

Billboard

01066045025R MAR 86 03 10
 MONTY GREENLY UCY
 3740 ELM
 LONG BEACH CA 90807

New chart tracks
12-inch singles sales
 See pages 3, 58

Phil Collins jumps
to top 10 on Pop Albums,
Hot 100 charts
 See pages 68, 72

"Star Trek III" reaches
No. 1 in Video Sales
 See page 31

VOLUME 97 NO. 11

THE INTERNATIONAL NEWSWEEKLY OF MUSIC AND HOME ENTERTAINMENT

MARCH 16, 1985/\$3.50 (U.S.)

Performance Picture Changes Country Promoters, Agents Face Tougher Marketplace

BY EDWARD MORRIS

This is the second article in a series about problems facing the country music industry, and that industry's strategies to solve them. The first report appeared last week.

NASHVILLE Live performance continues to be a staple of country music, even as the evolving marketplace challenges those in the concert business to become more flexible and innovative in generating—

and sustaining—revenues and income.

A survey of promoters and agents finds that country music shows have not generally suffered a decline in popularity comparable to the downturn in the genre's record sales (Billboard, March 9). Nevertheless, there have been changes. Club business is conceded to be down. Escalating ticket prices have taken their toll on attendances across a range of venues. And traditional country artists are not pulling crowds the way they used to.

Strategies being employed to counter these and other market difficulties include lower talent prices; an emphasis on "soft ticket" events

(Continued on page 76)

Video Rentals Wallop Sales, New Study Finds

BY TONY SEIDEMAN

NEW YORK The average home video specialty store's sale/rental ratio may be even more skewed against sales than previously estimated.

According to the just-revealed preliminary results of a survey of video stores by A.C. Nielsen, the average number of rental transactions at its sample video stores came to 1,506 a week, while there were only 21 sales transactions, creating a sale/rental ratio of 98.6%.

Figures for the median sales and rental of videocassettes came in at 1,000 sale transactions versus five rental. A median is a measure of how the stores in the middle of a sample behave; an average can be considerably more skewed by high numbers at either end of the scale.

The numbers come from a preliminary

(Continued on page 76)

CBS INSTITUTES CD ALLOCATION

Label 'Wipes Slate Clean' in Pressing Crunch

This story prepared by Is Horowitz and Fred Goodman.

NEW YORK CBS Records abruptly cancelled all retailer orders for Compact Discs last week to implement an interim fulfillment policy that will accept new orders only for product actually on hand and available for immediate delivery.

"We'll wipe the slate clean and start fresh," says one label source, who confirms that orders have accumulated at rates that bore no chance of early satisfaction given the current production crunch.

While the industry has generally been trying to cope with an exponential growth in public demand for CDs that has far outpaced worldwide production capacity, CBS is thought to have suffered a more se-

vere shortfall than other majors because of its reliance largely on domestic manufacture.

But Digital Audio Disk Corp., the pressing facility set up by CBS/Sony in Terre Haute, Ind., has so far failed to meet anticipated production levels. Despite the dropping of new custom work at the plant (Billboard, Feb. 9), delivery is still below expectations. In addition, shipments from the CBS/Sony plant in Japan have been slim, as demand in Japan has also snowballed.

Under the new plan, CBS branches will be allocated quantities of CDs, title by title, based on what is already on hand at the company's warehouse in Pittman, N.J. Each branch manager may then authorize new orders from accounts in his territory that may not exceed his

assigned amounts.

The system is expected to remain in force for "two or three months," or at least until production rates narrow the shortfall gap.

Early dealer response to the new plan is mixed. Agreeing that long-term unavailability of several hot CBS titles has already created a problem, stores hope the system will bring an end to needless frustration.

(Continued on page 76)

NEW PRINCE Studio Album Scheduled for April Release

BY SAM SUTHERLAND

LOS ANGELES Warner Bros. Records will ship the next Prince studio album sometime during April, sources at the Burbank-based label have confirmed. No firm shipping date has been set for the single-pocket set, reportedly titled "Around The World In A Day."

With Prince & the Revolution's "Purple Rain" album still in the top 20 on the album chart, and the home video version of the feature motion picture still high on the video-cassette chart, the arrival of a new album from the superstar would also coincide with the end of his current concert tour.

Although the label's plans for the new album are still under wraps—with one source admitting, "We had a shipping date set for about 20 minutes, but that's now sketchy"—it's known that several tracks were previewed for WEA personnel during recent meetings in Scottsdale, Ariz.

(Continued on page 76)

ADVERTISEMENTS



Q: What do you get when you combine SYLVIA with new songs, a new band and a new producer?

A: "ONE STEP CLOSER", a superlative new album that captures the excitement and endless possibilities all highlighting the superstar status of Sylvia (produced by Brent Maher). RCA Records & Cassettes (AHL1/AHK1-5413)



America has been taken by storm with "Thunder In The East" (90246), the U.S. debut from Japan's LOUDNESS. With airplay building, sales skyrocketing, a video of "Crazy Nights" currently airing, and a major American tour imminent, LOUDNESS lends truth to the adage, there are some things you just can't turn down! On Atco Records and Cassettes.



THERE'S NO HOLDING BACK THE TEARS.



"SONGS FROM THE BIG CHAIR," the first all-new collection of TEARS FOR FEARS songs since their acclaimed debut album. Featuring "Everybody Wants To Rule The World" and "Shout." This is the album that's going to bring everyone to TEARS....



Manufactured and Marketed by
 PolyGram Records

Album #824 300-1 *Single #880 659-7

© 1985 POLYGRAM RECORDS INC.

WE DON'T CARE IF YOU HATE IT

90242



Actually, at Island we think that's a good sign. We've learned about the evolution of a sound.

Music that's really different takes time to find its niche. A year ago, Island released Frankie Goes To Hollywood. We tried to share our excitement with the industry.

The response? Less than enthusiastic. "Sounds interesting, but not right now," you said. "Maybe later." Today, Frankie's top 10.

So we're not too upset that you've rejected our first offering of FANS, Malcolm McLaren's newest creation. Not upset at all.



IN THIS ISSUE

VOLUME 97 NO. 11

MARCH 16, 1985

- 1 **NEWS** ▶CBS cancels all retailer Compact Disc orders, implements interim allocation policy. ▶Country promoters, agents are facing a tougher marketplace. ▶New study finds video rentals dramatically ahead of sales. ▶New studio album from Prince due in April. ▶3/Bertelsmann and RCA reveal the details of their proposed worldwide joint venture. ▶Wham! sets concert dates in China. ▶Sales chart for 12-inch singles debuts. ▶4/The Adventureland Video franchise chain holds its first convention and unveils ambitious growth plans. ▶6/A CBS Records lawyer says parallel imports are still a problem. ▶78/Despite high manufacturer's prices and tight margins, wholesalers have opted to carry the USA For Africa charity single.

4 Executive Turntable	63 Newsmakers
59 Dance Trax	66 Album & Singles Reviews
60 Classical	77 Grass Route
60 Latin	77 On the Beam
61 Gospel	78 Inside Track
61 Jazz	
- 9 **INTERNATIONAL** ▶Study predicts "gloomy" future for British record industry, with independent dealers facing "absolute decline." ▶Newsline.
- 10 **COMMENTARY** ▶Editorial: Home taping still a burning issue. ▶Guest Column: NARAS president Melvoin responds to Grammy criticism. ▶Letters.
- 12 **RADIO** ▶McGavren study finds some unexpected characteristics of country listeners.▶PD/morning man Bill Gardner expected to supply missing ingredient at K-101 San Francisco. ▶Vox Jox. ▶14/Washington Roundup. ▶22/Featured Programming ▶20/Promotions. ▶Yesterhits .
- 23 **RETAILING** ▶Early returns indicate no big windfall from Grammys at retail.▶On Target: female record buyers. ▶24/Now Playing. ▶/New Releases. ▶/New on the Charts.
- 26 **HOME VIDEO** ▶Two separate reports on the cable tv industry show a drop in growth last year. ▶Media Home Entertainment maps growth plan. ▶Newsline. ▶New on the Charts.
- 32 **VIDEO MUSIC** ▶"Acts of God" help produce a real spat over Johnny Van Zant's "I'm A Fighter" clip.▶NAVAS announces award nominees.▶33/New Video Clips. ▶/MTV Programming.
- 34 **PRO AUDIO/VIDEO** ▶Emphasizing the favorable exchange rate, British studios lure U.S. acts. ▶Audio Track. ▶Video Track.
- 37 **CLASSIFIED ACTIONMART**
- 42 **TALENT** ▶"Wheels Are Turning" for REO as new album brings comeback and crossover. ▶Current tour brings no "Tears" for Clayton-Thomas.▶44/New on the Charts.▶46/Talent in Action: Sting, "Swing Reunion" and more. ▶47 Boxscore.
- 48 **COUNTRY** ▶The Oak Ridge Boys borrow pop promotion concept for new album "World Premiere Weekend." ▶Nashville Scene. ▶49/Firm's foreign royalty crusade pays dividends.
- 53 **BLACK** ▶Promoter Al Haymon signs three-year pact for Budweiser Superfest. ▶The Rhythm & the Blues: black promoters.
- 65 **CANADA** ▶What the industry wants and is likely to get from the government.
- 70 **UPDATE** ▶Newsline. ▶Calendar. ▶Lifelines. ▶New Companies.

CHARTS ▶58.An expanded Dance/Disco chart adds a separate listing of 12-inch singles sales to the club play chart. ▶72/Phil Collins' "No Jacket Required" climbs to number eight on Top Pop Albums in its second week on the chart.

Top Albums	Hot Singles
20 Rock Tracks	16 Hot 100 Singles Action
49 Country	18 Adult Contemporary
57 Black	50 Country
60 Classical	52 Country Singles Action
61 Jazz	54 Black
70 Bubbling Under	56 Black Singles Action
72 Top Pop	58 Dance/Disco
	68 Hot 100
	70 Bubbling Under
Top Video/Computer	
25 Computer Software	
26 Videodisks	
28 Videocassette Rentals	
31 Videocassette Sales	

©Copyright 1985 by Billboard Publications, Inc. BILLBOARD MAGAZINE (ISSN 0006-2510) is published weekly (except for the last week in December) by Billboard Publications, Inc., One Astor Plaza, 1515 Broadway, New York, N.Y. 10036. Subscription rate: annual rate, Continental U.S. \$148.00. 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 1413, Riverton, N.J. 08077, (609) 786-1669.

BERTELSMANN, RCA OUTLINE PLANS

Details of Proposed Worldwide Joint Venture Revealed

BY WOLFGANG SPAHR

HAMBURG Bertelsmann and RCA last week provided further details of the proposed worldwide joint venture involving their music activities. The merger was given the go-ahead, to the surprise of the record industry here, by the West German Cartel Office (Billboard, Jan. 19).

However, a final and legally binding realization of the joint enterprise depends on the completion of various detailed contracts and agreements, in particular on the organizational structure in several countries.

The proposed venture includes the merging of the worldwide Ariola (Bertelsmann) music, music video and music publishing businesses of the two partners in a new company.

Under the preliminary agreement, Bertelsmann will hold 51% and RCA 49% in the West Germany, Austria and Switzerland operations, giving Bertelsmann the voting majority. In other European countries, the responsibility for corporate policy on important matters, such as budgets and personnel, would rest with a 50/50 board of equal voting powers. Bertelsmann would nominate the chairman.

In the U.S. and elsewhere internationally, Bertelsmann would hold 25% and RCA 75% plus the voting majority. In the German-speaking area, the joint venture would be known as Ariola-RCA Music; elsewhere, it would be called RCA-Ariola International.

Arista U.S. would be part of the joint venture and continue to operate under existing agreements. Both partners are represented on the board on a 50/50 basis and share responsibility for corporate policy.

Until late last year, antitrust commission experts doubted that the merger would be acceptable. Ariola is one of the five companies that collectively control two-thirds of the German domestic record market. PolyGram, EMI, Teldec and CBS are the others.

Ariola argued that 75% of its repertoire came from limited license deals which, though they figured

prominently in German charts, didn't disguise the weakness of the company's own repertoire. A link with RCA, it claimed, would give access to international product, providing a solid base without being harmful to rival company prospects.

Bertelsmann's turnover in the financial year 1983-84 was \$2.1 billion, an increase of 8% over the previous year. Group chairman Mark Woessner says that Ariola had its best results so far in that year and takes an optimistic view of future prospects.

Monti Lueftner, president of the Ariola record group and the Bertels-

mann board member responsible for music activities, says: "We in the music business recognize the strong trend from audio to audio/visual activities, together with an increasing internationalization.

"The future of our business lies in better opportunities for our artists, writers and producers, as well as in creative work. It is our joint understanding under this pact to retain the independence and autonomy in all creative and artistic areas with, however, joint use of the service possibilities within the infrastructure of the individual companies."

A Rock Music First

Wham! To Perform in China

BY KIM FREEMAN

NEW YORK Wham! broadens its already huge worldwide audience with two concert dates in China, slated for April 7 and 10. While Shanachie Records' Irish traditional group, the Chieftains, toured the country three years ago, Wham! is believed to be the first major rock act allowed to perform beyond the Great Wall.

At the invitation of the 200 million-member Youth Federation of China and Canton's Minister of Culture, Wham! will play first at the 15,000-seat Peking People's Gymnasium, then at the 5,000-seat Opera House in Guangzhou (Canton), a 100-year-old wooden concert hall constructed with just one nail.

Jazz Summers, a partner with Simon Napier Bell in London's Nomis Management, says these invitations came following nine months of negotiations. After approaching the Chinese government through third parties on several occasions, Nomis Management invited members of the Chinese Embassy in Tokyo to Wham!'s January concert at the Budokan Theater there.

Summers says the Embassy representatives "thought the sound was a bit loud, but they liked it." At that point, lyrics to Wham!'s current CBS album "Make It Big" were

sent to Chinese cultural officials for approval. The music itself has since been previewed by the Chinese, and Summers claims, "They haven't voiced any objections yet."

Summers says Wham!'s elaborate efforts to play in China were motivated by the cultural and historical significance of the event. "First and foremost," he notes, "Every band wants to play China, and Wham! got there first." Ticket revenues do not look to be outstanding by U.S. standards, as Summers estimates admission prices will be set at the country's norm of approximately 50 cents.

Further down the road, however, Summers hopes the concert appearances will enable Wham! to become the first pop act able to export records to China's 1.1 billion population.

As has been widely acknowledged, Summers notes that China's policy towards capitalism has grown increasingly liberal in the last few years, adding that a strong audience for Wham!'s material already exists. At present, there are five Cantonese covers of the group's "Careless Whisper" circulating the country, and Summers says a compilation EP of native-performed Wham! tunes is in the works.

Sales Chart for 12-Inch Singles Debuts

With this issue, Billboard debuts its first chart devoted exclusively to 12-inch singles sales. It appears on page 58. A coupling from MCA Records' "Beverly Hills Cop" soundtrack, Patti LaBelle's "New Attitude" and Harold Faltermeyer's "Axel F," holds the No. 1 slot for the chart's first week.

The 50-position weekly ranking of 12-inch product joins Billboard's established chart of most-played dance/disco releases, now also 50 positions weekly. The latter is compiled from a sample of club play-lists around the U.S. The Patti LaBelle/Harold Faltermeyer release also holds the summit on this chart, for the second consecutive week.

The 12-inch chart is made up from a national sample of retail reports, the majority of which are

supplied by independent specialist stores. The outlets surveyed are in New York, Los Angeles, Chicago, Philadelphia, San Francisco, Miami, New Orleans, Washington, Portland, Houston, Boston and Detroit, among other sites.

Independent record labels, which pioneered the 12-inch single configuration in the '70s, make a strong showing on the chart, with 14 releases, or 28% of the 50 positions. Imprints represented are Emergency, Fever, Jamaica, Jampacked, Megatone, Nia, Personal, PopArt, Profile, Reality, Savoy, Select and TSR.

Nine of these indie releases are in the top 20, and three of those in the top 10 are part of the "Roxanne" rap phenomenon (Billboard, Feb. 9): "The Real Roxanne" by Roxanne with UTFO (Select) at

number five, "Roxanne's Revenge" by Roxanne Shante (PopArt) at eight, and "Roxanne, Roxanne" by UTFO (also Select) at 10.

Seven imports also figure in the 12-inch top 50, six from the U.K. and one from Italy.

On the club airplay top 50, nine cuts (or 18% of the chart) originate with indie labels: Fever, Megatone, Personal, Posse, Profile, Recovery, TSR and Vanguard. There are no imports on the chart this week.

Twenty titles are common to both the 12-inch singles sales and club airplay rankings. More information on both charts is available from Kathy Gillis, Billboard's dance chart coordinator, in New York.

Adventureland Video Maps Growth

500 Attend Franchise Chain's First Convention

BY EARL PAIGE

ANAHEIM Adventureland Video, a home video franchise retail chain with 420 stores in 43 states, plans to double that number by year's end and open its first units in Canada and the U.K. The once low-keyed Salt Lake City-based firm has catapulted "out of nowhere" in three years to a leadership role among franchised video store firms.

Adventureland held its first annual convention and trade show here March 4-7, drawing 500 delegates and 80 exhibitors to the Disneyland Hotel. The chain's growth mirrors grassroots locations in rural and suburban communities with populations of less than 15,000.

"By the time we move into metro Tulsa," ringed now by 18 chain stores, "everyone will know us," explained Adventureland president Brent Smith, in characterizing the firm as poised to enter larger markets.

Smith contends that a zero store failure rate has been maintained, and that only stores that somehow do not live up to potential have ever been re-purchased. In all, 34 Adven-

tureland units are company-owned.

Among the characteristics noted by exhibitors here—only MCA Home Video and Warner Home Video among leading software vendors were absent—were the franchisee's lean, 500-title hits-only inventory; a family-type store atmosphere devoid of X-rated or even "hard R" product with special children's sections; and a creative entrepreneurship keyed to renting and selling VCRs.

"They cover all the loose ends," said Barry Collier at the Prism exhibit, comparing Adventureland's show to that of the older, more established National Video.

The philosophy of Adventureland's high-turnover inventory, virtually all VHS, was explained by Martin Erman, co-founder and chairman of the board. He characterized opening stores with 2,000-plus titles as "just duplicating the inventory of your competitors when it's the hot, new product everybody wants."

Adventureland Video clones itself as it moves in clusters, state to state. Smith claims a "rollover" plan allows key franchisees to "buy

into" more stores they open up. When 10 stores are in a given area, a quarterly seminar is scheduled. Areas with 90 stores warrant a regional office, with three regions now centered in Tulsa, Boise and Salt Lake City.

Key to growth is franchisees who become regional reps, able daily to coach new franchisees who might be reluctant to phone Salt Lake about "every little crisis," as a delegate put it. Moreover, Smith notes, new buyers are encouraged in a "hands-on" way to help build the store.

"We're not turnkey," Smith says, though everything essential from counters and signs to basic inventory and cash register comes with the competitively priced \$15,000 fee (\$10,500 for a second franchise, with many now owning four or more stores).

