO	MGM/UA Home Video 900003	Omar Sharif Julie Christie	1965	PG	29.95
40	39	37	GOOD MORNING VIETNAM	Touchstone Pictures Touchstone Home Video 660	Robin Williams	1987	R	29.95

◆ ITA gold certification for a minimum sale of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. ◇ ITA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles.



**Learning The Ropes.** Aidan Quinn stars in a new twist on the legend of Robinson Crusoe. In the film "Crusoe," Quinn plays a greedy slave trader who is trapped on a tropical island and hunted by natives. The action/suspense film will be available from Virgin Vision beginning July 12 for a list price of \$89.95. The prebook cutoff date is July 12.

## VIDEO REVIEWS

(Continued from page 51)

London Symphony Orchestra. Like a great roller coaster ride, once you experience it, you'll want another turn. **CHRIS VOLLOR**

**"Konkombe, The Nigerian Pop Music Scene," Shanachie Records Corp., 60 minutes, \$19.95.**

With a populace as diverse as its geography, Nigeria is a wellspring of such kinetic music as highlife, Afrobeat, and juju. Informal interviews with prominent Nigerian musicians of different persuasions offer an unorthodox glimpse into their lives and an understanding of the social forces that shape their work. Fela Anikulapo-Kuti reflects on his political philosophy as his wives look on; the Li Jadu Sisters detail prejudices they face as women performers. This anecdotal presentation will appeal most to music aficionados. **K. SILBERGER**

**"The Fabulous '60s," MPI Home Video, 10 Volumes, 60 minutes each, \$19.95 each.**

Certainly the immortal lines of Charles Dickens—"It was the best of times; it was the worst of times"—can be applied to the turbulent '60s without any undue qualifications. In that brief period of time we lost three of our most beloved leaders, put the first man on the moon, stood on the brink of a nuclear showdown with the Soviet Union, witnessed a giant leap forward for civil rights, protested the war in Vietnam, and celebrated the Age of Aquarius at Woodstock.

Newsman Peter Jennings provides the narration, but often lets the events speak for themselves. As a result, these programs not only show us the way we were, but they also contain hints of what we were to become. Anyone who grew up in the '60s and remembers the trauma of Elvis' induction, the arrival of the Beatles, hippies, and Earth Day is going to love these programs.

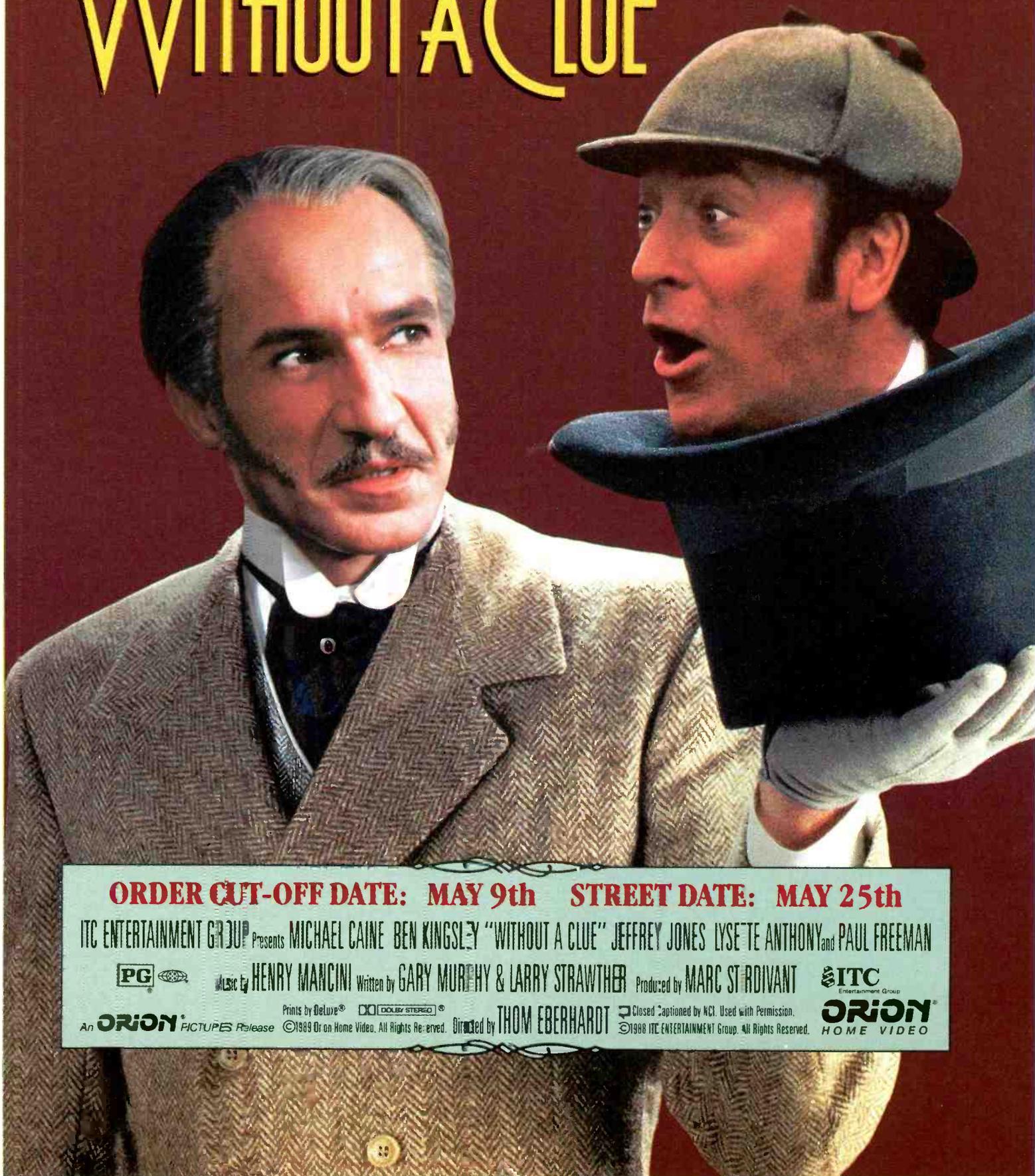
Attractively priced, these programs should find a strong base of appeal with today's yuppies as well as with history buffs and nostalgia lovers.

**RICHARD T. RYAN**

The outrageous comedy about the world's greatest detective and his bumbling partner... Sherlock Holmes.

**MICHAEL CAINE & BEN KINGSLEY**

# WITHOUT A CLUE



**ORDER CUT-OFF DATE: MAY 9th STREET DATE: MAY 25th**

ITC ENTERTAINMENT GROUP Presents MICHAEL CAINE BEN KINGSLEY "WITHOUT A CLUE" JEFFREY JONES LYSE-TE ANTHONY and PAUL FREEMAN



MUSIC BY HENRY MANCINI



Written by GARY MURPHY & LARRY STRAWTHER

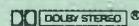


Produced by MARC STROIVANT



An ORION PICTURES Release

Prints by DeLuxe®



Directed by THOM EBERHARDT

Closed Captioned by NCI. Used with Permission.

©1988 ITC ENTERTAINMENT Group. All Rights Reserved.



## Vid Rental/Sales To Reach \$15 Bil By '95, Says Kagan

LOS ANGELES Statistics released here by the Kagan Associates say that by the year 1995 consumers will spend some \$15 billion on the rental and sale of videocassettes—a jump of about 50% from today's totals.

According to the figures, \$10 billion will be spent on rental in 1995 (up from today's \$7 billion-\$8 billion) while sales will more than double from \$1.5 billion to \$3.5 billion.

Other figures released by the Carmel, Calif.-based industry watchdog show that the average consumer will buy nearly four titles in 1998, up from today's two units. Nevertheless, average monthly rentals will remain under the five-unit mark by

1998, approximately the same number they are today.

By 1998, Kagan predicts that VCR hardware shipments will be at the 10-million-unit mark with close to 4 million being replacement sets and just over 2 million being new VCR homes. The balance will be multi-VCR homes. As contrasted with 1989, those figures represent a more than doubled number of replacement VCR homes, while the number of new VCR homes will dwindle.

The total VCR universe in 1998 will be just less than 100 million VCRs with more than 30 million being multi-VCR houses, the rest being single-VCR households. **JIM McCULLAUGH**

### KAGAN PANEL AGREES ON BREADTH

(Continued from page 50)

effect. It's damn hard getting someone to purchase a copy of '52 Pickup' who has an open-to-buy of \$3.75. The greatest opportunity this business has to get back to double-digit growth in rental is the word 'education.'

Commtron deals with a universe of about 18,000 retailers of various sizes per month, he said, which

### 'We have to rent more than hits'

makes up a sizable chunk of the home video business.

"But it's a tad scary to listen to them. Many are terribly undereducated in many ways in running their business. While 57% of consumers many not know what they want when they go into a specialty store, only 7% base their rental on what the clerk says. It's a rare experience to see someone sell a head cleaner, blank tape, or suggest another title. This is a shopping experience. If they would just do more suggestive selling and become more educated, they might have

the extra dollars to buy extra copies of B titles. There are about 20,000 dealers out there who we need to get up to par."

Commtron, the nation's largest video wholesaler, has co-sponsored dealer education seminars, said Farr, having already logged sessions in 27 cities with some 4,000 dealers.

Eric Doctorow, senior VP and GM of Paramount Home Video, said, "Marketing matters. Maybe our business used to be an ancillary market that rode on the coattails of theatrical success. But those days are done."

While Doctorow noted that the product introduced at retail "does make a difference," he added that retailers should be ambitious about marketing their outlet.

"We want to see retailers get better at selling, promoting, and creating excitement in their stores. Too many video specialists are not creating that excitement," he said, adding that the burden for expanding the business rests equally on the shoulders of the studio, the distributor, and the retailer.



**Full Moon, Bent Elbow.** A star-studded cast including, from left, Burgess Meredith, Gene Hackman, and Teri Garr stars in the forthcoming Media Home Entertainment release, "Full Moon In Blue Water." The film is described as a "slice of life" story centered around a down-and-out, small-town Texas bar. It will be available beginning May 3 for a list price of \$89.95. The prebook cutoff date is April 19.

# TOP SPECIAL INTEREST VIDEOCASSETTES™ SALES

THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Remarks	Suggested List Price
Compiled from a national sample of retail store sales reports.						
<b>RECREATIONAL SPORTS™</b>						
★★ NO. 1 ★★						
1	1	9	<b>SPORTS ILLUSTRATED'S 25TH ANNIVERSARY SWIMSUIT VIDEO</b>	HBO Video 0234	Behind-the-scenes footage of the making of the famous swimsuit issue.	19.99
2	3	121	<b>AUTOMATIC GOLF ▲ ◇</b>	Video Reel Similar Entertainment, Inc. VA 39	Bob Mann's methods increase players' drive by 30 to 80 yards.	14.95
3	4	21	<b>THE ALL NEW NOT-SO-GREAT MOMENTS IN SPORTS</b>	HBO Video 0025	Tim McCarver hosts more compilations of sports' most memorable goofs.	14.99
4	6	93	<b>DORF ON GOLF ◆</b>	J2 Communications J2-0009	Tim Conway displays the fun-damentals of golf in this spoof of how-to's.	29.95
5	7	29	<b>NFL TV FOLLIES</b>	NFL Films Video Fox Hills Video	Jonathan Winters hosts this newest football follies program.	19.95
6	5	65	<b>NOT SO GREAT MOMENTS IN SPORTS</b>	HBO Video 0024	Tim McCarver hosts this compilation of sports' most memorable goofs.	14.95
7	11	47	<b>WINNING BASKETBALL WITH LARRY BIRD</b>	Kodak Video Programs 8118770	Ball handling skills taught by Celtic great Larry Bird and others.	19.95
8	8	5	<b>MICHAEL JORDAN: COME FLY WITH ME</b>	CBS-Fox Video 2173	Video combines biography info with career highlights of this NBA great.	19.98
9	14	121	<b>GOLF MY WAY WITH JACK NICKLAUS</b>	Worldvision Home Video 2001	Easy-to-follow guide for the beginning golfer.	84.95
10	2	99	<b>THE BEST OF THE FOOTBALL FOLLIES</b>	NFL Films Video Fox Hills Video	NFL's best and funniest football bloopers fill this compilation.	19.95
11	12	7	<b>FOOTBALL FOLLIES</b>	NFL Films Video Fox Hills Video	Sarcasm, slapstick and action set to music highlight this blooper video.	19.95
12	15	23	<b>SPORTS ILLUSTRATED-GET THE FEELING: SPEED</b>	NFL Films Video HBO Video 0091	Highlights of some of the fastest moments in sport's history.	14.99
13	16	63	<b>NFL CRUNCH COURSE</b>	NFL Films Video Fox Hills Video	Profiles of football greats plus the NFL's greatest hits.	19.95
14	10	17	<b>SPORTS ILLUSTRATED-GET THE FEELING POWER</b>	NFL Films Video HBO Video 0092	Highlights from the greatest moments in sports accentuating power.	14.99
15	19	93	<b>ARNOLD PALMER: PLAY GREAT GOLF VOLUME 1</b>	Vestron Video 2038	Mastering the Fundamentals focuses on the basic mechanics of golf.	39.98
16	18	63	<b>LITTLE LEAGUE'S OFFICIAL HOW-TO-PLAY BASEBALL BY VIDEO</b>	Mastervision	Basic instructions for any aspiring young ballplayer.	19.95
17	9	27	<b>MIKE TYSON'S GREATEST HITS</b>	HBO Video 0088	Highlights from the World's Heavyweight champ's best matches.	19.99
18	RE-ENTRY		<b>TENNIS OUR WAY</b>	Worldvision Home Video	Arthur Ashe, Stan Smith, and Vic Braden reveal their winning techniques.	39.95
19	13	71	<b>WARREN MILLER'S LEARN TO SKI BETTER</b>	Lorimar Home Video Warner Home Video 103	A definitive guide to the art of skiing.	24.95
20	20	67	<b>CHARLIE LAU: THE ART OF HITTING 300</b>	Best Film & Video Corp.	Improve your stance, shift your weight, adjust your swing.	19.95
<b>HOBBIES AND CRAFTS™</b>						
★★ NO. 1 ★★						
1	1	7	<b>RAND MCNALLY VIDEOTRIPS: A GUIDE TO HAWAII</b>	Best Film & Video Corp.	James Farentino guides you through America's tropical paradise.	19.95
2	6	63	<b>CASINO GAMBLING WITH DAVID BRENNER</b>	Lorimar Home Video Warner Home Video 052	Learn the basic strategies for winning Craps, Blackjack & Roulette.	39.95
3	2	7	<b>RAND MCNALLY VIDEOTRIPS: A GUIDE TO WASHINGTON, D.C.</b>	Best Film & Video Corp.	Willard Scott hosts this video tour of our historical monuments.	19.95
4	13	25	<b>READER'S DIGEST VIDEOMANUAL: HOME REPAIR</b>	Random House Home Video	Complete home repair program to deal with the most common repair problems.	29.95
5	10	43	<b>SPAGO: COOKING WITH WOLFGANG PUCK</b>	Wolfgang Puck, Inc. Warner Home Video 35048	Over 15 Spago recipes including Wolfgang Puck's Famed pizzas & pastas.	29.98
6	5	121	<b>CHEF PAUL PRUDHOMME'S LOUISIANA KITCHEN, VOL. 1</b>	J2 Communications	Unique techniques are revealed in this video on Cajun cooking.	19.95
7	8	107	<b>LAURA MCKENZIE'S TRAVEL TIPS-HAWAII</b>	Republic Pictures Corp. H-7352-1	Visits to Oahu, Maui, Diamond Head, and Waikiki.	24.95
8	RE-ENTRY		<b>PLAY BRIDGE WITH OMAR SHARIF</b>	Best Film & Video Corp.	Step-by-step bridge techniques and strategies.	29.95
9	12	121	<b>CHEF PAUL PRUDHOMME'S LOUISIANA KITCHEN, VOL. 2</b>	J2 Communications	How to prepare Cajun and Creole classics from scratch.	19.95
10	3	25	<b>FODOR'S HAWAII</b>	Random House Home Video	Travel tips on hotels, restaurants, sightseeing, and shopping.	19.95
11	4	71	<b>THIS OLD HOUSE</b>	Crown Video	Numerous home repair and restoration ideas presented in an easy-to-do style.	24.95
12	NEW ▶		<b>HAIRCUTTING AT HOME</b>	Increase Video	Simple visual guide to cutting hair and how easy it is to do it.	29.95
13	11	99	<b>YES YOU CAN MICROWAVE</b>	JCI Video Inc. JCI Video 8200	Common-sense guide to the basics of microwave cooking.	19.95
14	9	7	<b>THE WORLD'S GREATEST PHOTOGRAPHY COURSE</b>	VidAmerica	Leif Erickson guides you through this comprehensive look at photography.	14.95
15	14	5	<b>RAND MCNALLY VIDEOTRIPS: A GUIDE TO COLORADO SKI RESORTS</b>	Best Film & Video Corp.	Bob Beattie hosts this detailed look at Colorado's ski resorts.	19.95

◆ ITA gold certification for a minimum sale of 125,000 units or a dollar volume of \$9 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. ◇ ITA platinum certification for a minimum sale of 250,000 units or a dollar volume of \$18 million at retail for theatrically released programs, and of at least 50,000 units and \$2 million at suggested retail for nontheatrical titles. Next week: Health And Fitness; Business And Education.

## U.K. Sets Anti-Drug Abuse Concert Global Telecast Seeks To Raise \$150 Mil

BY NIGEL HUNTER

LONDON A three-hour concert to combat drug abuse is set for an Aug. 26 live global telecast from the Pinewood film studios here. The event is being organized by Anti-Drug Abuse, a new foundation to raise funds to counteract the growing international drug problem.

Artists who have already given provisional consent to take part include Mikhail Baryshnikov, the Bolshoi Ballet, Bananarama, Richard Clayderman, Julian Lloyd Webber, and Jim Henson's Muppets.

Tagged "ADA: The Concert," the show will be broadcast live to many territories from Pinewood's giant 007 Stage, built specifically for the James Bond movies. Providing musical interludes and accompaniment will be two of the U.K.'s leading orchestras, the London Symphony and the Royal Philharmonic.

These will be conducted by Jack Elliott and Roy Budd, the pianist and film composer who is also producing the show.

Before an invited audience of 2,000, the concert will utilize all genres of musical entertainment, including classical, popular, opera, ballet, and even mime, targeting the widest possible cross-section of the world audience.

The show is being segmented to allow for local commercials in each country, with the payments made by local stations to be added to ADA funds. Apart from the introductory speech by former James Bond actor Roger Moore, the concert will not refer again to the foundation, "in order to protect the entertainment value," says Budd, an ADA representative.

"The concert will have a totally different and individual approach," Budd says. "Unlike the Nelson Mandela 70th birthday event and Live Aid, it will be scripted and coordinated. It will be the flagship for the telephone mar-

keting, sales, and licensing activities, which will generate a considerable sum of money to launch the ADA fund."

To facilitate the raising of a hoped-for \$150 million in donations, special marketing efforts are being employed, says Budd. These include presale of the concert to local television, cable, and satellite stations; heavy use of direct-mail shots; and special arrangements with international telephone companies and credit-

card facilities that will make it possible to open up free lines for credit donations during and after the show.

The ADA Foundation and its initial concert are fully endorsed by the United Nations Fund for Drug Abuse Control. The fund is a charitable trust set up under the cantonal laws of Geneva, Switzerland, and additional large-scale fund-raising concerts are being planned, with the next likely to be in the Far East.

## French Clip Outlet Gets \$13 Mil Budget Euromusique Channel Set

BY PHILIPPE CROCCO

PARIS Euromusique, a commercially sponsored music video channel with a proposed first-year budget of more than \$13 million, is now in development as a co-venture of CBS France—which, with a 1988 gross of \$130 million to its credit, is continuing its policy of diversification that began last year with sell-through video distribution.

CBS holds an 8% interest in the music television project, in conjunction with La Generale des Eaux, the water supply company, which has 15%; the NRJ radio station, with 14%; Caisse des Depots, 14%; PolyGram, 8%; and Independent Publishers, 8%.

According to CBS and the other co-developers, the project is deemed essential for the benefit of the music industry in France. It was proposed at a March 4 meeting of the Conseil Superieur de l'Audiovisuel and announced to the media at the same time.

Euromusique will derive its funding from advertising and sponsorship, and aims during its first year to attract at least 5% of the estimated 16 million young French-speaking Europeans that constitute its potential audience.

The channel's programs will be exclusively musical, giving priority to pop music and French repertoire. Videoclips, concerts, live shows, and phone-ins will figure in its schedule, and Euromusique's primary purpose will be the promotion of francophone music as a counter to Anglo-American influence.

The channel hopes to be transmitted via the TDF 1 satellite and the Telecom satellite in order to operate a 24-hour-a-day service through the French cable network and those in Belgium and Switzerland. It will also use Hertzian frequencies in Paris and the French provinces to reach noncabled homes. Pending final approval from the Conseil Superieur de l'Audiovisuel, Euromusique could start operating by January 1990.

In addition to the diversification activities, reorganization of the company by CBS France president and director general Henri de Bodinat has resulted in its annual gross doubling over four years, giving a 1988 profit figure of \$24 million, a 30-fold increase on the 1984 result.

CBS now has an 18% share of the French market, second only to PolyGram, and is enlarging its field of operations in consequence of the record division's prosperity.

"We are ahead of West Germany and are now equal with CBS U.K.," declares de Bodinat. "We can now start looking at further diversification."

Last year, the company achieved seven gold double albums, by the Gipsy Kings, Julio Iglesias, Europe, Bruce Springsteen, Kassav, and BOF Top Gun. Jean Jacques Goldman was the big success story of 1988 with a gold single, "La Bas," and platinum and diamond disks for "Entre Gris Clair."

De Bodinat is also planning a feature film to go into production toward the end of this year with a budget of \$63 million and "a very attractive soundtrack."



Iced Up. Sire/Warner artist Ice-T, left, talks with director Mitch Sinoway, center, and producer Allen Wachs, right, on the set of the video for "High Rollers," from the "Power" album.

## NEW VIDEOCLIPS

This weekly listing of new video-clips generally available for programming and/or promotional purposes includes artist, title, album (where applicable), label, producer/production house, and director. Please send information to Billboard, New Video-clips, 1515 Broadway, New York, N.Y. 10036.

### CINDERELLA

Coming Home  
Long Cold Winter/Mercury  
Mike Bodnarczuk  
Marc Reshovsky, Chris Painter

### CHARLIE DANIELS BAND

Midnight Train  
Homesick Heroes/Epic  
Kitty Moon/Scene Three  
Larry Boothby

### EAZY-E

Eazy-er Said Than Dunn  
Eazy Duz-It/Priority  
Terance Power/Fragile Films  
John Lloyd Miller/Scene Three

### KINGDOM COME

Do You Like It  
In Your Face/Polydor  
Mark Farrell/Visual Eyes  
Jerry Kramer

### REBA MCENTIRE

Cathy's Clown

Sweet Sixteen/MCA  
Marvel Blackstock/Picture Vision  
Jon Small

### NITTY GRITTY DIRT BAND

Will The Circle Be Unbroken Part 2  
Will The Circle Be Unbroken, Volume II/Universal  
Joanne Gardner/Acme Pictures  
Bill Pope

### THE OAK RIDGE BOYS

Beyond Those Years  
Monongahela/MCA  
Marc W. Ball, Kitty Moon/Scene Three  
Larry Boothby

### DOLLY PARTON

Why'd You Come In Here Lookin' Like That?  
White Limozeen/Columbia  
Tammara Wells/One Heart Corp.  
Jack Cole

### SIMPLE MINDS

This Is Your Land  
Street Fighting Years/A&M  
Luc Roeg/VIVID Productions  
Andy Morahan

### SWING OUT SISTER

Waiting Game  
Kaleidoscope World/Fontana/PolyGram  
M. Griffiths/Siren  
Mike Brady

### THIRD WORLD

Forbidden Love  
Serious Business/Mercury  
Craig Fanning  
Dominic Orlando



Letting Go. Atco act Sweet Sensation is shown performing "Never Let You Go" during a recent taping of USA Network's "Dance Party USA." The segment aired April 24.

The Eye does not appear in this week's issue. It will return next week.

## VIDEOS WANTED

Major independent video label seeks unreleased music video programming for home video distribution. Concerts, Documentaries, Rock, Jazz, Classical, Gospel, etc.

Please submit all responses to:

**Home Video**

Dept. B

P.O. Box 118 • Hollywood, CA 90078

## VIDEO TRACK

LOS ANGELES

**JAMES INGRAM'S CLIP** for "It's Real" is so crisp and clear that it almost looks animated. The tune comes from Ingram's Warner Bros. album of the same name. **Gerry Wenner** directed and photographed the performance/dance piece in color 35mm film. **Barry Lather** choreographed the dance sequences and **John Hopgood** produced for Planet Pictures.

**Blue Murder** is set to release "In The Valley Of The Kings," from its eponymous Geffen album. **Mary Lambert** directed the O Pictures production and **Sharon Oreck** produced. The crew shot the piece at San Pedro's Angels' Gate Museum.

**Squeak Pictures'** director **David Kellogg** rigged A&M artist **Scott Grimes** with an invisible wire so he could fly through his new video, "I Don't Even Mind." **Pam Tarr** produced the clip, which was shot on a construction site in Ontario, Canada.

NEW YORK

**DOOM FILMS HAS WRAPPED** production on "Time With You" for the L.A.-based band **FIREHOSE**. **Kim Haun** shot live performance footage on an L.A. stage and **Joe DeSalvo** lensed concept material in New York's East Village. **Tom Mignone** directed the clip and **Joe Deher** produced.

**EMI's Aleese Simmons** and **Classic Concept Productions** recently shot "I Want It" in an old high school in the city. **Lionel C. Martin** directed and **Ralph McDaniels** and **Sabrina Gray** produced. **Carl Payne**, who plays "Cockroach" on "The Cosby Show," is the leading man in the video.

**Peter Nydrle** and **Gerry Wenner** teamed up to lens Atlantic record-

ing act **Sky**, in the title track for its album, "Start Of A Romance." **Nydrle** directed for **Peter Nydrle Productions**. **Wenner** photographed the clip, which was shot on 3G's sound stage.

OTHER CITIES

**COUNTRY SIREN Tanya Tucker's** new video, "Daddy And Home," combines actual home movies and family photos with footage of a melancholy Tucker who is stranded at Nashville's Loveless Motel. The clip also uses old video footage of **Jimmy Rodgers'** version of the song. **Marc W. Ball** produced the clip for **Scene Three**, and **Larry Boothby** directed. The tune comes from Tucker's Capitol album, "Strong Enough To Bend."

**Vivid director Andy Morahan** recently completed **Tanita Tikaram's** clip, "World Outside Your Window." **Morahan** used fast-paced editing for the performance piece, which was shot at the Conservatory in London. **Luc Roeg** produced. The single is from **Tikaram's Reprise** album, "Ancient Heart."

**Director Len Dell'Amico** directed "The Neville Brothers: Tell It Like It Is," a live concert performance featuring such artists as the **Nevilles**, **Buckwheat Zydeco**, the **Dixie Cups**, the **Dirty Dozen Brass Band**, **Gregg Allman**, **John Hiatt**, **Bonnie Raitt**, and **Dennis Quaid**. The Cinemax special was produced by **Delilah Films**, with lighting design by **Ocean Rose & Associates**. **Bernard Aroux** shot the band's performance at Storyville in New Orleans.

*Production companies and post-production facilities are welcome to submit information on current projects. Please send material to Deborah Russell, Video Track, Billboard, 9107 Wilshire Blvd., Beverly Hills, Calif. 90210.*

AS OF APRIL 29, 1989

# Billboard THE CLIP LIST

A SAMPLING OF PLAYLISTS AT NATIONAL VIDEO MUSIC OUTLETS. Lists do not include videos in recurrent or oldies rotation.

MTV MUSIC TELEVISION	VH1 VIDEO HITS ONE	Black Entertainment Television
Continuous programming 1775 Broadway, New York, NY 10019	Continuous programming 1775 Broadway, New York, NY 10019	14 hours daily 1899 9th St. NE, Washington, DC 20018
<b>ADDS</b>	<b>ADDS</b>	<b>ADDS</b>
Bobby Brown, Every Little Step Jorge Benn, Ponta De Lanca Africano The Cure, Fascination Street De La Soul, Me, Myself, And I Depeche Mode, Everything Counts John Cougar Mellencamp, Pop Singer Tesla, Hang Tough Vixen, Love Made Me	Natalie Cole, Miss You Like Crazy Rick James, This Magic Moment/Dance With Me Diana Ross, Workin' Overtime Swing Out Sister, Waiting Game	James Ingram, It's Real Lisa Lisa & Cult Jam, Little Jackie Wants To Be A Star Paula Abdul, Forever Your Girl Slick Rick, Children's Story The Manhattan, Sweet Talk Rick James, This Magic Moment/Dance With Me Harry Connick Jr., Do You Know What It Means... Najee, That's The Way Of The World
<b>BUZZ BIN</b>	<b>FIVE STAR VIDEOS</b>	<b>HEAVY</b>
Robyn Hitchcock/Egyptians, Madonna Of The WASPS XTC, The Mayor Of Simpleton	Elvis Costello, Veronica Enya, Orinoco Flow (Sail Away) Madonna, Like A Prayer Bonnie Raitt, Thing Called Love Take 6, Spread Love Steve Winwood, Hearts On Fire	Boy George, Don't Take My Mind On A Trip Neneh Cherry, Buffalo Stance De La Soul, Me, Myself, And I E.U., Buck Wild Kwame, The Man We All Know And Love Living Colour, Open Letter (To A Landlord) Neville Brothers, Sister Rosa Stop The Violence Movement, Self Destruction Tone Loc, Funky Cold Medina Wendy Ann Lisa, Are You My Baby? Deon Estus, Heaven Help Me The Pasadenas, Tribute (Right On) Dino, 24/7
<b>HIP CLIP</b>	<b>HEAVY</b>	<b>MEDIUM</b>
Roachford, Cuddly Toy (Feel For Me)	Thirty Eight Special, Second Chance Paula Abdul, Forever Your Girl The Belle Stars, Iko Iko Paul Carrack/Terry Nunn, Romance Deon Estus, Heaven Help Me Fine Young Cannibals, She Drives Me Crazy Bette Midler, Wind Beneath My Wings Sa-Fire, Thinking Of You The Traveling Wilburys, End Of The Line Jody Watley, Real Love	Roachford, Cuddly Toy (Feel For Me) Diana Ross, Workin' Overtime Sky, Start Of A Romance Z'Looke, Lovesick M.C. Hammer, Turn This Mutha Out Joyce Irby Featuring Doug E. Fresh, Mr. D.J. El DeBarge, Real Love Chuckii Booker, Turned Away Take 6, Spread Love Simply Red, It's Only Love Ashford & Simpson, I'll Be There For You The Untouchables, Agent 00 Soul Jackie Jackson, Stay
<b>SNEAK PREVIEW</b>	<b>HEAVY</b>	<b>MEDIUM</b>
Debbie Gibson, Electric Youth Guns N' Roses, Patience Tom Petty, I Won't Back Down	Edie Brickell & New Bohemians, Circle Grayson Hugh, Talk It Over Indigo Girls, Closer To Fine Howard Jones, Everlasting Love Lisa Lisa & Cult Jam, Little Jackie Wants To Be A Star Roy Orbison, Mystery Girl Phoebe Snow, If I Can Just Get Through The Night	RECORD THE ALL NEW GUIDE Five 1/2-hour shows weekly 1000 Laurel Oak, Voorhees, NJ 08043
<b>HEAVY</b>	<b>MEDIUM</b>	<b>CURRENT</b>
Paula Abdul, Forever Your Girl Bangles, Eternal Flame Bon Jovi, I'll Be There For You Def Leppard, Rocket Fine Young Cannibals, She Drives Me Crazy Howard Jones, Everlasting Love Living Colour, Cult Of Personality Madonna, Like A Prayer Metallica, One Milli Vanilli, Girl You Know It's True Poison, Your Mama Don't Dance R.E.M., Stand Roxette, The Look Thirty Eight Special, Second Chance Tone Loc, Funky Cold Medina Winger, Seventeen	Edie Brickell & New Bohemians, Circle Neneh Cherry, Buffalo Stance Elvis Costello, Veronica The Cult, Fire Woman Lita Ford/Ozzy Osbourne, Close My Eyes Forever Samantha Fox, I Only Wanna Be With You Julian Lennon, Now You're In Heaven New Order, Round & Round The Outfield, Voices Of Babylon Queensryche, Eyes Of A Stranger R.E.M., Turn You Inside Out Replacements, I'll Be You Skid Row, Youth Gone Wild Tanita Tikaram, Twist In My Sobriety Warrant, Down Boys Jody Watley, Real Love Steve Winwood, Hearts On Fire	Thrashing Doves, Angel Visit Julian Lennon, Now You're In Heaven The Sandmen, House In The Country Barney Bentall, Something To Live For The Outfield, Voices Of Babylon Kid 'N Play, Rollin' With Kid 'N Play M.C. Rell, Into The Future Tone Loc, Funky Cold Medina New Order, Round & Round Throwing Muses, Dizzy Erasure, Stop Take 6, Spread Love Mojo Nixon & Skid Roper, (619) 239-KING Dead Milkmen, Punk Rock Girl Graham Parker, Soul Corruption Stray Cats, Bring It Back Again The Cult, Fire Woman Testa, Heaven's Trail (No Way Out) Winger, Seventeen The Roxx Gang, No Easy Way Out Nitzer Ebb, Hearts And Minds E.U., Buck Wild
<b>ACTIVE</b>	<b>MEDIUM</b>	<b>CURRENT</b>
Edie Brickell & New Bohemians, Circle Neneh Cherry, Buffalo Stance Elvis Costello, Veronica The Cult, Fire Woman Lita Ford/Ozzy Osbourne, Close My Eyes Forever Samantha Fox, I Only Wanna Be With You Julian Lennon, Now You're In Heaven New Order, Round & Round The Outfield, Voices Of Babylon Queensryche, Eyes Of A Stranger R.E.M., Turn You Inside Out Replacements, I'll Be You Skid Row, Youth Gone Wild Tanita Tikaram, Twist In My Sobriety Warrant, Down Boys Jody Watley, Real Love Steve Winwood, Hearts On Fire	The Belle Stars, Iko Iko Michael Damian, Rock On Deon Estus, Heaven Help Me Extreme, Kid Ego Great White, Once Bitten, Twice Shy Guadalupe Garcia, Always Saturday Information Society, Repetition Marchello, First Love Eddie Money, Let Me In New Kids On The Block, I'll Be Loving You (Forever) Tommy Page, A Shoulder To Cry On Bonnie Raitt, Thing Called Love Saraya, Love Has Taken Its Toll Peter Schilling, The Different Story Siren, All Is Forgiven Sweet Sensation, Sincerely Yours	14 hours weekly 6311 Romaine St., Los Angeles, CA 90038
<b>MEDIUM</b>	<b>MEDIUM</b>	<b>CURRENT</b>
The Belle Stars, Iko Iko Michael Damian, Rock On Deon Estus, Heaven Help Me Extreme, Kid Ego Great White, Once Bitten, Twice Shy Guadalupe Garcia, Always Saturday Information Society, Repetition Marchello, First Love Eddie Money, Let Me In New Kids On The Block, I'll Be Loving You (Forever) Tommy Page, A Shoulder To Cry On Bonnie Raitt, Thing Called Love Saraya, Love Has Taken Its Toll Peter Schilling, The Different Story Siren, All Is Forgiven Sweet Sensation, Sincerely Yours	Anthrax, Anti-Social Big Bam Boo, Shooting From My Heart Concrete Blonde, God Is A Bullet D'Mob, We Call It Acied Firetown, The Good Life Mojo Nixon & Skid Roper, (619) 239-KING Stray Cats, Bring It Back Again TNT, Tonight I'm Falling W.A.S.P., The Real Me	<b>ADDS</b>
<b>BREAKOUTS</b>	<b>BREAKOUTS</b>	<b>ADDS</b>
Anthrax, Anti-Social Big Bam Boo, Shooting From My Heart Concrete Blonde, God Is A Bullet D'Mob, We Call It Acied Firetown, The Good Life Mojo Nixon & Skid Roper, (619) 239-KING Stray Cats, Bring It Back Again TNT, Tonight I'm Falling W.A.S.P., The Real Me	Donna Summer, This Time I Know It's For Real The Belle Stars, Iko Iko (Re-Mix) Johnny Clegg & Savuka, Scatterlings Of Africa Lisa Lisa & Cult Jam, Little Jackie Wants To Be A Star Roxette, Dressed For Success Natalie Cole, Miss You Like Crazy Vixen, Love Made Me Guns N' Roses, Patience Diana Ross, Workin' Overtime Cinderella, Coming Home R.E.M., Turn You Inside Out Lou Reed, Busload Of Faith	Donna Summer, This Time I Know It's For Real The Belle Stars, Iko Iko (Re-Mix) Johnny Clegg & Savuka, Scatterlings Of Africa Lisa Lisa & Cult Jam, Little Jackie Wants To Be A Star Roxette, Dressed For Success Natalie Cole, Miss You Like Crazy Vixen, Love Made Me Guns N' Roses, Patience Diana Ross, Workin' Overtime Cinderella, Coming Home R.E.M., Turn You Inside Out Lou Reed, Busload Of Faith
<b>HEAVY</b>	<b>HEAVY</b>	<b>HEAVY</b>
Foster & Lloyd, Before The Heartache Rolls In Kathy Mattea, Come From The Heart The Shooters, If I Ever Go Crazy Canyon, Right Tracks, Wrong Train Desert Rose Band, She Don't Love Nobody Willie Nelson, Spanish Eyes Hank Williams Jr. & Sr., There's A Tear In My Beer Charley Pride, White Houses Dolly Parton, Why'd You Come In Here... Tammy Wynette, Next To You Foster & Lloyd, Fat Lady Sings Shenandoah, The Church On Cumberland Road Reba McEntire, Cathy's Clown Patty Loveless, Don't Toss Us Away Mojo Nixon & Skid Roper, (619) 239-KING Charlie Daniels, Midnight Train Nitty Gritty Dirt Band, Will The Circle Be Unbroken Sweethearts Of The Rodeo, If I Never See... Shane Barmby, Let's Talk About Us Birch Sisters, Old Flame, New Fire	Thirty Eight Special, Second Chance Michael Damian, Rock On Sweet Sensation, Sincerely Yours Metallica, One Fine Young Cannibals, She Drives Me Crazy Tone Loc, Funky Cold Medina Jody Watley, Real Love Ani-Motion, Room To Move Deon Estus, Heaven Help Me Bon Jovi, I'll Be There For You Def Leppard, Rocket Paula Abdul, Forever Your Girl Madonna, Like A Prayer	Shenandoah, The Church On Cumberland Road Billy Joe Royal, Tell It Like It Is Rodney Crowell, After All This Time Clint Black, Better Man Hank Williams Jr. & Sr., There's A Tear In My Beer Lorrie Morgan, Dear Me George Strait, Baby's Gotten Good At Goodbye Desert Rose Band, She Don't Love Nobody Kathy Mattea, Come From The Heart The Shooters, If I Ever Go Crazy Dan Seals, They Rage On Dolly Parton, Why'd You Come In Here... Alabama, Song Of The South Charlie Daniels, Midnight Train Patty Loveless, Don't Toss Us Away Reba McEntire, Cathy's Clown Oak Ridge Boys, Beyond Those Years Skip Ewing, Gospel According To Luke Keith Whitley, I'm No Stranger To The Rain Sweethearts Of The Rodeo, If I Never See...
<b>HEAVY</b>	<b>HEAVY</b>	<b>HEAVY</b>
Foster & Lloyd, Before The Heartache Rolls In Kathy Mattea, Come From The Heart The Shooters, If I Ever Go Crazy Canyon, Right Tracks, Wrong Train Desert Rose Band, She Don't Love Nobody Willie Nelson, Spanish Eyes Hank Williams Jr. & Sr., There's A Tear In My Beer Charley Pride, White Houses Dolly Parton, Why'd You Come In Here... Tammy Wynette, Next To You Foster & Lloyd, Fat Lady Sings Shenandoah, The Church On Cumberland Road Reba McEntire, Cathy's Clown Patty Loveless, Don't Toss Us Away Mojo Nixon & Skid Roper, (619) 239-KING Charlie Daniels, Midnight Train Nitty Gritty Dirt Band, Will The Circle Be Unbroken Sweethearts Of The Rodeo, If I Never See... Shane Barmby, Let's Talk About Us Birch Sisters, Old Flame, New Fire	Thirty Eight Special, Second Chance Michael Damian, Rock On Sweet Sensation, Sincerely Yours Metallica, One Fine Young Cannibals, She Drives Me Crazy Tone Loc, Funky Cold Medina Jody Watley, Real Love Ani-Motion, Room To Move Deon Estus, Heaven Help Me Bon Jovi, I'll Be There For You Def Leppard, Rocket Paula Abdul, Forever Your Girl Madonna, Like A Prayer	Country Music Television Continuous programming 704 18th Ave. South, Nashville, TN 37203