Indication that franchisees spend more initially for added inventory comes from estimates as high as \$40,000-\$45,000 for store openings. Franchisees purchase movies from distributors such as Commtron, Vidcom and Source, all of which exhibited here. Smith said the parent firm is just now considering direct purchasing and has yet to open its own software distribution wing. It does distribute prize merchandise, its private label blank tape, hardware and other accessories.

Almost totally rental-oriented, delegates found one seminar rescheduled in order to double up on another headed by Harry Friedman of National Retail Workshops teaching sales techniques. Another seminar keyed on "rent to own," with rep Bill Hout of Missouri saying his four stores charge weekly payments of \$11.95 on a VCR over 78 weeks with a free \$3 movie for each installment payment.

Writers Guild Strike Focus

Video Royalties in Dispute

LOS ANGELES Royalty payments from the sale of prerecorded videocassettes are the focus of the Writers Guild of America, which went on strike Tuesday (5). The Guild is asking major motion picture studios and home video firms for a 1.5% payment from the manufacturer sales price for each videotape.

The studios agreed to the 1.5% figure, but, a spokesman for the Guild says, the new contract's wording does not clarify if that fee is culled from the vendor sales price or from the 20% fee paid to producers. "The studios believe that videocassette revenues are part of the boxoffice grosses, and royalties on

video should not be paid by them," he says.

Under the 1984 WGA contract, writers received payments of 1.2% of the producer's fee. The Guild claims the contract actually calls for royalties to be paid from the vendor sales price.

A federal arbitrator is reviewing the Guild's royalty contention, and will decide if writers should have been receiving funds from the sale price and not a percentage of the producer intake. If the arbitrator rules in favor of the Guild, the spokesman says, Hollywood would be required to pay some \$250 million in owed royalties. FAYE ZUCKERMAN

Riding Out Production Squeeze

Indie CD Labels: We Can Fill Orders

BY JOHN SIPPEL

LOS ANGELES Despite tight availability of product, Compact Disc labels like Denon, Sheffield Labs, Delos, Telarc and Mobile Fidelity appear ready to ship orders for the laser-read disks through the next 90 days and more, a survey of independent labels indicates.

"As long as people order intelligently, we can deliver intelligently," says Don Johnson of Intersound, Minneapolis. Johnson, who produces CDs on such classical lines as Pro Arte, Supraphon, Deutsch Harmonia Mundi and Teldec, reports that his turnaround on reorders is 60 days and the lead time on new releases is 75 to 80 days. Intersound, he maintains, can fill needs within those normal time constraints. Like his pioneering peers, Johnson says he is not affected directly by the recent CBS/Sony Terre Haute production slowdown, in that he never was a customer of

that operation.

Johnson warns against the recently reported practice of exaggerating orders in order to get a larger number of CDs delivered. "It's too expensive to produce," he explains. Intersound has 250 titles out and plans 70 to 80 more through the year.

Amelia Haygood of Delos, Santa Monica, says: "The next three months are unpredictable; there will be some squeeze, but we will supply our 20 titles."

Albert Petrak of Telarc, Cleveland, sees a number of manufacturing plants overseas fulfilling the label's CD orders through the next several months. The firm has approximately 50 CD titles and will continue with about eight to 10 new titles in 1985.

"It's getting difficult, but we have a priority with our plants," says Petrak. "We'll ship some by air but most by sea and keep ahead of the game."

Santa Barbara's Sheffield Labs is forced to project its CD orders much further in advance to maintain a production pattern, says marketing chief Andrew Teton. He has high hopes of maintaining a good delivery schedule for the 11 CD titles already in the catalog. Two new catalog releases are on the board right now and two wholly new releases are also planned.

In for 15 months with 20 titles available, Mobile Fidelity's Herb Belkin hopes for a "reasonable flow of product from abroad." He predicts there will be plants opening soon in several new continental European countries. He is also studying digital audio cassette possibilities (Billboard, March 2).

GRP, an early entrant in the CD derby, sees some production difficulty immediately ahead. This worries the label's Larry Rosen, because the label is dedicated to the concept, with 19 titles available on

(Continued on page 71)



J&R Gets Justice. The owners of New York's J&R Music World, Rachele and Joe Friedman, accept the American Jewish Committee's Human Relations Award and a painting entitled "Justice" by artist Mordechai Rosenstein. Pictured from left at the Committee's Gotham gala are Maxell's national sales and marketing manager Michael Golacinski, RCA Records' Eastern region commercial sales director Bob Rifici, and Rachele and Joe Friedman.

Executive Turntable

RECORD COMPANIES. Peter Philbin is appointed vice president of a&r, West Coast, for Elektra/Asylum Records in Los Angeles. He was West Coast director of talent acquisition for Columbia. On the East Coast, Elektra names Scott Folks director of a&r for the black music division and Kevin Patrick an a&r representative. Folks was an associate director of East Coast product management for Epic Records. Patrick was a field promotion manager for MCA Records.

Varnell Johnson joins Manhattan Records as vice president of black music marketing in New York. He was divisional vice president of black music a&r at Capitol Records.



PHILBIN



FOLKS



JOHNSON



GOLDSHER MARSH

Sherry Goldsher Marsh is named director of A&M Video, a division of A&M Records, in Hollywood. She was director of video/film operations at Elektra/Asylum Records. In addition, the label promotes Robert Gold to director of advertising and merchandising. He was national advertising manager.



GOLD



POWERS



WITTENBERG



COOPER

Stephen Powers joins Capitol Records, Hollywood, as manager of a&r. He was president and owner of Mountain Railroad Records.

Arista Records makes the following appointments: Susan Clary as director of West Coast publicity; Fred Cuva as associate director of media services, West Coast; and Lynne Volkman as manager of national tour publicity, East Coast. Clary was an independent publicist. Cuva was a publicist for the label. Volkman was with Krage & Co., assisting in publicity.

Dorine Gruen is named national AC promotion manager for PolyGram Records, New York. She is upped from administrative assistant.

The business affairs department of the Masterworks division of CBS/Records Group makes the following promotions: Christine E. Bronder to director of a&r administration; Nancy R. Allen to supervisor of contracts, a&r administration; and Daniel L. Gorgoglione to supervisor of copyrights, a&r administration. Bronder was a&r administrator. Allen was executive secretary for the department. Gorgoglione joined Masterworks in 1983.

Sparrow Records, Canoga Park, Calif., promotes Whitney Watkins and Jackie Schikal to manager of creative/marketing services and production manager, respectively. Watkins was marketing services coordinator. Schikal was production coordinator.

Deniz Corcoran becomes assistant to both the new release and catalog buyer at Jem Records, South Plainfield, N.J. She was an import buyer and assistant manager for Sound Odyssey.

HOME VIDEO. Embassy Home Entertainment names Jess Wittenberg senior vice president of programming in Los Angeles. He was senior vice president of business affairs at Embassy Television.

Ira Schreck is named associate counsel of CBS/Fox Video, New York.

BY POPULAR DEMAND!

FOLLOWING THE SENSATIONAL VIDEO TELECAST ON "ENTERTAINMENT TONIGHT"


Pie Jesu

(PEE-yay YAY-soo)(Merciful Jesus)

FROM
ANDREW LLOYD WEBBER'S

REQUIEM

SARAH BRIGHTMAN
and
PAUL MILES-KINGSTON

Proceeds from the production of this single record are being donated to
Save the Children 

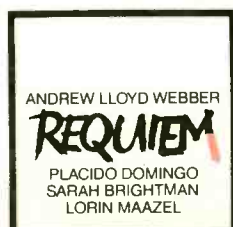
B-5467



Sarah Brightman



Paul Miles-Kingston



The complete recording of Andrew Lloyd Webber's 'Requiem,' performed by Placido Domingo, Sarah Brightman and Paul Miles-Kingston, with the Winchester Cathedral Choir and English Chamber Orchestra conducted by Lorin Maazel, is available on Angel Compact Disc CDC 47146, LP DFO-38218 & Cassette 4DS-38218.



CBS Lawyer: Parallels Still a Problem

Many Smaller Stores Infringe, Conference Is Told

BY BILL HOLLAND

WASHINGTON An attorney for CBS Records who has been instrumental in bringing copyright infringement charges in parallel import cases told lawyers attending an annual copyright law conference here Thursday (7) that most large record store dealers are shying away from the practice. But he admitted that CBS and the Recording Industry Assn. of America (RIAA) have not yet wiped out the problem because many smaller shops still carry on the practice of buying and importing unauthorized albums, tapes and Compact Discs.

The CBS attorney, Andrew J. Gerber, also told attendees at the eighth annual Copyright Law Conference of the Federal Bar Assn. (FBA) that under present law, customs officials cannot prevent nor confiscate legally manufactured foreign product from entering the country—although they can nab pirated goods—but added that customs agents, “even in the absence of a specific regulation” now pending at the Department of the Treasury, have informed record companies on their own “when they see something come through that looks funny.”

A customs attorney present at the Gerber seminar corroborated

the revelation.

In answering a question about how CBS and industry officials discover parallel import product in stores, Gerber said that the calls mostly come “from competitors who complain that they’re obeying the law while Harry down the street” is doing a booming parallel imports business. “We can’t really turn away from little appeals like that,” Gerber told the appreciative audience.

On a more serious note, Gerber admitted that the changes in the copyright law that gave the record industry the power to stop the growing problem, especially the language in Sections 602 (importation infringement) and 109 (First Sale), have made it “most difficult” to explain to record importers that “what had been legal for years was now illegal. It was rough, telling these people,” he said.

However, he explained, what had once been a small business of importing exotic, rare, ethnic or specialized product mushroomed into a serious financial problem in the early '80s when the dollar began to be strong in overseas trading markets such as England and France. “It then became extremely attractive” for dealers to buy overseas and ship product here, he said, “because they could buy them for one, two or

three dollars cheaper.

Gerber said Section 602 “gave us an effective tool,” and pointed out that the First Sale Doctrine language excludes protection for imports. The law phrases it to mean only any copy “made under this title,” or, in other words, copies manufactured in the U.S.

Gerber said that in the first CBS suit, involving Philadelphia distributor Scorpio, won by CBS but now on appeal, “the defense had a pretty good laundry list for us to knock down.” The defense had said that the client was “an implied licensee” because CBS had given the Philli-

(Continued on page 71)



All Boxed In. HME artist Donnie Iris declares his “Injured In The Game Of Love” single a winner during a promotional appearance with world middleweight boxing champion Marvin Hagler, left, and contender Thomas Hearns, right, in Las Vegas.

Odyssey Surviving Without Advertising

New Music Video Service Claims Eight Million Viewers

BY FAYE ZUCKERMAN

LOS ANGELES With a viewership claimed at nearly eight million, the fledgling Odyssey Network 24-hour video music service still reports losses at \$250,000 monthly, has incurred startup costs nearing \$2.5 million, and has yet to secure any advertising revenue.

In fact, admits Tom Shaw, direc-

tor of programming for the Cocoa Beach, Fla. based network, “We have received zero revenue from advertising.” He adds, however, “When we went on the air Jan. 5, we had zero affiliates, and expected to pick up 400,000 viewers in 35 days.”

By Jan. 6, Odyssey had reached the 400,000-subscriber mark, airing on selected cable services and VHF and UHF tv stations. Three days later, Shaw says, the network saw its viewership jump to three million. “We projected reaching that figure in two years,” he notes.

When will the supposedly advertising-supported music service break even, and can it stay afloat until then? Shaw contends the parent company, Nova Communications Network, is committed to keeping the channel alive for at least two years. “We have enough money to stay broadcasting for two years without selling a single ad,” he claims.

Odyssey’s Shaw expresses confidence about securing advertising dollars for the two-month-old network, which he notes is just now approaching Madison Ave. with market research on its operations. Its programming primarily features urban contemporary music, with some pop mixed in, according to Shaw.

He admits that getting a foothold

in the advertising arena might not be as easy as securing affiliates, especially when the programming is free. “It’s a step-by-step process. First we needed subscribers. Now it’s time to get the advertisers by making them aware of us and who we are reaching,” Shaw observes.

“We are the first national 24-hour music service on-line and broadcasting to areas not yet wired for cable. Many of our viewers are getting exposure to clips on a consistent basis for the first time.”

Odyssey’s only other competitor to date is Discovery Music Network, which will go on-line June 1. A spokesman for the channel says that company officials are not ready to say how many tv stations or cable services it has secured.

Odyssey Network currently boasts of having already signed broadcast contracts with 93 cable services and 24 television stations, nine of which are network affiliates. Participating stations include WRBV in Philadelphia, Tulsa’s WGTV, Salt Lake City’s KUTB and KTNV in Las Vegas.

The television stations generally air the channel six hours daily. Shaw says certain ABC and NBC affiliates broadcast the music channel as late night programming. “CBS provides after-hours tv shows for its stations, so they didn’t sign on with us,” he explains.

Thus far, Odyssey’s programming hasn’t attempted to match the programming style of MTV, the premier 24-hour music video service. There are no VJs, no contests, few voiceovers and only one special segment, a top 12 video countdown.

Odyssey airs clips back-to-back, with designated unsold advertising spots. By early fall, Shaw plans to start featuring a VJ. “We have already started a nationwide search for one,” he adds.

“We are getting negative reactions to VJs,” Shaw contends. “Only the record companies seem to like them because they promote their artists.”

As for MTV’s exclusivity pacts with several major record labels, Shaw asserts that Odyssey feels little if any impact. “Many of the artists we feature are not included in the agreements. We don’t care about waiting out a grace period.

(Continued on page 71)

Kaye Points to Multi-Media Thrust

Warner Bros. Music: ‘Biggest Year Ever’

BY SAM SUTHERLAND

LOS ANGELES Expansion through major catalog acquisitions, a renewed multi-media thrust tying music to films and tv, and operational streamlining have culminated in Warner Bros. Music’s “biggest year ever,” according to chairman Chuck Kaye. Kaye, who assumed the top slot at the Warner Communications division in June, 1981, claims a bullish 1984 bears the fruit of that strategic blueprint, which has also emphasized an aggressive move into country music and new overseas acquisitions.

The veteran publisher, who helmed both Almo/Irving Music and a subsequent joint venture firm with David Geffen, Geffen/Kaye, contends his emphasis on catalog purchases and emerging multi-media opportunities was already in place when he sold Geffen/Kaye to Warner Communications Inc. and stepped into the Warner Bros. Music post.

“I had a long talk with David Horowitz,” he recalls, referring to the former top WCI executive, now with MTV Networks. “I said, ‘David, it’s a different era now. When I was with A&M, you could really develop artists as a base for growth.’” For the '80s, however, Kaye says he was convinced that new technologies would play a central role.

In fact, one of his first priorities was to modernize the division’s internal operation by setting up a new computer system to streamline royalty payments and generally improve data management throughout the company.

More visible progress came with Kaye’s drive to rebuild Warner Bros. Music’s ties to the motion picture industry, starting with its sister movie division. “The first company I was after in terms of acquisitions was 20th Century-Fox,” he adds, noting that the subsequent Fox deal brought with it the “Star Wars” scores of John Williams, Johnny Mercer’s catalog and myriad film music copyrights.

“I felt that with cable and home video now looming, and all those reuse fees growing, it was an important move,” he notes. He’s quick to stress, however, that the ongoing emphasis on film, tv and video opportunities via ties to Fox and Warner Bros. Pictures “isn’t intended to take away from what we’re doing with pop, rock, country and black music.”

Country, too, spurred an acquisition, in this case the joint-ventured House Of Gold operation helmed by Bob Montgomery. “We wanted to acquire a good contemporary pop/country operation, and we wanted to have a string of good producers involved, so we wouldn’t have to go outside to place all our material,” says Kaye, who notes House Of Gold’s steady production output via Montgomery and Blake Mevis, both well established Music Row producers.

A second joint venture between producer Jim Ed Norman and Warner Bros. Records has also added lustre to the music division’s successful “invasion” of the country music capital.

As for the company’s fortunes abroad, Kaye faced a major obstacle when Rob Dickens left the Lon-

don operation to accept a top post with WEA International. “I didn’t want to stop him, so I let them have him and kept him on as a director,” Kaye notes. “Rob has since gone on to sign acts that we’ve successfully wooed for publishing.”

To further buttress its international roster, which has represented a major force in Warner Bros. Music’s earnings since the late '60s, Kaye purchased the publishing catalog run by Johnny Sterling, noteworthy for the copyrights of Phil Collins and Culture Club songwriter Phil Pickett. Other recent U.K. acquisitions include Aztec Camera,

(Continued on page 71)

Oklahoma Plant Raided

Latin Masters, Tapes Seized

LOS ANGELES Marshals seized an estimated \$2 million worth of Latin masters, prerecorded cassettes and materials used in cassette production from Oklahoma Records & Tapes of Norman, Okla. (Billboard, March 2).

The Feb. 21 confiscation was ordered by Federal District Judge Luther Eubanks of Oklahoma City, as part of a copyright infringement suit in which El Zarape, a Dallas Hispanic label, accuses the Norman cassette duplicating plant of damaging its normal business by fraudulently duplicating its tapes and selling them at \$1.50.

El Zarape alleges it turned over 57 master tapes to the defendant plant in 1977 for duplication. It claims that the Norman firm illicitly

duplicated cassettes from the El Zarape catalog, using graphics supplied from Dickson’s Graphics in Midwest City, Okla. The action charges that Oklahoma Records & Tapes sold more than 100,000 pirated El Zarape tapes annually.

Named as defendants were William A. Bodin, Joe Bodin and Arvo Dickson. According to Oklahoma City federal court records, Joe Bodin was previously convicted of tape piracy in 1974.

Investigation of the charges, which led to the raid, was conducted by veteran Los Angeles piracy investigator Maurice L. “Bud” Richardson, who represents the Assn. of Latin American Record Manufacturers.

JOHN SIPPEL

Angel Records proudly presents
America's Favorite Diva

BEVERLY SILLS

*Angel
Voices*

Eight historic albums—four complete operas, four aria collections—all recorded at the peak of Miss Sills' extraordinary career, including four previously unreleased Verdi arias (from *Ernani*, *Il Corsaro*, *Attila* and *Les Vêpres siciliennes*).

- **digitally remastered**
- **audiophile pressings**
- **Dolby "B"/HX Pro cassettes**

Recordings that have been unavailable for years now re-issued as part of Angel's acclaimed mid-price "ANGEL VOICES" series.



AVC-34010



AVC-34011



AVC-34012



AVC-34013



AV-34014



AV-34015



AV-34016



AV-34017



CDC-47183

And, exclusively on Compact Disc, a superb 70-minute compilation of eleven magnificent arias.

CONGRATULATIONS



TO GRAHAM LYLE AND TERRY BRITTEN

ON THEIR GRAMMY-WINNING SONG OF THE YEAR.

"WHAT'S LOVE GOT TO DO WITH IT"

Irving Music/Rondor Music
(London)

 **chappell/intersong** 
music group - usa

SPECIAL REPORT: WEST GERMANY, AUSTRIA, SWITZERLAND

...newsline...