## PROMOTIONAL MUSIC VIDEOS

Available on 1 hour tape compilations to Night Clubs, DJ's, Hotels and retail outlets throughout America.

Call LAWRENCE ENTERPRISES today for more details: (201) 667-7575



## CURRENT CHART HITS

AVAILABLE BY SUBSCRIPTION

For programming use only  
Inquire on station letterhead:

RECORD SOURCE INTERNATIONAL

A DIVISION OF BILLBOARD  
1515 BROADWAY, NEW YORK, N.Y. 10036

**NEW PRODUCTS & SERVICES**

**IF YOU ARE** impressed by the high sound quality of the samples on the new **E-mu Proteus ROM** sample player, you may be interested to know that they were recorded using a pair of **Bruel & Kjaer** Type 4003s Professional Series microphones. Contact B&K for information on the complete series at 508-481-7000.

**SONDOR TO SSL:** In a move that reinforces its ever-growing thrust into the film sound market, **Solid State Logic Inc.**, the U.S. sales and service arm of British parent company SSL Ltd., has pacted to act as North American distributor for Sondor, the Swiss manufacturer of magnetic film recorders and reproducers. Sondor, highly respected in Europe, has a product line that includes the OMA S sprocket-driven magnetic film recorder/reproducer, and the Libra A90 range of capstan-driven machines. Contact SSL Inc. at 212-315-1111 on the East Coast and 213-463-4444 on the West Coast.

**LEXICON NOTES:** Lexicon's **Opus** digital workstation now has a digital equalization/filter option that provides up to 12 channels of "high-precision" digital EQ, according to the firm. Prospective Opus buyers will be able to see both the system itself and the new upgrade at several hands-on Opus demo rooms recently opened by Lexicon in various locations around the U.S. and Canada, including Los Angeles, New York, Montreal, and

the company's home base of Waltham, Mass.

On the digital signal-processing front, Lexicon has just introduced third-generation software for its highly regarded 480L digital effects system. The new software is said to provide substantial increases in the unit's sampling programs and signal-processing features. Contact Lexicon at 617-891-6790.

**SPEAK UP:** That's what **Celestion** says its new **K Series** loudspeakers are designed to do. The K models are a brand-new design from the ground up, the firm says, and the line is composed of a 10-inch, a 12-inch, and two 15-inch drivers. All feature cloth-edged cones and edge-wound coil technology. Contact Celestion at 508-429-6706.

**SIGN UP NOW** and receive these beautiful 10-inch reels of quarter-inch **Agfa**, **Ampex**, and **3M** recording tape: That's the pitch the **Society of Professional Audio Recording Services** is making to induce facilities to join up during SPARS' 10th anniversary year. The recording group organizes business seminars, provides information services, and administers the SPARS recording engineering examination. Yearly dues for associate members in the organization are \$250. If interested, contact **Shirley Kaye**, executive director at 407-641-6648.

Edited by STEVEN DUPLER



Although many people have heard about Lexicon's Opus, they may not have seen it in action, so the Waltham, Mass.-based electronics firm has opened several demo rooms for its all-digital audio production system. Shown here is Jon Beachdell, left, Lexicon West Coast sales manager, demonstrating the workstation at the Los Angeles demo facility.

**Seminar To Address Tape Duplication Issues  
ITA Meets Asks 'How & Why'**

BY STEVEN DUPLER

**NEW YORK** New equipment, materials, and techniques in quality control, noise reduction, and various other aspects of tape duplication are set to be examined at the International Tape/Disc Assn.'s upcoming fourth annual How & Why Seminar, May 22-25 at the Marina Beach Hotel in Marina Del Rey, Calif.

Highlights of the four-day meet include a discussion of how DAT masters are now being used in compact disk production in place of the Sony 1630-processed U-matic videocassettes that have been the standard so far; a recounting of user experiences with the new ultrahigh-quality Digital Audio Analog Duplication optical disk master-based system developed by American Multimedia International; a preview of Dolby S-type noise reduction, billed as the "next-gen-

eration consumer tape system"; a look at a new magneto-optical disk digital audio recorder from Nakamichi; and a discussion led by Jim Williams, president of Gauss, on techniques involved in 96-to-1 high-speed audiocassette duplication.

One of the most interesting sessions is almost certain to be a look at the results of national consumer focus groups that discussed the question, "DC, DAT, or Analog Cassette: Can The Consumer Hear The Difference?" presented by Christopher Emery of Agfa Corp.

The speakers and panelists confirmed for the gathering include some of the brightest names in audio recording, cassette duplication, and quality control. Among these are Gene Wooley, VP, recording and quality assurance, MCA Records; Joseph Kempler, technical director, Sunkyong Magnetics; Guy Costa, CEO of Quadim Corp., and former president of Motown Re-

cording Studios; top mastering engineers Bernie Grundman and Greg Folginetti; Howard Schwartz, VP of research and development for CBS Records; Bob Megantz and Dennis Staats of Dolby Laboratories; Lindsay Allen of Ampex Corp.; Dan Imel of Loran Cassettes and Audio Products; George McClellan of Sonopress Inc., the first duplicating facility in the world to go on-line with the new DAAD system; and Richard Clark, president of AMI.

The seminar kicks off with a cocktail reception at 7 p.m. on May 22. Sessions begin the following day, running from 9 a.m.-5 p.m. on both May 23 and 24. On May 25, sessions run from 9 a.m.-noon.

Registration fees are \$250 for ITA members, \$350 for nonmembers. For information, contact the ITA office at 212-643-0620.

**AUDIO TRACK**

**NEW YORK**

**AT PRIME CUTS**, Bruce Forest and Roger Pauletta edited Royalty's "Baby Gonna Shake" for Sire. Steve Linsley edited show tapes for the Fat Boys' European tour. And, Latin Rascal Tony Moran edited Jean Paul Gaultier's new record, "How To Do That," for PolyGram.

Producer Justin Strauss was in at I.N.S. working on overdubs for the remix of "Stop" by Erasure (Warner Bros.). Eric Kupper handled keyboards. Also, Charles Ferrar was in producing various mixes of "House Is Taking Over" by Unique (Warlock Records). Jomanda worked on new material for Big Beat Records. Gary Clugston was at the board on all projects.

**LOS ANGELES**

**EPIC ACT** Bad English was in at One On One Recording to work on a debut project. The group features guitarist Neal Schon, keyboardist Jonathan Cain (both formerly of Journey), vocalist John Waite, drummer Deen Castronova, and bassist Ricky Phillips. Richie Zito produced with Phil Kaffel at the board. Mike Tacci was second engineer.

Engineer Tony Peluso tracked and mixed an all-star jazz session that included Robben Ford, Brian Bromberg, Tom Scott, John Guerin, and Roger Kellaway. Debbie Johnson assisted on the project, which was recorded at Westlake Audio. And, Disney Imagineering overdubbed vocals for upcoming releases with producer Ken Lisi. Matt Forger was at the board. Brad Sundberg assisted. Producer Michael Masser mixed tunes for Natalie Cole's new release on EMI, assisted by Steve James. Cal Harris was at the console, assisted by Mark Hagen.

Jeremy Smith was in at Smoke-tree mixing Wang Chung's new Warner Bros. album, with Beno Espinosa assisting. Peter Wolfe produced. Smith also mixed Sergio Mendez's new self-produced album. Robert Salcedo assisted.

The Jacksons were in at Larrabee mixing their autobiographical tune, "2300 Jackson Street," for CBS. The song features Marlon, Jermaine, Tito, Randy, Jackie, Rebbie, Janet, and Michael. Gene Griffin and Teddy Riley produced, with Keith Cohen mixing. "Come Back," the next scheduled single from Luther Vandross' CBS International album, was remixed with overdubs by Jeff Lorber. Taavi Mote mixed tunes for the upcoming Randy Jackson album on A&M.

Darryl Dennard and the video crew from "Ebony/Jet Showcase" filmed an interview with producers L.A. Reid & Babyface at Elumba. June Pointer was in putting down vocal tracks for her upcoming Columbia release, "Fit U In," with producer Rhett Lawrence. Jon Gass was at the desk, with Donnell Sullivan assisting. Z-Looke, Art Zamora, and Mike Carpenter were in to track and mix a tune for Epic artist Chris Bender. Sullivan ran the board, Larry Fergusson mixed, and Rick Caughron assisted.

**NASHVILLE**

**GARY MORRIS WAS IN AT** Sound Stage working on tracks with producer Jimmy Bowen. Ron Treat engineered with Julian King and Jack Howell assisting. Also, Skip Ewing mixed tracks with Bowen. Tom Perry engineered, and King and Howell assisted.

Melissa Kay visited the Sound-Shop with producer Norro Wilson to work on a single for Reed Records. Pat McMakin ran the board. At the Sound Emporium, Tony

Perez mixed an album project with producer Blake Mevis. The Warner Bros. project was engineered by Gary Laney. Roy Clark was in working on overdubs on some new material with engineer Laney. And, Larnelle Harris mixed an album project with producer Greg Nelson. Bob Clark engineered the Benson project.

Omnisound had Marie Osmond (Capitol) in tracking album tunes with producer Jerry Crutchfield. Scott Hendricks engineered, assisted by Carry Summers. Randy Travis made tracks with producer Kyle Lehning for Warner Bros. Curt Odle engineered, assisted by Summers. And, Degarmo & Key worked on vocal and guitar overdubs for a Benson album. Ron Griffin produced. Billy Whittington engineered, assisted by Steve Bishir.

**OTHER CITIES**

**BOB YESBEK, OWNER** of Omega Recording, Rockville, Md., was seated at the console working on tracks for Busch Gardens' musical theme-park presentations. He used a 30-piece orchestra in studio A and MIDI sequencing in studios B and D. Island Records' Trouble Funk continued production efforts on an album project with engineer Chris Murphy.

Keith Sparbanie and the Soft Parade worked on tracks for independent release at Air Craft Studio in Pittsburgh. Four cuts are scheduled for release on 3-inch CD maxisingle. Joel Kerr mastered the CD tracks at DB Plus. The group's album, "29," is being produced by Sparbanie, with Dean Becker mixing. The album is slated for a May release.

All material for the Audio Track column should be sent to Debbie Holley, Billboard, Fifth Floor, 49 Music Square W., Nashville, Tenn. 37203.

**Call NOW...to order the 1988-89 edition of Billboard's INTERNATIONAL DIRECTORY OF MANUFACTURING & PACKAGING** for the Record & Audio/Tape Industries 1988-89 edition. Professional services and suppliers for record and video manufacturers, audio and video tape manufacturers, video program suppliers and buyers, video music producers and production facilities. - \$29.00 (includes postage and handling). Add appropriate sales tax in NY, NJ, CA, TN, MA and VA.

**CALL TOLL-FREE 800-223-7524**  
(In New York State: 212 536-5174)

# Billboard Classified Action Mart

To order an ad...check the type of ad you want...

Δ Regular Classified: \$2.95 per word. Minimum order \$59.00.

Δ Display Classified: 1 in./1x \$95.00 - 1 in./4x \$88.00 per 1 in./12x \$82.00 per - 1 in./26x \$79.00 per - 1 in./52x \$64.00 per.

Δ Reverse Ad \$10.00 additional charge

Δ Count 8 words for our box number and address. Add

\$6.50 for handling. Only regular mail forwarded - tapes not acceptable.

**NEW! Broadcast/Media Rates!**

Δ 1 in./1x \$70.00-1 in./4x \$65.00 per

Δ 1 in./12x \$60.00 per-1 in./26x \$56.00 per

Δ 1 in./52x \$52.00 per

**Circle the heading you want:**

For Sale/ Help Wanted/ Positions Wanted/ Tapes/ Business Opportunities/Investors Wanted/Songwriters/ Real Estate-For Sale & Lease/Services/Supplies/Equipment/Talent/Accessories/Novelties/Merchandise/Computer/ Golden Oldies/Wanted To Buy/ Comedy Material/Video/Schools & Instructions/Miscellaneous/Broadcast/Media

Payment must be enclosed with your ad copy. Send to Billboard Classified, 1515 Broadway, NY, NY 10036.

Cancellations must be in writing and mailed to the Classified Department.

15% agency commission applicable only on ads of 2" or more running 2 consecutive weeks.

Call Jeff Serrette NY State - 212/536-5174  
Outside NY State - toll free-800/223-7524  
Fax #212/536-5236

Your Name \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Telephone \_\_\_\_\_

To charge the cost of your classified advertising.

ΔAmerican Express ΔDiners Club ΔVisa ΔMaster Charge

Credit Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Your Signature \_\_\_\_\_

## FOR SALE

### LA MOBILE DISC JOCKEY COMPANY

4 operating systems with lites. 30,000 title record library. 12 years in business in LA area. Contracts through 1990. Serious buyers only!  
(419) 865 6103

## FOR SALE

### CD'S AVAILABLE

Along with 1,000's of cassette and LP titles. Dealers only. Write or call for free catalog.

Record-Wide Distributors, Inc.  
P.O. # 8100  
Fenton, MO 63026  
(314) 343-7100

## FOR SALE

### COMPACT DISC ACCESSORIES

#### JEWEL CASES

Single-Double-Quad-Thin-3"

#### CD STORAGE

#### DISC CARE PRODUCTS

#### BOOKS and ACCESSORIES

Free catalog

#### BEAR DISTRIBUTING COMPANY

(800) 777-1822

Wholesale Only \$50 Min. Order

19" steel rack mount 6' cabinets w/power strips, \$200 + freight: (405) 755 6333.

## NOVELTIES

#### ROCK T-SHIRTS

- \* OVER 100 STYLES
  - \* TOP ROCK ARTISTS
  - \* LICENSED DESIGNS
  - \* FREE CATALOG
- NICEMAN MERCHANDISING  
1-800-328-7226  
DEALERS ONLY

## LOOK

- POSTERS
- BUTTONS
- SUNGLASSES
- and
- NOVELTIES

ORION DISTRIBUTING  
(216) 881-1500

#### DON'T LOOK ANY FURTHER

Latest designs & styles  
Pop—Rock—Reggae—Punk  
Your Florida one stop  
for Rock & Roll merchandise  
We export.  
ZMACHARS  
8181 N.W. 91st Terrace Bay #6  
Miami FL 33166 (305) 888 2238  
FAX (305) 888 1924

## HELP WANTED

### STRATFORD SEARCH GROUP MANAGEMENT CONSULTANTS TO THE MUSIC INDUSTRY.

An executive search firm specializing in meeting the total human resource needs of the music industry. Send resumes in full confidence to:

STRATFORD SEARCH GROUP  
Empire State Building  
350 Fifth Avenue, Suite 7901  
New York, NY 10118  
(212) 465 1818 • FAX (212) 268 1061  
A DIVISION OF THAU/LEVEY, INC.

ACT IN TV COMMERCIALS. NO EXPERIENCE. ALL AGES. CHILDREN, TEENS, YOUNG ADULTS, FAMILIES, ETC. HIGH PAY TV ADVERTISING. CALL FOR CASTING INFORMATION. CHARM STUDIOS (313) 542-8400 EXT. 2808.

## HELP WANTED PERSONICS

### REGIONAL STORE REPRESENTATIVE

The hottest news in the industry. Personics installs and operates computerized systems so that customers can make personalized cassette tapes from selected cuts right in the store.

RESPONSIBILITIES: Store Liason, Marketing Support, Promotions, management of Customer Service Representatives.

JOB QUALIFICATIONS: Intelligent, articulate, retail or music industry experience, familiarity with computers, able to work independently.

Gordon Bossin Associates  
Video & Music Marketing Svcs.  
P.O. Box 695, New Canaan, Ct. 06840

## CASSETTE DUPLICATION

Bonneville Media Communications has an opening for an Electro-mechanical Technician. An Associates Degree in Electronics is desirable and five years experience, successfully trouble-shooting and maintaining King 790 loaders, is necessary. BMC is a non-smoking environment located in Salt Lake City, Utah.

Send resume to:  
Bonneville Media  
Communications  
Attn: Human Resources  
130 Social Hall Avenue  
SLC, UT 84111

## JIVE RECORDS

a member of the Zomba Group of Companies, with several top ten acts, seeks a Royalty Manager with a minimum of 3 years experience to head department. Computer literacy a definite advantage. This is an important position with a fast growing company. Send resume and salary requirements to:

ZOMBA  
137-139 W. 25th St.  
5th Floor  
New York, NY 10001  
Attn: Paul Katz

## FOR SALE & LEASE

BEAUTIFULLY CRAFTED MOBILE studio, wired for 8, 16 and 24 traces; 8 and 16 tract equipment optional; used twice; only 1400 miles; (405) 755 6333.

## SERVICES

### EUROPADISK, LTD.

#### AUDIOPHILE QUALITY

#### DMM MASTERING/PRESSING CASSETTE DUPLICATION

On Finest European  
HX-Pro Equipment

#### CD & GRAPHICS PACKAGES DIGITAL TRANSFER STUDIO

CD Master Tapes  
Neve Digital Console  
Sony Digital Editing

Europadisk, Ltd.

75 Varick Street, New York, NY 10013  
(212) 226-4401

- RECORD PRESSING
- CASSETTE DUPLICATION
- COMPACT DISC PRESSING

### ALIGNED AUDIO INC.

- AUDIOPHILE QUALITY
- DIGITAL TAPE PREP
- MASTERING & PLATING
- PROJECT COORDINATION
- LAYOUT & PRINTING
- ORDER FULFILLMENT

State of the art facility. Personalized service, high quality at competitive rates. For more information:

718 788 6969

718 499 0421 FAX

151 22nd St., Brooklyn, NY 11232

## Complete Manufacturing For The Music Industry...



### GEORGIA

### RECORD PRESSING

Records • Cassettes • CD's  
Custom Art And Jacket Printing  
Digital Mastering • Colored Vinyl

1-800-327-9212

★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★

#### DISCO & STAGE LIGHTING/AUDIO

- ★ Mirror Balls, Pin Spots, Rain Lights, ★
- ★ Chasers, Portable DJ Gear, Club ★
- ★ Lighting, etc. ★

#### WHOLESALE PRICING AVAILABLE

★ **Farralane Enterprises, Inc.** ★

★ **166 Central Ave.** ★

★ **Farmingdale, N.Y. 11735** ★

★ **Fax (516) 752-8781** ★

★ ★ ★ (516) 752-9824 ★ ★ ★

RADIO SALES MANAGER: We do top quality commercial jingles for \$195.00 complete. 72 hour delivery. Nashville studio. Call for free sample. 1 (800) 537 0689.

Tax and financial management for superstars, by superstars. Contact Martin Cohen, Attorney/MBA at (718) 631-4573.

## FACTORY DIRECT

COMPACT DISC DISPLAYERS  
AUDIO CASSETTE DISPLAYERS  
ALBUM DISPLAYERS  
LASER DISC DISPLAYERS  
VIDEO CASSETTE DISPLAYERS  
Complete Modular Merchandising System for entertainment software. Architectural Merchandising Floor Plans at no cost or obligation.  
1-800-433-3543  
213-623-4316 (In CA.)  
Ask for John

## DON'T BUY CUTOUTS! Until You See Our Catalog Of Great Cassettes and CD's

TARGET MUSIC DISTRIBUTORS  
2628 N.W. 72nd Ave., Miami, FL 33122  
(305) 591-2188

## OUTSTANDING SELECTION AT BARGAIN PRICES!

Budget/Midline/Cutouts  
LP's/CASSETTES/CD's  
Gospel, Blues, Jazz, MOR, etc.  
Free Catalog — Dealers only!  
A.B.A. Record Dist.  
5 Lawrence St., Bloomfield, NJ 07003  
(201) 429 7797

## D.A.T./P.C.M.

We have DIGITAL AUDIO TAPE DECKS, portable D.A.T.'s and TAPES! We also buy and sell SONY P.C.M. units!!

THE AUDIO GALLERY  
2716 Wilshire Blvd  
Santa Monica, CA 90403

(213) 829 3429  
FAX: 213 829 0304

## MISC. EQUIPMENT FOR SALE

STUDER MASTER RECORDER  
A80 MR MK II, 1/2"  
HYDROVANE 23 - 5HP Air Compressor &  
DRI AIR - DA 20 (Air Drier for Air Compressor)  
APEX PRINTER - CA-10 &  
TAPEX CORP. PLATE MAKER - TA 8  
(for Apex Printer)  
TYPESETTER - COMP/SET 510, with 504 Disc  
Drive & 48 Type Fonts &  
COMPUGRAPHIC 2500Z - Processor  
(for Typesetter)

SOUND IMPRESSIONS  
P.O. Box 101244  
Nashville, TN 37210  
(800) 458-7756

## Retail Shrinkwrap System

ONLY \$249 complete!  
Stop wasting valuable return privileges and losing sales on unwrapped merchandise. The SHRINKMASTER™ wraps LP's CD's Tapes, POSTERS and more! Performance Dist., 2 Oak Street, New Brunswick, NJ 08901-0156 Tl: 201-545-3004 Fax:201-545-6054

## POSTERS ZAP ENTERPRISES

1901 South Alameda St.  
#104 Los Angeles, Calif. 90058  
(213) 744-1622  
DEALERS ONLY

## PRESSING PLANT FOR SALE

Automatic equipment. Excellent location, steady accounts. Priced right. Serious inquiries only.

Box #7808  
Billboard Magazine  
1515 Broadway  
New York, NY 10036

## \*\*USED MOVIES\*\*

Bought & Sold  
All quantities, Ratings & Formats  
Specializing in Store  
Openings & Buyouts  
VIDEO DISTRIBUTORS, INC.  
800-447-3399-  
FAX 215 638 0770

While other people are raising their prices, we are slashing ours. Major label LP's, Cassettes and CD's as low as 50¢. Your choice of the most extensive listings available.

For free catalog call (609) 890 6000 or write  
Scorpio Music, Inc.  
Post Office Box A  
Trenton NJ 08691 0020

## COMPUTERS



Trak Systems  
101 North Plains Road  
Wallingford, CT 06492  
203-265-3440  
call for more information  
**800-942-3008**

## WORLDWIDE BUSINESS SYSTEMS PRESENTS



THE MUSIC INDUSTRY'S POINT OF SALE, INVENTORY CONTROL AND PURCHASE ORDER SOFTWARE SYSTEM

- CASH REGISTER
- INVENTORY CONTROL
- PURCHASE ORDER/RECEIVING/RETURNING
- DATA BASE WITH 45,000 TITLES FROM MAJOR CATALOGS
- INTEGRATED VIDEO RENTAL SYSTEM
- CORPORATE RETAIL AND ACCOUNTING SYSTEMS
- LASER SCANNERS, RECEIPT PRINTERS, CASH DRAWERS, AND TOTAL SYSTEM COMPUTER HARDWARE
- MUSICWARE ALSO HAS NOVELL NETWORK, MULTIUSER, AND POLLING CAPABILITIES AND THE MUSICWARE CENTRALIZED SOFTWARE SYSTEM FOR CORPORATE LOCATIONS
- WBS SERVES ALL YOUR MUSIC INDUSTRY SOFTWARE NEEDS. WBS HAS A SYSTEM FOR YOU WHETHER YOU OWN ONE STORE OR A LARGE CHAIN
- STARTS AS LOW AS \$1995.00

WORLDWIDE BUSINESS SYSTEMS, INC.  
1-800-999-4927 or (214) 701-9562  
4500 SIGMA ROAD, DALLAS, TX 75244



## YSL MAKES IT EASY!

THE LEADER IN COMPUTER SYSTEMS FOR THE RECORD AND VIDEO INDUSTRY

- Single and multi-store retail systems
- One stop/wholesale/distribution packages
- Over 10 years of industry experience
- Database included
- State-of-the-art barcode applications
- Custom systems and consulting services
- Portable Scanning

THE #1 CHOICE OF THE #1 RETAILERS

- Inventory Control
- Point Of Sale
- Video Rental
- Accounting
- Returns

For more information on how we can help your wholesale or retail operation call or write:

**YOUNG SYSTEMS LIMITED**  
6753 Jones Mill Court Suite B Norcross GA 30092  
404/449-0338

## TALENT

### CLUB DIRECTORY

Over 1600 clubs listed from coast to coast. The most comprehensive list available today with names, addresses and phone numbers. \$39.95 plus \$2.75 P/H.

**Jolene Entertainment Group**  
P.O. Box 126  
Oakhurst, TX 77359

**BRITISH INVASION ROCK STAR, FOUNDER OF ONE OF 60'S BIGGEST GROUPS, AVAILABLE FOR PROMOTIONAL APPEARANCES, COMMERCIAL ENDORSEMENTS, CONCERTS, RECORDING, TV/MOVIES. STABLE, VIBRANT, RELIABLE. SERIOUS OFFERS ONLY. WRITE: BRISK PRODUCTIONS, 157 DORSET HOUSE, GLOUCESTER PLACE, LONDON, ENGLAND NW1 5AH.**

### MUSIC EVALUATIONS/PROMOTIONS:

Do you have a gold record? Register today for composition evaluation. Qualified material is submitted to our affiliated record label, which offers national radio distribution. \$25.00 registration fee, per song, with demo tape, required. Games & Entertainment Unlimited, 14852 Pipeline Ave., Chino, Calif. 91709

## INVESTORS WANTED

INDEPENDENT LABEL SEEKS investor for electronic music project. Please contact: EVENING STAR RECORDS, P.O. Box 6264, Malibu, CA 90264. Attn: Kevin Harris, (818) 377 4374.

## VIDEO

### SELL US MOVIES

BETA/VHS—TOP DOLLAR PAID—WE HAVE 1,000's OF MOVIES FOR SALE!

VIDEO SHUTTLE, INC.  
445 8th Ave. N.W.  
St. Paul, MN 55112  
(612) 639 0622 1 (800) 666 1121

Aggressive video retailer seeking used tapes for new store openings. Can purchase and process up to 10,000 per month over the next year. Independent retailer and broker inquiries welcome. VHS with boxes only. For more information contact:

United Texas Entertainment  
(915) 367-7865 or (915) 368-4904  
2626 Parkway, Bldg C, Suite 100  
Odessa TX 79762  
Attention: Carlos Reyes

## SONGWRITERS

### SONGPLUGGER

SONGWRITERS, PUBLISHERS, place your songs with Major recording Artists. SONGPLUGGER (Est. 1982) The industry's most respected source for CONFIDENTIAL high quality information detailing major recording artists looking for hit songs. INCLUDES: who is looking, A&R direction, name, address & phone no. of the person responsible for selecting songs. Used by every major publisher and many leading songwriters internationally. Subscription \$750 per year or \$70 per month. For further details write or call:

SONGPLUGGER • MORE NEWS  
576 5th Avenue • Suite 1103  
NY, NY 10036  
Tel: 212 221 5000 • Fax: 212 221 5958  
Europe contact: MORE NEWS, Dalling House  
132 Dalling Road, London W60EP  
Tel: (44) 1 741 7000 • Fax: (44) 1 563 0039

## GOLDEN OLDIES

Original out-of-print albums and singles. All types of music. We specialize in records from the 50's, 60's, and 70's. Largest selection. Write for free catalog.

HAVEMEYER PARK RECORDS  
P.O. BOX 32B  
OLD GREENWICH, CT. 06870  
Satisfaction guaranteed

## TAPES

### PROFESSIONAL RECORDING SUPPLIES BLANK AUDIO & VIDEO CASSETTES

Looking for the best at the lowest prices? WE CAN HELP!

- Customized Blank Audio & Video Cassettes
- Norelco, Ampex & Soft Poly Boxes
- Cassette Labels • Ampex Mastering Tape
- Screw Type C-O's • AGFA, BASF & Magnetic Media bulk audio cassette tape.

Our 23 years of experience in the recording industry speaks for itself. Give us an opportunity to speak to you. Don't Delay—Call Today For More Information

### ANDOL

AUDIO PRODUCTS INC.—Recording Industry Supplies  
4212 - 14th Ave • Brooklyn, N.Y. 11219  
Call Toll Free 800-221-6578 NY Res. (718) 435-7322  
We accept VISA/MC

## COMEDY MATERIAL

RADIO HUMOR — PERSONALIZED and generic material to fit your needs. Wide variety including song title humor (country). Send for free sample and rate schedule. Rathbone Comedy Services, 12 Martin Ave., Salem, N.H. 03079.

## REAL ESTATE

### OFFICE SPACE SUNSET STRIP

Sub lease 2-1/2 years. 3600 sq. ft. openable windows, great location with views. Contact:

Paul Cooper  
(213) 205 7460

## BROADCAST SERVICES

### NEW!

### BROADCAST SERVICES

GET YOUR MESSAGE TO KEY RADIO STATION PERSONNEL. PLACE YOUR AD TODAY.

CALL 1 (800) 223 7524  
ASK FOR JEFF SERRETTE  
IN NY STATE 1 212 536 5174

## MISCELLANEOUS

TOLL FREE CLASSIFIED ADS HOT LINE!

CALL NOW

TO PLACE YOUR AD!

**800-223-7524**  
(212/536-5174  
in N.Y. State)

**SOLD!**

bought, rented, hired, whatever you need, we'll tell the world in



Call Jeff Serrette today  
—(800) 223-7524 (NY residents dial 212 536-5174).

### NOW!!

YOU CAN RUN CLASSIFIED ADVERTISING THAT WORKS IN MUSICIAN MAGAZINE, THE ONLY MONTHLY ALL CONSUMER PUBLICATION THAT ADDRESSES THE ART AND BUSINESS OF CONTEMPORARY MUSIC.

CALL JEFF SERRETTE TODAY FOR DETAILS AND DEADLINES  
**1-800-223-7524 (out of State)**  
**1-212-536-5174 (local)**

ENGLAND'S LEADING MAIL ORDER COMPANY REQUIRES EXCLUSIVE DISTRIBUTION OF LABELS. POPULAR, JAZZ, COUNTRY, CLASSICAL. DETAILS TO GOLDSMITH DISTRIBUTION 34, GREAT QUEEN STREET, LONDON, WC2B5AA. TELEPHONE: 014052280. FAX 014054393.

# Billboard

# COUNTRY

## CHART RESEARCH PACKAGES

The definitive lists of the top singles and albums, year by year, covering the entire history of the Country charts.

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

### TITLES AVAILABLE:

*Number One Country Singles, 1948 through 1986.* (\$50.00)

*Number One Country Albums, 1964 through 1986.* (\$25.00)

Listings include Billboard issue date, title, artist and label of the number one record of each week.