COMPACT DISC prices are tumbling in West Germany. A Munich dealer has been loss-leading a Sanyo player for \$140. German retailers are offering sale-price CDs for around \$7, with a Hamburg chain hitting bottom at \$5. Says PolyGram's Pieter Strooker in Baarn: "Germany has the lowest prices in Europe." He points to intense competition, relatively low value added tax and a smaller dealer profit margin. He asserts PolyGram has not lowered its wholesale list and won't offer mid-price CDs until the current worldwide capacity shortage is relieved.

THE VIENNESE "CATS" has gone platinum. Austrian domestic sales of PolyGram's original Vienna cast recording (German adaptation by Michael Kunze) passed the 50,000-unit plateau in late February, leading to a party hosted by PolyGram president Wolfgang Arming, attended by Mayor Helmut Zilk and Theater An Der Wien director Peter Weck, who says rehearsals for his next musical, "A Chorus Line," have begun. "Cats" has been SRO since opening in Vienna 18 months ago.

GERMAN-LANGUAGE domestic productions have slipped further on the German sales charts. Except for EMI (with five), not one such album sits in the German top 50, though such German bands as Scorpions, Alphaville and Accept chart well in English.

STILL CLIMBING, and already past gold, is the breakout album by Jennifer Rush, the Munich-based U.S. singer with a multi-octave voice. After moving to Germany with her opera singer father some years back, Rush was discovered by Michael Stark of CBS Songs, who arranged for extensive 1984 recordings. Her current single, "Power Of Love," has been covered by Air Supply.

NENA'S NEW ALBUM is being finished in Ibiza, following sessions in Berlin. Manager Jim Rakete says the band will then move to London for final mix and video production. International release in English and German is scheduled for May.

THE SWISS ENTRY in the Eurovision Song Contest, "Piano, Piano," was composed by one-time Grammy winner Anita Kerr, sung by Mariella Faree and Pino Gasparini. Other news from Switzerland: The government helped finance the new Media Transfer Ltd. videocassette duplication plant, the first such facility in this territory, in La Chaux-de-Fonds, a watch-making town hit by high unemployment.

THE NEXT LIVE pan-European "Rockpalast" television special from Essen, Germany, features the show's first jazz artist, Al Jarreau, and its first German band, Wolf Maahn, plus Britain's Paul Young showcasing his new album. The six-hour concert airs March 30-31.

JIM SAMPSON

Concert Recordings Seized At German Record Fair

BY WOLFGANG SPAHR

COLOGNE West German police who swooped on a record fair in Essen, near here, confiscated \$40,000 worth of illegal concert recordings, according to the local branch of IFPI. The scale of bootleg activity has surprised the authorities, who now plan further raids on so-called "record stock exchanges" around the country.

The Essen operation, unprecedented in this market, was mounted by West Germany's federal attorney and police units at the instigation of IFPI and copyright society GEMA.

Says IFPI lawyer Bernd Boekhoff: "In the past, the record industry has not tackled bootlegging as firmly as piracy and counterfeiting because the scale of the bootleg black market was always underestimated."

But recent investigations have shown that professional criminals

are now involved in the illicit business, achieving seven-figure annual sales at the expense not only of artists and rights owners but also of the fans and collectors who pay inflated prices to buy poor-quality recordings. Average price of the disks confiscated at Essen was around \$10, and it is not unusual for double albums to sell for more than \$20.

It was this new recognition of the magnitude of the problem that led to the surprise police raid. "The surprise of the dealers," says Boekhoff, "was that much greater because for so long they've been able to carry on their illegal business at fairs and record exchange marts without any interference."

Three of some 100 stall-holders at Essen were detained by police, and according to Boekhoff can expect prison terms of up to one year if found guilty, under the provisions of Germany copyright law. Records confiscated at the event will be destroyed.

British Report Paints Bleak Picture 'Absolute Decline' Seen for Indie Specialist Dealers

BY PETER JONES

LONDON While the overall outlook for the British record industry's future is "gloomy," despite the turnover upturn of 1984, the prospects for the independent specialist dealer are "in absolute decline."

These are the bare bones of a lengthy survey, "Records & Tapes," put out here by Euromonitor and costing just under \$200, or around \$1.75 a page. The picture painted is one of shadowy darkness in most areas.

The report says the independent specialist traders' share of the record/tape market declined from 28% in 1980 to just 20% in 1983, representing a fall of 40%. During the same period, total sales fell from some \$135 million to around \$109 million, a 20% drop.

And, stresses the Euromonitor research team, "There's no evidence that the independent specialists have the ability to reverse or even reduce this progressive trend."

The report adds that the decline of the album market has cost the independent dealer most heavily. It places the blame for that situation squarely at the door of the multiples for "discounting policies which significantly contributed to the decline of the LP market."

The report singles out Woolworth and W.H. Smith as prominent in "their leadership" of the major multiple retailers down into the discounting spiral. But it points out that such discounting has not prevented the multiples' album sales from being cut back in line with overall market trends, although it has "significantly reduced the real worth of those sales."

Equally, says the report, the ef-

fect of discounting on the manufacturers has been "devastating" as they absorbed most of the discounts. "In an attempt to raise volumes, the level of discounting has increased in recent years, yet the pattern of volume decline has not been affected in any significant way."

Also highlighted is the development of the specialist chains, such as HMV, Virgin and Our Price, as having contributed to the declining share of the independent specialist inside a near-static, or stagnating, marketplace.

While the specialist record chains have increased their outlets by more than 50% since 1980, their expansion in no way compensates for the number of independent specialists ceasing to trade over that period. The estimate is that the number of independent specialist record outlets has now dipped to below 2,000, a fall of 19% since 1980.

However, the report blames the independent specialist for being reluctant to change and adapt in the face of turbulent market conditions. "The indie specialist must diversify and evolve," it says, "though this patterned process is likely to stabilize rather than reverse his decline."

Meanwhile, the report notes, the sales of records and prerecorded tapes in newsagents and bookshops

has grown three times faster than total turnover since 1980. It makes the prediction that this trend will continue to grow "rapidly."

Among other key points that emerge in the report are that discounting has grown from 10.4% of recommended retail price (RRP) in 1980 to 17.8% in 1983, a rise of 71%, and that the retailers' margins have fallen by 15%, so actual retail prices have risen by 10.1%, reflecting that dealers have carried the bulk of price discounting out of retail margins.

The report says that the most significant rise in the prerecorded cassette market share has come from gas stations, and notes that "but for the growth in the cassette market, the record/tape industry decline would have been considerable."

Looking ahead, the survey predicts that sales of LPs and seven-inch singles will continue to decline, while those of 12-inch singles and prerecorded cassettes will rise further, though the latter will fall off in momentum as Compact Discs gain power beginning next year.

BBC's Chinnery Chides PPL, MU For 'Collusion'

LONDON The U.K. record industry and the Musicians' Union stand accused of "collusion" in imposing restrictions on the broadcasting of recorded music through their joint interpretation of the copyright laws.

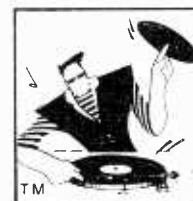
That's the view of Derek Chinnery, newly retired controller of BBC Radio One, who said in his last official speech in that role: "My whole life in broadcasting as a producer and executive has been hedged around by these restrictions."

"British pop music will never develop its full potential while copyright law remains as it is, or while copyright holders continue to operate that law in the way they do. I personally regret that the BBC has never challenged this. Perhaps at last it will when it goes into negotiations with Public Performance Ltd. for a new contract."

"These restrictions make no (Continued on page 65)

DISCOVER DISCODY!

A Unique Franchise Opportunity



The business opportunity available in today's entertainment industry is a DisCody franchise. DisCody is a fast-growing leader in "Professional Audio/Visual"—a field of entertainment which itself has grown at a tremendous rate.

Perhaps you've seen the DisCody Catalog's impressive lineup of lighting, sound, and special-effects supplies, an inventory so comprehensive that the disc jockeys, nightclub owners, and entertainers who rely on it all call DisCody "The Source." Now you can tap into the excitement and rewards of providing everything in the professional audio/visual field on a wholesale/retail basis.

Joining your own business in the dynamic entertainment industry sounds like the kind of opportunity you'd like to further explore, discover DisCody by calling today:

DISCODY

DisCody Corporation
465 N. Anaheim Blvd.
Orange, CA 92668

800-228-7622
or in California:
714-937-1237

Editorial

HOME TAPING: STILL A FRONT-BURNER ISSUE

This week in Tokyo, the International Federation of Phonogram and Videogram Producers (IFPI) is scheduled to hold a press conference. It's designed to illuminate for "the Japanese public and legislators" the issues surrounding hardware and blank tape manufacturer opposition to any royalty on their products to compensate copyright owners for income lost through home taping.

In a more definitive development in London a couple of weeks ago, the British government reversed its earlier opposition to a royalty on blank audio and video tape, and is now scheduling changes in copyright legislation to this effect.

Here in the U.S., unfortunately, the number of those calling for similar action appears to have diminished. Or is it that the voices cheering the industry's improved sales

and profits have made it harder to hear those still concerned about home taping?

We hope that the present international activity on behalf of copyright owners reminds the domestic industry that the home taping problem has not gone away. Not only has it not gone away, but a new twist has been added: the proliferation of double-well audio cassette machines. According to the Record-

ing Industry Assn. of America, these are now available from more than 70 manufacturers, in more than double that number of models.

If anything, the U.S. recording and creative communities should be intensifying efforts to protect their rights—specifically in the case of home taping, and generally in the face of advances in music and home entertainment technology.

Grammy Reflections

A RESPONSE . . . AND AN INVITATION

BY MICHAEL MELVOIN

Mo Ostin's provocative pronouncement about our Grammy Awards in these pages three weeks ago raised some interesting points. He noted that often the awards "acknowledge excellence and innovation," though "there is much greatness that isn't recognized by the Grammy process."

Of course Mo is right. It is impossible for the awards to recognize *everything* that is great in recordings, especially when so many well-qualified people as those who vote for the Grammys can't seem to agree among themselves just what *is* great. We are constantly receiving complaints—often quite contradictory—about records that won and records that didn't win. But when you have thousands of eligible voters involved, some who don't agree with the results are bound to be disappointed.

Mo also complains that the Grammys are too conservative; that they are out of touch with today's recording scene. Are they? Look at who won this year: Tina Turner, Lionel Richie, Prince, Cyndi Lauper, Bruce Springsteen, Phil Collins, Yes, Chaka Khan, Billy Ocean, and others like them.

Too conservative? Not contemporary? You answer.

I'm sorry that the highly respected Mo Ostin, who for years has been a member of the Academy's president's advisory council and who has frequently been invited to convey his comments about the Academy's awards directly to our national president, has waited until this year to go public instead with his first criticism of those awards. It seems fairly obvious that what motivated his comments at this time was his disappointment at the non-nomination of his company's top-selling single, Prince's "When Doves Cry."

Personally, I can't blame him for feeling the way he does, because to

me this is one of the most brilliant of recent recordings. But then, I'm only one of close to 6,000 voting members.

What disturbs me most about Mo's commentary is his use of sales figures and chart placements to prove that "When Doves Cry" should have been nominated for a Grammy. Then he contradicts himself by stating that "NARAS has a responsibility to tell a story that isn't told by sales figures or hype or a consensus of music interests."

How true! That is the Academy's responsibility, and we have consis-

crafts that help to produce the recordings.

Our voting members are spread among singers, producers, musicians, arrangers, songwriters, engineers and others who just don't listen from the outside. They are all knowledgeable insiders, those who participate creatively in the arts and sciences of recordings.

Some of the Academy's more conservative choices could in the past have been traced to not enough members from the contemporary recording scene. They are the ones who have complained most vocifer-

important people within our industry—key people like Mo Ostin—who, instead of merely complaining, would cooperate constructively with the Academy.

In fact, Mo's passionate pondering has spurred us into additional action. Perhaps we're not getting our message across to enough people. And so I have contacted some of the industry's leaders, including Mo, and asked them to join us in expanding our ongoing outreach program to bring into the Academy many of the performers and producers who so far have not graced our membership roles, but who are eligible to vote for the Grammys.

These are the people who have the necessary clout. They can do it, if they want to do it. They can help us broadcast the message that the Academy is anxious to expand; that, in addition to those members who already have devoted so much time and effort so unselfishly over the years, we welcome new blood and new ideas.

And they should assure one and all that ours is by no means an establishment-oriented organization. In fact, establishments, such as record companies, are not even eligible to join. Nor are many of their executives.

We are, instead, an organization of individuals of various tastes, talents and techniques, devoted to, among other things, recognition of artistic and scientific creativity within the field of recordings. We may not always agree on what is good and what is not so good. But it is just this diversity of opinion provided by a broad membership spectrum that gives us much of our strength.

So, to any of you doubters out there, we proclaim most enthusiastically: Join us and be heard! We will welcome you with open arms and hearts—and open ears too!



'The Academy is anxious to expand. We welcome new blood & new ideas'

Mike Melvoin, a recording artist, arranger and composer, is president of the National Academy of Recording Arts & Sciences.

tently been reminding our members to consider only quality, and not quantity of sales, when filling out their ballots. Sales *are not* our concern. They receive enough recognition through the RIAA with its gold and platinum awards. Nor is popularity our concern. That's recognized in other ways by other awards, many devoted primarily to rock music.

On the other hand, we are devoted to many kinds of recorded music. NARAS does not stand for National Academy of Rock And Sciences. Our Grammy Awards represent, in addition to rock, more traditional pop, jazz, country and classical music, rhythm & blues, gospel and many other styles, as well as the

ously about our results. But, let's face it, most members of the rock community are notoriously non-joiners and anti-establishment, and until recently have resisted invitations to join the Academy.

But that's beginning to change now. Our membership outreach program is now attracting more and more rock artists, composers and producers, and their input is beginning to be felt via the greater recognition of the rock community's efforts. What's more, as that recognition continues to increase, there's reason for us to expect an even greater response from the rock community.

That response could grow dramatically with more involvement by

Letters to the Editor

FOR THE RECORD

To set the record straight, I did not state at the recent Videotape Production Assn. seminar (Billboard, Feb. 23) that the economics of music video are a "farce."

One of the panelists used the word "farce," and I repeated his statement in order to ask the other panelists if they agreed with his as-

essment. As moderator, it wasn't my place to give personal opinions. My role was to elicit discussions and debate among panelists and the audience.

Jeffrey Peisch
Brooklyn, N.Y.

SOMETHING FOR EVERYONE

Robert Summer's commentary, "Safeguarding Free Expression"

(Feb. 16), is one of the best I've read.

In art or music, morality, like beauty, is in the eye (or ear) of the beholder. We buy and take home what we like; the rest is left on the shelf. But it's there for the next person, who likes something else. It's a great system; it's the only system.

D. Andra

Kan-D Land
Corsicana, Tex.

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

Billboard Offices:

New York 1515 Broadway N.Y. 10036 212 764-7300 telex 710 581-6279 cable Billboy NY	Los Angeles 9107 Wilshire Blvd. Beverly Hills, Calif. 90210 213 273-7040 telex 66-4969 cable Billboy LA
Nashville 14 Music Circle E. Tenn. 37203 615 748-8100	Washington, D.C. 733 15th St. N.W. D.C. 20005 202 783-3282
London 7 Carnaby St. W1V 1PG 01 439-9411	Tokyo 6-19-16, Jingumae Shibuya-ku, Tokyo 03 498-4641 telex J25735

Editorial

Editor-In-Chief: ADAM WHITE
Deputy Editor: Irv Lichtman
Executive Editor: Is Horowitz
Senior Editor: Peter Keepnews
International Editorial Director: Mike Hennessey
Special Issues Editor: Ed Ochs
Assistant Editor: Robyn Wells
Bureau Chiefs:
Sam Sutherland (Los Angeles), Kip Kirby (Nashville), Bill Holland (Washington)
Editors:
New York: Steven Dupler, Nelson George, Fred Goodman, Tony Seideman, Nancy Erlich, Kim Freeman (assistant editor), Linda Moleski (receptionist)
Los Angeles: Rollye Bornstein, Paul Grein, Earl Paige, John Sippel, Faye Zuckerman
Nashville: Edward Morris
London: Peter Jones

Charts & Research

Associate Publisher/Director of Research: MARTY FEELY
Director of Charts/Associate Publisher: Thomas Noonan
Country Chart Manager: Don Kamerer
Black Chart Manager: Mike Mongioli
Research Manager: JoDean Adams
New York: Harry Michel (supervisor), Ed Coakley, Rita Ferrence, Kathy Gillis, Eleanore Greenberg, Cathy Kaslow, Lillian McGuire, Max Parra, Sharon Russell, Debra Todd, Marc Zubatkin

Marketing & Sales

Director of Marketing & Sales: MILES T. KILLOCH
Director of Sales, Video/Sound Business: Ron Willman
Home Entertainment Manager: Diane Daou
Sales Administrator: Ron Carpenter
New York: Norm Berkowitz, Grace Whitney-Kolins, Jeff Serrette (classified)
Los Angeles: Marv Fisher, Christine Matuchek, Bill Moran
Nashville: John McCartney, Debra Millburn
London: Patrick Campbell
Tokyo: Hugh Nishikawa
Milan: Germano Ruscitto, 28-29-158
Hamburg: Hans-Moritz v. Frankenberg, (40) 271 3221
Paris: Ann-Marie Hounsfeld, 1-738-41-78
Sydney: Geoff Waller
Toronto: Frank Daller, (416) 964-1885

Production

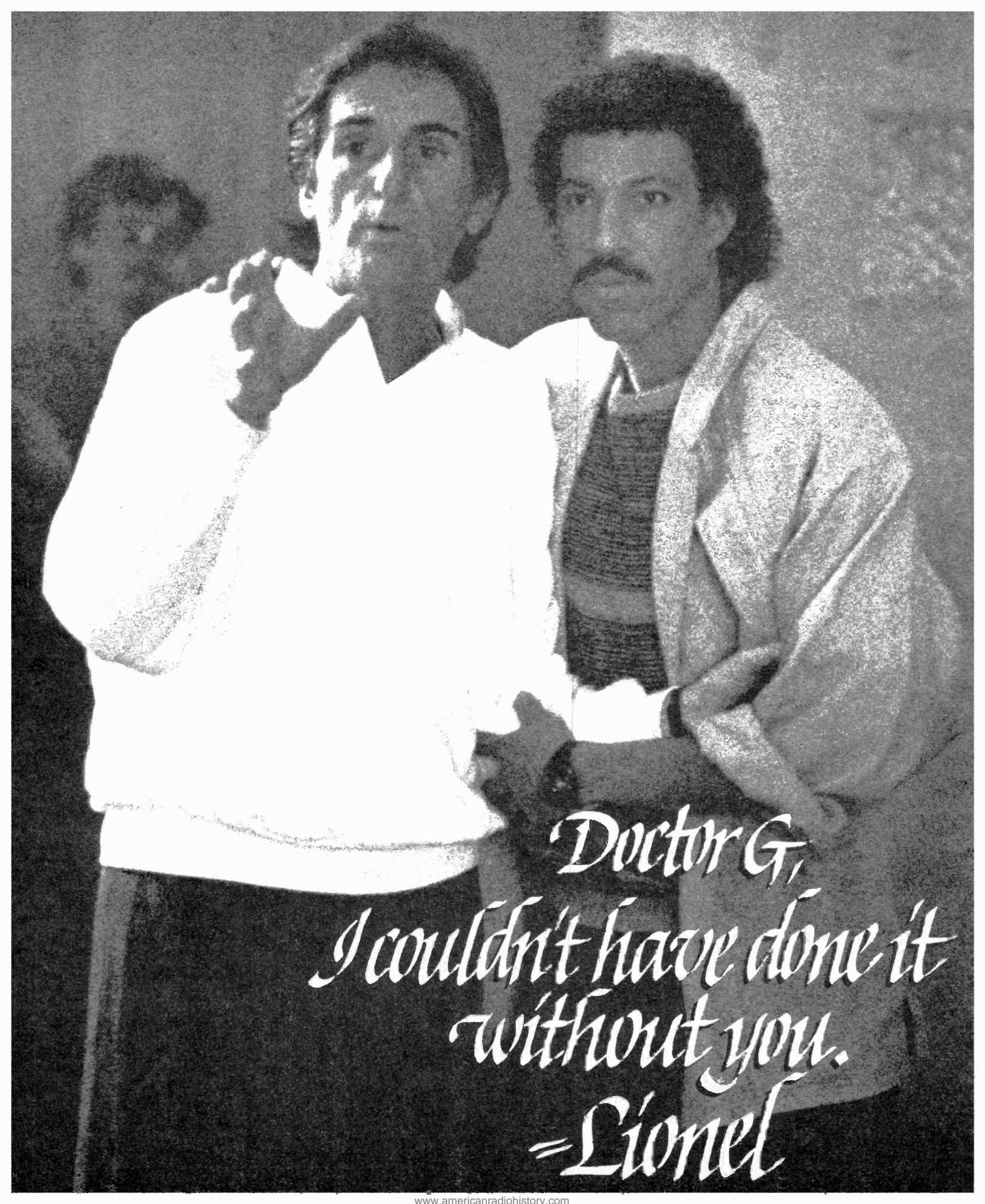
Corporate & Billboard Production Director: MARIE R. GOMBERT
Editorial Production Manager: Howard Levitt
Editorial Production Coordinator: Tina Wilkinson
Atex System Manager: Raymond H. Heitzman
Advertising Production Manager: John Wallace

Administration

Publisher: SAM HOLDSWORTH
Assistant to the Publisher: George T. Finley
Vice President & Executive Editorial Director: Lee Zhitto
Divisional Controller: Don O'Dell
Circulation: Rich Miller, Sandy Summer
License & Permissions Mgr: Georgina Challis
Directory Services Mgr: Leslie Shaver

Billboard Publications Inc.