*Top Ten Country Singles, 1948 through 1986.* (\$50.00)

*Top Ten Country Albums, 1964 through 1986.* (\$25.00)

Listings include title, artist and label of every record that reached number 10 or higher on the Billboard Country Singles or Country LPs chart. Titles are listed alphabetically within each year. #1 records are indicated.

*Top Country Singles Of The Year, 1946 through 1986.* (\$50.00)

*Top Country Albums Of The Year, 1965 through 1986.* (\$25.00)

The annual charts of the top records of the year in rank order, as published in Billboard's year-end special issues. Listings include title, artist and label for each entry.

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

### Billboard Chart Research

1515 Broadway  
New York, NY 10036

Please send me the following Billboard Chart Research Packages:

C-1  Number One Country Singles @ \$50.00

C-2  Top Ten Country Singles @ \$50.00

C-3  Top Country Singles Of The Year @ \$50.00

D-1  Number One Country Albums @ \$25.00

D-2  Top Ten Country Albums @ \$25.00

D-3  Top Country Albums Of The Year @ \$25.00

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

Check or money order is enclosed in the amount of:

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

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Overseas air mail rates available upon request.

All sales are final.

## Rose-Colored Promo Primes Pensyl Jazz Artist's Album Flies In Chicago

BY MOIRA McCORMICK

CHICAGO A recent co-promotion here for visiting jazz artist Kim Pensyl, staged by area music chain Rose Records and new age station WNUA-FM, tripled sales for Pensyl's Optimism debut, "Pensyl Sketches #1," according to Tom Jacobson, head buyer for Rose Records.

Pensyl, whose album was No. 3 last week on Billboard's contemporary jazz chart, performed at an April 9 brunch at the Swiss Grand Hotel here for the 10 winning couples of the WNUA/Rose Records' Pensyl You In For Brunch contest. Winners also received a cassette copy of Pensyl's album and an original pencil sketch of WNUA's logo.

According to Chris Stimson, Midwest regional sales manager for independent distributor Navarre Corp., which handles the Optimism label in this area, the idea for the promotion came about from a play on Pensyl's name, along with the popular business phrase of "pencil you in." The tie-in with the recently opened Swiss Grand Hotel, he said, was "ideal, in that they were looking for an avenue of exposure to an upscale market."

Beginning March 25, WNUA ran approximately 30 on-air promos per day for the contest. Entrants were to go to a Rose Records outlet, fill out entry cards, and drop them in a box. All 18 Chicago-area Rose Records stores pushed the contest, and Pensyl's album, via in-store merchandis-

ing; Rose also ran co-op air spots with Optimism and Navarre, according to Steve Merrill, promotion director of WNUA. Winners were selected by a random drawing from more than 200 entries, says Jacobson.

"Several of the winners bought the Pensyl CD before they entered the contest, though no purchase was required," noted WNUA's Merrill.

"Pensyl Sketches #1," which was released Nov. 21, sold well initially in the Rose chain because "WNUA got on it right away," said Jacobson. "It got somewhat buried at Christmas, but it always sold steadily. But this promotion reignited it: Sales of the record have tripled since the promotion began. We expect to see the heightened sales continue through next month, via word of mouth about the brunch performance, and through WNUA's continued support of the album." He added that "Sketches #1" is among Rose's top-selling independent albums, along with Delicious Vinyl's "Loc-Ed After Dark" by Tone Loc and Tommy Boy's "3 Feet High And Rising" by De La Soul.

WNUA music director Mike Fischer said the album track "In Need Of Your Love" is the most heavily played cut on the album, and that three other tracks are programmed as well. "A promotion like this enables you to put on a great event with a smaller label," he noted. "And the intimate setting is a good venue through which to expose a new art-

ist—you can't fill a nightclub at \$16 a head for the first performance of a new artist like this."

Navarre's Stimson said that the success of the promotion may lead to its being repeated on an ongoing basis, featuring different artists.

Pensyl, the 31-year-old pianist and native of Columbus, Ohio, was signed to Optimism after he sent them an unsolicited tape of "Pensyl Sketches #1." He entertained contest winners during brunch with selections from his album, as well as with previews of "Pensyl Sketches #2," expected to be released in October. His piano performance was accompanied by a digital tape of percussion and synthesizer, also recorded by the artist.

Declaring himself "pleasantly surprised" at the sight of his name right below longtime idols Al Jarreau and Kenny G on Billboard's Contemporary Jazz Albums chart, Pensyl said Optimism was working on getting him an opening-act slot on a major jazz tour. Sherul Kay, Optimism's owner, said that "Pensyl Sketches #1" was currently the L.A.-based label's top-selling album, and is its highest-charting release to date.



**Touching Tower.** Arista artist Sarah McLachlan plugs her debut album "Touch" at Tower Records' Greenwich Village store in New York. Kneeling in front is David Macias, the label's local marketing manager. Standing, from left, are Rogue Gallart, Tower buyer; Matthew Koenig, Tower Eastern regional manager; McLachlan; Michele Block, Arista manager of national rock promotion; and Jenny Gross, one of the label's alternative music reps.

## Study: Gays Heavy Music, Vid Buyers

BY KEN TERRY

NEW YORK A study of buying habits in the gay community indicates that homosexual men and women are unusually affluent and, on a per capita basis, buy a larger amount of prerecorded music than the population at large.

Conducted by the New York-based Simmons Market Research Bureau for Rivendell Marketing Co., the survey reportedly indicates that readers of the top eight gay newspapers in the country buy, on average, 4.5 times as many LPs, 8.3 times as many CDs, and three times as many prerecorded cassettes as consumers in the general population.

In addition, respondents revealed preferences for many different kinds of music besides disco and show music, which are the genres most often identified with gay music buyers. In fact, they bought nearly every kind of music except for hard rock.

The Simmons survey also indicates that the gay consumer buys 1.8 times as many videocassettes as the national average; the percentage of respondents who had rented videotapes in the previous year was nearly twice the average.

The study was based on questionnaires returned by 4,164 readers of gay magazines in San Francisco, Boston, Dallas, Los Angeles, Houston, New York, Philadelphia, and Chicago. All of the publications are handouts, and all are represented by Rivendell Marketing.

Using figures based on the Kinsey studies of 50 years ago, Rivendell estimates that about 10% of the population is gay.

To judge by the Simmons survey, this is an extremely affluent group. Average household income

of the respondents is \$55,430, compared with the U.S. Census Bureau's average household figure of \$32,144. Thus, it is not surprising that this demographic buys more records and videocassettes per capita than does the overall population.

Moreover, Simmons uses as a benchmark its own "national average," derived from a nationwide sample of 19,250 people who are 18 or older, whereas the gay magazine readers are confined to certain parts of eight cities. Thus, as Simmons VP Ellen Ruzinsky admits, the two samples are not strictly comparable.

"The only correlation," she says, "is that [the magazine readers] are consumers like the general population is, and they're compared on that level."

One other problem with the sur-

vey, she concedes, is that Simmons has no way of knowing how many of the respondents are gay, or, even if they are, that they are typical of the gay community.

But Joe Di Sabato, president of Rivendell, maintains, "Because of the large cross-section of people reading these publications, we feel it is representative of the gay market."

According to Rivendell's own surveys, he notes, only 3% of the eight publications' readers are not gay or bisexual.

The publications that participated in the buying survey included the Bay Area Reporter, San Francisco; Bay Windows, Boston; the Dallas Voice; Frontiers, Los Angeles; the Montrose Voice, Houston; the New York Native; the Philadelphia Gay News; and the Windy City Times, Chicago.

## Cat's Is Set To Scratch A New Tennessee Market

NASHVILLE Cat's Compact Discs, Cassettes & Records will open a new store next month in Johnson City, Tenn. Like other recently constructed Cat's, the Johnson City outlet will be located next to a Blockbuster Video store.

According to Bruce Carlock, president of Cat's parent company, Music City Record Distributors, the store will have 3,200 square feet of floor space and is the first Cat's in that city.

Earlier this year, Carlock also announced the May opening of a Memphis store and plans to have a total of five stores in Memphis by year's end. Currently, the company has four stores in Knoxville, Tenn., two in Chattanooga, Tenn., and two in Evansville, Ind.

Last year, Cat's sold its 11 Middle Tennessee stores and one of its le branches to Turtle's Records & Tapes.

EDWARD MORRIS



**Boston Bang.** Local raves Mike Viola & the Snap played a set from their "Bang-A-Lang" EP at Tower Records' Boston store. Huddling, from left, are Larry LoPrete, promotion director for WBCN; band members Ed Cavallo, Viola, Todd Foulsham, and Ward Clifford; Tower buyer Chris Toppin; and Mike Tannen, the store's assistant manager.

## New Tokyo Store Won't Carry Vinyl Tower Ups Japanese Total

TOKYO Tower Records rolled out its sixth Japanese store in Tokyo on April 21.

The store, located in the Ikebukuro district, is Tower's second Tokyo store.

Notable is that this will be the first Tower to open in Japan without LPs. Instead, the new venue will carry more than 100,000 CDs and audiocassettes.

Stock at the new Tower will be dominated by U.S. releases, but the store will also carry European and Japanese titles. The store's Japanese stock will lean

more toward releases made for that country by internationally known artists than to works by domestic acts.

Aside from the two Tokyo stores, the West Sacramento, Calif.-based chain also has Japanese stores in Sapporo, Yokohama, Kyoto, and Sendai.

This is shaping up as an eventful year for Tower in the Land of the Rising Sun. In August, which marks Tower's 10th anniversary in that country, the chain will open Japan's seventh Tower store in Hiroshima.

## Cleveland Latest Site For Music Seminars With Undercurrents '89

BY BRUCE HARING

**SEMINARS, SEMINARS.** Soon there won't be a city or state without its own music seminar. Cleveland is the latest to join the parade, announcing plans for **Undercurrents '89**, its first such session. The event is scheduled for May 18-19 at the Cleveland Convention Center, co-sponsored by BMI, WMMS-FM,

### With A 9.7% Rise, U.K. Leads Europe In Electronics Growth

LONDON The U.K. was the top performing nation in Europe during 1988 with regard to growth in the electronics market.

According to the Yearbook of World Electronics Data: West European Volume published by Elsevier Advanced Technology (and formerly known as the Mackintosh Yearbook), the U.K. achieved a real growth of 9.7% last year. The report forecasts a smaller 5.9% increase in 1989, but it will still exceed any other European country and represents a value of \$32.9 billion, up from \$31.1 billion last year.

Other European territories scoring well last year include Spain (8.8% growth), Italy (7.2%), West Germany (6.5%), and France (6.1%). Austria, Belgium, Denmark, and Norway lost ground in 1987, but are expected to register modest growth in real value terms in 1988/89.

The overall European market is expected to slacken this year and next with a growth of about 1%, but 1991 should see a recovery to 3.7%.

The consumer equipment sector of the market continues to grow at a high rate, reflecting the generally buoyant European economies in the major countries enjoying high disposable income. The U.K. led the way with an estimated 8.3% growth during 1988.

Scene magazine, and Budweiser.

Undercurrents '89 will offer the usual spate of seminars, workshops, panel discussions, and a trade show, topped by a club showcase featuring 25 performers. Registration is \$65; more information is available at 216-467-4236.

In other festival action, independent recording artists will be well represented at the sixth annual **Chicago Blues Festival**, to be held June 9-11. Among this year's headliners will be **Pinetop Perkins, Buddy Guy, Junior Wells, Solomon Burke, Irma Thomas, Rockin' Dopsie, and Allen Toussaint.** United Airlines is the official air carrier; the Hyatt Regency in Chicago (800-233-1234), and the McCormick Center Hotel & Essex Inn (800-621-6909) will offer special rates for the festival. More information is available through the Chicago Mayor's Office of Special Events, 312-744-3370.

**SEEDS AND SPROUTS:** The Los Angeles-based band **Hollywood Underground** has agreed to donate profits from the sale of its first **Apache Records** single, "Little



Runaway," to benefit runaway-related support services of the YMCA... Actor **James F. Dean**, best known for his portrayal of the straight-faced moderator in **Wendy's** hamburger commercials, has embarked on a music career under the pseudonym **Big Jimmy.** His first release is due on the **Fast Folk Musical Magazine** label... **Ins And Outs Of Promotion: Ron Poore** has been elevated to associate national promotion director

at **Relativity's** New York office. At **Enigma Records, Pam Newman**, national director of album promotion, and **Rick Winward**, VP of national promotion, have left the company... The **Long Island Music Festival** was set for Friday, April 21, through Sunday (23) at more than 25 clubs in New York state's Nassau and Suffolk counties, with proceeds from sales of the \$5 courtesy pass/admission badge to be donated to AIDS research. The passes entitle the bearer to a \$2 discount at any participating club over the weekend. Passes are sold through **Sam Ash** and **Record World** stores on Long Island... **Kinky Friedman** has been signed by **Enigma's Los Pictures Corp.** to write the screenplay to the company's independently financed film, "Citizen Mojo," a vehicle for **Mojo Nixon**... **JCI** and **Warner Special Projects** have teamed for a five-volume hard rock anthology that **Grass Route** predicts will be one of the summer's hot sellers. The series spans two decades of classic metal, with tracks by **Alice Cooper, Uriah Heep, Deep Purple, and Motley Crue**, among others. **JCI** will be responsible for distribution and marketing of the anthology; **Warner Special Products** executes clearances and manufacturing. An extensive promo campaign is being planned for the releases, including in-store-play cassettes; CD and cassette bin cards; ad slicks in color and black and white; and radio promotion, which will start in April and run through the summer. Call 213-274-6480... **Lifesong Records** has released three of the older works from **Crack The Sky** on CD. "Live On WBAB" is a promo item originally supplied only to radio, now revamped for CD with bonus cuts from "Live

Sky"; another disk combines "Animal Notes" and "Safety In Numbers"; and a third disk combines the band's self-titled debut on **Lifesong** with "White Music." More information is available from **Vincent Adinolfi** at **Lifesong**, 201-568-3996.

**ADVANCE WORD:** **Tell Me Tell Me** offers "Happens On Sunday" on **Imagine Records**; it's a mellow jazz instrumental featuring **Mark Russo** on sax, **Jorge Bermudas** on percussion, and others. More information is available from **Northstar Management**, 415-794-7085... **Frank Rayne** plays all instruments and handles vocals on his self-titled debut, a middle-ground album aimed squarely at album rock radio. Get more info from **RAS Records**, 301-564-1295... A fun romp through traditional blues ground is found on "Strange Things Happening," a new offering from **Blues Boy Willie** on **Ichiban Records**, 404-926-3377. The key cut is side one's "Leroy"... **Mark Peney** offers a **Paul McCartney**-esque look at the world on his self-titled debut for **Phillips Records**, one of the brightest offerings to cross **Grass Route's** desk this year. More information is available from 201-840-4589.

## ALBUM RELEASES

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.

### JAZZ/NEW AGE

**DAVID ARKENSTONE/ANDREW WHITE**  
Island

♣ LP Narada Equinox N-63005/NA  
CA NC-63005/NA

**CONNIE BOSWELL**  
Evening With Connie Boswell

♣ CD Pickwick PMTD-16008/NA  
CA PMTT-16008/NA

**LEE CASTLE & THE JIMMY DORSEY**  
ORCHESTRA  
Big Bands Return

♣ CD Pickwick PMTD-16002/NA  
CA PMTT-16002/NA

**CHICK COREA AKAUSTIC BAND**  
Chick Corea Akoustic Band

♣ LP GRP GR-9582/NA  
CA GRC-9582/NA

**DUKE ELLINGTON**  
Four Symphonic Works By Duke Ellington

♣ CD Musicmasters 60176/NA  
CA 40176/NA

**KEVIN EUBANKS**  
The Searcher

♣ LP GRP GR-9580/NA  
CA GRC-9580/NA

**LIONEL HAMPTON**  
Mostly Blues

♣ CD Musicmasters 60168/NA  
CA 40168/NA

**WOODY HERMAN**  
Blowin' Up A Storm

♣ CD Pickwick PMTD-16012/NA  
CA PMTT-16012/NA

**LENA HORNE**  
Stormy Lady

♣ CD Pickwick PMTD-16006/NA  
CA PMTT-16006/NA

**RALF ILLENBERGER**  
Circle

♣ LP Narada Equinox N-63006/NA  
CA NC-63006/NA

**DAVE LIEBMAN WITH DAVE LOVE & FRIENDS**  
The Energy Of The Chance

♣ LP Heads Up 3005-1/NA  
CA 3005-4/NA

**NORMAN LUBOFF & THE MELACHRINO**  
STRINGS  
In The Mood For Love

♣ CD Pickwick PMTD-16011/NA

CA PMTT-16011/NA

**THE NEW YORK SAXOPHONE QUARTET**  
The New York Saxophone Quartet

♣ CD Stash STCD15/NA

**TOOTS THIELMANS**  
Do Not Leave Me

♣ CD Stash STCD12/NA

**MEL TORMÉ**  
Smooth As Velvet

♣ CD Pickwick PMTD-16009/NA  
CA PMTT-16009/NA

**VARIOUS ARTISTS**  
Dancin' To The Big Band Sounds Of Les Brown & Jerry Gray

♣ CD Pickwick PMTD-16000/NA  
CA PMTT-16000/NA

**VARIOUS ARTISTS**  
Dixieland Cajun Style—"Hot & Spicy"

♣ CD Pickwick PJFD-15000/NA  
CA PJFT-15000/NA

**VARIOUS ARTISTS**  
Full Spectrum Of Music

♣ CD Pickwick PXCD-16999/NA

**VARIOUS ARTISTS**  
Great Tommy Dorsey Vocalists

♣ CD Pickwick PMTD-16001/NA  
CA PMTT-16001/NA

**VARIOUS ARTISTS**  
Greenwich Village Jazz

♣ CD Pickwick PJFD-15004/NA  
CA PJFT-15004/NA

**VARIOUS ARTISTS**  
Kings Of The Cotton Club

♣ CD Pickwick PMTD-16005/NA  
CA PMTT-16005/NA

**VARIOUS ARTISTS**  
Magic Touch

♣ CD Pickwick PMTD-16010/NA  
CA PMTT-16010/NA

**VARIOUS ARTISTS**  
Masters Of The Black & Whites

♣ CD Pickwick PJFD-15003/NA  
CA PJFT-15003/NA

**VARIOUS ARTISTS**  
Playing The Black & Whites

♣ CD Pickwick PJFD-15002/NA  
CA PJFT-15002/NA

**VARIOUS ARTISTS**  
Radio Days

♣ CD Pickwick PMTD-16004/NA  
CA PMTT-16004/NA

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

**Paramount Home Vid**  
has stopped  
shipments to video  
retailers in Quebec  
... see page 50

**America's  
Largest  
Distributor of  
Compact Discs**

**Guaranteed Overnight Delivery  
in the U.S. at No Extra Charge to you.**

**Find out Instantly what you will receive  
as you place your Order!**

**Absolute Lowest Prices Anywhere!**

1-800-826-0079

NY 212-517-3737 CT 203-798-6590

LA 213-388-9834 FAX 203-798-8852 203-798-2661

Servicing the Midwest  
overnight since 1975



**VINYL  
VENDORS**

"Best in the Midwest"

Music Videos • LP's • Cassettes  
Singles • CD's • TDK • Maxell  
Denon • Sony • Caselogic  
Fixtures & Accessories

Full Service One Stop Rack Jobber

Box lot prices Try our  
Weekly specials special orders  
Volume discounts fully computerized  
Over 15,000 CD titles in stock  
Same day shipping • catalogs available

**VINYL VENDORS, INC.**

7870 Sprinkle Road • Kalamazoo, Mich. 49002  
In Mich. toll free (800) 632-0870  
Midwest toll free (800) 446-0006  
All others call collect (616) 323-0131  
Fax (616) 323-9517

## RETAIL TRACK



by Geoff Mayfield

**KING OF THE RECORD BIZ:** It marked the 137th time that WEA president Henry Droz had attended an industry-sponsored charity dinner, but it was the first time he'd been asked to be the night's honoree. The event, of course, was the annual soiree held on behalf of the T.J. Martell Foundation for Leukemia, Cancer and AIDS Research, held April 15 at the New York Hilton.

This was also the first time the foundation had seen fit to select its man of the year from the distribution ranks, rather than from the label side. As might be expected, Droz's coattails pulled in a healthy delegation of music retailers—including a "mob" that was introduced by a Humphrey Bogart impersonator as Roy "The Chin" Imber, Record World president; "Smilin'" Jack Eugster, chairman of The Musicland Group; Paul "The Cincinnati Kid" David, president of Camelot Music; David "The Hammer" Lieberman, co-chairman of Lieberman Enterprises; and Russ "The Hit Man" Solomon, president of Tower Records.

Each of the retail mavens had choice lines with which to zing Droz. Imber identified him as "a man who was once asked by the mayor of Los Angeles to do the same thing for L.A. that he had done for Cleveland—move." And, citing a lo-n-g list of executives who once worked for WEA or one of its labels before moving to other posts, Imber quipped, "I think Henry's a headhunter on the side."

David and Eugster both kidded Droz for his ongoing refusal to allow concessions on sales terms, while Solomon jumped on his wardrobe. "Henry never wears the

same sweater twice. You know, it's like the Queen of England—she never wears the same dress twice... We know what happens to the Queen's dresses, she gives them to charity. But we don't know what Henry does with his sweaters. He used to give them to Russ Bach," said Solomon, referring to the longtime WEA executive who recently left the Droz fold to become president of CEMA.

The hit of the night, though, was the unabashed Lieberman, who sang a customized ditty to the tune of "The Ballad Of Davey Crockett," with the chorus: "Henry, Henry Droz, king of the record biz." Although it has been more than two years since WEA adopted a one-price system, Lieberman's cute lyrics managed to include a dig that Droz "took away my functional discount."

**AFTER-DINNER MINTS:** T.J. Martell Foundation chairman Floyd Glinert, executive VP of Shorewood Packaging, reported that with Droz as honoree, the fund pulled in more than \$4 million this year. The sum tops the record set last year when current MCA Records president Al Teller headed the dais in his last days as CBS Records president... Another great line from Lieberman, this one delivered before he started singing, on how the foundation can raise even more money next year: "Pay double for a table and you don't have to come," he advised... During the articulate speech one would expect Droz to deliver, he added a light touch, putting in a good word for the distribution camp as he explained "how this business really works." Said Droz, "It's very simple. When we have a good year, it is directly related to our efforts in representing the product. Anytime we have a disappointing year, it's based upon having to deal with crummy product."

**QUIET PLEASE:** The T.J. Martell Foundation's already long night was made to seem even longer, due to the constant and loud chatter that emerged throughout the presentations from tables at the back of the room. I

(Continued on page 71)

FOR WEEK ENDING APRIL 29, 1989

Billboard

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

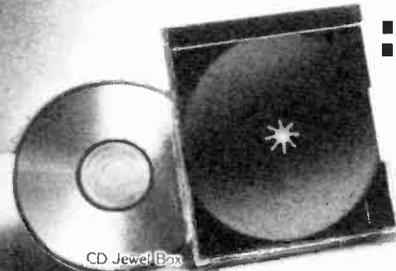
## TOP COMPACT DISKS™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	POP™	
				ARTIST TITLE	LABEL & NUMBER/DISTRIBUTING LABEL
				★★ NO. 1 ★★	
1	1	1	4	MADONNA LIKE A PRAYER	SIRE 2-25844/WARNER BROS.
2	2	2	8	FINE YOUNG CANNIBALS THE RAW & THE COOKED	I.R.S. D-6273/MCA
3	3	3	25	TRAVELING WILBURYS TRAVELING WILBURYS	WILBURY 2-25796/WARNER BROS.
4	4	5	10	TONE LOC LOC-ED AFTER DARK	DELICIOUS VINYL CCD 3000/ISLAND
5	6	6	9	ELVIS COSTELLO SPIKE	WARNER BROS. 2-25848
6	5	4	11	ROY ORBISON MYSTERY GIRL	VIRGIN 2-91058
7	7	7	12	LIVING COLOUR VIVID	EPIC EK 44099/E.P.A.
8	12	21	3	BONNIE RAITT NICK OF TIME	CAPITOL C2 91268
9	8	8	13	ENYA WATERMARK	GEFFEN 2-24233
10	10	9	8	MIKE + THE MECHANICS LIVING YEARS	ATLANTIC 2-81923
11	19	29	3	ANDREAS VOLLENWEIDER DANCING WITH THE LION	COLUMBIA CK 45154
12	14	24	3	JODY WATLEY LARGER THAN LIFE	MCA MCAD 6276
13	17	23	3	MILLI VANILLI GIRL YOU KNOW IT'S TRUE	ARISTA ARCD 8592
14	RE-ENTRY		12	GUNS N' ROSES G N' R LIES	GEFFEN 2-24198
15	27	—	2	ROXETTE LOOK SHARP!	EMI CDP 7-91098
16	23	18	9	SOUNDTRACK BEACHES	ATLANTIC 2-81933
17	15	13	23	R.E.M. GREEN	WARNER BROS. 2-25795
18	16	14	7	XTC ORANGES AND LEMONS	GEFFEN 2-24218
19	13	11	11	PAULA ABDUL FOREVER YOUR GIRL	VIRGIN 2-90943
20	11	15	14	LOU REED NEW YORK	SIRE 2-25829/WARNER BROS.
21	22	19	6	MELISSA ETHERIDGE MELISSA ETHERIDGE	ISLAND 2-90875/ATLANTIC
22	NEW ▶		1	THE CULT SONIC TEMPLE	SIRE 2-25871/REPRISE
23	21	16	29	BOBBY BROWN DON'T BE CRUEL	MCA MCAD 42185
24	9	10	12	DEBBIE GIBSON ELECTRIC YOUTH	ATLANTIC 2-81932
25	18	12	12	COWBOY JUNKIES THE TRINITY SESSION	RCA 8568-2-R
26	26	—	2	THE NEVILLE BROTHERS YELLOW MOON	A&M CD 5240
27	24	17	24	EDIE BRICKELL & NEW BOHEMIANS SHOOTING RUBBERBANDS AT THE STARS	GEFFEN 2-24192
28	20	20	60	GUNS N' ROSES APPETITE FOR DESTRUCTION	GEFFEN 2-24148
29	NEW ▶		1	BANGLES EVERYTHING	COLUMBIA CK 44056
30	28	27	30	BON JOVI NEW JERSEY	MERCURY 836 345-2/POLYGRAM

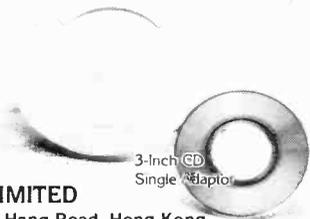
### ORIGINAL CD JEWEL BOX AND 3-INCH CD SINGLE ADAPTOR

Besides the standard CD Jewel Box, we offer you 2-piece CD Box and 3-inch CD single adaptor:

- Licence of CD Jewel Box manufacturing according to Polygram specification. Accurate dimension for CD automatic packaging machine.
- Available in 2-piece CD, Single Box and Multipack case (for 2 CDs, 3 CDs, 4 CDs)
- 3-inch CD single adaptor for 3-inch CD single
- Competitive Price with prompt delivery.



CD Jewel Box



3-inch CD Single Adaptor



2-piece CD Box

VIVA MAGNETICS LIMITED

16th Fl. E on Fty Bldg., 14 Wong Chuk Hang Road, Hong Kong.  
Tel: 5-530285 Telex: 83234 VIVA HX FAX: 852-5-8731041

MATRIX

USA REPRESENTATIVES

Tel: 213/459-6913 Fax: 213/459-6416 Tlx: 2-2767

YOU CAN'T BUY A BETTER DIVIDER CARD AT ANY PRICE. CASSETTES, CD's, 45's, LP's.



FOR A FREE CATALOG CALL 800/648-0958

GOPHER PRODUCTS

CD'S, CDV'S, TAPES, RECORDS, LASER DISCS & VHS MUSIC VIDEOS

BEST FILL OF COMPACT DISCS TO BE FOUND ANYWHERE!

● LOW PRICES ●

SAME DAY SERVICE ● PERSONALIZED REPS ● FOR FREE MAILER CALL US & DIAL EXT.499

ABBEY ROAD DISTRIBUTORS

2228 S. RITCHEY, SANTA ANA, CA. 92705

Phone 714/546-7177 Toll Free CA. 800/ABBEY RD  
Toll Free (out) 800/843-0955 Telex 378-1792-ARD  
FAX 714/546-0337

DEALERS ONLY

JERRY BASSIN DISTRIBUTORS

ONESTOP EXPORTER

Specializing In: New Store Openings  
Reggae, Metal & Miami Sound

COMPACT DISCS, RECORDS  
TAPES, ACCESSORIES

HUGE INVENTORY, DYNAMITE PRICES  
PERSONALIZED SERVICE, WEEKLY SALES

(305) 621-0070 ASK FOR BRUCE

IN FL. (800) 329-7664 • NATIONAL (800) 780-6874

15960 N. W. 15TH AVE. • MIAMI, FLORIDA 33169

FAX # (305) 621-0465

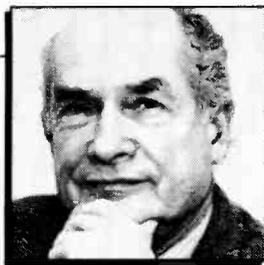


To all the Friends of Sound Warehouse,  
Thank you for a wonderful 17 years.  
May the music play forever.

I love you,

*Kay Moran*  
Kay Moran

# Classical KEEPING SCORE



by Is Horowitz

**A CHANGE OF MIND:** When Northeastern Univ. in Boston withdrew financial support from its eponymous record label last year it was in the face of objections from its music department. Nevertheless, Northeastern Records, which had gained attention for recording neglected works by New England composers, was spun off to its longtime director Lynn Joiner, who continues to run the label as an indie.

Now the university has rethought its position. A faculty committee, assisted by outside consultants, has been charged to study the establishment of another university-supported label.

Just what form the enterprise will take remains an open question. Options being considered include a recording consortium with another university, the creation of a resident company, or working out a production and distribution tie with Joiner's label, says professor Roland Nadeau, who played a major role in forming Northeastern Records.

The only sure thing, says Nadeau, is that the new label, to be called **NU Arts Records**, will have a different musical profile from Northeastern Records. It will not seek to compete with its former property. In addition to his university affiliation, Nadeau hosts a radio program, "A Note To You," syndicated in 70 cities.

**PASSING NOTES:** George Perle's 8th String Quartet, ("Windows Of Order"), was premiered April 6 by the Juilliard String Quartet. The piece is the first ever to be commissioned jointly by American Public Radio and the Music Division of the Library of Congress. APR supplies more than 200 hours of programming weekly to public radio stations. It boasts some 320 affiliates.

Winner of the Naumberg Foundation International Cello Competition in May 1990 will be guaranteed a Musical Heritage recording as well as \$5,000 in cash and several subsidized recitals . . . **Bob Bialek**, whom many will remember as a Washington record dealer and classical label entrepreneur, is coordinating a series of concerts in D.C. next month to benefit the nuclear disarmament movement. More than a dozen pianists will participate in the all-Chopin events.

The New York Philharmonic will give 15 concerts in eight Asian cities between Aug. 25 and Sept. 14. All will be conducted by **Zubin Mehta** . . . The two CDs just released by Telarc, pairing the Beethoven Symphonies Nos. 1 & 2 on one, and the Eighth, now recouped with the newly recorded Fourth, on the other, complete the label's Beethoven Symphony cycle with **Christoph von Dohnanyi** and the Cleveland Orchestra. They will also be issued in a boxed, five-disk set this fall.

Guitarist **Liona Boyd**, whose first album on A&M,

## Northeastern Univ. rethinks, funds new record label

"Encore!" hits the street in May, has a number of disks in preparation under her new affiliation (she is under exclusive contract to A&M in Canada). Duets with Panpipes virtuoso **Zamfir** and baritone **Roger Whitaker** are in the works, as well as other light crossover material.

Musicologist/lexicographer **Nicolas Slonimsky's** 95th birthday will be celebrated in a two-hour interview over KUSC Los Angeles April 22. Announcer **Gail Eichenthal** and film composer **David Raksin** will participate . . . The Univ. of Michigan Symphony Orchestra will perform at the Salzburg Festival in Austria this summer. Conductors will include **Gustav Meier**, **Michael Gielen** and **Luciano Berio**.

Composer **Ezra Laderman** has been named dean of the Yale School of Music. Among new works of his due for premiere performances is a cello concerto to be performed by **Yo-Yo Ma** and a piano concerto with **Emanuel Ax** as soloist.

FOR WEEK ENDING APRIL 29, 1989

Billboard

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

# 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.	
			★★ NO. 1 ★★	
1	1	53	VERDI & PUCCINI: ARIAS CBS MK-37298	5 weeks at No. One KIRI TE KANAWA
2	2	45	THE MOVIES GO TO THE OPERA ANGEL CDM-69596	VARIOUS ARTISTS
3	8	3	BERLIOZ: SYMPHONIE FANTASTIQUE ANGEL CDC-49541 LONDON CLASSICAL PLAYERS (NORRINGTON)	
4	3	25	PAVAROTTI AT CARNEGIE HALL LONDON 421-526	LUCIANO PAVAROTTI
5	5	7	BARBER/BRITTEN: CELLO CONCERTO CBS MK-44900	YO-YO MA
6	6	47	VERDI: REQUIEM TELARC CD-80152 DUNN, CURRY, HADLEY, PLISHKA (SHAW)	
7	4	43	WAGNER: THE "RING" WITHOUT WORDS TELARC CD-80154 BERLIN PHILHARMONIC (MAAZEL)	
8	12	3	BEETHOVEN: SYMPHONY NO. 3 ANGEL CDC-49101 LONDON CLASSICAL PLAYERS (NORRINGTON)	
9	7	13	RACHMANINOFF: PIANO CONCERTO NO. 2 RCA 7982-RC	EVGENY KISSIN
10	11	21	PART: PASSIO ECM 837-109	HILLIARD ENSEMBLE
11	16	3	REICH: DIFFERENT TRAINS NONESUCH 79176	THE KRONOS QUARTET
12	9	25	LUCIANO PAVAROTTI IN CONCERT CBS MK-44816	LUCIANO PAVAROTTI
13	20	5	SCHUMANN/GRIEG: PIANO CONCERTOS CBS MK-44899	MURRAY PERAHIA
14	10	73	HOROWITZ PLAYS MOZART DG 423-287	VLADIMIR HOROWITZ
15	18	21	MAHLER: SYMPHONY NO. 2 MCA MCAD2-11011 LONDON SYMPHONY (KAPLAN)	
16	14	29	BEETHOVEN: SYMPHONIES 1 & 6 ANGEL CDC-49746 LONDON CLASSICAL PLAYERS (NORRINGTON)	
17	NEW ▶		MUSIC OF SAMUEL BARBER ANGEL CDC-49463 SAINT LOUIS SYMPHONY (SLATKIN)	
18	19	5	GLASS: 1000 AIRPLANES ON THE ROOF VIRGIN 91065	VARIOUS ARTISTS
19	17	13	PUCCINI: HEROINES CBS MK-39097	KIRI TE KANAWA
20	13	19	SCHUBERT: LIEDER DG 419-237	KATHLEEN BATTLE
21	15	15	BACH: SONATAS & PARTITAS ANGEL CDCB-49483	ITZHAK PERLMAN
22	21	129	HOROWITZ IN MOSCOW DG 419-499	VLADIMIR HOROWITZ
23	22	25	WINTER WAS HARD NONESUCH 79181	THE KRONOS QUARTET
24	23	29	PORTRAIT OF WYNTON MARSALIS CBS MK-44726	WYNTON MARSALIS
25	NEW ▶		BARBER: SYMPHONY NO. 2 STRAVAVARI SCD-8012 NEW ZEALAND SYMPHONY (SCHENCK)	

## TOP CROSSOVER ALBUMS™

THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
			★★ NO. 1 ★★	
1	1	9	UTE LEMPER SINGS KURT WEILL LONDON 425-204	5 weeks at No. One UTE LEMPER
2	2	29	SHOW BOAT ANGEL A2-49108 VON STADE, HADLEY, STRATAS (MCGLINN)	
3	3	21	BIG BAND HIT PARADE TELARC CD-80177	CINCINNATI POPS (KUNZEL)
4	12	3	VICTORY AT SEA TELARC CD-80175	CINCINNATI POPS (KUNZEL)
5	5	7	MANCINI'S GREATEST HITS TELARC CD-80183	CINCINNATI POPS (KUNZEL)
6	4	39	JAMES GALWAY'S GREATEST HITS RCA 7778-RC	JAMES GALWAY
7	6	29	DIGITAL JUKEBOX PHILIPS 422-064	BOSTON POPS (WILLIAMS)
8	NEW ▶		POPS BRITANNIA PHILIPS 420-946	BOSTON POPS (WILLIAMS)
9	7	33	THE SOUND OF MUSIC TELARC CD-80162 VON STADE, CINCINNATI POPS (KUNZEL)	
10	8	13	RAMIREZ: MISA CRIOLLA PHILIPS 420-955	JOSE CARRERAS
11	11	11	20TH ANNIVERSARY COLLECTION ANGEL CDM-69375	THE KING'S SINGERS
12	9	57	IN IRELAND RCA 5798-RC	JAMES GALWAY & THE CHIEFTAINS
13	10	23	ROMANZAS DE ZARZUELAS ANGEL CDC-49148	PLACIDO DOMINGO
14	13	27	SOUSA: MARCHES NIMBUS NI-5129	THE WALLACE COLLECTION
15	14	11	BERNSTEIN/GERSHWIN/THOMAS TELARC CD-80159	THE EMPIRE BRASS

Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units.