President & Chief Executive Officer: GERALD S. HOBBS
Executive Vice Presidents: Sam Holdsworth, Jules Perel
Senior Vice President: Ann Haire
Vice Presidents: John B. Babcock, Paul Curran, William H. Evans, Martin R. Feely, Lee Zhitto
Managing Director, Billboard Ltd.: R. Michael Hennessey



*Doctor G,
I couldn't have done it
without you.
-Lionel*

Survey: Country Audience Is Large, Loyal, Upscale

NASHVILLE While it has long been thought that listeners to country radio stations are among the most loyal, a recent survey commissioned by McGavren Guild puts them just behind adult contemporary and ahead of top 40 listeners in such unexpected areas as those "who consider themselves style conscious, refined and broadminded."

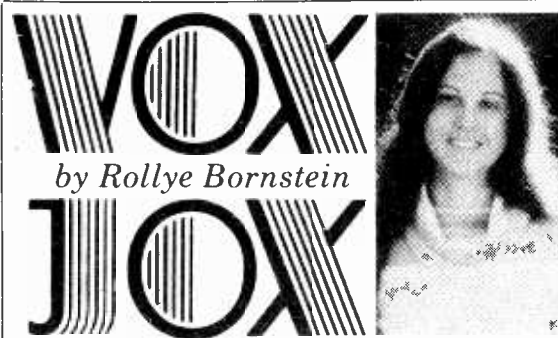
Prepared by McGavren Guild radio research manager Alan Gates, the survey also finds that 13.4% of all country listeners are college graduates, 15.2% work in managerial capacities, 11.9% earn more than \$50,000 annually, and country listeners rank second only to AC listeners among those who own their own homes.

Not only does this demographic represent the second largest audience of radio listeners—AC takes

the lead here, too—but being light readers and tv viewers, they are most likely to be influenced by the ads they hear on the radio.

Currently, country radio stations enjoy an average 10.7% share in the top 25 markets. Leading those metros in number of country outlets are Dallas and Denver with five each. Houston, San Diego and Phoenix each boast four.

The phenomenal growth picture from 1980-83 shows as many country listeners living in the city as in suburban locations. The South Atlantic region continues to lead in number of country outlets, though the greatest growth has occurred in markets traditionally non-country. Leading the pack in growth is New England, followed by the Middle Atlantic region and the West North Central.



THE PRICE WAS RIGHT, and so it is that Price Communications has grown by two. Bob Price has picked up Madison's WIBA-AM-FM from the soon-to-be-out-of-radio Des Moines Register & Tribune Co. The transaction gets him a 5 kw MOR AM at 1310 and a 50 kw AOR FM at 101.5. . . And now that Bill Gardner has joined Price's K-101 (separate story, this page), afternoons at San Diego's KLZZ are being filled by Mike Donovan, who hails from yet another George Johns-consulted station, Oklahoma City's KZBS.

What's a six-letter word that would make a normal man take leave of his senses? Allen B. Shaw spells it equity, and so it is he leaves the helm of the radio division of Winston-Salem-based Summit Communications to become executive vice president of Goldsboro, N.C.-based Beasley Broadcasting. Moving along with him is former Summit director of finance and administration Bruce Simel, who takes a different role than he did at Summit, since Sam Floyd continues to head the financial end of Beasley, which currently owns stations in Cleveland (urban WDMT), Philly (country WXTU) and Mobile (urban WBLX), among others. Shaw, who had been with ABC heading the FM group, will share in the acquisitions Beasley is planning to make shortly.

Back at Summit, KCNN/KXXY VP/GM William Kirkpatrick had packed his bags to transfer to that post at the company's newly acquired KCMO-AM-FM Kansas City. Instead, he'll be heading further east into Shaw's old executive VP/radio position.

Also leaving Winston-Salem is WKZL PD Steve Christian, who, as you'll recall, successfully took the station from AOR to top 40. Looks like he has the same plans in Memphis, where he takes over WZXR, replacing John Rivers, who left for KFOG.

If there was any doubt that AOR-formatted WCKO Ft. Lauderdale/Miami was headed for a top 40 direction when the WMXJ calls were applied for last month, put it to rest with the announcement that "Magic 102" will be programmed by WRVQ Richmond's Bob McNeill. The last time the "Magic" moniker was identified with top 40 in Miami, WMJX (formerly Bartell's WMYQ and Storer's WJHR) lost its license. Consultant Jeff Pollack assures us there will be no repeat performances, in spite of eerily close call letters.

GREAT TRAILS HAS REDUCED the staff and overhead of Dayton's WING/WTGZ by eight folks, mostly news and sales types, but also including GM Jack Porteous, who resigned. WING PD John King and WTGZ PD John Robertson remain.

Across town at WAVI/WDAO, recently acquired by Stoner, several changes are in the works, including the move of mainstay urban FM WDAO to the AM daytime at 1210, which abandons its longtime talk format and WAVI calls. The FM side, now live assist Churchill AC, becomes WWSN. Most of the Dayo staff remains intact in the move to AM, including PD Langford Stevens, while the FM approach is now programmed by Steve Gallagher, who comes in from crosstown WYMJ. Also joining from 'YMJ is the newly appointed VP/GM for both WDAO and WWSN, Alan Gray. . . Back at WYMJ, John Thompson is now VP/GM, while Al Carson transfers into the PD slot from co-owned KZFM, where assistant PD Meryl Ginsburg is upped to program director.

Another former WYMJ PD, Steve Gramzay, who is also a former WWWW and WCXI Detroit morning man, is back in the country arena doing afternoons and programming Denver's KLZ under operations manager Chuck Browning and national PD Art Wander.

A few changes in Atlanta, as the WSB-FM PD post is filled in-house by assistant John Kelly. Moving into

the assistantship is afternoon drive personality Kelly McCoy. . . Across town at WKLS, the waters are murky surrounding the departure of Allan Sneed. The PD is replaced in-house by Bill Wise, who comes back to 96 Rock, where he was promotion director before being upped to PD for co-owned WFBQ Indianapolis.

Down in Tampa, Jed Duvall is back in action with Jim Hilliard. The former WIBX Indianapolis programmer becomes operations manager for Tampa's WFLA-AM-FM following the departure of PD Ron Eric Taylor and GM Ken Clifford. Also returning to the market as GSM of WFLA-AM-FM is Metromedia vet Jim Smith. Both report to Hilliard.

Across town at WQYK, Rod Brosig's VP/GM slot has been filled in-house by KRBE-AM-FM Houston VP/GSM Bill Hill. Brosig, as you know, now owns Clearwater's WTAN.

Boston's WMEX is back courtesy of Greater Media, which recently took over WHUE-AM, changing the calls and programming to oldies. Expect it to sound like Los Angeles' KRLA, sort of. And yes, Arnie "Woo Woo" Ginsburg will be on board—at least for the kickoff at a local '50s club. KRZN Denver's Don Daniels comes in as PD, while back in Denver the new KRZN PD is morning man Chuck St. John.

OLDIES ARE ALSO EN ROUTE to Savannah, where SMN country outlet WKBX becomes solid gold WBMQ. . . Dwayne Dancer will concentrate on his KNOX Ft. Worth airshift, while Kelly McCann comes in as PD at the urban outlet. McCann, who had been programming Inner City's KSJL San Antonio, is replaced in-house by morning man Leo Vela.

Speaking of San Antonio, there's gold in those hills, too, as Mike McVay-consulted "Magic 105" KSMG,

Price Communications buys a Madison combo

owned by American Media, now sports an AC oldies approach managed by Jack Collins from crosstown KLLS, with longtime KBUC jock and more recently KTSA assistant PD Trey Ware at the programming helm.

It turned out to be right after all: Nancy Poole Leffler is indeed leaving KGLD/KWK. The long-time St. Louis GM has just hung out her own marketing consultancy shingle. . . Also into the consulting arena is former KCBQ San Diego PD Joe Patrick, who fills Jay Albright's shoes at Drake-Chenault.

The question has been answered. Greater Media's WMJC Detroit now does have a PD. He's former KIOA/KMGK Des Moines station manager Bill Roth. . . Across town at WOMC, Carey Carlson moves from late nights to afternoon drive.

Nighttime changes in Chicago have KOPA Phoenix's Dallas Kincaid now working for WLS-FM PD Dallas Cole (wanna bet a name change is in order here?) doing the 6-10 p.m. slot. . . New to that shift across town at B-96 (WBBM-FM) is WZUU Milwaukee's Tony "Wild Child" Hamilton.

Congratulations to one of our faves: Henry Keith Todd is upped to assistant PD at KUPL-AM-FM Portland! Across town at KRCK, the FM outlet, which abandoned AOR for classical, felt the more demure KYTE-FM calls were in order.

Todd Chase is back in action and Mike Novak is not. Chase comes into Tucson's AOR outlet, KLPX, while Novak exits Modesto's KOSO. . . Downstate in San Diego, Mike Preston gets the official nod as KS 103 (KSDO-FM) PD.

Former Kiss (WRKS New York) midday talent Charlie Burger now fills that slot across the river at Gerry Cagle's WAPP. . . Into the afternoon drive at Milwaukee's WISN goes Steve Wexler, after nine years across town at WTMJ/WKTI. . . Bill Weber moves from middays to evenings on WIP Philadelphia, as "Infotainment" comes to the 9-noon block.

Have you heard it was Ed Shane's research that convinced KILT to drop the KXAS calls in favor of KILT-FM Houston? Shane now consults the country combo. . . Or that L. David Moorhead has resigned as executive VP of All-Pro Broadcasting?

(Continued on page 21)

Gardner Filling K-101 Void

SAN FRANCISCO "In a market this competitive you can't rely strictly on music," says Jack McSorley, general manager of K-101 here. "We've been a contemporary station for over 20 years; have wonderful call letter recognition; probably the best signal west of the Mississippi; and we haven't done anything to alienate our audience."

"We're a good radio station. But we're not a great one yet. Something is missing, and I'm confident Bill Gardner can provide that element."

Gardner joins the Bob Price-owned station as program director and morning man from San Diego's KLZZ, where he did afternoons for the George Johns-programmed "Class" AC station. Johns now consults K-101 as well.

"We're not doing the 'Class' format here," emphasizes McSorley. "We're using George primarily as a sounding board."

Prior to joining KLZZ, Gardner did mornings for RKO's WFYR Chicago and programmed Orlando's BJ-105 (WBJW), where he also did mornings after working with Johns for several years as KVIL Dallas' midday personality.

"My goal is to make K-101 an involved, entertaining place," says McSorley, "and we're very close to that now. We've got some great promotions going on and intelligent personalities."

"There are a lot of good morning shows in San Francisco, but we're looking to Bill to bring us that element of fun without being silly."

KRAM/KITT Names Hanna Former Owner Takes Over as GM

LAS VEGAS "This is the fourth fastest growing market. It's a real boom town," says Bob Hanna, who has had two chances to evaluate Las Vegas, first as an absentee owner of KRAM here more than a decade ago, and now as general manager of that country station and its FM contemporary counterpart, KITT.

"It's no secret that Cole Industries [which bought KRAM from Hanna in 1976] has the stations up for sale," Hanna says. "My wife and I had moved here after 23 years in Dallas, and I was available to run the properties." Whether Hanna will continue in that role once the stations are sold remains to be seen, but ironically it might be Hanna who completes the transaction.

His experience in that area stems from his years running R.D. Hanna & Associates, a service-oriented company that ran the gamut from

engineering to brokerage. Among the properties he personally owned is Dallas AC mainstay KVIL.

"I sold my interest in what is now KKDA, and then was KPCN, a country station, in 1966 and bought KVIL-AM-FM in Highland Park for \$725,000," he recalls. "It was billing \$2,000 a month. I hired Ron Chapman, who had come off a successful syndicated tv show, 'Something Else,' a locally produced lip sync program."

"Some people felt he was overexposed in the market after his long run as part of the Charlie & Horgan team on KLIF. He became my VP of operations and morning man. We had a whole non-broadcast sales group—I wanted to train them my way so they wouldn't have any predetermined ideas about why we couldn't do it. One of them, Jerry

(Continued on page 71)

WESTWOOD ONE PRESENTS

ROGER WATERS LIVE IN CONCERT VIA SATELLITE

Get ready for some *Pros & Cons*
Plus Some Old Pink Floyd Stuff!
The evening of Thursday, March 28,
the Westwood One Radio Network
will proudly present an exclusive
concert by Pink Floyd kingpin
Roger Waters *live via satellite in*
digital Holophonic™ stereo (break
out your headphones!) from the
Radio City Music Hall in New York.
The reclusive Waters and his
seven-piece band are set to per-
form material spanning Pink Floyd's
history, plus songs from his debut
solo album, *The Pros & Cons Of*
Hitchhiking. The concert is one of
the early stops on Waters' mini-tour
of only 15 North American cities, so
don't let your listeners miss this
rare opportunity to hear one of
rock's truly enigmatic figures on-
stage—with your radio station pro-
viding the *ultimate* in sound! For
details and exclusivity in your
market, contact your Westwood
One representative now at
(213) 204-5000.



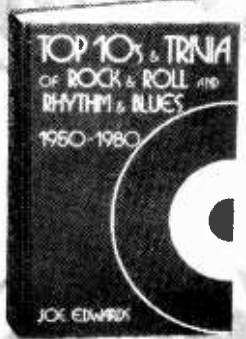
brought to you by

HONDA 

FOLLOW THE LEADER

FOR THE BIGGEST EVENTS ON RADIO, IT'S WESTWOOD ONE...AND ONLY!

35 YEARS OF POP, ROCK, AND RHYTHM AND BLUES!
SAVE 15% SPECIAL BOOK PLUS 1981, 1982, 1983 & 1984 SUPPLEMENTS ONLY \$49.95
 Prices includes shipping.
SINGLES AND ALBUMS POP AND SOUL ALL IN ONE BOOK!



Licensed by & Copyrighted by **BILLBOARD PUBLICATIONS**
 NOW IN EVERY STATE PLUS 46 FOREIGN COUNTRIES

TOP 10 SINGLES		TOP 10 ALBUMS	
1. I AM AFTER TIME	THE BEETLES	1. THE BEETLES	LET'S HEAR IT FOR THE BOY
2. LET'S HEAR IT FOR THE BOY	THE BEETLES	2. THE BEETLES	LET'S HEAR IT FOR THE BOY
3. I AM AFTER TIME	THE BEETLES	3. THE BEETLES	LET'S HEAR IT FOR THE BOY
4. I AM AFTER TIME	THE BEETLES	4. THE BEETLES	LET'S HEAR IT FOR THE BOY
5. I AM AFTER TIME	THE BEETLES	5. THE BEETLES	LET'S HEAR IT FOR THE BOY
6. I AM AFTER TIME	THE BEETLES	6. THE BEETLES	LET'S HEAR IT FOR THE BOY
7. I AM AFTER TIME	THE BEETLES	7. THE BEETLES	LET'S HEAR IT FOR THE BOY
8. I AM AFTER TIME	THE BEETLES	8. THE BEETLES	LET'S HEAR IT FOR THE BOY
9. I AM AFTER TIME	THE BEETLES	9. THE BEETLES	LET'S HEAR IT FOR THE BOY
10. I AM AFTER TIME	THE BEETLES	10. THE BEETLES	LET'S HEAR IT FOR THE BOY

52 MONTHLY AND ANNUAL CHARTS PER YEAR!!!
 (costs less than \$1.50/year)
PLUS 1400 Trivia questions & answers PLUS 6 indexes!! (you will find every artist and every song that made Billboard's weekly top 10 singles and top 5 albums (Artist, record title, record label & serial #, the year(s) each record made the Top 10 and if it made #1 are all included!!!)

BLUEBERRY HILL PUBLISHING
 Box 24170, St. Louis, MO 63130
 Please send me:
 • set(s) of TOP 10's & TRIVIA 1950-1984 at **\$49.95**
 • copy(ies) of TOP 10's & TRIVIA 1950-1980 at **\$35.00**
 • copy(ies) of 1981 SUPPLEMENT at **\$6.00**
 • copy(ies) of 1982 SUPPLEMENT at **\$6.00**
 • copy(ies) of 1983 SUPPLEMENT at **\$6.00**
 • copy(ies) of 1984 SUPPLEMENT at **\$6.00**

Check or money order must accompany order.
 Prices include shipping. Overseas orders that desire airmail please add \$21.00. (For supplement only add \$3.50). All payment in U.S. dollars only.

Gene Taylor To Program Commercial Shortwaver

OPELIKA, Ala. "We're going to try and present American radio in its best form so the world can learn more about this country without propaganda," says newly appointed NDxE executive VP/director of programming Gene Taylor.

Taylor, known best for his 11-year stint at Chicago's WLS, where he moved from air personality to PD to general manager, joins NDxE, America's second commercial shortwave license (the first is a simulcast of the Costellos' WRNO in New Orleans), later this year. Target air date for the megawatt facility owned by entrepreneur Dickson Norman is sometime this fall.

"It's been Dickson's dream to operate a commercial shortwave station that would strengthen the image of America through quality programming," says Taylor, who admits he is just learning about the shortwave medium. "I was amazed at the number of sets sold in this country alone."

Looking initially at PI (per inquiry) advertising as a source of revenue, Taylor plans to differentiate the facility from other shortwave outlets with consistent programming. "I don't hear what I technically call 'long-form' programming," he says. "Most shows don't last longer than an hour and are very different from the show before them or after them."

While realizing the nature of shortwave is such that the station will change frequencies every few hours and is unable to cover a location continuously, Taylor nonetheless is seeking a unified format ap-

proach. "We'll be appealing to adults with a top 40/pop adult sound," he says, "and we'll be having regular four-hour jock shifts. Of course, we'll also be doing some specialized programming, such as carrying sporting events or top 40 countdowns, but basically we'll be a pop adult station."

Recognizing that news is the mainstay of most such outlets, Taylor plans for "five-minute" casts. We won't be ignoring a strong news commitment, but we feel that many stations such as the Voice Of America are well serving the market with in-depth reports."

Taylor, who is currently preparing for a return trip to Chicago for a reunion of the numerous infamous top 40 personalities who once adorned the legendary WCFL and WLS, is also in the process of seeking personalities. "I'd love to discuss the opportunities with anyone who has an interest," he says. "I can be reached at (714) 661-7463, and I can tell you it's an unusual opportunity."



Hit Harvest. San Diego's Beat Farmers preview tracks from their Rhino debut "Tales Of The New West" during a KGB-FM-sponsored concert at San Diego's Bacchanal club. Standing from left are the group's Rollie Dexter, Jerry Raney and Country Dick, KGB air talent Jim McInnes, Farmer Buddy Blue, Rhino's Rich Schmidt, and the station's music director Ted Edwards.

Washington Roundup

BY BILL HOLLAND

FCC CHAIRMAN MARK FOWLER was on the Hill this past week, testifying before the House Appropriations Committee. He estimated the FCC's fiscal 1986 budget at \$92,285,000, a decrease of \$1.326 million from fiscal 1985's appropriations—and that includes a pay sup-

plemental of \$1.8 million. No wonder Fowler, who just recently celebrated his first four years on the job, has been toasted as having accomplished more in the job than any chariman in recent memory.

GETTING OUT WHILE THE GOING IS GOOD—that's the word from FCC Commissioner Henry M. Rivera's office. Rivera, who joined the Commission way back in 1981, is "considering his options right now," a discreet way of saying he's thinking of retiring this spring before his term expires in 1987. If he does, perhaps Chairman Fowler will think twice before he continues to consider also taking an early exit amidst all the kudos; he could have a hand in picking a successor who might have a more Fowlesque philosophy. Also, it looks like the White House will okay the reappointment of Commissioner Patrick Dennis, whose interim term expires in June.

NAB IS FACING A BIG FIGHT—and it isn't just the ongoing campaign to ban beer and wine ads from the airwaves. This one's the Hearnshagler fight, which is taking place at the same time as the NAB's annual convention in Las Vegas, April 14-17. With between 65,000 and 70,000 attendees at 30-plus hotels, the NAB is understandably edgy that some rooms might be given to the 25,000 coming to town for the fight. So a team of NAB staffers has flown to Vegas with proposals for the hotel owners—agreements that no one will be "walked," as hoteliers put it. If by chance any are, they might be recompensed with a free night at the hotel or \$100 in poker chips. Let's assume that no one will lose a room and then the \$100.

LOOK FOR AM DAYTIMERS to receive a preference in the ongoing

Docket 80-90 at the FCC that will open up the FM dial to hundreds of new stations. Not an absolute preference, the Commission now says, but enough to give them an advantage.

ALCOHOL MISUSE and drunk driving are the subjects of NAB's national campaign, and phase two is "Operation Prom/Graduation." NAB is asking broadcasters to take the lead in approaching high school councils to organize non-alcoholic and drug-free events around graduation time, including a teenage pledge program.

THE NRBA GOT TOUGH at its board of directors meeting Feb. 22 and has decided to label the beer and ad ban advocates "prohibitionists." The organization also pulled out some surprising Arbitron radio figures that challenge the notion that the beer commercials on sports programs are sopping the minds of youth. The figures show that 80.2% of radio sports program audiences are 25-plus, and that such programs are only heard by 1.1% of teens.

BROADCASTERS GOT A HELPING HAND from the AFL-CIO last week when that federation, 13.7 million members strong, announced it is opposed to any proposals to abolish radio-television advertising of alcoholic beverages and to require mandatory counter-advertising.

THE WOOK-FM LICENSE RENEWAL decision by the FCC in January has been appealed. The Hispanic Broadcasting Corp. has appealed the decision to the U.S. Court of Appeals for D.C. The Commission reversed a 1983 Review Board decision and granted renewal to the station, now WDJY.

Chicago's WAGO Switches Outlet Now AOR-Formatted WCKG

CHICAGO Listeners here who tuned their radios to G-106 FM on Sunday, March 3, went to bed hearing WAGO. But when they woke the next morning, it was an unannounced newcomer: AOR-formatted WCKG.

Ever since the recent format switch of Doubleday's WMET from AOR to AC, it had been speculated that Cox Communications' WAGO (G-106), low man on the top 40 totem pole, would move to AOR programming. The unheralded overnight format and call switch, however, caught Chicago unawares.

"We wanted to surprise the market," says exiting program director Jan Jeffries. "We spent the weekend dubbing music and changing the computer. We signed off at midnight for maintenance, and signed on at 5:30 a.m. as WCKG." Burkhardt Abrams is now consulting the station, implementing the "Super-Stars II" format.

Jeffries says he'll be staying on at WCKG as program director for a couple of weeks until the transition is complete.

Station executives had been discussing the AOR move "for a month or so," according to Jeffries. Despite G-106's disappointing 1.9 share

in the last Arbitrons, he says, "We liked the sound of the station, and we've been making slow but sure progress." The move was prompted, Jeffries says, by Chicago's crowded top 40 market as well as the AOR void left by WMET.

"It was a business decision," confirms general manager Marc Morgan. "Jan did an excellent job, and deserved a lot of credit. But, as in any major market, it was a question of how many stations with the same format a market can bear."

WAGO debuted last April, three months after Cox bought jazz station WXFM from Robert Victor. It joined established top 40 outlets WLS-AM-FM, WBBM-FM and WKQX. The new format should put WCKG head-to-head with existing AOR stations WLUP and WXRT.

General manager Morgan confirms that "there are no plans at the moment to change air staff." Announcers include veteran Chicago personality John Landecker from 5:30 to 10 a.m., production director Bill Towery (taking over from Jeffries) 10-noon, Sam Derrence noon-4 p.m., John Monds 4-8 p.m., Mike Kelley 8-midnight, and Chris Meadows midnight-5:30 a.m.

MOIRA McCORMICK

WESTWOOD ONE PRESENTS

BRYAN **A**DAMS **IN CONCERT**

Get reckless with Bryan Adams the weekend of March 16, when more than 450 Westwood One Radio Network affiliates throughout North America proudly present an exclusive concert starring Canada's premier rock & roller. Recorded by Westwood One's mobile studios in front of a wild SRO crowd at the famed Hollywood Palladium, this exciting 90-minute performance features Bryan and his four-piece band delivering the hottest tracks from his four solo albums including "Cuts Like A Knife," "Straight From The Heart," "Run To You," "It's Only Love," "Kids Wanna Rock" and the latest hit single from his smash *Reckless* LP, "Somebody." Don't miss this **Superstar Concert Series** exclusive from the network that brings you exclusive concerts by superstars like Fat Benatar, Stevie Nicks, Billy Squier, Journey and The Cars all year long!

brought to you by



and

HONDA 
FOLLOW THE LEADER



FOR THE BIGGEST EVENTS ON RADIO, IT'S WESTWOOD ONE...AND ONLY!

RADIO MOST ADDED

RETAIL BREAKOUTS



NATIONAL

191 REPORTERS

NEW TOTAL
ADDS ON

126 131
105 105
79 79
72 72
68 72

FOREIGNER THAT WAS YESTERDAY ATLANTIC
DARYL HALL & JOHN OATES SOME THINGS ARE BETTER LEFT UNSAID RCA
POWER STATION SOME LIKE IT HOT CAPITOL
TOM PETTY DON'T COME AROUND HERE NO MORE MCA
JOHN FOGERTY ROCK AND ROLL GIRLS WARNER BROS.

NATIONAL

190 REPORTERS

NUMBER
REPORTING

ALAN PARSONS PROJECT LET'S TALK ABOUT ME ARISTA 36
MADONNA CRAZY FOR YOU GEFREN 32
SIMPLE MINDS DON'T YOU (FORGET ABOUT ME) A&M 29
GREG KIHN LUCKY EMI-AMERICA 23
PATTI LABELLE NEW ATTITUDE MCA 21

REGION 1

CT,MA,ME,NY State,RI,VT

WZDN Bangor, ME
WIGY Bath, ME
WHTT Boston, MA
WXKS-FM (KISS) Boston, MA
WBEN-FM Buffalo, NY
WNYS Buffalo, NY
WPHD Buffalo, NY
WKPE Cape Cod, MS
WERZ Exeter, NH
WKSS (Kiss) Hartford, CT
WTIC-FM Hartford, CT
WKCI (KC-101) New Haven, CT
WJBO Portland, ME
WSPK Poughkeepsie, NY
WPRO-FM Providence, RI
WMJQ Rochester, NY
WPXY Rochester, NY
WGFN Schenectady, NY
WFLY Troy/Albany, NY
WRCK Utica/Rome, NY

REGION 3

FL,GA,NC,SC,East TN,VA

WISE Asheville, NC
WQXI-FM (94-Q) Atlanta, GA
WZGC (Z-93) Atlanta, GA
WBBQ-FM Augusta, GA
WSSX Charleston, SC
WBCY Charlotte, NC
WROQ Charlotte, NC
WNDK-FM Columbia, SC
WNKS (Kiss) Columbus, GA
WNFI (I-100) Daytona Beach, FL
WDCG (G-105) Durham/Raleigh, NC
WQSM Fayetteville, NC
WANS Greenville, SC
WOKI Knoxville, TN
WHYI (Y-100) Miami, FL
WINZ-FM (I-95) Miami, FL
WKZQ-FM Myrtle Beach, SC
WYAV (Wave 104) Myrtle Beach, SC
WNVZ Norfolk, VA
WBJW Orlando, FL
WRVQ (Q-94) Richmond, VA
WXLK (K-92) Roanoke, VA
WZAT (Z-102) Savannah, GA
WRBQ (Q-105) Tampa, FL
WMGG Tampa Bay, FL
WZNE (Z-98) Tampa Bay, FL
WSEZ Winston-Salem, NC

REGION 6

AL,AR,LA,MS,West TN,TX

KHFI Austin, TX
WQID Biloxi, MS
WKXX (KXX-106) Birmingham, AL
KAFM Dallas, TX
KEGL Dallas, TX
KTKS (Kiss-FM) Dallas, TX
KAMZ El Paso, TX
KSET El Paso, TX
KISR Fort Smith, AR
WQEN (Q-104) Gadsden, AL
KKBQ (93-FM) Houston, TX
KMJQ (Magic 102) Houston, TX
KRBE-FM Houston, TX
WTYX Jackson, MS
KKYK Little Rock, AR
KBFM McAllen-Brownsv, TX
WMC-FM (FM-100) Memphis, TN
WJDD (Q-101) Meridian, MS
WABB-FM Mobile, AL
WHYI-FM Montgomery, AL
WWKX (KX-104) Nashville, TN
WZKS (Kiss) Nashville, TN
WEZB (B-97) New Orleans, LA
WQUE-FM New Orleans, LA
KITY San Antonio, TX
KTFM San Antonio, TX
KWTX-FM Waco, TX

REGION 1

CT,MA,ME,NY State,RI,VT

Bee Gee Dist. Latham, NY
Buffalo Enterprises 1-Stop Buffalo, NY
Cambridge 1-Stop Framingham, MA
Cavages Dewitt, NY
Central Record & Tape S.Windsor, CT
Cutler's New Haven, CT
Dicks One Stop Dedham, MA
Discount Records Cambridge, MA
Easy Records 1-Stop N.Quincy, MA
Everett Music Everett, MA
Good Vibrations Boston, MA
House of Guitars Rochester, NY
Music Suppliers One-Stop Needham, MA
Northeast 1-Stop Troy, NY
Peters 1-Stop Norwood, MA
Record Giant Utica, NY
Record Theater Buffalo, NY
Rhody's Warwick, RI
Trans-World 1-Stop Latham, NY

REGION 3

FL,GA,NC,SC,East TN,VA

Album Den Richmond, VA
Bibb One Stop Charlotte, NC
Camelot Atlanta, GA
Cavages Dewitt, NY
Camelot Charlotte, NC
Camelot Daytona Beach, FL
Camelot Winston-Salem, NC
Coconuts Atlanta, GA
Coconuts Jacksonville, FL
Jerry Bassin's 1-Stop N.Miami Beach, FL
Nova Records 1-Stop Norcross, GA
One Stop Atlanta, GA
Oz Records Stone Mountain, GA
Peaches Clearwater, FL
Peaches Greensboro, NC
Peaches Richmond, VA
Peaches Ft. Lauderdale, FL
Q Records Miami, FL
RPM Associates Fairfax, VA
Record Bar Savannah, GA
Record Bar Durham, NC
Sounds Familiar Columbia, SC
Specs Miami, FL
Starship Records Savannah, GA
Tara Records 1-Stop Atlanta, GA
Tidewater One-Stop Norfolk, VA
Tracks Records Norfolk, VA

REGION 6

AL,AR,LA,MS,West TN,TX

Camelot N.Richland Hills, TX
Camelot Little Rock, AR
Camelot Plano, TX
Central-South One-Stop Nashville, TN
Disc Records El Paso, TX
Discount Records Nashville, TN
H.W. Daily Houston, TX
Hastings Arlington, TX
Hastings Austin, TX
Hastings Houston, TX
Hastings San Antonio, TX
Hastings Tyler, TX
Melody Shop Dallas, TX
Music City One-Stop Nashville, TN
Musiciand Birmingham, AL
Peaches Memphis, TN
Poplar Tunes Memphis, TN
Star Records El Paso, TX
Sunbelt Music 1-Stop Dallas, TX
Texas Tapes & Records Houston, TX
Western Merch. Dne Stop Houston, TX
Wherehouse Metairie, LA

REGION 2

DE,D.C.,MD,NJ,NY Metro,PA,WV

WQQQ (Q-100) Allentown, PA
WFBG Altoona, PA
WJLK-FM Asbury Park, NJ
WBSB (B-104) Baltimore, MD
WMAR-FM Baltimore, MD
WVSR Charleston, WV
WZYQ (Z-104) Frederick, MD
WKEE Huntington, WV
WBLI Long Island, NY
WAPP New York, NY
WHTZ (Z-100) New York, NY
WKTU New York, NY
WPLF New York, NY
WKHI Ocean City, MD
WCAU-FM Philadelphia, PA
WUSL Philadelphia, PA
WZGO (Z-106) Philadelphia, PA
WBZZ (B-94) Pittsburgh, PA
WHTX Pittsburgh, PA
WPST Trenton, NJ
WAVA Washington, DC
WRQX (Q-107) Washington, DC
WOMP-FM Wheeling, WV
WILK Wilkes-Barre, PA
WKRZ Wilkes-Barre, PA
WHTF York, PA
WYCR York/Hanover, PA

REGION 4

IL,IN,KY,MI,OH,WI

WKDD Akron, OH
WBWB Bloomington, IN
WCIL-FM Carbondale, IL
WBBM-FM (B-96) Chicago, IL
WGCI-FM Chicago, IL
WLS-AM Chicago, IL
WLS-FM Chicago, IL
WKRQ (Q-102) Cincinnati, OH
WGCL Cleveland, OH
WMMS Cleveland, OH
WVGT-FM (92X) Columbus, OH
WCZY Detroit, MI
WHYT Detroit, MI
WSTO Evansville, KY
WNAP Indianapolis, IN
WZPL Indianapolis, IN
WVIC Lansing, MI
WZEE Madison, WI
WKTI Milwaukee, WI
WZUU Milwaukee, WI
WKZW (KZ-93) Peoria, IL
WRKR Racine, WI
WZOK Rockford, IL
WSPT Stevens Point, WI
WHOT-FM Youngstown, OH

REGION 7

AZ,Southern CA,CO,HI,Southern NV,NM,UT

KKXX Bakersfield, CA
KIMN Denver, CO
KOAQ (Q-103) Denver, CO
KPKE Denver, CO
KRXY-FM (Y-108) Denver, CO
KLUC Las Vegas, NV
KIIS Los Angeles, CA
KHHR Los Angeles, CA
KCAQ (Q-105) Oxnard, CA
KOPA Phoenix, AZ
KZZP Phoenix, AZ
KFMY Provo, UT
KDZA Pueblo, CO
KRSP Salt Lake City, UT
KSDO-FM(KS 103) San Diego, CA
XHITZ San Diego, CA
XISTI Santa Barbara, CA
KHYT Tucson, AZ
KRQQ Tucson, AZ

REGION 2

DE,D.C.,MD,NJ,NY Metro,PA,WV

A-1 One Stop New York, NY
All-Service One-Stop Union, NJ
Alpha Rack New York, NY
Benei Dist. Bronx, NY
C&M 1-Stop Hyattsville, MD
Eastern One-Stop Philadelphia, PA
Elroy Enterprises Roslyn, NY
Gallery of Sound Wilkes-Barre, PA
Harmony Music Bronx, NY
J&R Music World New York, NY
JEK Enterprises Baltimore, MD
Kemp Mill Beltsville, MD
Mobile One-Stop Pittsburgh, PA
Music Factory Brooklyn, NY
Musical Sales 1-Stop Baltimore, MD
Musciend Edison, NJ
National Record Mart Pittsburgh, PA
Oasis Bethel Park, PA
Oasis Pittsburgh, PA
Peaches Rockville, MD
Record & Tape Ltd. Washington, DC
Record Bar Morgantown, WV
Richmond Bros. 1-Stop Pennsauken, NJ
Sam Goody Masapequa, NY
Sam Goody Baltimore, MD
Seasons Four Records Hyattsville, MD
Shulman Rec. Co. Cinnaminson, NJ
Tape King One Stop Hillside, NJ
The Wiz Brooklyn, NY
Tower New York, NY
Universal One-Stop Philadelphia, PA
Waxie Maxie Washington, DC
Wee Three Philadelphia, PA
Win 1-Stop Long Island City, NY