## CONDUCTING BUSINESS

### PORTRAIT OF YO-YO MA



MK 44796

THIS MONTH, Yo-Yo Ma joins a select group of CBS Masterworks artists who have had their portraits painted in sound. The Masterworks "Portrait" recordings showcase some of today's most popular and respected artists, from Wynton Marsalis to Kiri Te Kanawa to John Williams, in a framework with proven appeal to connoisseurs as well as novice collectors.

### Yo-Yo Ma: Portrait Of A Master

Portrait Of Yo-Yo Ma is certain to be among the most popular of all. Highlighting the artist's extraordinary career, the recording includes Ma's label debut, a long out-of-print performance of "The Swan" from SAINT-SAENS's *Carnival Of The Animals*, as well as virtuosic readings of selections by Bach, Beethoven, Paganini and more. As an added treat, there's an exquisite rendition of the Japanese folk melody, "Sakura, Sakura."

## CBS MASTERWORKS TOP 10

THIS WEEK	ARTISTS PORTRAITS	ARTIST
1	PORTRAIT OF YO-YO MA MK 44796	YO-YO MA
2	PORTRAIT OF MURRAY PERAHIA MK 42448	MURRAY PERAHIA
3	PORTRAIT OF WYNTON MARSALIS MK 44726	WYNTON MARSALIS
4	PORTRAIT OF VLADIMIR HOROWITZ MK 44797	VLADIMIR HOROWITZ
5	PORTRAIT OF JOHN WILLIAMS MK 37791	JOHN WILLIAMS
6	PORTRAIT OF KIRI TE KANAWA MK 39208	KIRI TE KANAWA
7	PORTRAIT OF DIETER WILKINSON MK 55426	DIETER WILKINSON
8	PORTRAIT OF JEAN-PIERRE RAMPAL MK 42477	JEAN-PIERRE RAMPAL
9	PORTRAIT OF FREDERICA VON STADE MK 39315	FREDERICA VON STADE
10	PORTRAIT OF MICHAEL TILSON THOMAS MK 44798	MICHAEL TILSON THOMAS

On CBS Masterworks Cassettes and Compact Discs.



"CBS," "Masterworks," and the CBS eye logo are trademarks of CBS Inc. © 1989 CBS Records Inc.

## Platinum Album For Alexia Wakes Up Greek Music Biz

BY JOHN CARR

ATHENS, Greece A young Cypriote-born pop artist has galvanized Greece's domestic rock scene by garnering its first platinum disk—and by opening potentially fertile ground for new hits.

At a lavish awards ceremony here, PolyGram Greece, in cooperation with Antenna 97.1 FM commercial radio and Coca-Cola, awarded Cypriot artist Alexia gold and platinum disks for sales exceeding 100,000 units of her debut album, "Alexia."

PolyGram executives say it is the first time an ethnic Greek rock act has gone platinum here and the first time such an award has had a commercial radio and soft drinks tie-in.

"Alexia is crossing over to buyers who until now listened only to international repertoire," says Viko Antypas, PolyGram managing director here. He discovered the 22-year-old singer two years ago when she sang Cyprus's entry in the 1987 Eurovision Song Contest, "Aspro Mavro," featured on her debut album.

At the same time, Alexia's second album has already hit the stores. Titled "1-2-3 Alexia," it sold 20,000 copies in Athens alone in the first 10 days of release—no mean feat in a market that has always been hobbled by the limited appeal of domestic rock acts.

Says Antypas: "It's been very hard to break new artists here in the past couple of years." He cites a sluggish market and lingering inflation that deters disk and cassette sales from really taking off.

At the awards ceremony, Kostas Haritodiplomenos, chief songwriter on "Alexia" and himself an MGM recording artist, appealed to Greece's record companies to concentrate more on developing local pop acts.

Could Cyprus be promising terri-

tory in which to keep the domestic pop market alive? Alexia's lightning success has had a precedent in Anna Vishi, also born in Cyprus and twice a Eurovision veteran, once under Greek and once under the Cypriot colors.

Cyprus, with a smaller but healthier economy than that of Greece, is seen as a vital segment of the Greek-language pop market. Though it has a population less than one-tenth that of Greece, its record buyers appear to be more "internationalized," and hence prepared to appreciate mainland Greek rock acts up to international standard.

Also seen as a factor in Alexia's success is the Greek commercial radio scene, especially Antenna 97.1 FM, which in recent weeks has given her heavy airplay.

## Argentine Election To Bring Broadcast Reform Candidates Agree On Privatization

BY AL KLEINMAN

BUENOS AIRES, Argentina With the campaign for the May 14 presidential election now starting to peak, it has emerged that all three prime candidates are agreed that radio and television broadcasting in Argentina should be entirely in private hands.

The three front-runner candidates are Carlos Menem (Peronist), Eduardo Angeloz (Radical), and Alvaro Alsogaray (Liberal), and all say that if elected, they will privatize all the broadcasting media now controlled by the government.

The campaign manifestos of Menem and Angeloz center on the

public radio and TV network system, while Alsogaray wants all media sectors to be free of government control.

The Broadcasting Law currently in operation was promulgated by the nondemocratic regimes that ruled this country prior to 1983. No broadcasting licenses were given out during the past 10 years.

This element of control has resulted in the proliferation of more than 500 "pirate" radio operations nationwide, most pumping out popular music—and some sources put the figure substantially higher than that. There is even a television channel funded by the local authority in the northern province of Formosa.

These pirate operations are usually acknowledged, if not openly accepted, by city councils, which favor them as additional avenues of expression.

It has been obvious that the problem has grown year by year, though the Argentine federal government has done virtually nothing to stop it.

Insiders here are convinced that the pirate station problems will be formally solved in 1990 through new legislation from the new administration, no matter which of the "big three" comes in as leader. The belief is that some acceptable way will be found to enable the pirate broadcasters to legalize their position and so continue operating.

## New Record-Label Assn. Spawned In Malaysia

BY Y.S. MING

KUALA LUMPUR, Malaysia Malaysian-owned record companies now have a choice of being affiliated with one of two music industry organizations: the established Malaysian Assn. of Phonogram & Videogram Producers & Distributors (MAPV) or the newly formed Assn. of Malaysian Music Industries (PPKM).

PPKM, registered in September last year, is helmed by concert promoter Ali Bakar. According to Bakar, whose company Platinum Records is a member of the new group, the body was formed specifically to "protect the interests of local recording companies."

It also hopes to increase the acceptance level of domestic artists.

Says Bakar: "The music industry here has been monopolized by the multinationals, though local compa-

nies have become increasingly active and ambitious in recent years."

It is also clear that local artists, including those now under the PPKM membership banners, are gaining a stronger foothold in the music business. "But we need a trade group like PPKM to oversee their rights and protect their interests. We're setting out to unite locally incorporated record companies under one effective and efficient umbrella body," Bakar says.

Membership is open to record companies that have at least 51% local equity and have released at least one recording in the last two years.

Says Bakar: "In the past, all record companies, local and international, could seek affiliation only to MAPV. Some of our present members have applied previously to join MAPV but claim they were rejected without being given any specific reason.

"The number of rejections notified to us was in itself a good enough reason for us to form PPKM, which is affiliated with another organization, the Malaysian Authors, Composers & Publishers Assn. [MASRAC], which is currently seeking government recognition as the performing rights body in Malaysia."

Bakar says his new group supports the MASRAC cause "because we strongly believe in it. And we hope that, in turn, we can count on its support." He adds that composers will not, however, be compelled to assign their rights to MASRAC, even though their works are intended for publishing by PPKM members.

PPKM had eight members when it started last fall but now has nine more, and several other membership applications are being processed.

Projects earmarked for the group include the publication of its own music trade magazine, an annual music awards show for its members, and specific anti-piracy campaigns.

Says Bakar: "Our magazine will be devoted solely to local artists. And on the music piracy front, we'll set up our unit to combat the illicit traders."

PPKM is also to launch fund-raising projects, including a gala concert featuring artists signed to member companies and a hits compilation album.

## De Wit Exits As EMI Music U.K. Director SBK Songs' Peter Reichardt Appointed Successor

BY NIGEL HUNTER

LONDON The fall-out from the fusion of SBK Songs with EMI Music Publishing has begun with the resignation of Frans de Wit, the latter's U.K. managing director, now confirmed (Billboard, April 22).

Peter Reichardt has been appointed to succeed him, extending SBK's remarkable achievement as a vendor in heading up the combined catalogs by adding the EMI helm to his previous managing director status at SBK Songs in the U.K. and reporting to the newly formed EMI Music Publishing Worldwide office of chairman Charles Koppelman and vice chairman Martin Bandier, his former chiefs, as before.

De Wit took up the U.K. post in January 1987, moving over from Holland on the retirement of his predecessor, Ron White. He has also resigned his publishing industry roles as president of both the International Federation of Popular Music Publishers and the U.K. Music Publishers Assn. and as a member of the Per-

forming Right Society general council and director of the Mechanical Copyright Protection Society.

De Wit would not comment on his future plans, saying it is too early and his efforts are currently concentrating on the interests of his staff. Reichardt and the SBK operation will be moving into EMI Music Publish-

### 'EMI Publishing will be A&R driven'

ing's premises in London's Charing Cross Road from its present location in nearby Rathbone Place, and the main burden of the inevitable redundancies is expected to be borne by EMI personnel.

De Wit's resignation takes effect June 15, and he could have retained his industry posts until then. However, he told Billboard he believed that to be wrong, as it could block other candidates for the jobs.

Commenting on Reichardt's appointment, Koppelman says: "We

have total confidence and faith in Peter. His performance as MD of SBK Songs underscores his ability both to manage effectively and be a creative leader in the music industry."

Bandier adds: "EMI Music Publishing will be A&R driven and there will be no one better to manage it than Peter."

Reichardt perceives the amalgamation as putting EMI Music Publishing in the forefront of publishing worldwide.

"I have a strong belief that the resulting company will be the best in the world," he declares. "We have always had a dynamic management team at SBK, and this coupled with the many strengths of the team at EMI and the company's solid background, makes us the force to be reckoned with."

In an unrelated development, EMI Music Publishing has lost representation of the BBC's music publishing interests.

In a deal announced April 11, Cambar Music will assume these functions initially for a three-year period.

## Will Release African, Hard Rock Music Dutch Record Co. Bows

BY WILLEM HOOS

AMSTERDAM Jan van der Linden, for some 20 years a key figure in the Dutch music business, has set up his own company, Provogue Music Productions, which will specialize in African music and heavy metal rock.

African product will be marketed on the Provogue label itself, while hard rock releases will be through Barricade. Van der Linden plans to release about 25 albums annually, 18 of them on Provogue.

Marketing and distribution for the Benelux territories will be through Bertus Distribution, the company founded by Van der Linden in 1971 and of which he was managing director until 1984.

Bertus, Holland's leading wholesale and import sound carrier firm, is now headed by Michiel de Ruijter, though Van der Linden remains a major shareholder of the company.

He left Bertus five years ago to set up Roadrunner Records, now widely accepted as one of Europe's leading heavy metal/hard rock labels. His partner in the formation of the Amsterdam-based firm was Cees Wessels, a former managing

director of RCA Benelux.

In January this year, Van der Linden off-loaded his Roadrunner shares to set up his new company. First releases for Provogue feature juju specialists from Nigeria, Chief Ebenezer Obey and Babatunde Olatunji. Obey's album, released in vinyl and CD, is "Get Your Juju's Out," and Olatunji's is a live recording. Both are licensed from the U.S. Rykodisc label.

Among upcoming releases is one by King Sunny Adé, noted Nigerian musician, who is set for a European tour in June that will include the African Music Festival to be held June 17 in the Dutch city of Tilburg. Obey is also likely to tour Europe and take in the North Sea Jazz Festival, which will be staged in The Hague July 14-16.

First product set for the Barricade label includes albums from Polish thrash metal group the Destroyers ("The Night Of The Lusty Queen") and from Canadian heavy metal act Jag Tanzer ("Ample Destruction"). The Destroyers have signed a global deal with Barricade, with the exception of the Eastern European territories, and the Jag Tanzer band for the world, with the exception of North America.

# 6 U.S. Acts Slated To Play Netherlands' 20th Pink Pop Festival

AMSTERDAM Ten groups, including six from the U.S., have been signed for the 20th Pink Pop Festival, the oldest open-air music event in the Netherlands. The May 15, 11-hour show is set for the Landgraaf racetrack and is expected to attract at least 40,000 pop/rock fans.

Acts booked from the U.S. are Rory Block, Fishbone, the Pixies, the Jeff Healey Band, John Hiatt & the Goners, and R.E.M. U.K. acts in the 1989 package are Tanita

Tikaram, Marc Almond & La Magia, and Elvis Costello, with the Nits representing Holland.

The Pink Pop Festival will

## Landgraaf track to host festival

spawn the usual string of radio and television specials for transmission by national broadcaster VARA, with that network's radio

DJ Jan Douwe Kroeske acting as host.

Sponsorship for this event comes from a firm initiating a national "buy milk" campaign, plus local brewer Brand, Dutch weekly magazine Nieuwe Revu, and U.S. tobacco firm Lucky Strike.

In the week preceding the festival, posters of earlier events in the series as well as photographs, films, and videos will be incorporated into a special exhibition in Maastrich in the Dutch southern

province of Limberg.

The 9th edition of the Park Pop Festival is set for June 25, Zuider Park in The Hague, with 12 acts signed, including U.S. singer Kristy Rose and U.K. acts New Model Army, London Bear, and Carmel.

This is the biggest annual free

festival on the European continent; it attracted 215,000 visitors last year. The event specializes in showcasing upcoming acts and has previously been a European springboard for such bands as the Bangles, INXS, Los Lobos, Def Leppard, and T'Pau. Coca-Cola is also among the sponsors.

## Sixth Pop Song Fest In Manila Honors Best Of Asian Talent Indonesian Artists Sweep ASEAN Awards

BY SHIG FUJITA

MANILA, Philippines Songs and artists from Indonesia captured all the honors at the 6th ASEAN (Assn. of South-East Asian Nations) Popular Song Festival, staged here April 14 in the International Convention Center, making it the second year in

a row that the territory won both best-song and best-artist trophies.

The event, presented by the ASEAN Music Industry Assn. and the Philippine Assn. of the Record Industry, brought together writers and singers from Indonesia, Malaysia, Singapore, Thailand, and the Philippines for the promotion and develop-

ment of original compositions and for the exchange of repertoire and talent in the region.

The best-song award went to "The Moment You Come," composed by Bodei Bachtari; runner-up in this category was "My Love," an unpublished song by composer/lyricist Toni P. Sianipar.

The best-artist title went to the six-strong (two women, four men) Elfa's Singers, performing "My Love," and in second place was Utha Likamahua singing "The Moment You Come."

There were 10 songs and singers, one published and one unpublished from each country, taking part in the contest this year.

Guest singers included Filipino star Leo Valdes, who won the best-artist award at the 1st ASEAN Festival in 1981, and Korean singer Hae Eun, who has signed to JVC in Japan and is popular there as well as in her home country.

The festival was supported by the International Friendship Assn. of Japan, which has been donating \$20,000 a year since the 1986 event.

cords for Intercord. It was presented by GEMA chief Erich Schulze at a special ceremony here March 20.

It took Fred Jay, then living in New York, about 15 years to break into the songwriting big time, starting with Ray Charles' recording of "What Am I Living For." Alongside his English-language hits, he also wrote the German lyrics for a string of million sellers performed by German acts and mostly produced by Jack White.

His English lyrics for the group Boney M. include such global hits as "Ma Baker," "Mary's Boy Child," "Rasputin," and "Hooray Hooray."

## Fred Jay Award Honors German Lyricists

BY ELLIE WEINERT

MUNICH, West Germany The achievements of U.S. lyricist Fred Jay, who was of Austrian descent and who died last year at the age of 74, are to be remembered by an annual award to be made to promising young German lyric writers.

The award scheme was set up by his widow, Mary Jay Jacobson, and is an annual cash prize of 25,000 Deutsche marks (about \$11,200). The award has the approval of GEMA, the German performing and mechanical right society.

The first award has gone to singer/songwriter Julie Nigél, 23, who re-

## K-tel Reaffirms Finnish Commitment

BY KARI HELOPALTIO

HELSINKI, Finland Speculation concerning the future of K-tel International's Finnish operation has been ended by a firm declaration from

Alan Kaupe, the London-based senior director of K-tel in Europe, during a recent visit.

"K-tel Finland will continue with full force and there is no doubt about it," said Kaupe. "This is traditionally

one of our strongest operations, and the results for the fiscal year ending in June will be very positive."

The rumors about the company's position began with the departure of long-serving managing director Marita Kaasalainen to join the new Warner operation in Finland.

One of the reasons for Kaupe's visit was to find a successor and dispel the notion that her departure heralded the end of K-tel's interest in Finland. He paid tribute to the work of sales director Jorma Kosonen, a longtime K-tel staffer.

The company's Finnish presence began in the late '70s, when the TV advertising of records was a relatively new phenomenon. This marketing method has expanded to saturation point during the ensuing years.

Said Kaupe: "Finnish TV is still a very powerful medium and we intend to continue using it. It's a bit expensive, though."

He disclosed that K-tel Finland will start the mass marketing of video programs, especially sports and leisure material. Plans are in hand to utilize pan-European satellite advertising via SuperChannel later this year.

## Label Branch To Focus On Classical Titles Carrere Starts Dutch Operations

BY MARC MAES

BRUSSELS, Belgium The Carrere label started its own operations in Holland last month with a distribution deal signed with CNR at Weesp, which is where Carrere Holland is based until it moves to its own premises in Hilversum on May 5.

Eric Deleeuw, former sales promotion manager with Carrere Belgium, has been named managing director of the new Dutch branch. He has formulated a strategy for Carrere's activities in Holland.

"At first, we will concentrate on the German Capriccio label covering the major popular classical repertoire, balanced with lesser-known works," he discloses. "As Carrere

Netherlands will initially be a CD-only label with cassettes to follow in June, the classical repertoire is an obvious start for us.

"Further labels to be featured in Holland include the Carrere label itself and the German Delta group of which Capriccio is one. We will also be releasing Laserlight and Master Digital at budget and midprice, respectively. Our catalog will number over 500 titles within the first three months covering pop, rock, and light classical music."

Deleeuw is placing emphasis on promotion to establish Carrere in the Netherlands and will appoint two staffers to handle this aspect while he will personally participate in the label's marketing activities.

## W. Germany's Frank Farian Inks Deal With Polydor

HAMBURG, West Germany Frank Farian, one of West Germany's top hit producers, with Boney M. and Milli Vanilli among his long list of credits, has signed a deal with Polydor Hamburg for his new label, IMP Records, after working exclusively with Hansa/BMG Ariola for the past 20 years. The new pact takes in all future product, not back catalog. New Farian productions include a rework of Rick James' "In My House," by London-based singer Jane, and a new version of Bill Withers' "Just The Two Of Us," by the boy-girl duo L.A. News.

ELLIE WEINERT

## Mitsubishi Expanding Scottish VCR Plant

EDINBURGH, Scotland Mitsubishi Electric of Japan is spending \$7.5 million on expansion of its VCR plant in Livingstone here, increasing the work force from 500 to 700. Annual VCR sales gross is already more than \$100 million, with about 75% of the hardware exported to other European territories. The company aim is to have a capacity of 500,000 VCR units annually by 1992.

PETER JONES

## Soviet Singer Sets 6-City Tour Of India

BOMBAY, India Valeri Leontiev, the Soviet singer, starts a six-city tour of India May 5 with a company of 22 dancers and musicians. This is the first commercial concert trek here by a Russian pop performer. Promoted in India by CBS, the tour is projected to cost \$350,000, which will be paid in rupees to the credit of the U.S.S.R. government in India.

JERRY D'SOUZA

## CBS Leads French Sell-Through Market

PARIS CBS France's video arm has become the leading distributor of video sell-through here, with distribution deals with CBS Fox, Gaumont, RCA, and Columbia together representing more than 25% of the total French video market. The company is also the first in France to release a complete catalog of movies on CD video and Video-8.

PHILIPPE CROCCQ

## All-Black Musical Gets U.K. Arts Grant

LONDON An all-black musical about how Christianity was "imposed" on the Caribbean people is receiving an Arts Council grant of \$350,000, its largest single investment in a touring production. The show, "Mass Carib," combines music, dance, and theater, and is a newly commissioned contemporary work. It will tour major U.K. cities with a company of 18, including dancers and musicians.

PETER JONES

## Madonna's 'Prayer' Selling Well In India

BOMBAY, India Magnasound India released Madonna's "Like A Prayer" album here in March, linking it with a Madonna look-alike contest. Sales neared the 25,000 unit mark in just 10 days and company executives are looking to double that tally in three months. The next biggest international seller here is Tracy Chapman, whose eponymous album has topped the 6,500 mark.

JERRY D'SOUZA

## E. Germany's Amiga Sets New Releases

EAST BERLIN Kylie Minogue, chart-topping star of the internationally popular TV soap "Neighbours," and U.K. heavy metal band Whitesnake figure on a new release schedule of East German record label Amiga. Minogue is featured on an EP and Whitesnake has a 1987 album issued. Also on the list are the Puhdys, one of the most popular rock bands in East Germany over the past 20 years, who are co-produced with West German label Koch Records.

WALTER CIKAN

## Sharp Begins Sales Of Portable VCR

TOKYO Sharp Corp. here is selling, from this week, a portable VCR with a 4-inch liquid crystal display, retailing at \$1,300. The VC-L40 uses the full-size VHS cassette and weighs about 11 pounds. It runs on a car battery or rechargeable battery unit (optional), which gives just over two hours' play time. Sharp aims to sell at least 3,000 units a month.

SHIG FUJITA

# Current Records Pacts With Sound Capital To Become 1st Publicly Traded Label

BY KIRK LaPOINTE

OTTAWA Current Records has joined forces with Sound Capital Corp. in a move that is believed to make Current the first-ever publicly traded Canadian record label.

The two Toronto-based companies have announced a "joint-venture partnership" that will see Sound Capital help underwrite Current projects. The major infusion of funds to the label should allow Current to handle between four and six major releases a year.

But it is not the only significant news for Current and its president, Gerry Young.

The label has also signed a manufacturing and distribution deal with Britain's President Records that will see Current release product of its choosing in England—the only label in Canada that seems to have such a guaranteed arrangement in Britain. President managing director David Kassner said in a news release that Current's material "has got definite European potential."

Sound Capital and President will get their first taste of Current with the June release of the debut album from Mystery Romance. President is also "particularly looking forward" to the release of the second album by Alta Moda, which had been signed to CBS in Canada but which Young says is free to shop for a new deal.

Young, who only last year collaborated with promoter Jim Skarratt and manager Steve Propas to form SPY Records, says he and Propas will soon be selling off their interests in the label to Skarratt in order "to let him run his own ship."

Young anticipates still handling some artist management and A&R

duties for the label, but, he says, "I think Jim is going to buy back the company from me and Steve." The first release was the much-praised debut by Big Bang, and Toronto-based Sandy & the Sunsets have been signed to SPY in recent weeks. Skarratt, a Hamilton, Ontario-based promoter, had been running Blue Live Entertainment until its winding down.

Additionally, Young is in negotiations with two multinational labels to handle distribution for Current product worldwide. Until now, he has shopped each release around and has dealt with just about every major label as an independent. Such a deal would also have an impact on Britain and the deal with President, in that some product would go through President and some through the new distributor.

Current's marriage with Sound Capital is one of the more interesting tales in the Canadian record industry. Only last year, Aggressive Mining Corp. took over the company, then was taken over by Sound Capital president Michael Kaye, who persuaded Ontario Securities Commission authorities to allow him to move the firm out of mining and into the entertainment business. Sound Capital stock is traded on the Toronto Stock Exchange.

Kaye enlisted Young, a former PolyGram Inc. Canada promotional executive, but intends to stay hands-off in the running of the company.

Young has guided the careers of platinum-plus The Parachute Club, former Juno-winning group of the year in Canada, M + M, who now live in Britain and are preparing a major release soon, and Strange Advance, a gold-selling Capitol act in Canada.

edition boxed set that includes extensive liner notes. The Collection is priced at \$19 and up. The first release includes the best of 10 albums by such artists as the Beatles, Elvis Presley, Fleetwood Mac, the Who, Led Zeppelin, and Neil Young. Other releases will follow.

**LARRY GREEN**, THE 15-YEAR national promotion manager at WEA Music of Canada Ltd., is leaving the firm April 28 to return to radio. He'll be operations manager at CJCL-AM Toronto. Green was arguably one of the most influential FM DJs in the late 1960s when CHUM-FM Toronto introduced progressive rock to Canada.

**ARCHER INTERNATIONAL** Developments Ltd., with a patent pending on a three-dimensional sound technology known as QSound, said April 14 that the Todd-Ao Corp. had exercised its share purchase warrants, thereby leaving the firm with more than \$4 million (Canadian) in cash.

(Continued on page 69)

## MAPLE BRIEFS

**AUDIENCE RATINGS** FOR THE Juno music awards were up this year to 1.9 million, good news for both CBC and the Canadian Academy of Recording Arts and Sciences. The general praise for the show's content and style should also lead more viewers next year back to the program, whose ratings had dipped.

**WHEN BRYAN ADAMS** played Moscow April 14 as part of the World Music Video Awards, he was the first Canadian rock or pop artist to do so. But April 27 and 30, two of his fellow Vancouver artists do the same. 54-40, a Warner Bros. band, and the Scramblers play Interchance '89. 54-40's third album, "Fight For Love," is due in late summer.

**HMV MUSIC STORES** are the first Canadian retailers to get into the compilation business with "The HMV Classic Collection," a limited

# Your Key To West Germany, Austria, Switzerland...

In the few seconds it took you to read this far, you could be using the West Germany, Austria, Switzerland Spotlight as the key to tell everyone about your achievements, innovations and future plans.

Don't wait for success to come to you — use this key to create your own infinite possibilities...

...reach an international readership of 200,000 in over 100 countries.

...be part of an issue that may be imitated but never equaled.

...put your product or talent in front of an audience of key decision makers with the heaviest buying power in the entertainment industry.

Go ahead use it...use Billboard... The key to industry buying power worldwide.

Reach everyone you want to scream your success to — with an ad in this spotlight.

### In this issue...

- The Media Boom
- Industry Changes
- Prospects For National Product
- Four Prospects
- Retailing
- Current Trends
- New Directions In Publishing

**Issue Date: June 24**

**Ad Deadline: May 23**

For Details, Contact:

Europe

Ron Betist

31-20-662-8483

USA

Ron Willman

212-536-5025

## ...A Billboard Spotlight

# NEWSMAKERS



**Yeah! Yeah! Yeah!** Daryl Hall and John Oates meet with label and management executives to mark the platinum certification of their "Ooh Yeah!" album. Pictured, from left, are Halk John Sykes, Champion Entertainment; Clive Davis, president, Arista; Roy Lott, senior VP of operations, Arista; Oates; Brian Doyle, Champion Entertainment; T-Bone Wolk, producer; and Don Jenner, former executive VP/GM, Arista.



**A Cast Of Killers.** Rock legend Jerry Lee Lewis is toasted at a reception announcing PolyGram Records' acquisition of the soundtrack rights to the upcoming film biography of his life, "Great Balls Of Fire." Also present are actors who portray Lewis and his family members. Shown, from left, are Lisa Blount, actress; Lewis; Jeff Sydney, senior VP/GM, West Coast, PolyGram; Dennis Quaid, actor; Winona Ryder, actress; and Adam Fields, producer of "Great Balls Of Fire."



**They Cover Waterfront.** PolyGram Records group Waterfront celebrates its new management and publishing agreement with SBK Entertainment World Inc. Shown, from left, are John Newman, manager, Waterfront; Peter Reichardt, managing director, SBK Songs, U.K.; Martin Bandier, vice chairman, EMI/SBK Music Publishing and vice chairman, SBK Records; Chris Duffy, Waterfront; Charles Koppelman, chairman/CEO, EMI/SBK Music Publishing and chairman/CEO, SBK Records; Peter Gilia, Waterfront; and Arma Andon, senior VP, SBK Records.



**Say It With Flowers.** London Records artists Hothouse Flowers relax at Los Angeles' Hard Rock Cafe, where they donated a mandolin to the club's memorabilia collection. Shown, from left, are Hothouse Flowers members Fiachna O'Braonain; Liam O'Maonlai; Jerry Fenily; and Peter O'Toole.



**T. Time.** Classic soul instrumentalist and MCA Master Series artist Booker T. Jones headlines a benefit concert for the W.O. Smith Nashville Community School. Shown, from left, are Tony Brown, executive VP and A&R head, MCA/Nashville; Mark Maynard, director of sales and Master Series marketing, MCA/Nashville; Jones; and Bruce Hinton, president, MCA/Nashville.



**Vive Les Disques.** Madame Danielle Mitterand, wife of French President François Mitterand, presents the Grand Prix Du Disques to the San Francisco Symphony for its London Records recording of Nielsen's Symphonies Nos. 4 and 5. Pictured, from left, are San Francisco Mayor Art Agnos; Mitterand; and Nancy Bechtle, president, San Francisco Symphony.



**Orchestral Maneuvers.** Virgin Classics signs an exclusive recording contract with the Minnesota Orchestra, for a series of recordings that will include works by Mahler and Richard Strauss. Pictured, from left, are Simon Foster, managing director, Virgin Classics; Richard M. Cisek, president, Minnesota Orchestral Assn.; and Edo de Waart, music director, Minnesota Orchestra.

## LIFELINES

### BIRTHS

Girl, Jenna Lynn, to **Jeff and Sue Davis**, March 23 in Houston. He is promotional marketing manager in Houston for Elektra Records.

Boy, Carter James, to **Jim and Nancy Snowden**, March 27 in Burbank, Calif. He is former VP of Passport Records Inc. and is current president of the new Mesa/Bluemoon Records.

Girl, **Fiona Jane**, to **Don and Andrea Edwards**, April 2 in Los Angeles. He is director of movie management at Stars To Go there.

Girl, Emilee Caroline, to **Rick and Donna Baumgartner**, April 3 in Nashville. He is regional marketing manager/Southwest region, Warner Bros. Records, Nashville division.

Boy, Randall Jason, to **Randy Hauser and Diane Radtke**, April 11 in Milwaukee. He is director of purchasing at Mainstream Records there. She is a megastore manager for Mainstream.

### MARRIAGES

**Jai Lambert** to **Sherry Johnson**, April 15 in Little Rock, Ark. He is a singer/songwriter with the group Hamelton Lambert.

**Randy Frey** to **Lorene Borunda**, April 15 in Los Angeles. He is managing editor of TRAX magazine and co-director of American Music Pool there.

**Julian Buckner** to **Wanda Simmons**, April 16 in Negril, Jamaica. He is the buyer for Landmark Distributors, Atlanta.

### DEATHS

**Mike Rasfeld**, 38, of heart failure, March 19 in Chicago. His music career spanned 18 years as a recording engineer and owner of Acme recording studio. In lieu of flowers, donations may be sent to the Center On Deafness, Attn: Anne

Downer, 10100 Dee Road, Des Plaines, Ill. 60016.

**S. Bickley "Bix" Reichner**, 84, April 8 in Paoli, Pa. A composer and music publisher, Reichner's most successful songs included "Stop Beating 'Round The Mulberry Bush," "Papa Loves Mambo," "Midnight Trail," and "You'd Better Go Now." He also contributed to the "Hee Haw" syndicated TV series. He is survived by his wife and two daughters. A memorial service is scheduled for April 22 in Philadelphia.

**Bessie Griffin**, 67, of cancer, April 10 in Culver City, Calif. Griffin was a gospel singer with a powerful contralto style. Born in New Orleans, she got her start singing in church and later worked with the Southern Harps. In 1953, Griffin joined the Caravans, a Chicago gospel group, and later founded the Gospel Pearls in Los Angeles. The Gospel Pearls often performed on such programs as "Hootenanny" and "The Ed Sullivan Show" during the '60s. She recorded on a number of labels, including Decca, Columbia, Epic, Savoy, and Specialty. Most recently, she toured as a soloist. Her last recordings are scheduled for release on the "Even Me" album (Spirit Feel Records). She is survived by

her husband, Spencer Jackson.

Send information to Lifelines, Billboard, P.O. Box 24970, Nashville, Tenn. 37202.

## NEW COMPANIES

**The Medius Corp.**, formed by Terri MacMillan and Tom Toeda. Company will assist Japanese clients in New York audio and video production, as well as represent Japanese acts in the U.S. No. 10, 137 E. 25th St., New York, N.Y. 10010; 212-779-3649.

**Vivian Rogers Enterprises Ltd.**, a new record production, management, and publishing company, formed by Vivian Rogers. 2289 Fifth Ave., New York, N.Y. 10037; 212-926-2363.

**Full Circle Productions**, a music production company, formed by Rick Kennell. First project is titled "Haunted Heart." P.O. Box 122, Millwood, N.Y. 10546; 914-762-8670.

Send information to New Companies, Billboard, P.O. Box 24970, Nashville, Tenn. 37202.

## RETAIL TRACK

(Continued from page 62)

hope next year's attendees will manage to be more considerate.

**MR. PRESIDENT:** Based on what he has seen in the early going, **Paul Smith**, newly named president of **CBS Records Distribution** (Billboard, April 22), is excited about the contributions that fledgling **WTG Records** will make to the CBS sales network. "You can always sell hits," Smith says. "I'm glad to see we have a West Coast presence, and in [senior VP/GM] **Jerry Greenberg**, we have another very talented executive, who has the same amount—or more—experience as me, who has a lot of areas of expertise." Smith is pleased with WTG's early soundtrack successes and thinks the new label's Los Angeles base has enabled it to attract talent that may have otherwise eluded the CBS fold... Would you expect to see a photo of Los Angeles Dodgers manager Tommy Lasorda in the office of Cincinnati Reds rival Pete Rose? Don't bet on it (especially you, Pete), but Retail Track was touched to see that hanging in a prominent space on one of the walls in Smith's office, along with the shots of **Willie Nelson** and **Cyndi Lauper**, was a framed photo of the CBS chief and WEA boss Droz, all smiles, with their arms around each other. "He's a good friend," says a grinning Smith, explaining the tribute to his arch competitor.

**MEET MARKET:** The 1988 **National Assn. of Independent Record Distributors & Manufacturers** convention fetched a higher retail attendance than it had in years past. We think there's more to that than the gumbo and oysters of host city New Orleans, especially in light of the attention that indie labels drew during last month's **National Assn. of Recording Merchandisers** meet in that same city (Billboard, March 18, March 25). With the next NAIRD confab just around the corner, May 10-14, in Philadelphia, be sure to

check in with **Bruce Haring's** Grass Route column each week in Billboard, not only for NAIRD updates, but also for other news from the bustling indie camp... The **New Music Seminar** promises that its 10th gathering, scheduled for July 15-19 at the Marriott Marquis Hotel in New York, will include at least one retail-oriented forum, maybe more, although details had not yet been nailed down at press time. There's a new wrinkle at NMS this time: If you don't have a seminar badge, your business won't be welcome at the Marriott's eighth-floor

bar. And, show organizers say access to the hotel at large will be restricted to NMS delegates and hotel guests.

By the by, I was a bit amused (and annoyed) to find that the otherwise informative, eight-page NMS Infopak mailed to potential attendees this month failed to mention the seminar's dates even once, not even on the registration form. Yo, folks! That's kind of an important detail!

Got a hot tip for Retail Track? Call **Geoff Mayfield** at 212-536-5240, or fax him at 212-563-5358.

## CALENDAR

A weekly listing of trade shows, conventions, award shows, seminars, and other notable events. Send information to Calendar, Billboard, 1515 Broadway, New York, N.Y. 10036.

### APRIL

April 24, **National Academy Of Songwriters Song-Talk Seminar**, At My Place, Santa Monica, Calif. Bruce U.R. Walker, 213-463-7178.

April 24, **Calif. State Board Of Equalization's 1989 Entertainment Industry Tax Conference**, Sheraton Universal Hotel, Universal City, Calif. John Gee, 213-666-4089.

April 25, **The Third Annual Boston Music Awards**, Wang Center For The Performing Arts, Boston. Candace Avery, 617-424-1145.

April 27, **Songwriters Guild Of America Song Critique**, SGA office, Hollywood. B. Aaron Meza, 213-462-1108.

April 29, **The Garden State Music Seminar And Festival**, Hyatt Regency, New Brunswick, N.J. 201-785-0015.

April 29-May 2, **National Assn. Of Broadcasters 67th Annual Convention And Int'l Exposition; 43rd Annual Broadcast Engineering Conference**, Las Vegas Convention Center, Las Vegas. Diane Goff, 202-429-5433.

April 30-May 4, **Fourth Annual International Music & Media Conference**, Amsterdam. Peggy Dold or Jolene Oldham, 212-536-5088.

### MAY

May 1, **Songwriters Guild Of America 16th Annual Aggie Awards**, Second City, Santa Monica, Calif. B. Aaron Meza, 213-462-1108.

May 5-7, **Song Connection: Los Angeles Independent Music Conference '89**, Beverly Garland Hotel, North Hollywood, Calif. Joe Reed, 818-763-1039.

May 6-7, **Bay Area Musical Equipment Expo**, San Jose Convention Center, San Jose, Calif. Loni Specier, 818-344-3441.

May 10-14, **1989 NAIRD Convention**, Wyndham-Franklin Plaza Hotel, Philadelphia. 609-547-3331.

May 11-15, **American Women In Radio And Television 38th Annual Convention**, Waldorf-Astoria Hotel, New York. 202-429-5102.

May 16, **International Radio & Television Society Annual Meeting and Broadcaster Of The Year Luncheon**, Waldorf-Astoria Hotel, New York. Marilyn Ellis, 212-867-6650.

May 18, **The American Society for Technion-Israel Institute of Technology Dinner** in honor of CBS chairman Laurence Tisch, Waldorf Astoria Hotel, New York, N.Y. Barbara Solomon, 212-751-5530.

May 18-19, **Cleveland's Music Conference And Showcase: Undercurrents '89**, Cleveland Convention Center, Cleveland. 216-467-0300.

May 18-20, **T.J. Martell Foundation Charity Weekend**, Los Angeles. Jon Scott, 818-883-7625.

May 20, **Los Angeles Vocal Registry/National Singers Network/Music Connection Magazine presents: Vocal Faire '89**, Pasadena Holiday Inn Conference Center, Pasadena, Calif. Owen Pahl Greene, 213-969-1652.

May 23, **Annual BMI Pop Awards**, Regent Beverly Wilshire Hotel, Los Angeles. Ron Shapiro, 213-659-9109.

May 24, **Annual BMI Motion Picture/Television Awards**, Regent Beverly Wilshire Hotel, Los Angeles. Ron Shapiro, 213-659-9109.

### JUNE

June 3-5, **Showbiz Expo**, Los Angeles Convention Center, a production of Live Time Inc., 213-668-1811.

June 3-6, **1989 International Summer Consumer Electronics Show**, Chicago. 202-457-8700.

June 13-15, **Ninth International Licensing Show And Merchandising Conference And Exposition**, Jacob K. Javits Convention Center, New York. Greg King, 203-259-5734.

June 21-24, **Broadcast Promotion And Marketing Executives and Broadcast Design Assn. Seminar**, Cobo Center, Detroit. Gregg Balko, 213-465-3777.

June 28, **Songwriters Guild Of America Second Annual Aggie Awards**, Vanderbilt Plaza Hotel, Nashville. Kathy Hyland, 615-329-1782.

# MARKET ACTION

BILLBOARD CHARTS THE TOP ENTERTAINMENT STOCKS

COURTESY OF  
PAINE WEBBER RESEARCH, 1285 Ave. of the Americas  
New York, N.Y. 10019, (212) 713-2000

Company	Sale/ 1000's	Open 4/11	Close 4/17	Change
<b>NEW YORK STOCK EXCHANGE</b>				
CBS Inc.	237	182 1/2	186 1/2	+3 1/2
Cannon Group	115.5		4 1/4	.....
Capital Cities Communications	88.1	400	407	+7
Carolco Pictures	102.5	8 1/4	8 1/4	.....
Coca-Cola	2517.6	52 1/2	52	-1/4
Columbia Pictures	2140.5	18 1/2	18 1/2	.....
Walt Disney	1422	79 1/2	81 1/2	+1 1/2
Eastman Kodak	3107.5	46 1/4	46 1/4	+1/4
Gulf & Western	2625.1	51 1/2	50 1/2	-1 1/2
Handleman	319.9	29 1/2	30	+1/2
MCA Inc.	1362.2	56 1/4	56	-1/4
MGM/UA	158.8	17 1/2	17 1/2	.....
Orion Pictures Corp.	315.9	18 1/4	17 1/4	-1/4
Sony Corp.	170.9	50 1/2	51 1/4	+1/4
TDK	8.6	62 1/2	64	+1 1/2
Vestron Inc.	159.8	5 1/2	6 1/4	+3/4
Warner Communications Inc.	4752.7	47 1/2	46 1/4	-1 1/4
Westinghouse	1486.3	53 1/2	54 1/2	+1 1/2
<b>AMERICAN STOCK EXCHANGE</b>				
Commtron	106	8	8 1/4	+1/4
Electrosound Group Inc.	12.5	1 1/2	1 1/2	.....
Nelson Holdings Int'l	853.2	7 1/4	7 1/4	-1/4
New World Pictures	913.3	8 1/2	8 1/2	.....
Price Communications	129.5	7 1/4	7 1/4	+1/4
Prism Entertainment	5.5	3 1/4	2 1/4	-1 1/4
Unitel Video	6.4	13	13 1/4	+1/4
<b>OVER THE COUNTER</b>				
Acclaim Entertainment		3 1/2	3 1/2	.....
Blockbuster Entertainment		29 1/4	29 1/4	+1/4
Certron Corp.		1 1/4	1 1/4	.....
Dick Clark Productions		4 1/4	4 1/4	+1/4
LIN Broadcasting		90 1/2	90 1/2	-1/2
LIVE Entertainment		28	27 1/2	-1/2
Malrite Communications Group				.....
Recoton Corp.		5 1/2	5 1/2	.....
Reeves Communications		5 1/2	5 1/2	-1/4
Satellite Music Network, Inc.		5 1/2	5 1/2	-1/4
Scripps Howard Broadcasting		58	58	.....
Shorewood Packaging		20	20 1/4	+1/4
Sound Warehouse		25 1/2	25 1/2	.....
Specs Music		10	10 1/4	+1/4
Starstream Communications Group, Inc.		2 1/4	2 1/4	.....
Trans World Music		23 1/2	23 1/2	-1/4
Video Jukebox Network		3 1/2	3 1/2	.....
Wall To Wall Sound And Video		3 1/2	3 1/2	.....
Westwood One		8 1/4	8 1/4	+1/4
<b>LONDON STOCK EXCHANGE (In Pence)</b>				
Chrysalis		216	215	-1
Pickwick		218	218	.....
Really Useful Group		622	622	.....
Thorn EMI		669	686	+17

## FOR THE RECORD

The Black Recommended single review for Sweet Obsession's "Cash" in our April 15 issue listed an incorrect producer. The correct producer is Morgan & Morgan.

## POP

### RECOMMENDED

#### STRAY CATS

**Blast Off**  
PRODUCER: Dave Edmunds  
EMI 91401

The felines return after a four-year absence with musical claws intact. If anything, through their intervening separate endeavors the trio has come back stronger. Edmunds is in perfect sync with the band, especially on first single, "Bring It Back Again," the cool "Rockabilly World," and "Rockin' All Over The Place." For laughs, trivia buffs can try to name every riff used in the fun "Gene And Eddie."

#### THE PIXIES

**Doolittle**  
PRODUCER: Gil Norton  
4AD/Elektra 60856

Boston-based group's major-label bow—after two releases on American Rough Trade—should place this highly lauded band in the forefront of U.S. alternative rockers. Scarifying songs receive damaging treatment in a high-potency package that should blast right out of the college/modern rock axis. Single, "Monkey Gone To Heaven," is a milder dose of this stormy stuff.

#### ROCKMELONS

**Tales Of The City**  
PRODUCERS: Rockmelons; Robin Smith  
Atlantic 81949

Group deservedly won the Australian Recording Industry Award for best debut album earlier this year, though its winning melange of bluesy pop rock sounds more akin to down south than Down Under. Although they often go a little overboard on the technopop, especially on "Dreams In The Empty City," the Rockmelons are definitely ripe for a U.S. breakthrough.

#### JOHNNY DIESEL & THE INJECTORS

PRODUCER: Terry Manning  
Chrysalis 41672

Another Oz band led by U.S. expatriate Johnny Diesel turns in a rollicking debut. Musically, Diesel sounds like a hard rock John Hiatt crossed with Tommy Conwell, and the pounding drives on some of the songs, such as "Parisienne Hotel," are downright irresistible. Producer Manning takes a trick from his work with ZZ Top and basically lets the band go. Should do very well on album-oriented rock stations.

#### FABULOUS THUNDERBIRDS

**Powerful Stuff**  
PRODUCER: Terry Manning  
CBS 45094

Actually, Austin, Texas, band's latest is pretty tame stuff. Everything's fine, especially "Mistake Number 1" and "Emergency," but nothing leaps off the platter, as "Tuff Enough" and "Why Get Up" did a few years back. Despite that, effort will appeal to T-Bird faithful.

#### BLACK

**Comedy**  
PRODUCERS: Dave Dix, Robin Millar  
A&M 5222

Writer/vocalist Colin Vearncombe takes another elegant crack at the U.S. market following stillborn 1988 debut. A rerecorded version of first album's ironic single, "Wonderful Life," is included here and is exemplary of artist's introspective, pained persona. Record could climb from either top 40 or modern rock base.

#### THE ORIGINAL MOTION PICTURE SOUNDTRACK

**Say Anything**  
PRODUCERS: Various  
WTC 45140

Rock writer-turned-screenwriter/director Cameron Crowe's new film predictably boasts a savvy

soundtrack, including solid power ballad "All For Love" by Heart's Nancy Wilson (aka Mrs. Crowe), a live version of Living Colour's hit "Cult Of Personality," and new tracks from Joe Satriani and Cheap Trick. Pic has garnered good reviews, which bodes well for strong album release.

#### MUSIC FROM THE ORIGINAL MOTION PICTURE

**Major League**  
PRODUCERS: Various  
MCA/Curb 10402

Current baseball movie hit is bolstered by a rocking soundtrack that includes X's 1984 remake of the Troggs' "Wild Thing" (never before on album in its studio incarnation), as well as good selections by Bill Medley, Lyle Lovett & His Large Band, the Beat Farmers, and Randy Newman. Box office grosses might translate into music dollars here.

#### CINDY LEE BERRYHILL

**Naked Movie Star**  
PRODUCER: Lenny Kaye  
Rhino 70845

Not surprisingly, considering the presence of Kaye behind the board, Berryhill sounds like a good-humored Patti Smith on her second Rhino release. Odd slices of street life and dizzy observations abound on singer/songwriter's latest, which includes her concert fave, "Baby (Should I Have The Baby?)." Modern rockers will relish the discovery, if they haven't caught the act yet.

#### LEATHERWOLF

**Street Ready**  
PRODUCER: Kevin Beamish  
Island 91072

Hard rock/metal from Los Angeles quintet is dominated by stellar guitar work and Michael Olivieri's Dio-like vocals. Band has more versatility than many in the genre and that could carry it far. Check out the speed metal of "Wicked Ways" and "Take A Chance" as well as the driving rumble of "Thunder."

#### SIGUE SIGUE SPUTNIK

**Dress For Excess**  
PRODUCERS: Neal X & Sique Sique Sputnik, Stephen Hague, Liminha, Stock/Aitken/Waterman  
EMI 48700

Cover legend, "This Time It's Music," on SSS' second album is almost laughable; while silly hype that surrounded band's 1986 debut has dissipated (no commercial space for sale this time), music remains in short supply as well. Standard dance-pop stuff won't move anybody; even the S/A/W-produced single, "Success," is sub-Kylie Minogue material.

#### XYMOX

**Twist Of Shadows**  
PRODUCER: Peter Walsh  
Wing 839233

Dutch band—4AD label graduates once known as Clan Of Xymox—lays down a straight up-and-down pop-synth sound on big-time debut. Nothing blindingly original here, but dense mood of some songs could envelop some modern rock programmers.

#### MICHAEL FEINSTEIN

**Over There**  
PRODUCER: Patti Laursen  
EMI 49768

The successful cabaret and concert singer/pianist who specializes in theater music takes a breather from his Elektra recordings to tackle songs of "war and peace" created between 1900 and 1920. The repertoire, believe it or not, ranges from George M. Cohan to Irving Berlin to Arnold Schoenberg to Kurt Weill. And it works charmingly. This time around Feinstein is accompanied by pianist Armen Guzeliyman.

#### MYRA HOLDER

**Four Mile Road**  
PRODUCER: Chris Stamey  
Coyote/TwinTone 88108

Vocalist who contributed a memorable

## NEW AND NOTEWORTHY

#### MICA PARIS

**So Good**  
PRODUCER: L'Equipe; Will Downing  
Island 90970

Long-awaited debut from 20-year-old British singer. First single, "My One Temptation," comes off like a perfect Bacharach/David tune sung by Dionne Warwick's younger sister. The rest of the album retains that smooth, pop-jazz feel, but often takes a turn for the slightly funkier, like on "Nothing Hits Your Heart Like Soul Music" and "I'd Hate To Love You." Though she has only surfaced on the black chart so far, Paris is perfect for pop and AC formats as well.

track on Coyote's 1985 anthology, "Luxury Condos Coming To Your Neighborhood Soon," finally arrives with a full-blown album notable for its tough guitar textures reminiscent of early Neil Young/Crazy Horse. Top-notch instrumental contributions are offered by producer Stamey, Mitch Easter, Fay Hunter, and others. A notable modern rock release.

#### NEW MARINES

**Bonfire**  
PRODUCERS: David Glover, Stephen Powers  
Chameleon Records 74755

Loping rock'n'roll from New Jersey quintet falls squarely in the college/alternative vein. Martin Kelley has the perfect ever-so-slightly off kilter voice and Pierre Smith and Jazbo Thiel's guitars are just jangly enough. Contact: 213-973-8282.

#### ELVIS PRESLEY

**Stereo '57/Essential Elvis Volume 2**  
REISSUE PRODUCER: Roger Semon  
RCA 9589

Here's a find that should please Presley collectors: newly uncovered stereo recordings made early in the King's tenure at RCA. While compilation isn't always prime Elvis (although repertoire contains some goodies), alternate takes here offer a revealing look at the way the star worked in the studio, and crystalline binaural stereo sound is striking.

#### CARL PERKINS

**Honky Tonk Gal: Rare And Unissued Sun Masters**  
REISSUE PRODUCER: Colin Escott  
Rounder 27

New Rounder reissue project unearths treasure from Sam Phillips' Sun vaults for the first time in the U.S. (though material was available through U.K. label Charly). Vintage rockabilly here ranks with Perkins' finest; despite age of masters, sound is generally superlative. Similar packages of Howlin' Wolf Memphis sides and Sun harmonica aces (Big Walter Horton, Dr. Ross, et al.) are similarly recommended.

#### TIN STAR

PRODUCER: Dan Fredman  
Rhino 70843

Country-rock quintet from L.A. has traveled the club circuit behind leader Kerry Hansen and any number of female vocalists in recent years; group debuts with Laura Lee Kessinger in lead singing role. Country-styled pop tunes like "Memory" and "Another You" may strike some response among fans of Highway 101's Paulette Carson, but for most part, the album stands on uncomfortable middle ground between genres.

#### LUCKY PETERSON

**Lucky Strikes!**  
PRODUCER: Bob Greenlee  
Alligator 4770

Latest artist to emerge from Greenlee's King Snake stable is 24-year-old guitarist/singer Peterson, a well-traveled phenom who displays

great facility on his axe. Songwriting still feels half-formed, but raw talent bodes very well for his future as a leader.

## BLACK

### PICKS

#### JOYCE FENDERELLA IRBY

**Maximum Thrust**  
PRODUCERS: Fenderella, Bernadette Cooper  
Motown 6267

Former lead singer of Klymaxx is hopping up the charts with "Mr. D.J." (featuring rap by Doug E. Fresh). By giving her solo debut a creative twist away from her Klymaxx tack while keeping the teasing playfulness, Irby has taken a giant step in bright new directions.

### RECOMMENDED

#### DEJA

**Made To Be Together**  
PRODUCERS: Teddy Riley, Gene Griffin  
Virgin 91060

Producers may well have the magic touch, but it's difficult to disguise the remnants of trance-dance machine Aura, the band's former name, and keeper-of-the-flame Curtis Jones, now paired with newcomer Mysti Day. Title duet is first single, and "Dreamer" has transcendent charm, but reputations will carry this teflon soul farther than the music.

## JAZZ

### RECOMMENDED

#### THE FALLA GUITAR TRIO

**West Side Story/Pulcinella/Jazz Sonata**  
PRODUCERS: The Falla Guitar Trio  
Concord 2013

A sidelong suite of songs from Leonard Bernstein's "West Side Story" score is the anchor for this set, which revels in the polished interplay of the three acoustic guitars.

#### JORGE DALTO & SUPERFRIENDS

**Rendez-Vous**  
PRODUCER: Teruo Nakamura  
Cheetah/Three Cherries 02222

Another posthumous set from Dalto, the Latin pianist who was featured on George Benson's early pop hits. Cameos by a long list of jazz stars, including Benson, David Sanborn, Eric Gale, Steve Gadd, and Barry Finnerty should stoke sales.

#### HENRY THREADGILL SEXTETT

**Rag, Bush And All**  
PRODUCER: David Stone  
Novus/RCA 3052

Altoist/flutist Threadgill still straddles the line between bedrock traditionalism and modern jazz adventurism with latest Novus release. Altogether fine set is driven by Diedre Murry's swirling cello work and the atomic-powered rhythms of percussionists Newman Baker and Reggie Nicholson. Yet another estimable step beyond from Threadgill.

#### AMERICAN COMPOSERS ORCHESTRA

**Four Symphonic Works By Duke Ellington**  
PRODUCER: Gregory K. Squires  
Musicmasters 60176

These Ellington compositions—including his classic "Black, Brown and Biege Suite" and groundbreaking "New World A-Comin'" are legitimately defined by the word "symphonic." Solos from a classy lineup, including Frank Wess, Jimmy Heath, and Jon Paddis, are simply elegant.

#### HERB ELLIS & RED MITCHELL

**Doggin' Around**  
PRODUCER: Carl E. Jefferson

#### Concord Jazz 372

Behind a hilarious cover by Gary "The Far Side" Larson lies a very relaxed duo set by guitarist Ellis and bassist Mitchell, cut at the Loa in Santa Monica, Calif. Ultratasty playing and subdued run-throughs of memorable standards make a nice package for the connoisseur.

## COUNTRY

### RECOMMENDED

#### GARTH BROOKS

**Garth Brooks**  
PRODUCER: Allen Reynolds  
Capitol C1-90897

Brooks invests this debut album with immense charm, sensitivity, and vocal authority. The project is buttressed by strong songs, particularly "The Dance," "If Tomorrow Never Comes," and the refreshingly sardonic "Nobody Gets Off In This Town."

#### BUCK HALL

**Risky Business**  
PRODUCER: Buzz Cason  
Track 1003

A nice balance of new material and old standards. Hall's distinctive vocals work best on the intimate numbers. Contact: 2804 Azalea Pl., Nashville, Tenn., 37204.

## CLASSICAL

### RECOMMENDED

#### MUSIC OF GABRIELLI

**Empire Brass**  
Telarc 80204

#### GABRIELLI/MONTEVERDI: ANTIPHONAL MUSIC

Canadian Brass  
CBS 44931

Both ensembles, whose forays into light music have won them considerable crossover attention, probe a similar repertoire track here, with some actual title duplications. In both cases, as well, additional brass players amplify the name groups to cope with antiphonal requirements. Playing, as expected, is expert, with the Empire's tempos somewhat more brisk than the Canadian's, and the latter's acoustic perspective a bit more distant. Many brass enthusiasts will want both.

#### SHOSTAKOVICH: SYMPHONY NO. 13 ('BABI YAR')

Ghiuselev, National Symphony Orchestra,  
Rostropovich  
Erato 75529

A searing musical experience. These settings of Yevushenko poems on Soviet life under Stalin are directed with great conviction by Rostropovich. The bass soloist and male chorus are first class. Not for casual listening.

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: 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. Send review copies to Melinda Newman, Billboard, 1515 Broadway, New York, N.Y. 10036, and Chris Morris, Billboard, 9107 Wilshire Blvd., Beverly Hills, Calif. 90210. Send country and gospel albums to Ed Morris, Billboard, 49 Music Square W., Nashville, Tenn. 37203.

SUMMER'S HERE NOW!

# DONNA SUMMER

ANOTHER PLACE AND TIME

her Atlantic debut  
featuring the worldwide smash single  
"THIS TIME I KNOW IT'S FOR REAL"  
(7-88899) (P/CD 2718)

(51987)



A STOCK/AITKEN WATERMAN PRODUCTION



On Atlantic Records, Cassettes and Compact Discs

© 1989 Atlantic Recording Corp. A Warner Communications Company

# HOT 100 SINGLES SPOTLIGHT



by Michael Ellis

**MADONNA'S "LIKE A PRAYER"** (Sire) holds at No. 1 with a bullet, still gaining in both sales and airplay points. "Prayer" has an enormous lead over all challengers, including the surging "I'll Be There For You" by **Bon Jovi** (Mercury), which jumps from No. 5 to No. 2. A third week at No. 1 seems assured for "Prayer"; Bon Jovi will need considerable prayer, and points, to dethrone Madonna next week.

**"PATIENCE"** BY GUNS N' ROSES (Geffen) wins the Power Pick/Sales, showing further proof of No. 1 potential, after winning on the airplay side for the last two weeks. Right behind it on the chart is "Every Little Step" by **Bobby Brown** (MCA), which wins the Power Pick/Airplay. This fourth single from Brown's album now has a 98% chance of joining the top 10 success of "Don't Be Cruel," a 90% chance of matching the top five performance of "Roni," and a 59% chance of matching the No. 1 peak of "My Prerogative." "Step" is already top five at six stations, including BJ-105 Orlando, Fla. (5-3), KRQ Tucson, Ariz. (7-5), and KIKI-FM Honolulu.

**THE SEVEN NEW ENTRIES** are led by **John Cougar Mellencamp's** "Pop Singer" (Mercury), which nabs almost half of the entire reporting panel in its first week, for a debut at No. 54. Four artists make their Hot 100 bows. Two of them are Los Angeles-based rock bands: **BulletBoys**, with their cover of "For The Love Of Money" (Warner Bros.), a top 10 hit in 1974 for the **O'Jays**, and **Warrant**, with "Down Boys" (Columbia). Also making their debuts are Texas rocker **Michael Morales**, with "Who Do You Give Your Love To?" (Wing), and **XTC**, the U.K. band whose ninth U.S. album has yielded its first Hot 100 single, "The Mayor Of Simpton" (Geffen).

**TWO RECORDS THAT LOSE** bullets this week are performing well where played. "The Different Story" by **Peter Schilling** (Elektra), although moving only two places nationally, has a dozen top 20 radio reports, including great jumps of 4-2 at KRBE Houston, 20-12 at 92X Columbus, Ohio, and 11-3 at K106 Beaumont, Texas. "You Ain't Seen Nothing Yet" by **Figures On A Beach** (Sire) is strong in Boston (11-9 at WZOU), Atlanta (13-12 at Power 99), and Cleveland (21-18 at WMMS).

**QUICK CUTS:** There are 15 bullets in the top 20, one of the highest percentages ever. The competition for placement is crushing, especially in the teens. "Room To Move" by **Animotion** (Polydor), for example, is well above the criteria for a bullet but only moves one position to No. 11 as other, even stronger, records pass it by. And three records in last week's top 10, each of which would drop no more than 10 places in a normal week, plummet right out of the top 20... The record that is far and away the most-added record already on the chart is **Donna Summer's** "This Time I Know It's For Real" (Atlantic). It zooms 31 places to No. 57, the biggest jump on the chart, with 65 adds and early jumps of 20-15 at Kiss 108 Boston and 10-3 at Power 96 Miami.

## HOT 100 SINGLES ACTION

### RADIO MOST ADDED

	PLATINUM/ GOLD ADDS		SILVER ADDS		BRONZE/ SECONDARY ADDS		TOTAL ADDS		TOTAL ON	
	24 REPORTERS		51 REPORTERS		166 REPORTERS		241 REPORTERS			
<b>POP SINGER</b>										
JOHN MELLENCAMP MERCURY	7		20		89		116		116	
<b>BABY DON'T FORGET</b>										
MILLI VANILLI ARISTA	6		18		58		82		83	
<b>THIS TIME I KNOW</b>										
DONNA SUMMER ATLANTIC	3		17		45		65		88	
<b>CRY</b>										
WATERFRONT POLYDOR	4		5		26		35		179	
<b>CUDDLY TOY (FEEL FOR ME)</b>										
ROACHFORD EPIC	2		6		26		34		100	
<b>BUFFALO STANCE</b>										
NENEH CHERRY VIRGIN	1		5		26		32		129	
<b>LITTLE JACKIE WANTS TO</b>										
LISA LISA & CULT JAM COLUMBIA	1		4		23		28		113	
<b>CLOSE MY EYES FOREVER</b>										
L.FORD/O.OSBOURNE RCA	2		5		20		27		131	
<b>WHERE ARE YOU NOW?</b>										
JIMMY HARNEN/SYNCH WTG	2		2		21		25		144	
<b>DOWN BOYS</b>										
WARRANT COLUMBIA	3		1		21		25		29	

Radio Most Added is a weekly national compilation of the ten records most added to the playlists of the radio stations 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.

FOR WEEK ENDING APRIL 29, 1989

# 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	1	LIKE A PRAYER	MADONNA	1
2	3	FUNKY COLD MEDINA	TONE LOC	3
3	6	I'LL BE THERE FOR YOU	BON JOVI	2
4	7	HEAVEN HELP ME	DEON ESTUS	5
5	12	AFTER ALL	CHER & PETER CETERA	9
6	2	SHE DRIVES ME CRAZY	FINE YOUNG CANNIBALS	4
7	14	REAL LOVE	JODY WATLEY	8
8	17	IKO IKO (FROM "RAIN MAN")	THE BELLE STARS	16
9	10	SINCERELY YOURS SWEET SENSATION (WITH ROMEO J.D.)		14
10	16	SECOND CHANCE	THIRTY EIGHT SPECIAL	7
11	13	ROCKET	DEF LEPPARD	12
12	15	ROOM TO MOVE	ANIMATION	11
13	21	FOREVER YOUR GIRL	PAULA ABDUL	10
14	20	CULT OF PERSONALITY	LIVING COLOUR	17
15	5	THE LOOK	ROXETTE	6
16	25	SOLDIER OF LOVE	DONNY OSMOND	15
17	22	THINKING OF YOU	SA-FIRE	13
18	4	STAND	R.E.M.	21
19	29	ELECTRIC YOUTH	DEBBIE GIBSON	19
20	28	WIND BENEATH MY WINGS	BETTE MIDLER	20
21	34	EVERY LITTLE STEP	BOBBY BROWN	23
22	30	CLOSE MY EYES FOREVER	L.FORD/O.OSBOURNE	29
23	9	GIRL YOU KNOW IT'S TRUE	MILLI VANILLI	25
24	—	PATIENCE	GUNS N' ROSES	22
25	32	SEVENTEEN	WINGER	27
26	36	ROCK ON	MICHAEL DAMIAN	18
27	19	ETERNAL FLAME	BANGLES	24
28	8	YOU GOT IT	ROY ORBISON	32
29	11	YOUR MAMA DON'T DANCE	POISON	30
30	18	SUPERWOMAN	KARYN WHITE	34
31	26	I WANNA BE THE ONE	STEVIE B	35
32	—	EVERLASTING LOVE	HOWARD JONES	26
33	23	ORINOCO FLOW (SAIL AWAY)	ENYA	38
34	—	I ONLY WANNA BE WITH YOU	SAMANTHA FOX	39
35	—	I'LL BE LOVING YOU (FOREVER)	NEW KIDS ON THE BLOCK	28
36	37	BIRTHDAY SUIT (FROM "SING")	JOHNNY KEMP	40
37	—	A SHOULDER TO CRY ON	TOMMY PAGE	31
38	24	DREAMIN'	VANESSA WILLIAMS	44
39	27	ONE	METALLICA	60
40	—	THROUGH THE STORM	ARETHA FRANKLIN & ELTON JOHN	36

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT 100 POSITION
1	1	LIKE A PRAYER	MADONNA	1
2	2	SHE DRIVES ME CRAZY	FINE YOUNG CANNIBALS	4
3	4	I'LL BE THERE FOR YOU	BON JOVI	2
4	3	THE LOOK	ROXETTE	6
5	5	FUNKY COLD MEDINA	TONE LOC	3
6	7	HEAVEN HELP ME	DEON ESTUS	5
7	8	SECOND CHANCE	THIRTY EIGHT SPECIAL	7
8	15	FOREVER YOUR GIRL	PAULA ABDUL	10
9	11	ROOM TO MOVE	ANIMATION	11
10	13	THINKING OF YOU	SA-FIRE	13
11	17	REAL LOVE	JODY WATLEY	8
12	16	ROCK ON	MICHAEL DAMIAN	18
13	14	ROCKET	DEF LEPPARD	12
14	18	AFTER ALL	CHER & PETER CETERA	9
15	19	SOLDIER OF LOVE	DONNY OSMOND	15
16	6	ETERNAL FLAME	BANGLES	24
17	23	ELECTRIC YOUTH	DEBBIE GIBSON	19
18	20	CULT OF PERSONALITY	LIVING COLOUR	17
19	25	PATIENCE	GUNS N' ROSES	22
20	27	WIND BENEATH MY WINGS	BETTE MIDLER	20
21	22	SINCERELY YOURS SWEET SENSATION (WITH ROMEO J.D.)		14
22	31	EVERY LITTLE STEP	BOBBY BROWN	23
23	10	GIRL YOU KNOW IT'S TRUE	MILLI VANILLI	25
24	30	I'LL BE LOVING YOU (FOREVER)	NEW KIDS ON THE BLOCK	28
25	24	EVERLASTING LOVE	HOWARD JONES	26
26	28	IKO IKO (FROM "RAIN MAN")	THE BELLE STARS	16
27	9	STAND	R.E.M.	21
28	12	YOUR MAMA DON'T DANCE	POISON	30
29	35	WHERE ARE YOU NOW?	JIMMY HARNEN WITH SYNCH	33
30	32	SEVENTEEN	WINGER	27
31	34	A SHOULDER TO CRY ON	TOMMY PAGE	31
32	40	CLOSE MY EYES FOREVER	L.FORD/O.OSBOURNE	29
33	—	THROUGH THE STORM	ARETHA FRANKLIN & ELTON JOHN	36
34	—	VOICES OF BABYLON	THE OUTFIELD	37
35	—	CRY	WATERFRONT	42
36	21	SUPERWOMAN	KARYN WHITE	34
37	39	I WANNA BE THE ONE	STEVIE B	35
38	26	MY HEART CAN'T TELL YOU NO	ROD STEWART	43
39	—	BUFFALO STANCE	NENEH CHERRY	41
40	29	YOU GOT IT	ROY ORBISON	32