REGION 4

IL,IN,KY,MI,OH,WI

Ambat Rec Theater Cincinnati, OH
Angot 1-Stop Detroit, MI
Buzzard's Nest Columbus, OH
Camelot N. Canton, OH
Centra Columbus, OH
Filpside Records Arlington Heights, IL
Gemini One Stop Cleveland, OH
HarmonyHouseRecords&Tapes Troy, MI
Laury's Records Des Plaines, IL
Mainstream Records Milwaukee, WI
Martin & Snyder Dearborn, MI
Musiciand Norridge, IL
Northern Record 1-Stop Cleveland, OH
Oranges Chicago, IL
Peaches Cincinnati, OH
Radio Doctors Milwaukee, WI
Rapid Sales Madison, WI
Record City Skokie, IL
Record Works Belleville Park, IL
Rose Records Chicago, IL
Scott's 1-Stop Indianapolis, IN
Sound Video One Stop Niles, IL
The Record Store Chicago, IL
Vinyl Vendors Kalamazoo, MI
Wax Works Owensboro, KY

REGION 7

AZ,Southern CA,CO,HI,Southern NV,NM,UT

Abbey Road One Stop Santa Ana, CA
Alta One-Stop/West. Merch. Salt Lake City, UT
Associated One-Stop Phoenix, AZ
Canterbury's Pasadena, CA
Circles Records Phoenix, AZ
Dan-Jay Denver, CO
Licorice Pizza Glendale, CA
Licorice Pizza San Diego, CA
Lovell's Whittier, CA
Middle Earth Downey, CA
Music Box Fullerton, CA
Musiciand Murray, UT
Odyssey Records Las Vegas, NV
Peer Records Anaheim, CA
Record Bar Colorado Springs, CO
Record Bar Salt Lake City, UT
Record Retreat Los Angeles, CA
Show Industries Los Angeles, CA
Sound Barrier Tucson, AZ
Tower West Covina, CA
Tower Anaheim, CA
Tower Las Vegas, NV
Tower Los Angeles, CA
Tower El Cajon, CA
Tower Panorama City, CA
Tower San Diego, CA
Tower San Diego, CA
Tower Sherman Oaks, CA
Tower Tempe, AZ
Wherehouse Gardena, CA
Wherehouse Mission Valley, CA

REGION 5

IA,KS,MN,MO,NE,ND,OK,SD

KFYR Bismarck, ND
KFMZ Columbia, MO
KIHK Davenport, IA
WDAY-FM (Y-94) Fargo, ND
KKXL-FM Grand Forks, ND
KRNA Iowa City, IA
KBEQ (Q-104) Kansas City, MO
KZZC (ZZ-99) Kansas City, KS
KDWB-AM Minneapolis, MN
KDWB-FM Minneapolis, MN
WLOL Minneapolis, MN
KJYO (KJ-103) Oklahoma City, OK
KQKQ Omaha, NE
KKLS-FM Rapid City, SD
KKRC Sioux Falls, SD
KWK St. Louis, MO
KHTR St. Louis, MO
KDVV Topeka, KS
KAYI Tulsa, OK
KFMW Waterloo, IA
KEYN-FM Wichita, KS

REGION 8

AK,Northern CA,ID,MT,Northern NV,OR,WA,WY

KYYA Billings, MT
KIYS Boise, ID
KTRS Casper, WY
KMGX Fresno, CA
KYNO-FM Fresno, CA
KGHO Hoquiam, WA
KOZE Lewiston, ID
KHOP Modesto, CA
KOSO Modesto, CA
KKRZ (Z-100) Portland, OR
KMJK Portland, OR
KPOP Sacramento, CA
KSFM Sacramento, CA
KWOD Sacramento, CA
KSKD Salem, OR
KITS San Francisco, CA
KMEL San Francisco, CA
KSOL San Francisco, CA
KEZR San Jose, CA
KWSS San Jose, CA
KSly San Luis Obispo, CA
KPLZ Seattle, WA
KUBE Seattle, WA
KNBQ Tacoma, WA

REGION 5

IA,KS,MN,MO,NE,ND,OK,SD

Brown Bros. One-Stop Minneapolis, MN
CML-One Stop St. Louis, MO
Camelot Wichita, KS
Dart One-Stop Minneapolis, MN
Great American Music Minneapolis, MN
Hastings Lawton, OK
Music Vision St. Ann, MO
Musiciand Minneapolis, MN
Musiciand St. Louis, MO
Musiciand Minneapolis, MN
Record Bar Cedar Rapids, IA
Record Bar Norman, OK
Streetside Records St. Louis, MO
The Record Shop Edina, MN

REGION 8

AK,Northern CA,ID,MT,Northern NV,OR,WA,WY

Budget Boise, ID
Budget Cheyenne, WY
Dan-Jay One Stop Tuilwila, WA
Eli's Record & Tape Spokane, WA
Eucalyptus Records Napa, CA
Leopold's Berkeley, CA
Music People's 1-Stop Oakland, CA
Musiciand Billings, MT
Musiciand San Jose, CA
Peaches Seattle, WA
Rainbow One-Stop San Francisco, CA
Sea-Port 1-Stop Portland, OR
Tower Campbell, CA
Tower Concord, CA
Tower Sacramento, CA
Tower Portland, OR
Tower San Francisco, CA
Tower Seattle, WA
Westgate Records Boise, ID

A weekly national indicator of the five most added records on the radio stations reporting to Billboard's Hot 100 chart. The stations in each region represent the entire panel in that region, not just those which have added the records listed.

A weekly national indicator of "breakout" singles, i.e., those with significant future sales potential based on initial market reaction. These records are not yet on the top 30 lists of the retailers and one-stops reporting to Billboard's Hot 100 chart. The outlets in each region represent the entire panel in that region, not just those which are reporting the records listed.

THE ASCAP SWEEP CONTINUES

ASCAP MEMBERS CAPTURE ALL 7 GRAMMYS FOR SONGWRITING



BEST CAST SHOW ALBUM
"SUNDAY IN THE PARK WITH GEORGE"
Stephen Sondheim



BEST CLASSICAL COMPOSITION
"ANTHONY AND CLEOPATRA"
Samuel Barber



SONG OF THE YEAR
"WHAT'S LOVE GOT TO DO WITH IT"
Terry Britten (PRS)*



BEST INSTRUMENTAL COMPOSITION
"THE NATURAL"
Randy Newman



BEST RHYTHM & BLUES SONG
"I FEEL FOR YOU"
Prince



BEST ALBUM OR ORIGINAL SCORE WRITTEN FOR A MOTION PICTURE OR A TELEVISION SERIES
"PURPLE RAIN"
Prince and The Revolution, John L. Nelson, Lisa & Wendy



BEST COUNTRY SONG
"CITY OF NEW ORLEANS"
Steve Goodman

ascap
American Society of Composers, Authors & Publishers

HOT ADULT CONTEMPORARY

Compiled from a national sample of radio playlists.					
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	2	2	8	TOO LATE FOR GOODBYES ATLANTIC 7-89589	1 week at No. One ♦ JULIAN LENNON
2	1	1	13	CARELESS WHISPER COLUMBIA 38-04691	♦ WHAM FEATURING GEORGE MICHAEL
3	3	6	9	KEEPING THE FAITH COLUMBIA 38-04681	♦ BILLY JOEL
4	4	7	8	CAN'T FIGHT THIS FEELING EPIC 34-04713	♦ REO SPEEDWAGON
5	6	9	5	ONE MORE NIGHT ATLANTIC 7-89588	♦ PHIL COLLINS
6	5	5	9	CRAZY RCA 13975	♦ KENNY ROGERS
7	9	10	8	NIGHTSHIFT MOTOWN 1773	♦ COMMODORES
8	7	4	16	MISSING YOU RCA 13966	♦ DIANA ROSS
9	8	8	14	I WANT TO KNOW WHAT LOVE IS ATLANTIC 7-89596	♦ FOREIGNER
10	13	17	7	I WANNA HEAR IT FROM YOUR LIPS GEFEN 7-29118/WARNER BROS	♦ ERIC CARMEN
11	12	13	8	TIME DON'T RUN OUT ON ME CAPITOL 5436	ANNE MURRAY
12	14	19	7	FINDER OF LOST LOVES ARISTA 1-9281	DIONNE WARWICK AND GLENN JONES
13	15	28	3	RHYTHM OF THE NIGHT GORDY 1770/MOTOWN	♦ DEBARGE
14	25	29	3	YOU SEND ME COLUMBIA 38-04754	THE MANHATTANS
15	10	3	16	FOOLISH HEART COLUMBIA 38-04693	♦ STEVE PERRY
16	11	11	17	YOU'RE THE INSPIRATION FULL MOON WARNER BROS. 7-29126	♦ CHICAGO
17	22	26	4	DON'T CALL IT LOVE RCA 13987	DOLLY PARTON
18	32	—	2	EMOTION COLUMBIA 38-04707	♦ BARBRA STREISAND
19	30	—	2	I'M ON FIRE COLUMBIA 38-04772	BRUCE SPRINGSTEEN
20	16	15	9	EASY LOVER COLUMBIA 38-04679	♦ PHILIP BAILEY WITH PHIL COLLINS
21	18	18	9	METHOD OF MODERN LOVE RCA 13970	♦ DARYL HALL & JOHN OATES
22	NEW	—	—	CRAZY FOR YOU GEFEN 7-20051/WARNER BROS	♦ MADONNA
23	24	30	7	NEUTRON DANCE PLANET 13951/RCA	♦ POINTER SISTERS
24	26	27	4	UNDER THE CLOCK ARISTA 1-9304	♦ JANEY STREET
25	17	14	15	IN NEON GEFEN 7-29111/WARNER BROS	♦ ELTON JOHN
26	31	36	3	SECOND NATURE MCA 52519	♦ DAN HARTMAN
27	19	12	19	ALL I NEED QWEST 7-29238/WARNER BROS	JACK WAGNER
28	23	21	16	LOVE LIGHT IN FLIGHT MOTOWN 1769	♦ STEVIE WONDER
29	29	39	5	CALIFORNIA GIRLS WARNER BROS. 7-29102	♦ DAVID LEE ROTH
30	21	20	14	MAKE NO MISTAKE, HE'S MINE COLUMBIA 38-04695	BARBRA STREISAND WITH KIM CARNES
31	20	16	13	20/20 WARNER BROS. 7-29120	♦ GEORGE BENSON
32	NEW	—	—	SMOOTH OPERATOR PORTRAIT 37-04807/EPIC	♦ SADE
33	NEW	—	—	WHEN I FALL IN LOVE ASYLUM 7-69653/ELEKTRA	LINDA RONSTADT
34	34	37	5	SOLID CAPITOL 5397	♦ ASHFORD AND SIMPSON
35	28	22	21	DO WHAT YOU DO ARISTA 1-9279	♦ JERMAINE JACKSON
36	37	38	5	THE HEAT IS ON MCA 52512	♦ GLENN FREY
37	40	40	7	PRIVATE DANCER CAPITOL 5433	♦ TINA TURNER
38	38	—	2	WHY CAN'T I HAVE YOU ELEKTRA 7-69657	♦ THE CARS
39	39	—	2	AT LAST YOU'RE MINE PRIVATE 14-04736/EPIC	CHERYL LYNN
40	NEW	—	—	LET'S GIVE A LITTLE MORE THIS TIME A&M 2706	SERGIO MENDES

○ Products with the greatest airplay this week. ♦ Video clip availability. ● Recording Industry Assn. Of America (RIAA) seal for sales of 500,000 units. ▲ RIAA seal for sales of one million units.

ADULT CONTEMPORARY MOST ADDED

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

81 REPORTERS	NEW ADDS	TOTAL ON
MADONNA	19	36
CRAZY FOR YOU		
SADE	21	21
SMOOTH OPERATOR		
THE MANHATTANS	16	53
YOU SEND ME		
BARBRA STREISAND	14	39
EMOTION		
BRUCE SPRINGSTEEN	11	39
I'M ON FIRE		

- WSKY Asheville, NC
- WRMM Atlanta, GA
- WSB-AM Atlanta, GA
- KEYI Austin, TX
- WBAL Baltimore, MD
- WFBR Baltimore, MD
- WJBC Bloomington, IL
- KBOI Boise, ID
- WBEN-AM Buffalo, NY
- WGR Buffalo, NY
- KTWO Casper, WY
- WVAF Charleston, WV
- WBT Charlotte, NC
- WCLR Chicago, IL
- WYEN Chicago, IL
- WKRC Cincinnati, OH
- WLLT Cincinnati, OH
- WLTF Cleveland, OH
- WMJI Cleveland, OH
- WIS Columbia, SC
- WTVN Columbus, OH
- KMGC Dallas, TX
- WLAD Danbury, CT
- WHIO-AM Dayton, OH
- KHOW Denver, CO
- KRNT Des Moines, IA
- WOMC Detroit, MI
- WRIE Erie, PA
- WEIM Fitchburg, MA
- WTIC-AM Hartford, CT
- WENS Indianapolis, IN
- WSLI Jackson, MS
- WIVY Jacksonville, FL
- KLSI Kansas City, MO
- KUDL Kansas City, KS
- KMJJ Las Vegas, NV
- KMGG Los Angeles, CA
- KOST Los Angeles, CA
- WHAS Louisville, KY
- WRKA Louisville, KY
- WMAZ Macon, GA
- WIBA Madison, WI
- WRVR Memphis, TN
- WAIA Miami, FL
- WISN Milwaukee, WI
- WTMJ Milwaukee, WI
- WLTE Minneapolis, MN
- KWAV Monterey, CA
- WHYH Montgomery, AL
- WLAC-FM Nashville, TN
- WCTC New Brunswick, NJ
- WPIX New York, NY
- WWDE Norfolk, VA
- KLTE Oklahoma City, OK
- KOIL Omaha, NE
- WIP Philadelphia, PA
- KKLT Phoenix, AZ
- KOY Phoenix, AZ
- WTAE Pittsburgh, PA
- WWSW Pittsburgh, PA
- KEX Portland, OR
- KGW Portland, OR
- WPJB Providence, RI
- WPRO-AM Providence, RI
- WRVA Richmond, VA
- WHAM Rochester, NY
- KQSW Rock Springs, WY
- WSGW Saginaw, MI
- KSL Salt Lake City, UT
- KFMB-AM San Diego, CA
- KFMB-FM San Diego, CA
- K-101 San Francisco, CA
- WGY Schenectady, NY
- KKPL Spokane, WA
- KSD St. Louis, MO
- KKJO St. Joseph, MO
- WIQI Tampa, FL
- WWMM Toledo, OH
- KRAV Tulsa, OK
- WLTT Washington, DC
- WMAL Washington D.C.,

Featured Programming

DIR BROADCASTING SCORES a coup with its exclusive March 21 interview with **Mick Jagger**. During the live 90-minute satellite transmission, listeners of the New York-based company's more than 200 affiliates will be able to call in questions about Jagger's first solo album, "She's The Boss," and his future with and without the Rolling Stones. Rock journalist **Lisa Robinson** is conducting the interview, which begins at 10 p.m. EST. Also at DIR, the company has set dates for its seventh annual Rock Radio Awards presentation and broadcast. The awards ceremony will take place April 22, with national two-hour broadcast to follow on Memorial Day weekend, May 25-27.

Radio International's "Rock Over London" program will soon be rocking over a host of new cities, thanks to a recent overseas jaunt by the show's producer and owner **Steven Saltzman**. In addition to securing affiliates in Canada's top 12 markets, Saltzman has lined up broadcast schedules for "Rock Over London" in 13 other countries.

Out in Kalamazoo, Mich., **Kalamusic** gets into the swing of things with a format dubbed "**Jon Holiday's The Big Bands**." Company president **Stephen Trivers** says the new program is not necessarily a nostalgia format and will include contemporary tracks from **Toni Tennille**, **Linda Ronstadt**, **Barry Manilow** and others. "It is designed to satisfy today's broadly-based demand for swing music," says Trivers... Back in Gotham, **MJI Broadcasting** brings its roster of quiz programs up to four with the addition of "**Trivia Quiz**," a two-minute feature aimed at the top 40 market. The syndicator already has the AOR, country and urban contemporary markets covered with "**Rock Quiz**," "**Country Quiz**" and "**Star Quiz**," respectively.

Chicago's Public Interest Affiliates and **Malrite** have teamed up to bring a dramatization of the charming children's tale, "**The Velveteen Rabbit**," to radio for the Easter season. The half-hour special has already been picked up by 150 PIA stations, and is available on a barter basis beginning March 31.

ABC ROCK NETWORK'S director **Dan Forth** takes on additional duties as director of the company's **FM Network**, while the Rock Network's manager of affiliate relations **Gloria Briggs** doubles her responsibilities, too, as manager of the FM Network... Dallas-based **TM Communications** re-shuffles its personnel deck with two promotions and two new recruits. TM's former Southeast regional manager **Doyle Peterson** is upped to company vice president. **R. David Graupner**, former program director for TM's "TM-O-R" format, is elevated to TM operations director. Meanwhile, **Bob Ardrey** joins TM as West Coast regional sales manager, while **Robert May** comes aboard as vice president/director of marketing. For the past seven years, Ardrey was vice president of sales for Drake-Chenault, and May was president of FirstCom Broadcast Services for the last three years.

KIM FREEMAN

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

- March 21, **Mick Jagger**, Radio Special Live from New York City, DIR, 90 minutes.
- March 22-24, **John Fogerty**, Rick Dees' Weekly Top 40, United Stations, four hours.
- March 22-24, **Paul McCartney**, On The Radio, NSBA, one hour.
- March 22-24, **Mick Jagger**, Bryan Adams, Rock Album Countdown, Westwood One, two hours.
- March 22-24, **UTFO**, Sheena Easton, The Countdown, Westwood One, two hours.
- March 22-24, **Ashford & Simpson**, Street Beat '85, Barnett-Robbins, two hours.
- March 22-24, **Cars**, Rock Stars '85, Barnett-Robbins, two hours.
- March 22-24, **Bellamy Brothers**, Weekly Country Music Countdown, United Stations, three hours.
- March 22-24, **Brook Benton**, Dick Clark's Rock, Roll & Remember, United Stations, four hours.
- March 22-24, **Liberace**, The Great Sounds, United Stations, four hours.
- March 22-29, **Rob Halford of Judas Priest**, Metalshop, MJI Broadcasting, one hour.
- March 23-30, **Emmylou Harris**, The Silver Eagle, DIR/ABC Entertainment Network, 90 minutes.
- March 24-31, **Romeo Void**, Style Council, King Biscuit Flower Hour, DIR/ABC Rock Radio Network, one hour.
- March 24-April 1, **Bono and Adam Clayton of U2**, The Inside Track, DIR, 90 minutes.
- March 25-31, **Dan Seals**, the Nitty Gritty Dirt Band, Country Closeup, Narwood Productions, one hour.
- March 25-31, **George Shearing**, The Music Makers, Narwood Productions, one hour.
- March 25-31, **Culture Club**, Star Trak Profiles, Westwood One, one hour.
- March 29-31, **Billy Squier**, Superstars Rock Concert, Westwood One, 90 minutes.
- March 29-31, **Bryan Adams**, Rick Dees' Weekly Top 40, United Stations, four hours.
- March 29-31, **Jack Jones**, The Great Sounds, United Stations, four hours.
- March 29-31, **Little Anthony**, Dick Clark's Rock, Roll & Remember, United Stations, four hours.
- March 29-31, **Ronnie McDowell**, The Weekly Country Music Countdown, United Stations, three hours.
- March 29-31, **Duran Duran**, Rock Stars '85, Barnett-Robbins, two hours.
- March 29-31, **Barry Manilow**, Superstar Portraits, Barnett-Robbins, two hours.
- March 30-April 6, **Glen Campbell with the Greensboro Symphony Orchestra**, DIR/ABC Entertainment Network, 90 minutes.
- March 31-April 7, **Giuffria**, Accept, King Biscuit Flower Hour, DIR/ABC Rock Radio Network, one hour.