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

## HOT 100 A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE (Publisher - Licensing Org.)	Sheet Music Dist.	BMI	HL/WBM
24/7 (Onid, BMI) CPP			
AFTER ALL (LOVE THEME FROM "CHANCES ARE") (Snow, BMI/Pitchford, BMI/Triple Star, BMI) CPP			
BABY BABY (Eighth Wonder, BMI/Forte, BMI/Domingo, ASCAP)			
BABY DON'T FORGET MY NUMBER (FMP/Ed.Intro)			
BIRTHDAY SUIT (FROM "SING") (TSP, ASCAP/Triple Star, BMI) CPP			
BUFFALO STANCE (Virgin Music/SBK Songs) HL			
CAN YOU STAND THE RAIN (Flyte Tyme, ASCAP) WBM			
CIRCLE (Geffen, ASCAP/Withrow, ASCAP/Edie Brickell, ASCAP) WBM			
CLOSE MY EYES FOREVER (Lisabella, ASCAP/Virgin, ASCAP/SBK April, ASCAP) CLM/CPP			
CLOSER THAN FRIENDS (Colgems-EMI, ASCAP) WBM			
COMING HOME (Eve, ASCAP/Chappell, ASCAP) HL			
CRY (SBK Blackwood, BMI) HL			
CUDDLY TOY (FEEL FOR ME) (Polygram, PRS) WBM			
CULT OF PERSONALITY (Dare To Dream, ASCAP/Famous, ASCAP) CPP			
THE DIFFERENT STORY (WORLD OF LUST AND CRIME) (Paradise GMBH, ASCAP/Marisma, ASCAP)			
DON'T TELL ME LIES (Virgin, ASCAP) CPP			
DOWN BOYS (Virgin Songs, BMI/Dick Dragon, BMI/Crab Salad, BMI/Likite Split, BMI/Rich Mcbitch, BMI/Great Lips, BMI)			
DOWNTOWN (Irving, BMI/Dejamas Ltd., PRS) HL/CPP			
DREAMIN' (Jobete, ASCAP/Depom, ASCAP) CPP			
DRIVEN OUT (EMI, ASCAP) WBM			
ELECTRIC YOUTH (Creative Bloc, ASCAP/Deborah Ann's, ASCAP) HL			
ETERNAL FLAME (SBK Blackwood, BMI/Bangophile, BMI/Billy Steinberg, ASCAP/Denise Barry, ASCAP) HL/WBM			
EVERLASTING LOVE (Hojo, BMI)			
EVERY LITTLE STEP (Kear, BMI/Hip Trip, BMI) CPP			
FEELS SO GOOD (Yessup, ASCAP) CLM			
FOR THE LOVE OF MONEY (Mighty Three, BMI)			
FOREVER YOUR GIRL (Virgin, ASCAP/Oliver Leiber, ASCAP) CPP			
FUNKY COLD MEDINA (Varry White, ASCAP)			
GIRL YOU KNOW IT'S TRUE (MCA, ASCAP/Two Pieters, BMI) HL			
GIVING UP ON LOVE (All Boys USA, BMI) CPP			
GOOD LIFE (Virgin Songs, BMI/Drive On, BMI) CPP			
HEARTS ON FIRE (F.S.Limited, PRS/Freedom, BMI/Warner-Tamerlane, BMI) WBM			
HEAVEN HELP ME (Estus, BMI/Rok-Mil, BMI/SBK Blackwood, BMI/Morrison Leahy, ASCAP/Chappell, ASCAP) HL			
I CAN'T FACE THE FACT (GG Loves Music, BMI/Music Corp. Of America, BMI) HL			
I ONLY WANNA BE WITH YOU (Chappell, ASCAP) HL			
I WANNA BE THE ONE (Saja, BMI/Mya-T, BMI) HL			
I WON'T BACK DOWN (Gone Gator, ASCAP/SBK April, ASCAP) HL			
IKO IKO (FROM "RAIN MAN") (Trio, BMI/Melder, BMI) HL/WBM			
I'LL BE LOVING YOU (FOREVER) (SBK April, ASCAP) HL			
I'LL BE THERE FOR YOU (Bon Jovi, ASCAP/New Jersey Underground, ASCAP/Songs of Polygram, BMI) WBM			
I'LL BE YOU (Nah, ASCAP)			
JUST BECAUSE (O'Hara, BMI/Texascity, BMI/Avid One, ASCAP/L'it Mama, BMI/Music Corp. Of America, BMI) HL			
LET ME IN (Chappell & Co., ASCAP/French Surf, ASCAP/Geffen, ASCAP/Matkosky, ASCAP) HL/WBM			
LET THE RIVER RUN (THEME FROM "WORKING GIRL") (TCF, ASCAP/C'est, ASCAP) CPP/WBM			
LIKE A PRAYER (Webb Girl, ASCAP/WB, ASCAP/Johnny Yuma, BMI) WBM			
LITTLE JACKIE WANTS TO BE A STAR (Forceful, BMI/Willesden, BMI/MylMy, BMI)			
THE LIVING YEARS (Michael Rutherford, BMI/R&BA, BMI/Hidden Pun, BMI/Hit And Run, ASCAP) WBM			
THE LOOK (Jimmy Fun, BMI)			
LOST IN YOUR EYES (Creative Bloc, ASCAP/Deborah Ann's, ASCAP) HL			
THE LOVE IN YOUR EYES (Ardavan, ASCAP/AG, ASCAP/Chappell, ASCAP/Dubin, ASCAP/Full Keel Music) HL/WBM			
THE MAYOR OF SIMPLETON (Virgin Songs, BMI)			
MISS YOU LIKE CRAZY (Prince Street, ASCAP/Lauren Wesley, BMI/Screen Gems, ASCAP/Irving, BMI/Gemla, BMI) CPP/WBM			
MORE THAN YOU KNOW (Famous, ASCAP/Tika Tunes, ASCAP/Marvin Morrow/Ensign, BMI) CPP			
MY HEART CAN'T TELL YOU NO (Rare Blue, ASCAP/Little Shop Of Morgansongs, BMI) CLM/CPP			
ONE (Creeping Death, ASCAP) CLM			
ORINOCO FLOW (SAIL AWAY) (SBK Songs/SBK Blackwood, BMI) HL			
PARADISE CITY (Guns N' Roses, ASCAP) CLM			
PATIENCE (Guns N' Roses, ASCAP) CLM			
POP SINGER (Riva, ASCAP)			
REAL LOVE (SBK April, ASCAP/Ultrawave, ASCAP/Rightson, BMI) HL			
REPETITION (T-Boy, ASCAP/INSOC, ASCAP)			
ROCK ON (FROM "DREAM A LITTLE DREAM") (SBK April, ASCAP) HL			
ROCKET (Bludgeon Riffola, ASCAP/Zomba, ASCAP) HL			
ROCK ON (Kear, BMI/Hip Trip, BMI) CPP			
ROOM TO MOVE (Rare Blue, ASCAP/Almo, ASCAP/Little Shop Of Morgansongs, BMI) CLM/CPP			
ROUND & ROUND (Be, PRS/WB, ASCAP) WBM			
SECOND CHANCE (Rocknocker, ASCAP/SBK Blackwood, BMI/Cat Curtis, BMI/Too Tall, BMI) HL			
SEEING IS BELIEVING (Michael Rutherford, BMI/R & BA, BMI/Hit & Run, BMI/Hidden Pun, BMI) WBM			
SEVENTEEN (Varseau, BMI/Small Hope, BMI/Dinner Mints, BMI/Virgin Songs, BMI) CPP			
SHAKE IT UP (Howe's Business, ASCAP/TJT, ASCAP/Phantom, ASCAP)			
SHE DRIVES ME CRAZY (Virgin, ASCAP) CPP			
A SHOULDER TO CRY ON (Page Three, BMI/Warner-Tamerlane, BMI/Doraflo, BMI) WBM			
SIMILAR FEATURES (MLE, ASCAP/Almo, ASCAP) CPP			
SINCERELY YOURS (Shaman Drum, BMI)			
SOLDIER OF LOVE (Bajun Beat, BMI/Music Corp. Of America, BMI) HL			
SOMEBODY LIKE YOU (MCA, ASCAP/Dresden China, ASCAP/Dal Coure, BMI/Orcas, ASCAP) HL/CPP			
STAND (Night Garden, BMI/Unichappell, BMI) HL			
STOP (Irving, BMI/Doolittle, BMI/Let's See, ASCAP) CPP			
STRAIGHT UP (Virgin, ASCAP/Wolff, ASCAP) CPP			
SUPERWOMAN (Kear, BMI/Hip Trip, BMI/Green Skirt, BMI) CPP			
SURRENDER TO ME (FROM "TEQUILA SUNRISE") (Rockwood, BMI/Security Hogg, ASCAP/United Artists, ASCAP/SBK April, ASCAP/United Lion, BMI/SBK Blackwood, BMI) HL/CLM			
THINKING OF YOU (Cutting, ASCAP)			
THIS TIME I KNOW IT'S FOR REAL (All Boys Music, BMI/Sweet Summer Night, ASCAP) CPP			
THROUGH THE STORM (Albert Hammond, ASCAP/WB, ASCAP/Realsongs, ASCAP) WBM			
TRIBUTE (RIGHT ON) (CRGI, BMI)			
VERONICA (MPL, ASCAP/Plangent Visions, ASCAP) WBM			
VOICES OF BABYLON (Music Corp. Of America, BMI) HL			
WALK THE DINOSAUR (MCA, ASCAP/Semper Fi Music & Monkeys..., ASCAP) HL			
WALKING THROUGH WALLS (EMI, ASCAP) WBM			
WHEN LOVE COMES TO TOWN (U2, ASCAP/Chappell & Co., ASCAP) HL			
WHERE ARE YOU NOW? (Harnen, BMI/Congdon, BMI/Empire, ASCAP/Jakota, ASCAP)			
WHO DO YOU GIVE YOUR LOVE TO? (Boom Tat, ASCAP/PolyGram International, ASCAP) CLM			
WILD THING (Varry White, ASCAP)			
WIND BENEATH MY WINGS (FROM "BEACHES") (WB Gold, ASCAP/Warner House of Music, BMI) WBM			
WORKING ON IT (Magnet, ASCAP/Intersong-USA, ASCAP) HL			
YOU AIN'T SEEN NOTHING YET (Top Soil, BMI/Randy Bachman, BMI) CPP			
YOU GOT IT (SBK April, ASCAP/Orbisongs, ASCAP/Gone Gator, ASCAP) HL/CPP			
YOU GOT IT (THE RIGHT STUFF) (Maurice Starr, ASCAP/SBK April, ASCAP) HL			
YOUR MAMA DON'T DANCE (Jasperilla, ASCAP/MCA, ASCAP) CPP			
YOU'RE NOT ALONE (Virgin, ASCAP/Trinifold, ASCAP) CPP			

### SHEET MUSIC AGENTS

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

- CLM Cherry Lane
- CPP Columbia Pictures
- HL Hal Leonard
- WBM Warner Bros.
- MSC Music Sales Corp.



## RENTRAK'S BERGER SEES LIMITS FOR GROWTH OF PPT SYSTEM IN U.S.

(Continued from page 5)

likely to blanket the industry, Berger remains unyielding in his support for the concept. In fact, he predicts the growth of PPT could lead to a number of unique twists.

Not only will the success of Rentrak open the door to competing PPT companies, but Berger believes PPT companies will eventually try to open an exclusive PPT window. The PPT companies would bid for the right to market a specific video title on a shared-revenue basis, perhaps even before it is released through the traditional retail channels.

If such a system were ever implemented, only certain dealers would have access to prime A titles for their first few weeks of availability on video. "That would be beneficial to everyone, because retail rental rates would go up to \$5 a night," says Berger.

His long-term strategies notwithstanding, Berger's challenge is still to find retailers willing to make the initial investment in his system. Although he maintains that "46% of the people who see one of our seminars sign up for [PPT]," many retailers are still staunchly opposed to PPT for reasons that transcend the start-up costs.

"Realistically, our potential

market is only half the video business," says Berger, who expects to have 1,000 stores signed up before the end of May. "We believe there are about 10,000 computerized stores out of the 27,000 video retailers. Of the 10,000, 5,500 can communicate with us today. Of the others, half are on compatible hardware, which means they need new software. The others would have to get new hardware."

Berger says dealers who lack the necessary hardware and software would have to pay from \$8,000-\$20,000 per store to install a PPT-compatible system. (Just for compatible software, modems, and training, they could spend \$5,000-\$5,500.) Indeed, he admits, the computer requirements have emerged as a formidable obstacle for some dealers.

Agreeing with this assessment is Jinx Hammer of Star Video in Escondido, Calif. "I'm not convinced [PPT] is worth the money," he says. "Business is good, and PPT may be a good idea, but I think service is as important as anything else in retailing. From what I've seen, I'm not inclined to spend the money on the computers."

When Rentrak announced a \$786,941 loss in its most recent quarterly financial report, the

company cited computer costs as the chief cause for the red ink. Aside from the financial considerations, computers have also proven to be a technical headache for Rentrak, delaying PPT start-ups

### 'PPT may be a good idea, but I think service is as important as anything else in retailing'

at nearly half of the participating stores. "We've had to go through loops and hurdles in [each] guy's network to get the communication going," says Berger, who notes that it can take anywhere from three days to two weeks to work the bugs out of a given system.

## B. DALTON SET TO RE-ENTER VID BIZ WITH KIDS' TITLES

(Continued from page 1)

has been hired by B. Dalton, apparently to spearhead the project. Although Ringquist is not slated to start work at his new address until the first week of May, B. Dalton has already entered into discussions with some of the larger video manufacturers.

"We haven't been approached yet by anyone from B. Dalton but our understanding is that they are getting back into video," says a sales executive at one of the major suppliers. "We don't know if they want to be a direct account or go through traditional distribution. Anything that presents more sell-through product to the consumer is positive."

B. Dalton's return to video "would be a great boon to our business," says Jim Jimirro, president and CEO of independent supplier J2 Communications.

"It would match, in every sense, the disappointment we felt a year and a half ago when they got out of the business. It's a sign of the times. Perhaps they looked at how well Waldenbooks is doing as well as realizing that the business has matured to a different level and made a decision to get back in," says Jimirro.

B. Dalton charged into video sell-through in the fall of 1984, roughly the same time that Waldenbooks, its main rival, made a similar diversification. But, citing high shrinkage, B. Dalton made a highly publicized exit from the video business in March 1987 (Billboard, April 4, 1987).

The chain's sensitivity to theft-related losses had been heightened because of the January 1986 buyout that shifted ownership of B. Dalton from Dayton-Hudson and left new owner Barnes & Noble heavily leveraged, says one informed source. The speed with which B. Dalton swept out video two years ago was a source of returns-related headaches for several vendors.

When B. Dalton did carry video, it stocked the line in 580 stores and ranked as Ingram Video's second or third largest account. Ingram, which reportedly handles a bulk of B. Dalton's book inventory through its book division, is now being touted as one of two wholesalers that might service

Partially as a result of the computer snafus, the company is currently shipping videos to only 450 of the 850 stores that have signed on.

Aside from the costly computer gear, there are still many retailers who fear that PPT will rob video stores of their autonomy. As it stands now, a PPT title is leased to a store for about \$8 if the retailer agrees to split his rental take with the supplier. But dealers opposed to the plan often invoke the image of PPT as a Trojan horse. If the system were to become firmly established, suppliers would demand an ever-growing share of the rental dollars, say opposing retailers.

"I didn't mortgage my house and open a video store so I go to work for Ron Berger or some Hollywood studio," says Charles Allen, owner of Video Charles Movies in Los Angeles. "The independent guys don't stand a chance under PPT. You know that the studios will want more and more of

the [rental] money."

While such opposition may be slowing Rentrak's rollout, regional exclusivity has also proven to be a thorny issue for the company.

In seminars and private discussions, company officials tell potential customers that it is Rentrak's policy to avoid signing other stores in their immediate area. "But we're not granting any kind of exclusivity. It's not a franchise," says Berger.

He noted that PPT stores are free to expand and open new outlets close to other PPT stores. But he adds, "It's not in our interest to have dealers share the same rental dollar, and it not in our interest to have two dealers in the same trading area."

Berger also maintains that PPT will have the most impact on second-tier titles. "PPT will encourage dealers to bring in more sections of titles they never had before, and that would increase the overall business," he said.

## RHINO REWRAPS CEMA DEAL

(Continued from page 6)

CEMA field executives have praised the label for the savvy planning and execution of its marketing schemes.

Rhino president Richard Foos and Bob Emmer, the label's executive VP of legal and business affairs, acknowledge that their company's growth drew bids from other distributors: "From the get-go, we always wanted to continue our association with CEMA, but our growth attracted attention from some of the others," says Emmer.

Foos says Rhino "feels positive about CEMA's future" and points out that his label has expanded dramatically over the course of the first three-year deal. "We only had six or eight employees when we first signed with CEMA. Now we have 60. Obviously, we've grown very quickly with the help of CEMA," says Foos.

In addition to the distribution link, the new deal streamlines the licensing of Capitol-EMI product to Rhino through CEMA Special Markets, the division that oversees license use of material in the Capitol-EMI Music catalog. Rhino has the option to license either tracks or entire albums from CEMA Special Markets.

"[Rhino] can work some things that our Special Markets cannot," Bach explains. "Special Markets is better set up for product that's mainstream, versus niche. At Rhino, they can really get down and exploit something that has a specialized market."

An ancillary arrangement entitles Rhino to enlist the promotion department of Capitol Records to work mainstream-oriented fare, a detail that seems to indicate that Rhino plans to broaden the scope of its output. A mutual agreement between Capitol and Rhino will determine the specific titles that will be pumped by VP of promotion John Fagot and his staff.

Foos says this part of the deal "will benefit our exclusively signed artists, like House Of Freaks, Cindy Lee Berryhill, and those signed to our Ramage label." According to Foos, there is no limit on the number of titles that Rhino can work through Fagot's department.

Rhino has also restructured its relationship with EMI Music Publishing. Details regarding that portion of the deal are confidential.

BILLBOARD PUBLICATIONS, INC.

# RETAILERS

Sell Billboard and MUSICIAN Magazine in your stores.

FOR MORE INFORMATION CALL BRAD LEE

## 1 800 999 9988

## DESPITE MAJOR-LABEL DELETIONS, INDIE DEALERS STAND BY VINYL

(Continued from page 1)

At the same time, many of the retailers who handle used LPs now report an "overwhelming" supply of used product, largely due, they say, to customers trading in vinyl albums for CDs. Yet despite this seeming surplus, all of these dealers are markedly enthusiastic about the large number of recently deleted catalog titles, especially CBS Records' flood of LP cutouts.

"They sell," notes Rich Robinson, a clerk at Aron's Records in the trendy Melrose district here. "I'm looking at my cutout bin right now and I can see the first Bangles album, Elvis Costello's 'Get Happy!,' and a Herbie Hancock album just sitting in the front row. I mean, those are good titles, you know?"

Stores that do not stock used product similarly note strong sales of CBS' recent cutout product. "I'm absolutely getting more," says Steve Bergman, owner of Ann Arbor, Mich.-based Schoolkids Records, citing especially strong sales of the Miles Davis deletions—which include 16 titles. "I've sold 10 copies of 'A Tribute To Jack Johnson,' 10 copies of 'Miles Smiles,' 10 copies of 'On The Corner,' 10 copies of 'Live-Evil,' and 10 copies of 'Filles De Kilimanjaro' in a three-week period as cutouts," he says.

To what does he attribute those sales? "Me saying, 'You better buy this, because it just went out of print,'" says Bergman.

Dealers are not alone in their reaction to the CBS deletions. Bud Libman, GM of Nova Distributing Corp. in Norcross, Ga., calls the move "a little bit premature," adding, "They've wiped out some ridiculous stuff that's still in demand." As an example, Libman points to the first LP by Chrysalis act the Proclaimers. Since the group's second album is now doing well, he says, "CBS is selling themselves short by not keeping the

[first] LP out there—and they're selling the band short, too."

However, Paul Smith, newly appointed president of CBS Records Distribution, says the company's deletions were in fact a reaction to the marketplace. Smith notes that many of CBS' accounts are "doing the same thing we are" regarding LPs. "The first ones to get out of the LP business were the rackjobbers," he says, "especially those in the Southwest and the West Coast—because that market is more mobile, and that's where the cassette initially showed its dominance."

Overall, says Smith, CBS is "reacting to the consumer's buying intentions by title and by genre. We're also addressing what our customers are doing. We're hopeful that the customers aren't panicking—and for the most part, they're not."

Yet, according to Jerry Richman, CEO and founder of Pennsauken, N.J.-based Richman Bros., "a lot of people are panicking" due to the wave of deletions—and thus are sending back their CBS "Nice Price" product. "They don't want to get caught, and they lose a sale," he says. Though his company then sells the records elsewhere, he adds, "it's a lot of work."

Further compounding the problem, say many one-stops, is the poor vinyl fill they receive in their orders from labels. "WEA doesn't officially cut [LPs] out," says Richman, "they just don't ship them." One customer, he says, told him that WEA's Super-saver vinyl series used to comprise 20% of his business; now, that customer says, he can't get them anymore. "Sales are being lost," states Richman.

Adds another one-stop executive: "Since WEA is 40% of our business and their fill stinks, it's terrible. If they cut them out, fine; but if they keep them in their computer and

don't press them, it makes us look like shit."

Most one-stops contacted by Billboard note the continued demand for vinyl LPs from independent stores, though they also note a gradual reduction of that demand. Nonetheless, as Norman Nassis, VP of purchasing

**'We're making friends because we're the last ones to hold out. I'll go to the grave carrying vinyl.'**

at Woodland, Calif.-based Valley Record Distributors, notes, "Every time a Camelot pulls vinyl, people are forced to go to independent stores."

At the same time, independent stores that have traditionally stocked extensive catalog LP product are also feeling the squeeze.

## FOREIGN-OWNED LABELS HOPE FOR COURT TAX RELIEF

(Continued from page 1)

foreign-based multinationals could also be faced with increased costs for doing business in the U.S.

On the other hand, if foreign companies are allowed to sue states and manage to have the unitary tax declared illegal, domestic entertainment firms owned by the multinationals could reap substantial tax benefits.

The Supreme Court agreed April 18 to review a recent federal appeals court ruling that permitted the foreign-based plaintiffs to challenge California's unitary tax system. For now, the state can continue to enforce a tax law that includes a percentage of foreign parent companies' worldwide income in the tax base for their U.S. subsidiaries.

Thirty-two other states have filed briefs in support of the California tax board. Their backing indicates either a concern over federal intrusion in state tax matters or an inclination to introduce the same approach in figuring the taxes of U.S. subsidiaries of foreign firms.

Among the record companies affected are CBS Records Inc., owned by Sony Corp. of Japan; BMG Music (including RCA and Arista), owned by Bertelsmann of West Germany; PolyGram, owned by Netherlands-based Philips; and Capitol/EMI, owned by U.K.-based Thorn-EMI.

Qintex, an Australian firm that announced earlier this month it will buy United Artists for \$1 billion, is among those in the film/video business that could be affected by the upcoming court decision.

In the case facing the court, the plaintiffs are two worldwide companies, Alcan Aluminum Ltd., a Canadian firm, and Imperial Chemical Industries PLC, a British-owned business. They brought suit challenging California's "unitary (tax) business approach," in which a percentage of worldwide income is included in the tax base for their U.S. subsidiaries.

Last year, the U.S. Seventh Circuit Court of Appeals in Chicago sided with the two firms, permitting them to challenge state corporate tax laws affecting their U.S. subsidiaries in federal court on the grounds that the

"In general," says Schoolkids' Bergman, "it certainly seems that the big companies want to do away with stores like us, that are catalog stores, because they only want to deal with companies that can buy very large box quantities on everything. And unfortunately, most of the one-stops don't carry the depth of catalog that a store like ours requires."

Bergman feels the catalog LP deletions are a "bad trend overall" for music. "I think the industry is setting itself up for another 'Saturday Night Fever' episode," he says, "where everybody's so dependent on these top hits that they forget to have a strong base that they can fall back on. That's why during that record scare we did terrific—because to sell a double LP like 'Saturday Night Fever' was gravy, but what kept us going was our strong catalog sales."

In all, independents are clearly "filling a niche," says Sam Ginsberg, GM at City One-Stop here. "The chains don't want to do it. The independent knows there's still a business in LPs, and he is filling that

niche."

More than one independent also sees a growing market awaiting the used LP. "The industry is forcing that," says one store owner. "So much stuff is just not going to come out on CD, no matter what anybody says. And that's where a lot of used record stores are coming in—because it's the only way people can find out-of-print stuff."

How long will indie stores stock vinyl? Gene Hawkins, acting manager of the three-store College Park, Md.-based Record & Tape Exchange, has a simple answer: "Forever."

And according to Wizards' James, "As long as there are companies that are willing to put it out and believe in it, I believe there are people who want it, I really do. Maybe in three or four years—that's a long way away—maybe it'll all go CD. But as long as they put it out, I'll buy it. Because there are plenty of people who want it. Plenty."

Assistance in preparing this story was provided by Geoff Mayfield in New York.

## 'Aspects' Charms Britons

LONDON Speculation that Andrew Lloyd Webber's reign as the U.K.'s outstanding musical composer would be ended by his latest effort, "Aspects Of Love," has proved totally unfounded.

The April 17 opening of the new work at the Prince of Wales Theater here was greeted with two curtain calls, a shower of flowers, and a five-minute standing ovation. Even the members of the press, some of whom seemed to be hoping for a flop, acknowledged that Lloyd Webber has done it again, and what's more, has broken new territory.

"Aspects Of Love," based on a 1955 novella by the late David Garnett, has little of the spectacle of

such previous Lloyd Webber successes as "Cats" and "Phantom Of The Opera." But it is almost operatic in its presentation of what the Evening Standard described as "a game of voluptuous musical chairs" with lyrics by Don Black and Charles Hart adhering closely to Garnett's original words.

In addition to strong reviews for the key members of the cast, two songs have been singled out for praise: "Love Changes Everything," already a chart hit, and "Anything But Lonely."

"Aspects Of Love," which cost \$2 million to stage, is booked until the middle of next year to the tune of \$8 million.

## Soda Giant Hopes To Foster Industry Contacts Coke Uncaps Entertainment Unit

NEW YORK The Atlanta-based Coca-Cola Co. has formed an entertainment marketing unit, a move aimed at "sending a message to the entertainment industry" that Coke is anxious to be pitched with new sponsorship ideas, according to a company spokesman.

James Patton, VP of marketing services at Coca-Cola USA, says the entertainment marketing unit will "review, recommend, and cre-

ate properties and contacts within the entertainment industry." Peter Caparis and Steve Koonin are the department contacts, both carrying the title of director, entertainment marketing.

Coca-Cola spokesman Ira Gleser says that any celebrity endorser "must drink the product." More information is available at 404-676-6720.

BRUCE HARING

# TOP POP ALBUMS™

©Copyright 1989, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
★ ★ NO. 1 ★ ★					
1	1	3	4	MADONNA SIRE 25844/WARNER BROS. (9.98) (CD)	LIKE A PRAYER 2 weeks at No. One
2	2	1	11	LOC DELICIOUS VINYL DV 3000/ISLAND (8.98) (CD)	LOC-ED AFTER DARK
3	4	4	41	BOBBY BROWN ▲ <sup>3</sup> MCA 42185 (8.98) (CD)	DON'T BE CRUEL
4	3	2	12	DEBBIE GIBSON ▲ <sup>2</sup> ATLANTIC 81932 (9.98) (CD)	ELECTRIC YOUTH
5	6	12	20	GUNS N' ROSES ▲ <sup>2</sup> GEFEN GHS 24198 (8.98) (CD)	G N' R LIES
6	5	6	8	FINE YOUNG CANNIBALS I.R.S. 6273/MCA (9.98) (CD)	THE RAW & THE COOKED
7	11	11	35	LIVING COLOUR ▲ EPIC BFE 44099/E.P.A. (CD)	VIVID
8	8	10	36	NEW KIDS ON THE BLOCK ▲ COLUMBIA FC 40985 (CD)	HANGIN' TOUGH
9	7	5	11	ROY ORBISON ▲ VIRGIN 91058 (9.98) (CD)	MYSTERY GIRL
10	10	7	25	TRAVELING WILBURYS ▲ <sup>2</sup> WILBURY 25796/WARNER BROS. (9.98) (CD)	TRAVELING WILBURYS
11	9	9	41	PAULA ABDUL ▲ VIRGIN 90943 (9.98) (CD)	FOREVER YOUR GIRL
12	13	18	6	MILI VANILLI ARISTA AL 8592 (9.98) (CD)	GIRL YOU KNOW IT'S TRUE
13	12	8	88	GUNS N' ROSES ▲ <sup>7</sup> GEFEN GHS 24148 (8.98) (CD)	APPETITE FOR DESTRUCTION
14	14	15	15	SOUNDTRACK ● ATLANTIC 81933 (9.98) (CD)	BEACHES
15	15	16	26	BANGLES ▲ COLUMBIA OC 44056 (CD)	EVERYTHING
16	16	14	30	BON JOVI ▲ <sup>4</sup> MERCURY 836 345 1/POLYGRAM (CD)	NEW JERSEY
17	17	13	24	MIKE + THE MECHANICS ● ATLANTIC 81923 (9.98) (CD)	LIVING YEARS
18	19	21	12	SKID ROW ● ATLANTIC 81936 (9.98) (CD)	SKID ROW
19	18	17	89	DEF LEPPARD ▲ <sup>9</sup> MERCURY 830 675 1/POLYGRAM (CD)	HYSTERIA
20	30	70	3	JODY WATLEY MCA 6276 (8.98) (CD)	LARGER THAN LIFE
21	20	19	23	R.E.M. ▲ WARNER BROS. 25795 (9.98) (CD)	GREEN
22	21	22	48	ROD STEWART ▲ WARNER BROS. 25684 (9.98) (CD)	OUT OF ORDER
23	22	24	32	METALLICA ▲ ELEKTRA 60812 (9.98) (CD)	... AND JUSTICE FOR ALL
24	23	20	32	EDIE BRICKELL & NEW BOHEMIANS ▲ GEFEN GHS 24192 (8.98) (CD)	SHOOTING RUBBERBANDS AT THE STARS
25	25	26	13	ENYA ● GEFEN 24233 (9.98) (CD)	WATERMARK
26	27	32	46	MELISSA ETHERIDGE ● ISLAND 90875/ATLANTIC (8.98) (CD)	MELISSA ETHERIDGE
27	26	27	29	KARYN WHITE ▲ WARNER BROS. 25637 (8.98) (CD)	KARYN WHITE
28	24	23	50	POISON ▲ <sup>4</sup> ENIGMA C1-48493/CAPITOL (9.98) (CD)	OPEN UP AND SAY ... AH!
29	28	29	33	WINGER ● ATLANTIC 81867 (9.98) (CD)	WINGER
30	34	35	40	GUY ▲ UPTOWN 42176/MCA (8.98) (CD)	GUY
31	36	39	8	SOUNDTRACK CAPITOL C1-91866 (9.98) (CD)	RAIN MAN
32	29	25	26	ANITA BAKER ▲ <sup>3</sup> ELEKTRA 60827 (9.98) (CD)	GIVING YOU THE BEST THAT I GOT
33	31	28	14	COWBOY JUNKIES RCA 8568-1-R (8.98) (CD)	THE TRINITY SESSION
34	32	33	10	ELVIS COSTELLO WARNER BROS. 25848 (9.98) (CD)	SPIKE
35	33	30	11	TESLA ● GEFEN GHS 24224 (9.98) (CD)	THE GREAT RADIO CONTROVERSY
36	95	—	2	ROXETTE EMI 91098 (9.98) (CD)	LOOK SHARP!
37	35	31	28	KENNY G ▲ <sup>2</sup> ARISTA AL 8457 (9.98) (CD)	SILHOUETTE
38	38	40	9	WARRANT COLUMBIA FC 44383 (CD)	DIRTY ROTTEN FILTHY STINKING RICH
39	37	37	9	N.W.A. ● RUTHLESS 57102/PRIORITY (8.98) (CD)	STRAIGHT OUTTA COMPTON
40	41	48	10	TOO SHORT JIVE 1149-1-J/RCA (8.98) (CD)	LIFE IS ... TOO SHORT
41	48	61	22	M.C. HAMMER ● CAPITOL C1-90924 (8.98) (CD)	LET'S GET IT STARTED
42	39	38	43	VANESSA WILLIAMS ● WING 835 694 1/POLYGRAM (CD)	THE RIGHT STUFF
43	46	46	21	EAZY-E ● RUTHLESS SL 57100/PRIORITY (8.98) (CD)	EAZY-DUZ-IT
44	44	47	7	XTC GEFEN GHS 24218 (9.98) (CD)	ORANGES AND LEMONS
45	47	52	8	SOUNDTRACK ARISTA AL 8593 (9.98) (CD)	WORKING GIRL
46	NEW	—	1	THE CULT SIRE 25871/REPRISE (9.98) (CD)	SONIC TEMPLE
47	43	42	14	LOU REED SIRE 25829/WARNER BROS. (9.98) (CD)	NEW YORK
48	64	—	2	W.A.S.P. CAPITOL C1-48942 (8.98) (CD)	THE HEADLESS CHILDREN
49	65	105	3	BONNIE RAITT CAPITOL C1-91268 (8.98) (CD)	NICK OF TIME
50	52	49	41	CINDERELLA ▲ <sup>2</sup> MERCURY 834 612 1/POLYGRAM (CD)	LONG COLD WINTER
51	45	45	5	DEPECHE MODE SIRE 25853/WARNER BROS. (15.98) (CD)	101
52	50	41	31	VIXEN ● EMI 46991 (9.98) (CD)	VIXEN
53	40	34	21	TIFFANY ▲ MCA 6267 (9.98) (CD)	HOLD AN OLD FRIEND'S HAND
54	73	136	3	ANDREAS VOLLENWEIDER COLUMBIA OC 45154 (CD)	DANCING WITH THE LION

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
55	51	51	12	NEW ORDER QWEST 25845/WARNER BROS. (9.98) (CD)	TECHNIQUE
56	49	43	29	WAS (NOT WAS) CHRYSALIS 41664 (CD)	WHAT UP, DOG?
57	55	55	8	SIMPLY RED ELEKTRA 60828 (9.98) (CD)	A NEW FLAME
58	54	54	22	JOURNEY ▲ COLUMBIA OC 44493 (CD)	JOURNEY'S GREATEST HITS
59	74	93	5	DE LA SOUL TOMMY BOY 1019 (8.98) (CD)	3 FEET HIGH AND RISING
60	42	36	53	TRACY CHAPMAN ▲ <sup>3</sup> ELEKTRA 60774 (9.98) (CD)	TRACY CHAPMAN
61	56	53	27	BULLETBOYS WARNER BROS. 25782 (8.98) (CD)	BULLETBOYS
62	58	44	14	RICK ASTLEY RCA 8589-1-R (9.98) (CD)	HOLD ME IN YOUR ARMS
63	66	63	10	HANK WILLIAMS, JR. ● WARNER/CURB 25834/WARNER BROS. (9.98) (CD)	GREATEST HITS III
64	69	72	30	ROB BASE & D.J. E-Z ROCK ● PROFILE 1267 (8.98) (CD)	IT TAKES TWO
65	60	60	15	SLICK RICK ● DEF JAM FC 40513/COLUMBIA (CD)	THE GREAT ADVENTURES OF SLICK RICK
66	61	62	23	SAMANTHA FOX ● JIVE 1150-1-J/RCA (9.98) (CD)	I WANNA HAVE SOME FUN
67	57	57	20	GIPSY KINGS MUSICIAN 60845/ELEKTRA (9.98) (CD)	GIPSY KINGS
68	68	69	12	TANITA TIKARAM REPRISE 25839 (8.98) (CD)	ANCIENT HEART
69	62	64	11	LYLE LOVETT MCA/CURB 42263/MCA (8.98) (CD)	LYLE LOVETT AND HIS LARGE BAND
70	76	125	3	THE OUTFIELD COLUMBIA OC 44449 (CD)	VOICES OF BABYLON
71	71	74	12	SWEET SENSATION ATCO 90917 (8.98) (CD)	TAKE IT WHILE IT'S HOT
72	82	84	3	HOWARD JONES ELEKTRA 60794 (9.98) (CD)	CROSS THAT LINE
73	53	50	27	U2 ▲ <sup>3</sup> ISLAND 91003/ATLANTIC (14.98) (CD)	RATTLE AND HUM
74	90	96	41	LITA FORD ● RCA 6397-1-R (8.98) (CD)	LITA
75	75	82	29	QUEENSRYCHE ● EMI 48640 (9.98) (CD)	OPERATION: MINDCRIME
76	59	56	23	THE BOYS ● MOTOWN 6260 (8.98) (CD)	MESSAGES FROM THE BOYS
77	70	67	11	THE REPLACEMENTS SIRE 25831/REPRISE (9.98) (CD)	DON'T TELL A SOUL
78	78	81	8	TAKE 6 REPRISE 25670 (8.98) (CD)	TAKE 6
79	63	59	43	NEW EDITION ▲ MCA 42207 (8.98) (CD)	HEART BREAK
80	85	91	28	THIRTY EIGHT SPECIAL A&M SP 5218 (8.98) (CD)	ROCK & ROLL STRATEGY
81	91	98	8	SURFACE COLUMBIA FC 44284 (CD)	2ND WAVE
82	84	68	76	GEORGE MICHAEL ▲ <sup>7</sup> COLUMBIA OC 40867 (CD)	FAITH
83	83	85	10	EXODUS COMBAT 2001/IMPORTANT (8.98) (CD)	FABULOUS DISASTER
84	86	73	12	THE FIXX RCA 8566-1-R (8.98) (CD)	CALM ANIMALS
85	79	80	23	LEVERT ● ATLANTIC 81926 (9.98) (CD)	JUST COOLIN'
86	87	75	11	ALABAMA RCA 8587-1-R (9.98) (CD)	SOUTHERN STAR
87	67	58	22	SHEENA EASTON MCA 42249 (8.98) (CD)	THE LOVER IN ME
88	93	94	5	JULIAN LENNON ATLANTIC 81928 (9.98) (CD)	MR. JORDAN
89	89	90	7	THE PASADENAS COLUMBIA FC 45065 (CD)	TO WHOM IT MAY CONCERN
90	77	77	8	STEVIE B LMR 5531 (8.98) (CD)	IN MY EYES
91	80	66	38	SOUNDTRACK ▲ <sup>4</sup> ELEKTRA 60806 (9.98) (CD)	COCKTAIL
92	92	92	9	CHRIS REA GEFEN GHS 24232 (9.98) (CD)	NEW LIGHT THROUGH OLD WINDOWS
93	96	78	8	METAL CHURCH ELEKTRA 60817 (9.98) (CD)	BLESSING IN DISGUISE
94	81	83	30	SA-FIRE CUTTING/MERCURY 834 922 1/POLYGRAM (CD)	SA-FIRE
95	97	107	5	DEON ESTUS MIKA 835 713-1/POLYDOR (CD)	SPELL
96	72	65	28	LUTHER VANDROSS ▲ EPIC OE 44308/E.P.A. (CD)	ANY LOVE
97	100	102	20	KID 'N PLAY ● SELECT 21628 (8.98) (CD)	2 HYPE
98	98	99	9	K-9 POSSE ARISTA AL 8569 (8.98) (CD)	K-9 POSSE
99	99	130	4	THE NEVILLE BROTHERS A&M SP 5240 (8.98) (CD)	YELLOW MOON
100	94	79	63	BASIA ● EPIC BFE 40767/E.P.A. (CD)	TIME AND TIDE
101	101	121	18	THE DEAD MILKMEN FEVER 73351/ENIGMA (8.98) (CD)	BEELEZUBUBBA
102	127	133	32	K.T. OSLIN ● RCA 8369-1-R (8.98) (CD)	THIS WOMAN
103	103	114	9	BEBE & CECE WINANS CAPITOL 90959 (8.98) (CD)	HEAVEN
104	119	147	4	SOUNDTRACK CYPRESS YL 90125/A&M (9.98) (CD)	DREAM A LITTLE DREAM
105	139	—	2	THE JUDDS RCA 95951-R (9.98) (CD)	RIVER OF TIME
106	113	137	4	EXTREME A&M SP 5238 (8.98) (CD)	EXTREME
107	111	128	6	HIROSHIMA EPIC OE 45022/E.P.A. (CD)	EAST
108	121	135	30	ANTHRAX ● MEGAFORCE/ISLAND 91004/ATLANTIC (9.98) (CD)	STATE OF EUPHORIA
109	104	89	29	KIX ATLANTIC 81877 (9.98) (CD)	BLOW MY FUSE

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 their product.