An Open Letter to the Music Industry

So many people in the industry have asked us how they might help in our efforts to raise funds to relieve the famine in Africa.

With this thought in mind, I approached Billboard with the request that they prepare a special issue to marshal the forces of the industry to make sure the USA for Africa album is promoted heavily on the air as well as displayed and sold aggressively throughout the world.

Proceeds from this special issue will be contributed to the USA for Africa Foundation. The issue date of April 6 will coincide with the release of the album on April 1. The ad deadline is March 15.

Here is an opportunity for you to help make a difference in the very real struggle for life going on in Africa and here at home (a portion of the funds will remain in the United States to aid the homeless) while at the same time thanking the artists of USA for Africa for reminding us that "We Are The World."

For more information about the USA for Africa Foundation and how you or your organization can contribute further to this effort, please write to USA for Africa Foundation, 1112 N. Sherbourne Drive, Los Angeles, CA 90069.

Sincerely,
Ken Kragen
Ken Kragen

1112 N. SHERBOURNE DRIVE LOS ANGELES, CA 90069



Issue Date: April 6 • Ad Deadline: March 15

TOP ROCK TRACKS™

				Compiled from a national sample of AOR radio playlists.	
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST	TITLE
				LABEL	
1	2	3	7	THE FIRM ATLANTIC	RADIOACTIVE
2	1	1	6	MICK JAGGER COLUMBIA	JUST ANOTHER NIGHT
3	5	9	8	DON HENLEY Geffen	ALL SHE WANTS TO DO IS DANCE
4	4	5	6	PHIL COLLINS ATLANTIC	ONE MORE NIGHT
5	3	2	9	BRYAN ADAMS A&M	SOMEBODY
6	10	16	5	BRUCE SPRINGSTEEN COLUMBIA	I'M ON FIRE
7	6	6	9	JOHN FOGERTY WARNER BROS.	ROCK & ROLL GIRLS
8	9	10	9	FOREIGNER ATLANTIC	THAT WAS YESTERDAY
9	7	7	6	DAVID BOWIE/PAT METHENY EMI-AMERICA	THIS IS NOT AMERICA
10	18	—	2	ERIC CLAPTON WARNER BROS.	FOREVER MAN
11	12	17	6	ALAN PARSONS PROJECT ARISTA	LET'S TALK ABOUT ME
12	11	11	8	THE CARS ELEKTRA	WHY CAN'T I HAVE YOU
13	15	20	6	TRIUMPH MCA	FOLLOW YOUR HEART
14	14	18	5	DAVID LEE ROTH WARNER BROS.	EASY STREET
15	17	25	5	SANTANA COLUMBIA	SAY IT AGAIN
16	8	4	8	JOURNEY Geffen	ONLY THE YOUNG
17	23	39	4	SIMPLE MINDS A&M	DON'T YOU (FORGET ABOUT ME)
18	25	—	2	MICK JAGGER COLUMBIA	LONELY AT THE TOP
19	NEW			TOM PETTY MCA	DON'T COME AROUND HERE NO MORE
20	29	—	2	THE FIRM ATLANTIC	CLOSER
21	27	37	4	DEEP PURPLE MERCURY	NOBODY'S HOME
22	16	15	8	LRB CAPITOL	PLAYING TO WIN
23	13	8	13	SURVIVOR SCOTTI BROS.	HIGH ON YOU
24	24	27	6	THE KINKS ARISTA	LIVING ON A THIN LINE
25	34	48	3	GARY O. RCA	SHADES OF 45
26	19	19	6	THE CARS ELEKTRA	BREAKAWAY
27	20	14	14	JULIAN LENNON ATLANTIC	TOO LATE FOR GOODBYES
28	28	33	6	DONNIE IRIS HME	INJURED IN THE GAME OF LOVE
29	40	50	3	GREG KIHN EMI-AMERICA	LUCKY
30	43	—	2	CHICAGO FULL MOON/WARNER BROS.	ALONG COMES A WOMAN
31	35	47	3	DIO Geffen	HUNGRY FOR HEAVEN
32	39	—	2	THE TUBES CAPITOL	PIECE BY PIECE
33	22	12	12	JOHN FOGERTY WARNER BROS.	THE OLD MAN DOWN THE ROAD
34	21	13	11	GLENN FREY MCA	THE HEAT IS ON
35	33	26	17	AUTOGRAPH RCA	TURN UP THE RADIO
36	36	45	4	ELLIOT EASTON ELEKTRA	(WEARING DOWN) LIKE A WHEEL
37	NEW			LOS LOBOS WARNER BROS.	WILL THE WOLF SURVIVE
38	26	24	17	DEEP PURPLE MERCURY	KNOCKING AT YOUR BACK DOOR
39	30	23	14	REO SPEEDWAGON EPIC	CAN'T FIGHT THIS FEELING
40	31	21	13	DON HENLEY Geffen	SUNSET GRILL
41	NEW			GEORGE THOROGOOD EMI-AMERICA	I DRINK ALONE
42	32	22	9	DAVID LEE ROTH WARNER BROS.	CALIFORNIA GIRLS
43	NEW			JOHN PARR ATLANTIC	MAGICAL
44	44	46	5	ROBIN GEORGE BRONZE/ISLAND	HEARTLINE
45	NEW			THE FIRM ATLANTIC	SATISFACTION GUARANTEED
46	37	29	18	JOHN PARR ATLANTIC	NAUGHTY, NAUGHTY
47	38	38	4	PHIL COLLINS ATLANTIC	THE MAN WITH THE HORN
48	41	40	14	SCANDAL FEATURING PATTY SMYTH COLUMBIA	BEAT OF A HEART
49	NEW			MICHAEL BOLTON COLUMBIA	EVERYBODY'S CRAZY
50	42	30	16	BRYAN ADAMS A&M	IT'S ONLY LOVE

Yester Hits™

Hits From Billboard 10 and 20 Years Ago This Week

POP SINGLES—10 Years Ago

1. **Black Water**, Doobie Brothers, WARNER BROS.
2. **My Eyes Adored You**, Frankie Valli, PRIVATE STOCK
3. **Lady Marmalade**, LaBelle, EPIC
4. **Have You Never Been Mellow**, Olivia Newton-John, MCA
5. **Lovin' You**, Minnie Riperton, EPIC
6. **Lady, Styx**, WOODEN NICKEL
7. **Lonely People**, America, WARNER BROS.
8. **Express**, B.T. Express, ROADSHOW
9. **Can't Get It Out Of My Head**, Electric Light Orchestra, UNITED ARTISTS
10. **Don't Call Us, We'll Call You**, Sugarloaf/Jerry Corbetta, CLARIDGE

POP SINGLES—20 Years Ago

1. **Eight Days A Week**, Beatles, CAPITOL
2. **My Girl**, Temptations, GORDY
3. **Stop In The Name Of Love**, Supremes, MOTOWN
4. **This Diamond Ring**, Gary Lewis & the Playboys, LIBERTY
5. **The Birds And The Bees**, Jewel Akens, ERA
6. **King Of The Road**, Roger Miller, SMASH
7. **Ferry Cross The Mersey**, Gerry & the Pacemakers, LAURIE
8. **Can't You Hear My Heartbeat**, Herman's Hermits, MGM
9. **The Jolly Green Giant**, Kingsmen, WAND
10. **Hurt So Bad**, Little Anthony & the Imperials, DCP

TOP ALBUMS—10 Years Ago

1. **Have You Never Been Mellow**, Olivia Newton-John, MCA
2. **Blood On The Tracks**, Bob Dylan, COLUMBIA
3. **Physical Graffiti**, Led Zeppelin, SWAN SONG
4. **Phoebe Snow**, SHELTER
5. **What Were Once Vices Are Now Habits**, Doobie Brothers, WARNER BROS.
6. **Perfect Angel**, Minnie Riperton, EPIC
7. **Heart Like A Wheel**, Linda Ronstadt, CAPITOL
8. **Night Birds**, LaBelle, EPIC
9. **For Earth Below**, Robin Trower, CHRYSALIS
10. **Average White Band**, ATLANTIC

TOP ALBUMS—20 Years Ago

1. **Mary Poppins**, Soundtrack, VISTA
2. **Goldfinger**, Soundtrack, UNITED ARTISTS
3. **Beatles '65**, CAPITOL
4. **You've Lost That Lovin' Feelin'**, Righteous Brothers, PHILLES
5. **My Fair Lady**, Soundtrack, COLUMBIA
6. **Where Did Our Love Go**, Supremes, MOTOWN
7. **My Love Forgive Me**, Robert Goulet, COLUMBIA
8. **The Beach Boys Concert**, CAPITOL
9. **People**, Barbra Streisand, COLUMBIA
10. **Coast To Coast**, Dave Clark Five, EPIC

COUNTRY SINGLES—10 Years Ago

1. **Before The Next Teardrop Falls**, Freddy Fender, ABC/DOT
2. **I Can't Help It (If I'm Still In Love With You)**, Linda Ronstadt, CAPITOL
3. **Linda On My Mind**, Conway Twitty, MCA
4. **The Bargain Store**, Dolly Parton, RCA
5. **My Elusive Dreams**, Charlie Rich, EPIC
6. **Loving You Will Never Grow Old**, Lois Johnson, 20TH CENTURY
7. **A Little Bit South Of Saskatoon**, Sonny James, COLUMBIA
8. **Penny**, Joe Stampley, ABC/DOT
9. **Have You Never Been Mellow**, Olivia Newton-John, MCA
10. **Write Me A Letter**, Bobby G. Rice, GRT

SOUL SINGLES—10 Years Ago

1. **Supernatural Thing, Part 1**, Ben E. King, ATLANTIC
2. **Express**, B.T. Express, ROADSHOW
3. **Shining Star**, Earth, Wind & Fire, COLUMBIA
4. **Shoeshine Boy**, Eddie Kendricks, TAMLA
5. **Lovin' You**, Minnie Riperton, EPIC
6. **Remember What I Told You To Forget**, Tavares, CAPITOL
7. **I Am Love, Part 1 & 2**, Jackson 5, MOTOWN
8. **Shame, Shame, Shame**, Shirley & Company, VIBRATION
9. **Super Duper Love Pt. 1**, Sugar Billy, FAST TRACK
10. **Walking In Rhythm**, Blackbyrds, FANTASY



Promotions

AUDIENCE INVOLVEMENT

WHMP-FM Northampton, Mass.

(contemporary)
Contact: Al Peterson
Sometimes the best promotions are the ones you don't plan. Such was the case at "99.3 The Hot Spot" when the morning team of **Al Peterson** and newsman **Hugh Massey** were joking on the air about the new "call board" at the station's reception area. Basically, it was one of those magnetic jobs where you slide a dot by your name in either the "in" or "out" column, but as it turned out, Massey did not receive a dot, a column or even a mention—not even a notice of termination.

For the insecure, this would be cataclysmic, and for Peterson, it was a week-long excuse to torment Massey. Taking it a step further, he organized a drive to collect as many "dots" as possible for the dejected Massey, so the newsman wouldn't feel left out. Listeners were invited to submit paper, wood, plastic or any material at all.

Peterson alerted listeners that the entrant with the largest collection of dots (based solely on weight of package) would receive a Panasonic portable cassette player (come on, folks, give these people a radio—ed.). But Peterson didn't count on a number of listeners who dealt with the product of hole punchers, nor the waste from certain plastics manufacturers, and so the 98-pound entry won, with Massey's office full of a lifetime supply of dots, and a topic for the following week's show.

PARTY OUT OF BOUNDS

WLIR Long Island (AOR)

Contact: Sue
Trying to find a lure to its nighttime programming—a difficult task for a station in any format—WLIR-FM has come up with a thematic con-

cept of audience involvement for Friday and Saturday nights.

The AOR outlet is presenting a live party on the air, running from 7 p.m. until 5 the next morning. Known as "Party Out Of Bounds," the event features jocks interacting with guests in the studio as well as listeners at home. Comprised of call-ins, extended remixed dance music, comedic excerpts from tv shows and movies, and famous one-liners, the feature often includes celebrity guests. Among the recent uninvited drop-in stars were Richard Butler of the Psychedelic Furs, Fred and Kate of the B-52's, Mike Peters of the Alarm and Joey Ramone of the Ramones.

A MILLION COFFEE CARICATURES

WBCN Boston (AOR)

Contact: David Bieber
Longtime Boston AOR leader WBCN teamed up with a local market chain, Christy's, to come up with a joint promotion. Recently, a coffee machine was set up in the WBCN studios so that the morning and midday guys (**Charles Laquidara** and **Ken Shelton**, respectively) could enjoy some Christy's coffee and pastry on the air, highlighting the upcoming promotion.


Two days later, a million coffee cups were put in distribution at Christy's with the funny men's faces, the WBCN logo and the Christy's logo upon them. Until the coffee cups are gone, Christy's will fill them with fresh, hot Maxwell House coffee for a nickel apiece.

Touting the cheap price at the various locations are posters with Laquidara and Shelton and various Christy's managers. The idea is that you can wake up with Charles and take a coffee break with Ken, and the end result is a lot of exposure for both the station and the food chain. **ROLLYE BORNSTEIN**

After laying down the tracks, lay down and relax.

Conveniently located between Hollywood and Beverly Hills, Le Parc Hotel is close to the recording studios and west coast headquarters of the major labels.

Each of the 154 suites features a sunken living room with fireplace, wet bar, kitchenette and private balcony. Complimentary continental breakfast and limousine service within the area are just a few more reasons why Le Parc has become the Inn of the Industry.



Le Parc
hotel de luxe
733 North West Knoll, West Hollywood, CA 90069
(213) 855-8888
(800) 421-4666, Nationwide • (800) 252-2152 in California
or see your travel agent

VOX JOX

(Continued from page 12)

WE FLEW INTO CINCINNATI last weekend with radio and chili on our minds—and we were not disappointed by either. Caught “the new WCIN, where the music is fresh” in the middle of a remote on College Hill. The lady jock was convincing enough to cause us to cruise by and check out black hair care products, proving once again that nothing beats an old-line black AM station for community involvement. Caught “Light” (WLLT) and “Warm” (WRRM), a couple of credible FM AC outlets, before heading back to AM, where we happened upon “1450 WMOH Hamilton—with a genuine concern for Butler County.” We haven’t even thought about those calls since the days when former WAKY Louisville PD **Johnny Randolph** was consulting. (Speaking of Randolph, it made our Sunday afternoon trip to Nashville complete when we caught him on the air on “The Big 10,” the country AM he owns in Danville, Ky., which now bears the old WKLO calls.)

Unlike WMOH, the main concern of Hamilton’s WSKS is greater Cincinnati, and **Randy Michaels’** programming and promotion far outdistances the AOR outlet’s signal. We didn’t catch too many of the “96 Rock” bumper stickers on passing cars, but they sure turned up on buildings, doors, stop signs and other unlikely locations. The one that especially caught our eye was adorning the “no parking” sign outside the WKRC/WKRQ studios, which we also cruised between chili stops.

Joining us on the excursion was WLW’s **Charlie Murdock**, who gave us a great tour of the station, put up with four 3-Ways (that’s Skyline chili talk) and took us out to MPI, his cable network, and local channel 30, which is the one to watch if you want to order a vegetable stretcher (turn the unit on its side and it becomes a tire inflator) or the worm finder and trimmer. The whole set-up gives a new meaning to the “PI” in MPI.

We caught **Wolfman Jack** twice—on Dayton’s WHIO-AM and Louisville’s WAKY, where we heard his takeoff on “Dallas,” called “Cleveland.” The top 40 oldies on Dayton’s WING were surpassed only by the country gold we found on WSAI-AM. Never mind the billboard’s bright pink letters that look more urban than country:

Where else can you hear David Houston, Nat Stuckey and early Ray Price in a given quarter hour? We were enthralled, though we did pause to wonder who else was into “Mama Spank.”

WHAS’s million dollar weekend, WAVG’s AC fare, WRKA’s consistent programming, 96QMF, and the world’s longest version of “Mr. Telephone Man” on some station at 880 took us through Louisville, at which point we happened upon WBT Charlotte’s Sunday night oldies show with “**Rockin’ Ray**,” which entertained us into Nashville—and we’ll talk about that next week.

SKIP SCHMIDT’S REPLACEMENT has been named at Great Empire’s KBRQ Denver. We told you Skip was the new GM at Joe Amatore’s easy listening Joy 107 (WJQY Ft. Lauderdale), didn’t we? Moving up into his post is former KYOU/KGRE GM **W. Frank Gunn**.

Across town at KHOW, **Molly O’Brien** is the new midday voice. She had been on the air at Westport, Conn.’s WEBE . . . Bolstering its morning efforts, AOR-formatted KSJO San Jose brings **Bob Yates** and **Brian Rhea** on board. Yates, as you’ll recall, was doing mornings on Minneapolis’ WLTE (hence the opening there we mentioned last week), while Rhea was across town on KEZR.

If mornings in the Bay Area is your goal, your chance may be here: KSOL is looking for a dynamic and versatile morning personality. If you’ve got the goods, put ‘em on tape and mail it pronto to **Bernie Moody** at 1730 S. Amphlett Blvd., Suite 327, San Mateo, Calif. 94402 . . . WRKR Racine (Milwaukee metro) is also looking, and PD **Pat Martin** (of book fame) has a good track record of getting his folks into major market situations. He’s looking for a creative personality long on production, energy and all the other attributes to replace **James Butler Gilles**, who’s now at Raleigh’s WYYD. Drop Martin a tape at WRKR, Racine, Wis. 53405.

Back in Raleigh, WKIX operations manager **Joe Wade Formicola** and assistant PD/corporate production director **Dale Van Horn** are now splitting the programming duties (a new assistant PD is being sought) since PD **Mike Chapman** assumed that post at Cincinnati’s WUBE, where **Duke Hamilton** is concentrating on his music director’s chores.

Into the 7-to-midnight slot on Charlotte’s WBCY goes **Diane Tracy** from Stevens Points’ WSPT. PD **Bill Martin** still has an overnight opening if you’re interested . . . Into the 7-to-midnight slot at York’s WHTF goes former WMMR Philadelphia **Jon Michaels**, as WNNK Harrisburg’s **Tim Drayer** comes on board in afternoon drive.

Sam Cornette’s replacement is in at Bristol’s WXBQ, as **Jeff Jeffries**, who has been programming the WFHG-AM half of the operation, switches sides. **Gary Morse** now programs ‘FHG . . . **Bill Crewe** is upped to PD at Jackson’s WTYX, as former PD **Jim Chick** takes over Crewe’s former morning slot while

remaining operations director.