## 'SOUL TRAIN' AWARDS SHOW IS ON THE RIGHT TRACK

(Continued from page 6)

still earned a 4.2 rating and 6 share.

Though the broadcast was not picked up by as many stations as in 1988—Cornelius would not reveal the exact count—it was bought by more major-market stations in 1989, according to Cornelius. In several cities, notably Atlanta and New York, the awards outperformed a number of network affiliates, he said.

Several crossover black superstars, whose participation had previously been spotty, appeared this year (see story, page 21). A tribute to Michael Jackson attracted the reclusive singer—who captured two of the evening's 12 awards—as well as movie stars Eddie Murphy, Elizabeth Taylor, and Sammy Davis Jr. on tape. Whitney Houston, Quincy Jones, and

heavyweight champ Mike Tyson were in attendance, as was the evening's big winner, Anita Baker, who went home with three awards. Award-winner Bobby Brown, this year's crossover king, performed his No. 1 pop single, "My Prerogative." Dionne Warwick, Patti LaBelle, and sportscaster Ahmad Rashad hosted.

Advertisers included AT&T, McDonald's, Burger King, Budweiser, and Coca-Cola/Sprite, which sponsored a pre-awards party as part of a national promotion with black radio.

Cornelius was particularly heartened by the event's ability to sell out the 6,000-seat Shrine, home of the Grammys and the Academy Awards. Previously, the awards ceremony had taken place at the 3,500-seat Santa

Monica (Calif.) Auditorium.

"In a climate where the overall interest in award shows is waning and it's more fashionable not to show up for the Grammys, the turnout was excellent," he said. Cornelius noted the advantages of focusing on one style of music and a community not otherwise well represented on award shows. "The two-hour format makes for a well-paced, more entertaining broadcast."

While syndicator Chicago-based Tribune Entertainment has turned a profit in each of the three years of the broadcast, Cornelius' production company has yet to move out of the red. "This year it'll be because of the increased cost of moving to the Shrine," he said. "Last year, we just about broke even and the first year I paid the deficit out of my own pocket."

"I anticipate overall profitability next year due to increased advertising rates. You don't buy [8 ratings] for the same price you buy 3s."

The evening's worst moment occurred off camera. Due to a mix-up by the Shrine Auditorium staff, hundreds of industry professionals were escorted out of the building and never gained re-entry to the Shrine for the official postshow party. Calling it a "flop," Cornelius vowed that the confusion will be corrected in 1990. He noted ruefully, "We partially underestimated the power of people who want to get in who were not invited to get in."

The evening's biggest success story was Baker, the Elektra artist whose album and single "Giving You The Best That I Got" was honored as best R&B/urban single, female, best R&B/urban song, and R&B/urban album of the year.

Other winners were Jackson, R&B/urban single, male, and video for "Man In The Mirror"; Brown's "Don't Be Cruel," R&B/urban album of the year; New Edition's "Heartbreak," R&B/urban album by group or band; Al B. Sure!, new R&B/urban artist; E.U.'s "Da Butt," R&B/urban single by a group or band; D.J. Jazzy Jeff & The Fresh Prince's "He's The D.J., I'm The Rapper," best rap album; Kenny G's "Silhouette," best jazz album; and Take 6's self-titled debut as best gospel album.



**Hot Plaques.** Jim Beloff, Billboard's national advertising director/music, left, and Sumya Ojakli, Billboard's promotion manager, right, present two Hot 100 Singles chart plaques to Vince Faraci, VP/marketing and promotion at Atlantic Records. The plaques commemorate No. 1 hits on Atlantic by Phil Collins ("Two Hearts") and Mike + the Mechanics ("The Living Years").

## GMA Doles Out The Doves Grant, Patti Take Top Awards

NASHVILLE Sometimes-pop singer Amy Grant won the Gospel Music Assn.'s Dove award as artist of the year in ceremonies held here April 13. Other major winners were Sandi Patti and Take 6.

Patti was honored as top female vocalist and for top inspirational recorded song ("In Heaven's Eyes"), top inspirational album ("Make His Praise Glorious"), top instrumental album ("A Symphony Of Praise"), and top choral collection album ("Sandi Patti Choral Praise").

Take 6 took four Doves in the categories of group of the year, top new artist, top contemporary black gospel recorded song ("If We Ever"), and top contemporary black gospel album ("Take 6").

Grant also scored for top contemporary gospel album ("Lead Me On") and top shortform video ("Lead Me On").

The other winners were Wayne Watson, top male vocalist; Steven Curtis Chapman, top songwriter and top contemporary recorded song ("His Eyes"); "Friend Of A Wounded Heart," by Wayne Watson and Claire Cloninger, song of

the year; Stryper, top metal recorded song ("In God We Trust") and top metal album ("In God We Trust").

Also, Mylon & Broken Heart, top rock recorded song ("Won By One"); the Cathedrals, top Southern gospel recorded song ("Champion Of Love") and top Southern gospel album ("Goin' In Style"); Bruce Carroll, top country recorded song ("Above And Beyond") and top country gospel album ("Richest Man In Town"); Shirley Caesar, top traditional black gospel recorded song ("Hold My Mule") and top traditional black gospel album ("Live ... In Chicago"); Russ Taff, top rock album ("Russ Taff") and top recorded music packaging ("Russ Taff").

Other winners were Kathie Hill, top children's music album ("Wise Guys & Starry Skies"); Carman, top longform video ("Carman Live ... Radically Saved"); Maranatha Singers, top worship and praise album ("Praise 10"); and Dick & Melody Tunney, top musical album ("In His Presence: The Risen King").

## NINTENDO TO BE AXED FROM RENTAL BILL

(Continued from page 1)

amount to a legislative benediction for VSDA and at least a temporary end to the worries of video shop operators nationwide that the proposed bill, sponsored by Sen. Orrin Hatch, R-Utah, would inadvertently include game cartridges such as those by Nintendo.

Cooper was accompanied at the hearing by Burt Wides, VSDA's Washington counsel.

"Basically, the software people indicated they had no problem with the changes in wording [in the draft bill] that we recommended," says Cooper. "The same with the legislative staff. They said that the thrust of the bill is to prevent the rental of software that can be copied—not the rental of cartridge games."

Cooper also says the senators present at the copyright subcommittee hearing "felt the same way, that [the inclusion of game cartridges] was an oversight, although they didn't say it in so many words."

Many in the industry, aware of the reluctance of the manufacturers of Nintendo games to provide product for rental, had seen a possible restaging of the "first sale" fight over film rental that was the birthright of the VSDA in the early part of the decade.

Concerns mounted in the last few weeks as news of the Hatch bill circulated.

Before the Senate hearing, Tom Wink, of the Michigan-based, three-store Very Video chain, which sells and rents Nintendo games, said he felt Nintendo's "mystique" would be undermined if a bill barring rental were implemented.

Not renting games, he said, would probably cut into Nintendo's profits as well as the profits of video stores, since kits would not get to preview games anymore, which might hamper a later decision to purchase.

He suggested that Nintendo may not realize how important

rental is to its profits.

Allan Caplan, CEO and chairman of Applause Video Inc., said his chain had brought Nintendo games in last September and "it has proved to be nothing short of an absolute bonanza. I'm embarrassed at how much money we are making, although I do bank it every week."

"In a 10,000 [tape] store on a Saturday night where we might move out 2,000 cassettes on rental, we may have 400 Nintendo games. About 360 of those will rent. The percentage of what rents on Nintendo is astronomically high."

"The only problem with Nintendo is that they haven't figured out their distribution. They have five or six authorized distributors who are selling to 30 or 40 unauthorized distributors who are, in turn, trying to rip off the small retailer."

*Jim McCullough in Los Angeles helped prepare this story.*

## "CIRCLE" RETURNS WITH CONCERT

(Continued from page 6)

In addition to the Red Rocks extravaganza, the Dirt Band is considering a "Circle" tour, according to manager Chuck Morris. The band is scheduled to perform in Moscow a week after the Red Rocks concert.

The Red Rocks show will be filmed and the footage is expected to be combined with the studio shots, a June 23 Dirt Band concert (without the "Circle" entourage) at Telluride, Colo., and the group's Moscow performance. A TV deal is being negotiated, possibly involving The Nashville Network or pay-per-view, with one prospect being a three-hour show that would be spun off later into two 90-minute programs.

In addition to the artists confirmed for the Red Rocks show, the assortment of talent on "Volume Two" includes John Hiatt, Roger McGuinn, John Prine, Emmylou Harris, Roy Acuff, Levon Helm, Earl Scruggs, Chet Atkins, John McEuen, Bernie Leadon, Bela Fleck, Ricky Skaggs, the Carter Sisters, Johnny Cash, and June Carter Cash.

Produced by Randy Scruggs and the Dirt Band, "Will The Circle Be Unbroken: Volume Two" will be accompanied by a flurry of singles. The first two singles have just been released—"You Ain't Going Nowhere" by Hillman & McGuinn, which entered Billboard's Hot Country Singles chart this week at No. 79; and "Turn Of The Century" by the Dirt Band.

The album features more than 20 songwriters and 48 musicians. A video of the title cut, featuring most of the artists on the album, is already gaining exposure on several clip outlets.

"I don't know the last time there was a record of this caliber produced out of Nashville," says Walt Wilson, VP of marketing for MCA Records in Nashville.

The album was cut live to track with no overdubbing (except on the title song) at Scruggs Sound Studio in Nashville. The entire project was recorded in 18 days. Rehearsals ran from 11 a.m.-1 p.m. or 2 p.m. Then cutting lasted "until it was right," according to Morris, which sometimes took 10 or 12 takes. Sessions ended between 4:30 p.m. and 10 p.m. The

Dirt Band served as the house band with special guests on most of the tracks. Among the backup vocalists were Steve Wariner, Tracy Nelson, Foster & Lloyd, Marty Stuart, Vince Gill, Wendy Waldman, and the Whites.

Among the highlights: Hornsby's bluegrass remake of his song "The Valley Road"; the Byrds-of-a-feather reunion of Hillman and McGuinn performing the Bob Dylan hit from "Sweetheart Of The Rodeo," their breakthrough album of 21 years ago; the unusual but dynamic pairing of Hiatt and Rosanne Cash on the Hiatt song "One Step Over The Line"; John McEuen, a former Dirt Band member who was a guiding light on the first "Circle" project, playing banjo as Murphey sings "Lost River"; and Hornsby playing piano and singing harmonies on a Jeff Hanna song.

Dirt Band members are Hanna, Jimmy Ibbotson, Bob Carpenter, and Jimmie Fadden.

"The first 'Circle' album turned a lot of rock kids on to country music," Morris says. "I hope this one might turn some country people on to [artists] like Bruce Hornsby and John Hiatt."

The "Circle" theme is more than just a concept. The musicians sat in a circle in the studio, creating a mood that caused Emmylou Harris to remark, "We sort of put the living room back in the music." Dedicated to the memory and musical legacy of "Mother" Maybelle Carter, who was on the platinum first "Circle" record, the album reflects the family circle tradition: June Carter Cash and the Carter Sisters carry the torch, along with Johnny and Rosanne Cash.

Randy Scruggs, who was 17 when he played on the first album, which was dedicated to his father Earl, not only produced the new album but added a brilliant guitar version of "Amazing Grace." Roy Huskey Jr. plays the same bass that his father played on the first album.

Sales of the first "Circle" album released on Liberty/UA reportedly have surpassed 1.5 million. The new album is expected to retail for \$12.98 LP and cassette and in the \$15 range for CD.

# Judge Puts Restraint On Curb Release Of Donny Osmond Records

BY CHRIS MORRIS

LOS ANGELES A U.S. District Court judge here issued a temporary restraining order April 18 that prohibits Curb Records from releasing Donny Osmond's current hit single, "Soldier Of Love," or the vocalist's forthcoming album, "Donny Osmond," under the Curb logo.

The restraining order was in response to a suit filed April 14 in District Court by Capitol Records, Virgin Records Ltd., Osmond, and the singer's management company, Nightstar Inc., against Mike Curb, charging copyright infringement and false designation of origin.

The federal suit was spurred by an April 6 promotional mailing by Curb Records of a "Soldier Of Love" 7-inch single to music trade publications and tip sheets, accompanied by a letter asking writers to "include Curb Records' name on all chart listings."

On April 4, Mike Curb, former California lieutenant governor and Osmond's producer during the '70s, filed suit in California Superior Court against Osmond, Capitol, Osmond's manager, William L. Waite III, and Osmond's companies (Billboard, April 22). The action charged that Curb has the exclusive right to issue Osmond's single and album, which were cut for Virgin's U.K. label. Curb alleged that the defendants were guilty of breach of contract, unfair competition, and other abuses.

At the first hearing of the federal suit, Judge Robert M. Takasugi acceded to a request for injunctive relief against Curb, ensuring that—for the time being, at least—"Soldier Of Love" and "Donny Osmond" will bear only the Capitol logo.

Capitol VP of business affairs and administration Robert L. Young says that Takasugi has tentatively scheduled another hearing in the case for April 24.

According to Young, Curb's Superior Court action will be placed on hold, pending the outcome of the superseding federal suit. He added that, with the restraining order now in place, Capitol planned to ship "Donny Osmond" on April 19.

According to documents in the Capitol-Osmond-Virgin suit, Osmond and Nightstar made an agreement in principle with Capitol for exclusive distribution of the "Donny Osmond" album sometime between March 1 and March 3 of this year, and that the agreement was formalized in writing on March 6.

"Soldier Of Love" was subsequently released by Capitol on March 20; it currently stands at No. 15 on Billboard's Hot 100 Singles chart. In the court papers, Capitol claims to have sold more than 250,000 units of the single in vinyl and cassette configurations as of April 14.

Capitol et al. charge that Curb has contracted with a Cleveland marketing company to assemble independent distribution of Curb's Osmond single and album; that Curb has issued between 2,000 and 5,000 "Soldier Of Love" promotional singles; and that Curb has manufactured "several thousand additional" singles on his label for retail distribution.

The federal suit says that the U.S. copyright office issued certificates of registration for both "Soldier Of Love" and "Donny Osmond" to Capitol on April 13. "Curb has infringed Capitol's copyright in and to the 'Soldier Of Love' sound recording by making exact copies from Capitol's

authorized version . . . and by manufacturing and distributing phonorecords containing the 'Soldier Of Love' sound recording under the Curb Records label," the suit charges.

The suit also alleges that the Curb "Soldier Of Love" single erroneously identifies MCA Distributing Corp. as its distributor, Virgin Records as the U.S. copyright owner, and Osmond as a Curb Records artist.

The plaintiffs ask that Curb pay damages up to \$50,000 for his alleged copyright infringements; "deliver up

for destruction" all existing copies of "Soldier Of Love" and "Donny Osmond;" and be permanently enjoined from marketing the recordings.

A rebuttal filed by Capitol, Osmond, Waite, and Osmond's companies in Superior Court on April 12 takes issue with the accusations contained in Curb's suit.

The filing notes that Curb claims to have made an arrangement with Waite for the domestic distribution of Osmond's album for a \$50,000 guarantee and a royalty of 10%. Two days

earlier, Capitol had signed an agreement that offered the singer a \$165,000 advance, an advance of between \$225,000 and \$400,000 on a second album, and royalties of 15%, sliding to 16% and 17% on sales of 500,000 and 1 million units, respectively.

The document asks, "At the risk of belaboring the obvious, the question is: Why would Mr. Waite, after the Capitol/Nightstar agreement was signed, confirm a deal with Mike Curb on terms considerably less fa-

vorable than had already been obtained from Capitol?"

The filing also asserts that an exchange of faxes between Waite and Curb on March 8, which Curb asserts sealed his deal on the Osmond album, "at most . . . was meant to confirm a willingness to permit Curb Records to distribute phonograph records manufactured from [the] old PolyGram/Osmond catalog of masters." It adds that Curb's undated fax "was infected with ambiguity and incompleteness."

## 1-Year-Old R&B Foundation Moving Toward Goals

BY BRUCE HARING

NEW YORK One year after its creation in the glow of Atlantic Records' 40th anniversary celebration, the Rhythm & Blues Foundation claims to have made progress toward its goals of distributing grants to pioneering artists and involving major labels in its works.

Although the foundation has yet to disburse any funds, R&B Foundation executive director Howell Begle reports the organization should distribute its first grants in October and is on course toward obtaining additional benefits for R&B artists.

Begle, a Washington attorney active in obtaining back royalties for R&B artists, established the R&B Foundation last May to continue financial support for pioneering R&B artists, most of whom claim they never received fair remuneration for their recordings (Billboard, May 28).

The foundation announced at that time that it would make no-strings grants to the artists, while pressing major labels to recalculate back royalties. An ambitious agenda was also detailed, including plans for obtaining health coverage for artists.

Since those first steps, Atlantic Records endowed the foundation last year with \$1.5 million and pledged operating costs of \$150,000 per year for the next three years. Smaller grants from actor/musician Dan Aykroyd and the Hard Rock Cafe were also received, along with proceeds from a charity concert held in Austin, Texas.

The foundation has been making progress behind closed doors, Begle says, meeting with various record industry officials, filing paperwork with the Internal Revenue Service to obtain tax-exempt status, and exploring insurance programs.

"It's not an easy thing to sit down and design an organization that's going to do what we've proposed the right way," Begle says. "But I think we're doing the right things. We'll get there."

While Atlantic remains the only label to commit monies to the foundation, Begle says meetings have taken place with RCA, MCA, Capitol, and Motown, along with preliminary discussions with PolyGram's Wing subsidiary, all covering the issue of back royalties and endowments to the foundation. Several la-

bel heads have indicated their willingness to commit time and resources, Begle says. The foundation hasn't met with CBS, Begle says. "We wanted to meet with the others first."

"Can I tell you that I've got half a million in hand from Motown and MCA? No. Can I tell you they're working toward substantial commitment? The answer is yes," Begle says. But, he added, "Corporations don't move with lightning speed in respect to this stuff."

Begle says the next step for the foundation will be meetings to determine the who, what, and how regarding distribution of the grants to artists. Thus far, there has been only one meeting. He says the foundation should have about \$200,000 to distribute in October, the proceeds coming from interest on the \$1.5 million endowment and a portion of the operating expenses monies.

Health insurance for the artists is a tougher nut to crack, Begle says. "We're trying to find an underwriter, broker, or servicing company. Most of the insurance companies have gotten out of the association business; we've been to 25-30 under-

writers, but none of them are leaping at associations, especially one that deals with musicians."

Other items being addressed by the foundation include plans for reissuing recordings by the pioneering R&B artists through the foundation and obtaining a permanent office space for the organization.

Begle's optimism is echoed by Joyce McRae, manager of Sam Moore and a board of trustees member. "We're not singing the Stevie Wonder song 'You Haven't Done Nothing,'" she quips, adding, "If by October 1 we're not ready, I would say we would have to take [criticism]. But I don't think that's going to happen."

Acting co-chairs of the Rhythm & Blues Foundation announced last May are McRae; Aykroyd; John Belushi's widow, Judy; Atlantic chairman Ahmet Ertegun; Rep. Mickey Leland, D-Texas; Tom Draper of Warner Bros. Records; critic Dave Marsh; attorney Kendell Minter; artists Dionne Warwick, Gladys Knight, and Bonnie Raitt; Jay Berman, president of the Recording Industry Assn. of America; and Bob Morgado, executive VP of WCI.

## Epm Panel Taps Telephone As Next Marketing Tool

BY JIM BESSMAN

NEW YORK The telephone is expected to be the next wave in entertainment marketing, according to panelists at "The Telephone in Entertainment Promotion & Marketing," a half-day seminar held April 5 at the New York Hilton.

Sponsored by the entertainment promotion/marketing consulting firm epm Communications Inc., the seminar examined the potential of the telephone medium for a wide range of marketing applications, ranging from artist information lines and premium giveaways to interactive video services, air-checking of radio stations, and artist collaborations via phone lines.

Michael Omansky, RCA Records VP of marketing management, was among several attendees who forecast huge growth opportunities for telephone-based entertainment marketing. Omansky, who started the 900 number rock hot line craze with D.J. Jazzy Jeff & the Fresh Prince, predicted "incredible" growth of such phone programs, especially as they become more interactive.

Recounting his groundbreaking and ongoing successes with the Jazzy Jeff and Samantha Fox phone lines, Omansky declined to detail his plans

for taking the concept to "the next step," though he indicated that it would involve something "totally different." But he did point to interactive phone line prospects that could "extend the life of the line even further" via premium giveaways, for example, or other devices to "stretch out repeat callers."

Claiming current 800/900 telephone marketing services are just "the tip of the iceberg," Corey Eisner, VP of the Phone Programs service bureau, recalled how record companies chuckled outright when he approached them five years ago with the idea for pop-star phone lines.

"Mike [Omansky] came along and he did it," said Eisner, whose firm has created phone spots for RCA. "Now every day more record companies call . . . and you read in The New York Times about a \$1 million check being given to Jazzy Jeff."

It was noted, of course, that few phone lines rake in such rewards and that few artist contracts spell out revenue sharing from phone lines. Being a new industry, the medium can fall well short of expectations, Eisner noted, and Omansky listed several embarrassing attempts by artists whose phone lines failed.

But everybody benefits when the lines work, Omansky said, thanks to

increased album sales and direct revenues (the lines' "primary" and "secondary" purposes, respectively). He noted that Samantha Fox's phone line had helped lift her current album, "I Wanna Have Some Fun," to near-platinum status, while also repositioning her as a rocker. "We had airplay, video play, and the phone line playing off each other, [which led to] repeat phone business."

Pointing to his prior background in the package-goods industry, Omansky looked ahead to sponsorship of phone lines as "a good idea if it doesn't compromise artistic integrity." Corporate help could be attractive, with production and media costs of a phone line campaign placed by Eisner at between \$100,000 and \$200,000 for a two-week test run.

Future entertainment applications of telephone technology discussed at the seminar included phone tie-ins with TV. Andrew Orgel, president/CEO of the 24-hour-a-day, interactive phone-programmed The Jukebox Network music video service, outlined how viewers of the network's cable and low-power station affiliates are able to request videos by keying in selections via a 900 number.

Epm Communications head Ira Mayer, who hosted the seminar, theorized further "cross-media tie-ins" in

the future, especially if phone companies get permission to provide cable TV services. The key, Mayer noted, is fiber optic cable, which would also allow delivery of high-quality music/audio product to the home.

At present, phone companies are prohibited by law from providing cable TV service. But they argue that to justify the expense of wiring homes with optic cable, they must be allowed to enter the cable business.

"Sound quality isn't there now because phone lines aren't geared for that frequency response," said Mayer, prophesying higher quality phone receivers to better exploit improved phone lines. The end result, he said, could even lead to the development of a new art form: interactive music, created by artists collaborating on Touch-Tone phones.

Mayer also mentioned the possibility of monitoring radio broadcasts by phone. Noting that Westwood One is setting up a "business-to-business" 900 line for those who wish to monitor radio programmer Scott Shannon's latest exploits at KQLZ Los Angeles, Mayer said that in the future, it might be possible to dial a desired station's call numbers and hook its broadcast into a home stereo system. Such a service would be available to both businesses and consumers.

# 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	142	167	3	PHOEBE SNOW ELEKTRA 60852 (9.98) (CD)	SOMETHING REAL
111	88	71	48	BREATHE ● A&M SP 5163 (8.98) (CD)	ALL THAT JAZZ
112	116	126	6	ANIMOTION POLYDOR 837 314 1/POLYGRAM (CD)	ANIMOTION
113	110	110	10	DAVE GRUSIN GRP GR 9579 (9.98) (CD)	DAVE GRUSIN COLLECTION
114	118	120	6	GARY MOORE VIRGIN 91066 (9.98) (CD)	AFTER THE WAR
115	102	101	12	MIDGE URE CHRYSALIS FV 41649 (CD)	ANSWERS TO NOTHING
116	109	113	85	SOUNDTRACK ▲ <sup>10</sup> RCA 6408-1-R (9.98) (CD)	DIRTY DANCING
117	115	87	66	TAYLOR DAYNE ▲ ARISTA AL 8529 (9.98) (CD)	TELL IT TO MY HEART
118	114	100	13	MARTIKA COLUMBIA FC 44290 (CD)	MARTIKA
119	131	143	4	WENDY AND LISA COLUMBIA FC 44341 (CD)	FRUIT AT THE BOTTOM
120	124	124	7	TNT MERCURY 836-777-1/POLYGRAM (CD)	INTUITION
121	112	115	28	SIR MIX-A-LOT ● NASTY MIX 70123 (8.98) (CD)	SWASS
122	120	122	16	TODAY MOTOWN 6261 (8.98) (CD)	TODAY
123	105	88	22	KISS ▲ MERCURY 836 427 1/POLYGRAM (CD)	SMASHES, THRASHES & HITS
124	117	86	21	FLEETWOOD MAC ▲ WARNER BROS. 25801 (9.98) (CD)	GREATEST HITS
125	141	150	36	THE JUDDS ● RCA/CURB 8318-1-R/RCA (8.98) (CD)	GREATEST HITS
126	122	97	21	THE WATERBOYS CHRYSALIS 41589 (CD)	FISHERMAN'S BLUES
127	138	140	5	ALEX BUGNON ORPHEUS 75602/EMI (8.98) (CD)	LOVE SEASON
128	134	141	6	BOY GEORGE VIRGIN 91022 (9.98) (CD)	HIGH HAT
129	137	109	9	GEORGE STRAIT MCA 42266 (8.98) (CD)	BEYOND THE BLUE NEON
130	107	76	84	WHITE LION ▲ ATLANTIC 81768 (8.98) (CD)	PRIDE
131	144	170	4	RED SIREN MERCURY 836-776-1/POLYGRAM (CD)	ALL IS FORGIVEN
132	106	95	46	ERASURE ● SIRE 25730/REPRISE (8.98) (CD)	THE INNOCENTS
133	140	142	6	GUADALCANAL DIARY ELEKTRA 60848 (9.98) (CD)	FLIP FLOP
134	147	148	5	THE RADIATORS EPIC FE 44343/E.P.A. (CD)	ZIGZAGGING THROUGH GHOSTLAND
135	135	138	7	ASHFORD & SIMPSON CAPITOL C1-46946 (9.98) (CD)	LOVE OR PHYSICAL
136	108	103	24	RATT ● ATLANTIC 81929 (9.98) (CD)	REACH FOR THE SKY
137	133	129	24	HOUSE OF LORDS RCA/SIMMONS 8530-1-R/RCA (8.98) (CD)	HOUSE OF LORDS
138	123	104	77	INXS ▲ <sup>3</sup> ATLANTIC 81796 (9.98) (CD)	KICK
139	125	108	46	VAN HALEN ▲ <sup>3</sup> WARNER BROS. 25732 (9.98) (CD)	OU812
140	150	173	4	THE PROCLAIMERS CHRYSALIS 41668 (CD)	SUNSHINE ON LEITH
141	130	117	87	DEBBIE GIBSON ▲ <sup>3</sup> ATLANTIC 81780 (8.98) (CD)	OUT OF THE BLUE
142	145	149	30	THE JEFF HEALEY BAND ARISTA AL 8553 (8.98) (CD)	SEE THE LIGHT
143	181	198	3	TOM TOM CLUB SIRE 25888/REPRISE (9.98) (CD)	BOOM BOOM CHI BOOM BOOM
144	178	178	40	RANDY TRAVIS ▲ WARNER BROS. 25738 (8.98) (CD)	OLD 8 X 10
145	171	196	3	INDIGO GIRLS EPIC FE 45044/E.P.A. (CD)	INDIGO GIRLS
146	126	123	33	MICHELLE SHOCKED MERCURY 834 924 1/POLYGRAM (CD)	SHORT SHARP SHOCKED
147	174	—	2	THREE TIMES DOPE ARISTA AL 8571 (8.98) (CD)	ORIGINAL STYLIN'
148	152	153	33	BAD COMPANY ATLANTIC 81884 (9.98) (CD)	DANGEROUS AGE
149	149	118	14	RUSH ● MERCURY 836 346-1/POLYGRAM (CD)	A SHOW OF HANDS
150	136	106	25	STEVE EARLE UNI 7/MCA (8.98) (CD)	COPPERHEAD ROAD
151	151	152	5	ROBYN HITCHCOCK 'N' THE EGYPTIANS A&M 5241 (8.98) (CD)	QUEEN ELVIS
152	155	168	5	ROSANNE CASH COLUMBIA OC 45054 (CD)	HITS 1979-1989
153	128	112	43	STEVE WINWOOD ▲ <sup>2</sup> VIRGIN 90946 (9.98) (CD)	ROLL WITH IT
154	192	192	3	JOE SAMPLE WARNER BROS. 25781 (9.98) (CD)	SPELLBOUND
155	195	—	2	HELLOWEEN RCA 9709-1-R (6.98) (CD)	I WANT OUT

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
156	165	—	2	FASTWAY GWR 75411/ENIGMA (8.98) (CD)	ON TARGET
157	143	127	6	DINO 4TH & B'WAY BWAY 4011/ISLAND (8.98) (CD)	24/7
158	129	111	23	JOE SATRIANI RELATIVITY 8265/IMPORTANT (6.98) (CD)	DREAMING # 11
159	163	158	51	AL B. SURE! ▲ WARNER BROS. 25662 (8.98) (CD)	IN EFFECT MODE
160	168	157	31	ICE-T ● SIRE 25765/WARNER BROS. (8.98) (CD)	POWER
161	NEW ►	—	1	STRAY CATS EMI 91401 (9.98) (CD)	BLAST OFF
162	NEW ►	—	1	SARAYA POLYDOR 837-764-1/POLYGRAM (CD)	SARAYA
163	NEW ►	—	1	ANDREW DICE CLAY DEF AMERICAN DEF 24214/GEFFEN (9.98) (CD)	DICE
164	164	182	5	THE UNTOUCHABLES TWIST 72342/RESTLESS (8.98) (CD)	AGENT DOUBLE O SOUL
165	154	139	36	THE ESCAPE CLUB ● ATLANTIC 81871 (9.98) (CD)	WILD, WILD WEST
166	156	134	84	MICHAEL JACKSON ▲ <sup>6</sup> EPIC OE 40600/E.P.A. (CD)	BAD
167	159	161	5	DARK ANGEL COMBAT 8264/IMPORTANT (8.98) (CD)	LEAVE SCARS
168	182	197	3	YELLO MERCURY 836-426-1/POLYGRAM (CD)	FLAG
169	162	151	33	JANE'S ADDICTION WARNER BROS. 25727 (8.98) (CD)	NOTHING'S SHOCKING
170	170	172	4	SOUNDTRACK A&M SP 3915 (9.98) (CD)	BILL & TED'S EXCELLENT ADVENTURE
171	NEW ►	—	1	LEATHERWOLF ISLAND 91072/ATLANTIC (8.98) (CD)	STREET READY
172	158	174	42	ROBERT PALMER ▲ EMI 48057 (9.98) (CD)	HEAVY NOVA
173	132	119	22	CROSBY, STILLS, NASH & YOUNG ▲ ATLANTIC 81888 (9.98) (CD)	AMERICAN DREAM
174	NEW ►	—	1	DORO PESCH MERCURY 838-016-1/POLYGRAM (CD)	FORCE MAJEURE
175	160	155	54	D.J. JAZZY JEFF & THE FRESH PRINCE ▲ <sup>2</sup> JIVE 1091-1-J/RCA (8.98) (CD)	HE'S THE D.J., I'M THE RAPPER
176	183	183	3	VARIOUS ARTISTS WINDHAM HILL WH 1082/A&M (9.98) (CD)	WINDHAM HILL SAMPLER
177	NEW ►	—	1	TERRI LYNE CARRINGTON VERVE FORECAST 837 697-1/POLYGRAM (CD)	REAL LIFE STORY
178	196	—	2	E.U. VIRGIN 91021 (9.98) (CD)	LIVIN' LARGE
179	186	199	15	KING TEE CAPITOL C1-90544 (8.98) (CD)	ACT A FOOL
180	173	177	22	AL JARREAU REPRISE 25778 (9.98) (CD)	HEART'S HORIZON
181	187	191	10	SWEET TEE PROFILE 1269 (8.98) (CD)	IT'S TEE TIME
182	180	175	6	LOVE AND MONEY MERCURY 836 498 1/POLYGRAM (CD)	STRANGE KIND OF LOVE
183	153	162	8	M.O.D. MEGAFORCE MC 1360/CAROLINE (8.98) (CD)	GROSS MISCONDUCT
184	193	—	2	VARIOUS ARTISTS SIRE/FLY 25805/WARNER BROS. (9.98) (CD)	BRAZIL CLASSICS 1 BELEZA TROPICAL
185	167	144	20	THE PURSUIT OF HAPPINESS CHRYSALIS BFV 41675 (CD)	LOVE JUNK
186	157	116	26	DURAN DURAN ● CAPITOL C1-90958 (9.98) (CD)	BIG THING
187	161	159	54	BOBBY MCFERRIN ▲ EMI E1 48059 (9.98) (CD)	SIMPLE PLEASURES
188	NEW ►	—	1	SARAH MCLACHLAN ARISTA AL 8594 (8.98) (CD)	TOUCH
189	146	131	11	BOB DYLAN & THE GRATEFUL DEAD COLUMBIA OC 45056 (CD)	DYLAN & THE DEAD
190	194	200	13	VIOLENT FEMMES SLASH 25819/WARNER BROS. (9.98) (CD)	3
191	177	164	21	PINK FLOYD ▲ COLUMBIA PC 2 44484 (CD)	DELICATE SOUND OF THUNDER
192	197	188	41	PUBLIC ENEMY ● DEF JAM FC 44303/COLUMBIA (CD)	IT TAKES A NATION OF MILLIONS TO HOLD US BACK
193	172	146	19	THEY MIGHT BE GIANTS BAR/NONE 72600/RESTLESS (8.98) (CD)	LINCOLN
194	176	185	25	BARBRA STREISAND ▲ COLUMBIA 40880 (CD)	TILL I LOVED YOU
195	198	189	101	RANDY TRAVIS ▲ <sup>3</sup> WARNER BROS. 25568 (8.98) (CD)	ALWAYS & FOREVER
196	NEW ►	—	1	SOUNDTRACK COLUMBIA SC 45086 (CD)	SING
197	191	165	22	JULIA FORDHAM VIRGIN 90955 (8.98) (CD)	JULIA FORDHAM
198	190	154	45	TONI CHILDS A&M SP 5175 (8.98) (CD)	UNION
199	179	171	28	EDDIE MONEY COLUMBIA OC 44302 (CD)	NOTHING TO LOSE
200	148	132	37	INFORMATION SOCIETY ● TOMMY BOY TBLP 25691/REPRISE (8.98) (CD)	INFORMATION SOCIETY

## TOP POP ALBUMS A-Z (LISTED BY ARTISTS)

Paula Abdul 11	Cowboy Junkies 33	Fastway 156	Michael Jackson 166	Mike + The Mechanics 17	Ratt 136	Stevie B 90	Midge Ure 115
Alabama 86	Crosby, Stills, Nash & Young 173	Jane's Addiction 169	Milli Vanilli 12	Milli Vanilli 12	Chris Rea 92	Rod Stewart 22	Van Halen 139
Animation 112	The Cult 46	Al Jarreau 180	Anthrax 108	Eddie Money 199	Red Siren 131	George Strait 129	Luther Vandross 96
Ashford & Simpson 135	D.J. Jazzy Jeff/Fresh Prince 175	Howard Jones 72	Dark Angel 167	Gary Moore 114	Lou Reed 47	Stray Cats 161	Various Artists
Rick Astley 62	Taylor Dayne 117	Journey 58	De La Soul 59	N.W.A. 39	The Replacements 77	Barbra Streisand 194	Brazil Classics 184
Bad Company 148	De La Soul 59	The Juds 125, 105	The Dead Milkmen 101	The Neville Brothers 99	Roxette 36	Al B. Sure! 159	Windham Hill Sampler 176
Anita Baker 32	Def Leppard 19	K-9 Posse 98	Def Leppard 19	New Edition 79	Rush 149	Surface 81	Violent Femmes 190
Bangles 15	Depeche Mode 51	Kid 'N Play 97	Rob Base & D.J. E-Z Rock 64	New Kids On The Block 8	Sa-Fire 94	Sweet Sensation 71	Vixen 52
Basia 100	Dino 157	King Tee 179	Bon Jovi 16	New Order 55	Joe Sample 154	Sweet Tee 181	Andreas Vollenweider 54
Boy George 128	Duran Duran 186	Kiss 123	The Boys 76	Roy Orbison 9	Saraya 162	TNT 120	W.A.S.P. 48
Breathe 111	Guns N' Roses 13, 5	Kix 109	Edie Brickell & New Bohemians 24	K.T. Oslin 102	Joe Satriani 158	Take 6 78	Warrant 38
Bob Dylan/Grateful Dead 189	Guy 30	Leatherwolf 171	Bobby Brown 3	The Outfield 70	Michelle Shocked 146	Tesla 35	Was (Not Was) 56
Alex Bugnon 127	M.C. Hammer 41	Julian Lennon 88	Bugnyon 127	Robert Palmer 172	Simply Red 57	They Might Be Giants 193	The Waterboys 126
Bulletboys 61	House Of Lords 137	LeVert 85	Terri Lyne Carrington 177	The Pasadenas 89	Sir Mix-A-Lot 121	Thirty Eight Special 80	Jody Watley 20
Terri Lyne Carrington 177	Living Colour 7	Love And Money 182	Rosanne Cash 152	The Pasadenas 89	Skid Row 18	Three Times Dope 147	Wendy And Lisa 119
Tracy Chapman 60	Love And Money 182	Lyle Lovett 69	Tracy Chapman 60	Pink Floyd 191	Phoebe Snow 110	Tiffany 53	Karyn White 27
Toni Childs 198	Madonna 1	M.O.D. 183	Tracy Chapman 60	Poison 28	SOUNDTRACKS	Tanita Tikaram 68	Hank Williams, Jr. 63
Cinderella 50	Madonna 1	Madonna 1	Tracy Chapman 60	The Proclaimers 140	Beaches 14	Today 122	Vanessa Williams 42
Andrew Dice Clay 163	Madonna 1	Madonna 1	Tracy Chapman 60	Public Enemy 192	Bill & Ted's Adventure 170	Tom Tom Club 143	BeBe & CeCe Winans 103
Elvis Costello 34	Madonna 1	Madonna 1	Tracy Chapman 60	The Pursuit Of Happiness 185	Cocktail 91	Tone Loc 2	Steve Winwood 153
	Madonna 1	Madonna 1	Tracy Chapman 60	Queensryche 75	Dirty Dancing 116	Too Short 40	XTC 44
	Madonna 1	Madonna 1	Tracy Chapman 60	R.E.M. 21	Dream A Little Dream 104	Traveling Wilburys 10	Yello 168
	Madonna 1	Madonna 1	Tracy Chapman 60	The Radiators 134	Rain Man 31	Randy Travis 195, 144	
	Madonna 1	Madonna 1	Tracy Chapman 60	Bonnie Raitt 49	Sing 196	U2 73	
	Madonna 1	Madonna 1	Tracy Chapman 60		Working Girl 45	The Untouchables 164	

# Global Piracy: Good News & Bad News

## List Of Offending Nations Loses One, Gains Three

BY BILL HOLLAND

WASHINGTON A report on global copyright piracy losses just released by the International Intellectual Property Alliance shows that losses in the developing countries monitored as offenders have been reduced by more than 50% since 1984. However, with the addition of new offending nations, annual piracy losses to music, film, video, book, and software industries still hover around the \$1.3 billion annual figure of four years ago, when the IIPA's first study was released.

The new study indicates that while U.S. government copyright protection initiatives have worked surprisingly well, there are now additional countries with which the U.S. must negotiate for stronger protection.

For example, losses in record and tape sales due to piracy in the original 10 worst-offending countries amounted to \$643 million a year in 1984 and had decreased to \$77 million last year.

But the 1988 trade losses for the record industry, with the addition of several new countries, was up to a sizable \$192 million.

The report credits the Reagan administration and Congress for toughening up the intellectual-property protection sections of U.S. trade

agreements, including the Generalized System of Preferences and last year's Omnibus Trade and Competitiveness Act.

The first IIPA report served as a blueprint for government action; the new report was compiled to serve the same function.

Jay Berman, president of the Recording Industry Assn. of America, said that he had "nothing but praise for the actions of the [Reagan] administration and Congress." He noted decreased financial losses in two countries, Singapore and Indonesia, which dropped from "a staggering \$400 million" before the new trade negotiations and possible sanction provisions were put in place to only \$1 million in 1988.

In fact, Singapore, which to the music business had been the embodiment of rampant overseas piracy and counterfeiting for more than a decade, dropped from the list of offending nations cited, due to new copyright laws and enforcement there.

The new survey lists three nations not on the 1984 list—the People's Republic of China, Saudi Arabia, and India.

At the press conference, Berman pointed out that Saudi Arabia alone exported more than 40 million bogus prerecorded audiocassettes last year—with government approval, in-

cluding guards protecting its manufacturing plants.

Jack Valenti, president of the Motion Picture Assn. of America, also said that the Saudis were responsible for "massive amounts" of counterfeited video product.

Other countries still on the IIPA survey list include Thailand (Billboard, April 8), Korea, the Philippines, Taiwan, Brazil, Egypt, Nigeria, and Malaysia.

In addition to piracy losses, the IIPA also documented losses in countries that have erected significant market-access trade barriers, particularly in India, Korea, Brazil, and Indonesia, to the tune of an additional \$95 million annually.

IIPA general counsel Eric Smith warned that if the listed countries do not soon show indications that they are trying to correct copyright violations, they will be targeted in a three-part action under Section 301 of the trade bill that could eventually result in retaliatory trade measures.

The Bush administration, like its predecessor, is firmly behind the toughened-up copyright protection sections of the trade bill and the ongoing trade negotiations instigated by new U.S. trade representative Carla Hills.

IIPA members are the RIAA, MPAA, the National Music Publishers Assn., the Assn. of American Publishers, the American Film Marketing Assn., the Computer Software and Services Industry Assn., and the Computer and Business Equipment Manufacturers Assn.

## Angered By MTV Exclusivity On Clip BET Threatens MCA Boycott

BY STEVEN DUPLER

NEW YORK For the second time in as many years, Black Entertainment Television is threatening to pull all videos by MCA artists from its "Video Soul" and "Video Vibrations" shows due to what station executives say is unfair preferential treatment given by MCA to MTV.

The problem, says William Lynn Wallace, BET's VP of programming, is the monthlong exclusivity promise MTV has been given on MCA artist Bobby Brown's clip for "Every Little Step." The clip had its world premiere April 17 on MTV.

BET executives are angered by the move, claiming that because BET was strongly supportive of Brown from the beginning of his career, it should be given the right to air the new video, along with MTV.

Last year, a similar conflict arose between BET and MCA over Jody Watley's "Most Of All" video, which MTV had selected as an exclusive. After BET threatened a boycott, MCA executives reportedly convinced MTV to greatly shorten the exclusivity window, but only for that instance. There is no guarantee such a request would be honored this time; in fact, sources at MTV indicate it would not be.

All the major labels are believed to have contracts with MTV that allow the channel to select a portion of the videos it airs as exclusives.

In fact, MCA is not the only label

to have experienced such a conflict with BET. In 1986, BET threatened to boycott A&M acts after MTV selected Janet Jackson's "Control" video as an exclusive. In that instance, too, problems were avoided by the label when it denied exclusivity on the video to any channel.

MCA executives say they do not have enough facts to make an official comment on the situation. So far, according to sources at the label, no "official" boycott threat has been issued by BET.

Wallace will only say that the channel is "very disturbed over the situation, and we are currently re-evaluating our rotation of MCA artists. Our position on this kind of exclusivity has been stated publicly many times before.

"So far, our discussions with people at MCA have not been heated," he continues. "We've laid out our position to them, and they've laid out theirs, which is basically that they are caught in a contractual provision by MTV. They say they're going to review that provision, but that doesn't help right now in this situation."

At press time, MTV officials said they had not been contacted by MCA about the video and would not comment on the boycott threat.

A boycott of MCA artists by BET would have significant impact on the channel's rotation: Sources say 10%-15% of BET's total playlist comprises MCA acts.

## Group W To Acquire Outlets From Legacy, Metropolitan

LOS ANGELES Barring any last-minute snags and pending Federal Communications Commission approval, Westinghouse's Group W Radio was expected at press time to sign an agreement in principle to acquire the 10 remaining stations owned by Robert Sillerman's Legacy Broadcasting and its affiliated company, Metropolitan Broadcast-

ing. The deal, estimated to be worth \$360 million, would bring Group W to its legal limit of 12 FM stations and place it within one station of having its maximum complement of 12 AM outlets. It would put Group W in nine of the top 10 markets—excluding only San Francisco—and give it up to five additional AM/FM combos.

Legacy's stations are WLLZ Detroit, KILT-AM-FM Houston, WCXR/WCPT Washington, D.C., and KDWB-AM-FM Minneapolis. Through Metropolitan, in which it acquired 49% equity last summer, it

also owns WNEW-FM New York, KTWV Los Angeles, and WMMR Philadelphia. The three last-mentioned stations would be paired with Group W's AMs, WINS, KFVB, and KYW, respectively. (Ironically, KTWV and KFVB have a prior association, having joined in late 1987 to cross-promote each other.) Group W already owns KODA Houston and would be forced to spin off that station or KILT-FM.

The current Group W stations are WBZ Boston; WINS New York; KYW Philadelphia; KDKA Pittsburgh; WMAQ Chicago; KODA Houston; KQZY Dallas/Fort Worth; KQXT San Antonio, Texas; KMEQ-AM-FM Phoenix; KFVB Los Angeles; KFBK/KAER Sacramento, Calif.; and KJQY San Diego.

Sources at Group W declined to indicate whether Legacy president/CEO Carl Hirsch would be involved with the company under the new arrangement. Sillerman and other Legacy shareholders, however, are expected to hold a minority interest in Group W's stations as a result of the deal.

This deal follows by two months the promotion of Group W Radio president Dick Harris to chairman; at that time, the company announced its intention to more actively pursue its expansion plans.

Sillerman made news last summer when he sold three of his stations, along with two of the Metropolitan properties he'd acquired from Carl Brazell Jr., back to Brazell to form the new Command Communications at a combined cost of \$145 million. Those stations are not involved in the Group W deal.

SEAN ROSS



(Continued from page 86)

fund-raising campaign, such other swing-era treats as the first "Saturday Night" event, "G.I. Jive," and "Benry Goodman—Let's Dance."

**MTVN SHAKE-UP:** In a major reorganization, MTV Networks' three basic cable channels—MTV, VH-1, and Nickelodeon—have been spun off as separate corporate entities for the first time, each with its own newly appointed president. The new president of Nickelodeon is Geraldine Laybourne, formerly executive VP/GM; at VH-1, Ed Bennett, former executive VP/chief operating officer at Viacom Cable, is now president, with Jeff Rowe staying on as VP of VH-1. And at MTV, Lee Masters, executive VP/GM, is now reporting to the channel's new president, John Reardon, formerly executive VP, sales, for MTV. Tom Freston continues as president and CEO of MTV Networks. He says the move is intended to streamline the company, put more direct decision-making authority into subordinates' hands, and to "try to restore more of the entrepreneurial spirit we've had in the past."

**THE SOVIET UNION** is finalizing plans to join the Berne Convention on literary copyrights and royalties, according to a Reuters News Service report. Soviet Deputy Foreign Minister Vladimir F. Petrovsky made the announcement at a press conference in London April 19. The Soviet move would make China the largest remaining nonmember of the Berne Convention for the Protection of Literary and Artistic Works; the U.S. became a member earlier this year. The Soviet Embassy in Washington, D.C., declined to elaborate on the press reports.

**MCA LEVELS OFF:** The MCA Music Entertainment Group, which includes MCA Records and MCA Music, has reported its operating income for the first quarter ended March 31 at \$11.6 million, compared with \$11.9 million for the prior-year period. Revenues rose to \$154.1 million from \$135 million.

**OK WITH US:** The board of directors of Qintex Entertainment has approved the company's agreement to acquire MGM/UA Communications Co. for about \$1 billion. After the deal is official, the surviving company will be called United Artists Corp. Qintex is 43% controlled by Qintex Australia Ltd., a media/resorts company.

**SBK RECORDS ADDS Ken Baumstein** to its executive roster as VP of marketing. Baumstein comes from sister label EMI, where he held the same title. In another move involving one of the EMI Music group execs, Tom Sturges has been promoted from VP creative director to senior VP/GM at Chrysalis Music.

**SCHULTZ TO WILLIAM MORRIS:** Shelly Schultz has closed his New York office for Monterey Artists International and signed on with the William Morris Agency as a VP in the personal appearances department. The split with Monterey Peninsula Artists principals Fred Bohlander and Dan Weiner was amicable, all parties report, despite its occurrence two-and-a-half months after MAI was formed. Several artists Schultz brought to MAI will continue with that firm until the end of their current tours.

**NEGOTIATIONS HAVE BEGUN** between the American Federation of Musicians and the American Assn. of Advertising Agencies to reach a new contract covering payments to AFM members for jingle performances. The increase in synthesized music in ad jingles since the current two-year contract was signed is expected to be a point of discussion. Both sides hope to have an agreement by the time the current pact expires April 30.

**OZZY OSBOURNE WILL** headline a June 4 concert at the Tower Theatre in Upper Darby, Pa., that will eventually be offered by DIR Television as a pay-per-view event offered to an estimated 11 million homes. The concert will benefit AIDS research, with Osbourne and DIR each contributing \$15,000 to the cause.

"There's a rumor going around about an ad agency that not only does great ads but designs record covers, labels plus 8 other fascinating services."

"To find out more about this rumor call..."

**Lee-Myles Associates, Inc.**  
160 EAST 56 ST., Dept. A  
N.Y., N.Y. 10022 TEL. 758-3232



**The Bobby Lobby.** MCA Records artist Bobby Brown meets with top label executives to mark the triple-platinum status of his "Don't Be Cruel" album. Shown, from left, are Al Teller, president, MCA Records; Brown; and Irving Azoff, chairman, MCA Music Entertainment Group.

## EXECUTIVE TURNTABLE

**RECORD COMPANIES.** Mel Ilberman is promoted to executive VP for CBS Records in New York. He was senior VP and executive assistant to the president for the company.

Jeff Laufer is named director, album promotion, for RCA Records in Los Angeles. He was director of West Coast promotion for Chrysalis Records.

A&M Records in Los Angeles promotes Andrea Paulini to national director, new adult contemporary promotion. She was in promotion for the label.

Bob Kaus is promoted to senior director, artist relations and media development, for Atlantic Records in New York. He was director of media development and information services for the label.

Geffen Records in Los Angeles promotes Robin Rothman to director, marketing services and operations, and appoints Jerry Reedy director, administration. They were, respectively, director of label operations/assistant to the president for the label, and director of employee benefits for Warner Bros. Inc.



ILBERMAN

LAUFER

PAULINI

GOLDMAN

ident for the label, and director of employee benefits for Warner Bros. Inc.

Jim Kemp is appointed director, creative services, for MCA Records in Nashville. He was an independent album repackaging consultant.

WEA Ireland in Dublin appoints Peter Price managing director. He was GM for Atlantic Records Europe.

Susan Schiffer is named director, press and publicity, for CBS Masterworks in New York. She was manager of publicity for ICM Artists. Ellen Moraskie is appointed director, A&R, for Columbia House in New York. She was product development director for Teledisc USA.

PolyGram Records in New York names Cynthia L. Bressler attorney, legal affairs. She was an associate in litigation at the law firm of Berger & Steingut.

Arista Records in New York appoints George Hess manager, dance music promotion. He was owner/director of the Hill Promotional Group Record Pool.

Shawn McCormack is promoted to manager, East Coast, press and media relations for Elektra Records in New York. She was publicity coordinator for the label.

EMI Records in Los Angeles appoints Hugo Cole regional promotion manager, Northern California, Denver, and Salt Lake City, and Mary Scott-Berry senior coordinator, promotion. They were, respectively, customer service representative for CEMA and promotion coordinator for the label.

Virgin Records in Los Angeles promotes Andrea Howse to royalty manager. She was royalty administrator for the label.

**DISTRIBUTION/RETAILING.** Rectrack (USA) Inc. in Somerset, N.J., appoints Jim Cuomo national accounts manager. He was a sales representative for Important Record Distributors.

**RELATED FIELDS.** Elliot Goldman is named chairman of the board for Personics Corp. in Menlo Park, Calif. He was a consultant to the company (see story, this page).

Rogers & Cowan in New York promotes Linn Tanzman to VP, music and entertainment, from executive director, music and entertainment.

William D. Simon and Stephen A. Unger are appointed co-managing directors of the worldwide entertainment division of Korn/Ferry International in Los Angeles. They were, respectively, VP and executive VP/managing director, both for the worldwide entertainment division of the company.

# BMG Buys Up Copyrights, Signs Hiatt To Pub Deal

BY IRV LICHTMAN

NEW YORK BMG Music Publishing Worldwide, continuing a year-old game plan to boost its catalog punch with acquisitions of modest-size publishing firms, has completed a raft of deals for a total outlay of \$6 million.

In addition to 10 buyouts announced by company president Nick Firth, BMG also reports the major signing of John Hiatt by VP/GM Danny Strick. The A&M Records singer/writer has had his own copyrights performed by such acts as Bob Dylan, Bonnie Raitt, Rosanne Cash, Jeff Healey, Desert Rose Band, Dave Edmunds, and Steve Earle.

The new catalogs acquired by Firth add about 3,000 copyrights to the BMG stable. The BMG Music unit, established about a year ago under publishing veteran Firth, now controls about 25,000 copyrights in the U.S. (BMG Music Publishing Worldwide controls a half a million copyrights, mainly of local origin).

From Howard Stark, Firth has acquired three catalogs from the now-defunct MTM Music Group: Uncle Artie (BMI), Lawyer's Daughter (ASCAP), and Blu-Pal (SESAC). The move, bringing in a total of 1,500 copyrights, further enlarges BMG Music's Nashville presence with such songs as "The Sound Of Goodbye," recorded by Crystal Gayle; "Slow Boat To China," recorded by the Girls Next Door; and "Since I Found You," by the Sweethearts Of The Rodeo.

Also, the catalogs have artist/writer deals with Radney Foster & Bill Lloyd (RCA), Becky Hobbs (RCA), Holly Dunn (Warner Bros.), and Larry Boone (PolyGram).

In another deal providing more Nashville-originated clout, BMG has acquired the Act III Music Group from Act III Broadcasting, which had purchased the unit from Multimedia Entertainment in Tennessee.

Formed in the early '80s to license TV themes, Act III Music has a number of country successes, including "You Don't Know How To Love" by Janie Fricke, "How Blue" by Reba McEntire, "If It Don't Come Easy" by Tanya Tucker, and "Don't Touch Me There" by Charly McClain. This acquisition brings 800 new copyrights into the BMG fold, in addition to others from an active writer roster. The Act III publishing units include Songmedia (BMI), Multimuse (ASCAP), and Multisongs (SESAC). The deal also includes John Moffat's Bugshoot Music (BMI) and Michael Heaney's Friday Night Music (BMI).

Adding 600 songs to BMG's catalog are the buyouts of the Snuff Garrett-developed Marshall Way Music (BMI) and Holly Kelly Music (ASCAP), with a number of evergreen rockers, such as "Through The Years," "She's Out Of My Life," and "Take Good Care Of Hearts."

BMG's Strick notes that the Hiatt signing is part of a big buildup of BMG's own roster of talent, which also includes Cowboy Junkies (RCA), Badlands (Atlantic), Rhett Lawrence (writer/producer), Raging Slab (Arista), and Human Drama (Arista).

Also, Strick reports a number of recordings with BMG copyrights are due soon. And BMG's Nashville unit, helmed by Henry Hurt, VP, has a roster of 27 exclusive writers who are penning a bevy of new cuts.

## Personics Signs Up CBS Custom Taper Wins 5th Major

NEW YORK The Personics Corp., poised to expand its test of consumer response to in-store taping, has won over the participation of CBS Records in the venture.

The initial CBS involvement (Billboard, April 22) features performances by more than 80 acts, with portions from their CBS catalogs to be available on the custom-taping system beginning in May. With the CBS commitment, Personics has won the backing of all but one of the major record distributors.

The lone holdout among the six majors is BMG Music, with its lineup of labels including RCA, Arista, and the distributed A&M Records.

But Elliot Goldman, just named chairman of Personics after serving the company as a key consultant, says he is "encouraged" by recent meetings with BMG executives in New York.

In addition to CBS and some 40 independents, Personics draws from the catalogs of WEA, Capitol-EMI, PolyGram, and MCA. It can now offer more than 4,000 selections. CBS is supplying performances over a wide spectrum of sounds, including Boston, Loggins & Messina, Cyndi Lauper, REO

Speedwagon, Cheap Trick, Johnny Cash, Louis Armstrong, Miles Davis, and Billie Holiday.

Goldman, a veteran music man who has held major positions at CBS, Arista, Warner Communications Inc., and BMG Music, is currently making the rounds of label executive suites to present the results of a second survey of consumer/retail response to Personics based on its current test in California.

Goldman indicates the new feedback is similar to the positive results presented earlier this year (Billboard, Feb. 4). At that time, market research indicated that the Personics system increased levels of in-store sales of prerecorded product.

As a way of showing the ability of Personics to come to the aid of newer or developing label acts, Goldman says he also has the results of "new artist promotions" to deliver. They featured Hot House Flowers (PolyGram), Gipsy Kings (Elektra), Skid Row (Atlantic), and Jon Butcher (Capitol).

Starting this summer, Personics will begin to test its system in the Northeast and, later in the year, in many other U.S. markets.

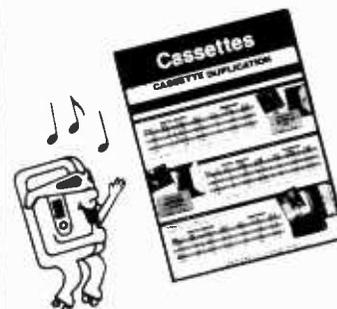
IRV LICHTMAN

## DISC MAKERS DOES IT ALL...

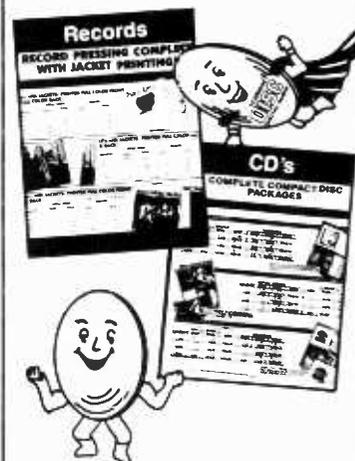
Let us make Cassette, Record, and Compact Disc manufacturing easy for you.

Complete Manufacturing

LP's, CD's, and Cassettes in Convenient, Money-Saving Packages



Packages include all necessary steps. This means all FILM WORK, all PRINTING, as well as all MANUFACTURING. You get the finished product.



COMPLETE GRAPHIC DESIGN DEPARTMENT AVAILABLE for your art design and layout

New York  
Philadelphia  
Chicago  
Puerto Rico

CALL TODAY FOR YOUR COMPLETE PRICE KIT, OR AN IMMEDIATE PHONE QUOTE:

1-800-468-9353

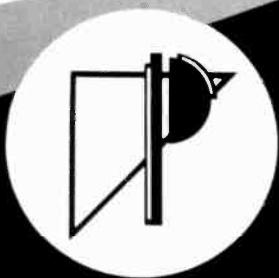
Disc Makers

We do it all!

NEW YORK

1650 Broadway, Suite 1010  
New York, NY 10019  
(212) 265-6662

# WORLD CLASS



# Paisley Park Studios

## CONGRATULATIONS

Fine Young Cannibals  
&  
David Z.

on your  
#1  
hit single

"She Drives Me Crazy"

(From the L.P.  
"The Raw and the Cooked")

7801 AUDUBON ROAD • CHANHASSEN, MN 55317  
612/474-8555 • FAX 612/474-6328

## INSIDE TRACK



Edited by Irv Lichtman

**MAKING MUSIC TO ALLEVIATE PAIN:** Paul McCartney, Holly Johnson (of Frankie Goes To Hollywood fame), the Christians, and Gerry Marsden (of Gerry & the Pacemakers fame) were set to enter a London studio April 20 to record a new version of "Ferry Across The Mersey," the 1964 top 10 hit for the Pacemakers, to raise funds for the victims of the Sheffield, England, disaster in which 95 Liverpool soccer supporters were crushed to death. Only performers with Liverpool roots were invited to take part—others, including Cliff Richard, who asked to participate, were invited to send cash donations. The record, produced by Pete Waterman, is scheduled to be released May 2 with an initial pressing of 500,000.

**TV TRACKING SERVICE NIXED:** Gloria Messinger, managing director of ASCAP, has no use for the new firm, Media Reports Inc., which was formed by the local television stations and the Clearing House Ltd. to track usage of music on TV programs (Billboard, April 22). Of the proposed service, Messinger says, "We didn't need it, and we never did." Noting that ASCAP has already developed a survey system for per-program licensees, she denies that MRI can benefit performing rights societies and their members. The performing rights society exec claims that, since the TV stations are funding MRI, "the whole thrust here is to reduce the fees that are being paid and to make life as difficult as possible." The ASCAP executive adds that per-program license fees are artificially low and will be raised after use of music in local programming and commercials is factored in.

**PLATTER-FULL OF HITS:** Billy Meshel's All-Nations Music has acquired a 50% interest in Magique Music, the company formed by Buck Ram, long associated with early rock'n'roll favorites, the Platters. Acquired from James Cornelius, the catalog includes such Platters hits as "You've Got The Magic Touch" and "One In A Million" and another hit by the Flairs, "Footstompin'." Ram owns the other 50% of the firm.

**ELEKTRA RECORDS HAS CREATED** a new slot, that of VP of album promotion, which is to be filled by Ray Gmeiner, a nine-year veteran at the label who will move from Los Angeles to New York. Gmeiner most re-

cently served as national AOR director.

**ATLANTIC RECORDS' FIRST** 5-inch commercial CD single is a Debbie Gibson outing featuring five mixes of "Electric Youth" and one of "We Could Be Together." Listing at \$5.95, the CD is housed in a jewel box with color graphics and liner notes.

**RE-ELECTED:** Composer Morton Gould, who some observers viewed as an interim president of ASCAP when he was first elected to the post in April 1986, succeeding Hal David, continues in the post for at least another year. He was elected to another one-year term by the new ASCAP board April 14. But there were lots of changes among board officers. Newly elected are VPs Sammy Cahn and Sid Herman, who replace Irwin Robinson and Arthur Hamilton; secretary Hamilton, who replaces Marilyn Bergman; assistant secretary Elie Siegmeister, who replaces Johnny Green; treasurer Leon Brettler, who is re-elected; and assistant treasurer Arnold Broido, who replaces Herman.

**CHURCH SERVICE:** A new company, Christian Copyright Licensing (CCLI), has been formed in Portland, Ore., to act as a liaison between church groups and music publishers to clear music for church use. Howard Rachinski, president/CEO of CCLI, says the company's fees vary between \$75 and \$300, depending on the church's average worship-day service attendance. For more information, contact Rachinski at 7031 NE Halsey St., Portland, Ore. 97213, or by phone at 503-257-2230 or 800-234-2446.

**OVER HERE, OVER THERE:** Cabaret favorite Michael Feinstein, in the midst of a national tour, begins recording a new Elektra album, featuring songs associated with MGM musicals, in June, with Johnny Mandel producing. Feinstein steps away from his regular Elektra association this month with an EMI/Angel release, "Over There: Songs Of War & Peace—1900-1920," featuring selections by Irving Berlin, George M. Cohan, Franz Lehar, Kurt Weill, and Arnold Shoenberg, among others.

**MOPPET PICKS:** Parents' Choice Foundation is looking for submissions for its 1989 Awards in children's media, including audio and video releases. Awards by a panel of judges are given in four age groups, preschool-5; 5-8; 8-11; and 11 and up. The deadline for entries is June 27. The address of Parents' Choice is Box 185, Waban, Mass. 02168; 617-965-5913.

**SWING FEVER:** Taping was set for April 21 at the Marriott Marquis Hotel in New York for a new PBS pop music special, "Jukebox Saturday Night II," featuring Patti Page as host. PBS has put on, usually as part of a  
(Continued on page 84)

## MCA Inks Custom Deal With Paradox

BY KEN TERRY

**NEW YORK** In an apparent effort to beef up its rock roster, MCA Records has signed a custom label deal with Marty Scott's new Paradox label, based in Warren, N.J.

Under terms of the pact, MCA will handle promotion, marketing, publicity, and all back-office functions for Paradox, while Scott will concentrate on signing talent. MCA will own all of Paradox's recordings.

Scott, founder of JEM Records and Passport Records, has an equity interest in Paradox, but MCA will pay all the costs associated with running the label, he says.

Scott is now negotiating deals with a few artists. Paradox's first product should be out in September, he says. In the first year, he expects to sign about six artists to the label.

Regarding his degree of autonomy, Scott says, "I don't have complete creative control. I will not sign an act about which [MCA president] Al Teller says, 'Why should we sign that act?' I'm going to sign acts that MCA is going to get behind."

Noting that "my mandate from MCA is to create a rock label," Scott says Paradox acts will range from hard rock bands to solo artists, from folk-tinged music to straight rock.

According to Scott, Teller set him up in a custom label because "he wants MCA to be as big in rock as it is in black and country." He notes that MCA's recent rock signings and its success with the Fine Young Cannibals are indications of its new A&R emphasis.

Teller was not available for comment, but MCA confirmed the deal.

Although Scott built a reputation at JEM and Passport for his knowledge of the U.K. music scene, he says he will initially direct his attention to North American talent. "There are a tremendous number of bands in the States that are aching to happen," he points out.

In the U.K., he adds, there are very few new labels that do not have a first-option deal or an existing relationship with a U.S. company. "But that's OK," he says. "At least I don't have to worry about what's going to be big in 1991," as he did at Passport,

where he had to guess what was going to happen so that he could sign it while it was still affordable.

"For the first time in my career, I'll be able to compete financially," he says. "While I was able to compete creatively before, I was unable to compete financially, with advances and recording budgets."

In his last full year at Passport (which included PVC, Audio, EEG, and Passport Jazz), the label released about 60 new records, Scott says.

"Now I'll be putting out like one every two months—but I have a different kind of label."

Scott left JEM/Passport Sept. 30, following the takeover of the company by John Matarazzo last June and his filing for Chapter 11 bankruptcy in August. Scott views the firm's financial difficulties as stemming directly from its legal entanglement with Enigma Records, which sued JEM in April 1988 after a botched buyout attempt.

Scott started JEM in 1970, while he was still in college, and later incorporated the import/distribution firm with Ed Grossi and Jeff Tenenbaum.

# THE JEFF HEALEY BAND



**DRAWING  
PEOPLE  
INTO  
THE LIGHT.**

It all started when Stevie Ray Vaughan, B.B. King and others went on record to rave about an amazing new guitarist with a customized lap-style technique.

The buzz proved to be real when See The Light was released to Rock Radio.



"Confidence Man," the lead track, immediately went Top 10 as the video was picked MTV's "Hip Clip Of The Week" for an unprecedented three weeks! His legendary live performances began to draw sell-out crowds everywhere. The new single, "Angel Eyes," now climbing the charts, has album sales rapidly approaching Gold.

On May 19th millions of movie-goers will experience his lightning quick hands on the big screen, with the release of Road House, UA's blockbuster summer film starring Patrick Swayze and The Jeff Healey Band. The Original Soundtrack Album arriving May 16th features all-new music by a powerful line-up including The Jeff Healey Band, Bob Seger, Little Feat, Patrick Swayze, Kris McKay and more.



Once they See The Light, you'll feel the impact!

**ARISTA**

© 1989 Arista Records, Inc. a Bertelsmann Music Group Company

The New Album  
Produced by Earl Klugh for Earl Klugh, Inc.  
Management: Bruce Hervey for E.K.I.



© 1989 Warner Bros. Records Inc.

# EARL KLUGH

W H I S P E R S  
— a n d —  
P · R · O · M · I · S · E · S