Former KSSN Little Rock PD **John Marks** takes that post at Tacoma’s KRPM as **John Lodge** exits . . . There’s a prime night opening at New Orleans’ B-97 (WEZB), as **Fast Eddie** makes a p.m./a.m. reversal, moving from the late night 10-2 slot to the midday 10-2 post vacated by **Skinny Tommy**, who joined the morning show. Judging by the above cast of characters, it might help if your name is Fat Albert.

When **Burt Olifant** exited KIYS Boise after selling the station to Mary Lake Broadcasting, KKYX Brian, Tex. GM **Scott Boltz** came on board as GM, with KNPA Nampa’s **Tom Evans** as PD. Hosting the “92 Morning Zoo” are Seattle’s **Larry Lomax** and **L.A. Hardie**.

WE RAN OUT OF ROOM again

last week, so we missed mentioning a host of folks, including **Jeff Goodrich**, who’s back in Rochester. Goodrich, who left WNYR last year to become involved in ownership, returns on an interim basis now that **Bobby Hatfield** is across town. Turns out Goodrich’s limited partnership agreement at Darlington/Florence, S.C.’s WKGE/WJAR (a Christian/country combo) did not require him to be on-site, so he’s pitching in until new owner Grace Broadcasting decides on a permanent replacement. Goodrich says he hasn’t turned the job down, but he is considering another owner/operator situation in the Carolinas as well.

Now that WKIS Orlando’s **Gene Burns** is talking on WRKO Boston, WCKY Cincinnati’s **Dick Norman** takes over his former midday slot

and PDship at the Orlando outlet . . . Upped to operations director for Chicago’s WIND is **Cheryl Morton**, who replaces PD **Ed Curran**, who decided to concentrate on the 7-11 p.m. talk block. That moves **Dave Baum** to middays, where ABC Talk-radio used to be.

Upped to promotion director for New Orleans’ WQUE-AM-FM is **Carol Gniady** . . . Can you name the 10 most watchable men in northern Nevada? Well, **Tony Thomas**, who is used to being considered more listenable than watchable in his post as KOLO Reno personality and PD, is among the group . . . Jazz great **George Shearing** can now be heard Sunday nights on New York’s WNEW-AM, hosting a live two-hour show called “Jazz, By George.”

Moving across Memphis is

FROM THE BEVERLY ...

TINA TURNER
HERBIE HANCOCK
MICHAEL W. SMITH
WYNTON MARSALIS
ANDRAE CROUCH
CYNDI LAUPER
BILLY OCEAN
CHAKA KHAN
AL GREEN

... TO THE GRAMMYS

Congratulations and thanks!

THE BEVERLY THEATRE • 9404 WILSHIRE BLVD. BEVERLY HILLS CA • (213) 274-5865

THE PERFECT “10” (minutes)

T.R.S.O.

THE RADIO SOAP OPERA

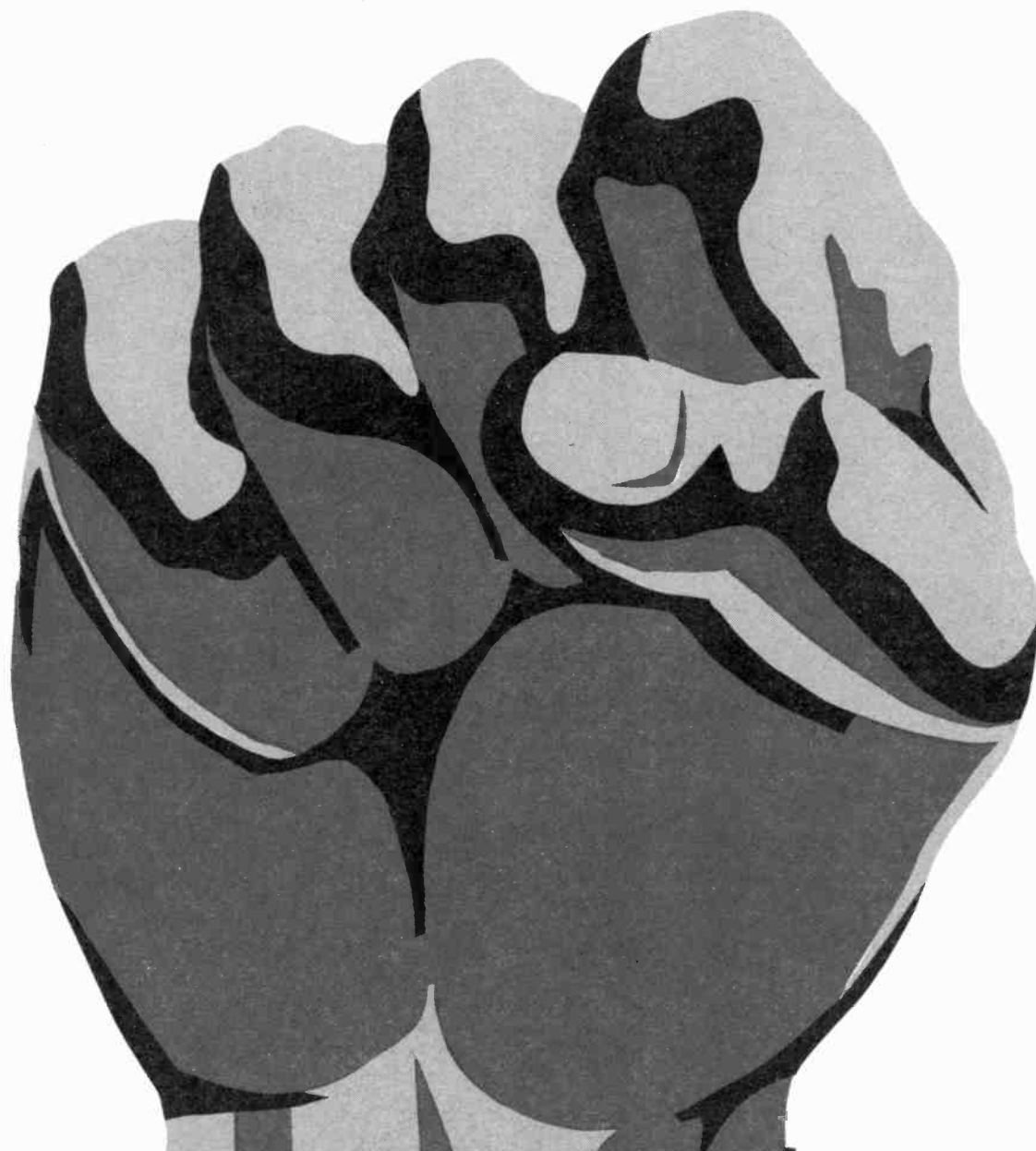
Romance • Adventure • Mystery • Laughs

Join the winners! An original, new Radio Soap Opera, available 10 minutes a day, 5 days a week. Maximum entertainment at minimum cost!

CALL NOW FOR SAMPLE TAPE (614) 239-1888

THE POWER AND THE STORY

A Billboard Spotlight



THE POWER—The music endures because it's built to outlast, outwear, outlive.

THE STORY—Special reports on the business behind the music . . . LABELS, DISTRIBUTION, MERCHANDISING, VENUES, VIDEO, PROGRAMMING, RETAILING, INTERNATIONAL, plus 'HEAVY-WEIGHT' CHARTS.

HEAVY METAL

Issue Date: April 20
Ad Deadline:
March 29

For advertising details, contact Christine Matuchek in Los Angeles at (213) 859-5316, or call any *Billboard* Sales Office around the world. Feel the power of your story in

Billboard
1515 BROADWAY
N.Y., N.Y. 10036



Window Undressing. Sam Goody's outlet at New York's Rockefeller Center enjoys the ultimate in point-of-purchase display material, as this cheerleader for the New Jersey Generals demonstrates. The live display was in support of Warner Bros. artist David Lee Roth's EP, "Crazy From The Heat," which features the single "California Girls."

Early Returns Disappointing NO BIG GRAMMY WINDFALL SEEN

This story prepared by Earl Paige in Los Angeles and Fred Goodman in New York.

NEW YORK Retailers looking for a repeat of last year's windfall sales for Grammy Awards performers were disappointed this year, as the program failed to generate any pointed winners at the cash register.

"The Grammys have stimulated interest," says Tom Lunt, buyer for the eight-store Streetside chain in Missouri. "But we didn't sell a lot of Tina Turner or Lionel Richie records as a result of the show."

Unlike last year, when performances and awards gave a big sales boost to Wynton Marsalis and Herbie Hancock, record stores around the country are reporting a milder, more general surge on the heels of the broadcast. Lunt's shops report one of the few exceptions, with the

two Grammys earned by the St. Louis Symphony for their RCA recording of Prokofiev's Symphony No. 5 in B Flat, Opus 100, spurring hometown sales.

Many large chains indicate it's too soon for them to get a complete picture on the Grammys' effect. Sound Warehouse and Hastings in Texas, as well as San Francisco's Record Factory, all begged off estimates until full computer analysis is available.

Pre-program merchandising and sales programs appear to have played as large a part as the program itself in promoting Grammy titles. "All of the album of the year nominees did very well," notes Lew Garrett, director of record purchasing for Camelot Enterprises in North Canton, Ohio. "Tina, Lionel and Bruce Springsteen moved particularly well after the program, but I think that's because we did it right this year. We called NARAS to get the information, let our stores know as far in advance as we could, and ran a print ad the day following the program in order to keep the momentum going. We had a lot of luck with it."

The Pittsburgh-based National Record Mart took a similar tack in promoting Grammys throughout its 73 stores. "We ran a Grammy nominees promotion and extended it to the winners," says Lance Jones, ad-

vertising director for the chain. "We've had noticeable sales as a result, but nothing overwhelming. The ones that were selling before, we're selling more of now."

In Chicago, Dan Kennedy of the 29-store JR's/Oranges webs notes sales jumps for Turner, Richie and Cyndi Lauper. But he adds that Prince and Springsteen gained little momentum, and despite all the hoopla, Phil Collins' new "No Jacket Required" album continued to be the chain's biggest seller, "so the show didn't change things."

(Continued on page 25)

ON TARGET

by Mike Shalett

WHEN WE BEGAN "On Target" a year ago, one of the first columns announced, "Girls are back!" Our data showed then that there had been a resurgence in the raw numbers of females who were active record purchasers. Over the past year, has this remained true?

The answer is a most definite yes. Females make up 40% of all active record buyers that we have surveyed in the past year; in each of our individual surveys, that number has only deviated a plus or minus 2%.

What did we find this February that's changed from last Febru-

ary? In our latest survey we see that the female demos have gone down a little. That is, there are more teenage girls buying records. The numbers between 16 and 24 years of age stayed steady and strong. If anything, there was some loss of 25-plus, but not anything that we would consider earth shaking.

One year later, female record buyers show that they still want to have fun

ary? In our latest survey we see that the female demos have gone down a little. That is, there are more teenage girls buying records. The numbers between 16 and 24 years of age stayed steady and strong. If anything, there was some loss of 25-plus, but not anything that we would consider earth shaking.

Their preference in music is exactly the same. Each time, soft rock was their favorite type of music, and each time it scored with approximately 35%. Hard rock scored around 14% both times.

The biggest drop occurred in new wave/new music: Last year 28.3% of our females listed new wave as their fave rave; this year its score is only 17.2%. But that is a trend we have found with our survey samples overall in the last year.

Our female sample is watching more MTV. Last year, 38.9% indi-

increased interest among this sector in 45 r.p.m. records.

We always ask our respondents how they find out about the records they purchase. Once again we see an increase in the effect of MTV. There is also an indication from our female sample that browsing is increasing in effect. Word of mouth is off slightly, and outside influences seem to have gained greater strength.

Our female buyers still prefer to buy their records in a store located in a mall. There has been no change here over the past year. They also still show some interest in buying records in a store that they perceive to offer discounts, but that does not seem to include department stores.

The radio game offers some interesting numbers. Last February, 37.5% of our females listed a top 40 station as their favorite. This February the number was an al-

most identical 37.3. On the AOR side of the aisle, there was a 4% dropoff from 30.7% to 26.7%. There was a 5% pickup at AC.

Has the female record buyer changed her magazine habits? Last year Seventeen was the No. 1 magazine, reaching 19.7% of our sample. This year it's still No. 1, but reaches 16.7%. The biggest gainers in the past year with this demographic segment are People and Starhits. Magazines that showed a significant loss in percentage of reach were Rolling Stone, Cosmopolitan and Vogue. The changing age factor appears to be responsible here.

The increasing impact of MTV and the hotter playlists offered by contemporary radio have fueled our female record buyers to purchase in strong numbers. Girls still want to have fun!

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

For its primary retail survey technique, Street Pulse distributes packets containing questionnaires and product to 50 retail stores around the country. A packet is handed out randomly to a consumer immediately after he or she has paid for a purchase, and a \$2 coupon, good for the consumer's next purchase at the store, is the motivation for completing the questionnaire. The average survey incorporates over 700 respondents, a sample equal to those used by Gallup or Roper in their polls on political issues.



BLANK & PRE-PRINTED
CUSTOM OR PROMOTIONAL



800/648-0958

GOPHER PRODUCTS CORP
2201 Lockheed Way
Carson City, Nev. 89701

STRATFORD DIST. INC.

86 DENTON AVE., GARDEN CITY PARK, NY 11040

ANY

8.98 LP/CASS \$5.15	9.98 LP/CASS \$5.75
----------------------------------	----------------------------------

45 POPS \$1.02	12" \$2.69
--------------------------	----------------------

ANY BRAND T-120...\$4.99
NEW CUSTOMERS ONLY

WE ALSO CARRY:

- * C.D.s
- * BLANK VIDEO
- * ACCESSORIES
- * AUDIO and VIDEO HARDWARE
- * MOVIES
- * BLANK AUDIO
- * GAMES

CALL FOR DETAILS:

(800) 645-6558

TOLL FREE OUTSIDE N.Y.S.

(718) 343-6920 (516) 877-1430

CDs Big in D.C. for Tower Classical Records/Tapes Also Hot

BILL HOLLAND

WASHINGTON It comes as no surprise that Tower Records' 18,000 square foot, multi-level store here which opened for business Dec. 15, is doing well. But what is very surprising, even to the store's managers, is exactly what sort of business it's doing.

"One-third of our business is CDs," says assistant manager Dave Slocum. "Yes, you could say I'm definitely surprised." Part of the reason for the Compact Disc swell is the price: Tower has priced them at \$11.99 since the store opened (the regular Tower price will be \$14).

Equally surprising is the breakdown of sales of regular records and prerecorded tapes: Another third of Tower's sales are classical records and tapes, and of the remainder, which includes pop, jazz and soul, a full third are jazz sales, according to Slocum. Pop and rock accounts for half, with black music accounting for only a sixth. "People looking for black hits are still shopping downtown," Slocum explains. Cassettes account for 30% of music sales.

An obvious drawing card is Tower's location at 2000 Pennsylvania Ave., N.W., four blocks from the White House, but Slocum sees a

more obvious reason for the store's success. "The upscale market here, that's the main reason," he says. "People here have money."

Slocum and vacationing manager Rob Bruce have been learning a thing or two about their customers. "We're busy during the day, from 11 to 3, then it slows down," Slocum says. "But we're busier by far at nights and on weekends. We thought it would be the other way around."

Slocum says it's not just the captive white-collar market in the neighborhood, which includes employees from the Executive Office Building, the State Department, U.S. Information Agency and the General Services Administration, as well as the international banking community and students from nearby George Washington Univ. "We're drawing in people from all over Virginia and Maryland, the deep 'burbs."

Another discovery: the age of the typical Tower customer, which Slocum says is "older than we expected," about 30 or 32.

Upcoming is Tower's first big in-store on March 18 with Beverly Sills, backing up the reissues of her Angel recordings.

NOW PLAYING

by Faye Zuckerman



A weekly column focusing on hardware and software developments in the home computer industry.

FOLLOWING A NEARLY three-month delay, the long-awaited "Microsoft Word" for Apple's Macintosh computer has finally made its way to retail shelves. According to a spokesman for a Los Angeles ComputerLand, the delay was due to a number of bugs in the system.

"But," the spokesman says, "it's selling well, and the company seems to have an unlimited supply." The \$195 word processing program for the Apple computer gained instant popularity, as it is superior to Apple's "MacWrite," currently the only other well-known writing program available.

The Microsoft package can hold 250 pages of text, eliminating the time-consuming task of having to start new document files every 10 pages, as with "MacWrite." It allows for multiple windows, hence one can view and edit several portions of the document simultaneously. Through a pull-down dialog box, users can exchange information with Microsoft's "Multiplan," "Chart," "Basic" and "File" software packages.

A Microsoft spokesman explains that nearly a year of market research and feedback about word processing went into the design of this program and a similar word processing program for IBM computers. "We realized that ease-of-learning is essential. Before, we rushed products to the marketplace without considering the end user." Figured into the IBM version is a

training program. Keyed to the learning section is a portion in which the computer analyzes and explains mistakes. "Users always have the option to skip any lesson they want by moving backward or forward within lessons," the spokesman says.

And, to give "Word" an added marketing punch, Microsoft is selling the program with a 30-day, 100% money-back guarantee. Says company president Jon Shirley:

'Microsoft Word' for Macintosh makes its long-delayed retail debut

"Any customer can return the program within 30 days of purchase and receive a full refund."

He adds: "Our research shows that many people still consider computer software much too risky a buy. They want protection."

The \$375 IBM program contains build-in hyphenation, an enhancement over last year's model. It also has the option of displaying three additional lines of text, simulating a full page. Additionally, a "keep-follow" option prevents page breaks in unwanted places.

THREE-DIMENSIONALITY is the feature of a new lightpen from Soniture Inc. for Atari, Apple, Commodore and IBM computers. Instead of having to draw directly on the computer screen, the new pen can paint onto a monitor from up to six feet away.

Called the "Space Tablet," it uses what a spokesman calls ultra-

sonic technology. A patent is pending on the remote control device, which sells for \$175.

Retailer Randy Rosenberg of Software Emporium says he likes the "Space Tablet." "It serves as quite an attraction, watching people draw in space," he notes.

BITS AND BYTES: Commodore Business Machines' domestic division has picked up a new advertising agency, Ted Bates Advertis-

ing, and a new public relations firm, Geltzer & Co. The changes are due, in part, to Commodore's need to take on a new image as a serious home computer maker.

The Pennsylvania firm's earlier campaign focused on low pricing and knocking the competition. Because of recent equity losses and diminishing market share, Commodore has had to shift gears.

The company is about to roll out a powerful 16-bit computer, tentatively titled the Amiga. It's believed that the company-wide image change is in preparation for the launch of this new product, which will compete with IBM's and Apple's personal computers... Comdex/Spring, slated for May 6-9 in Atlanta, will feature 750 computer-related exhibitors and 38 workshops about the microcomputer industry. The show is expected to draw more than 50,000 attendees.

DIVIDER CARDS

ALL SIZES AVAILABLE

15¢ and up
Why Pay More?

Direct from Manufacturer
Call or Write
Sam Lempert
(718) 802-0300

544 Park Avenue, Brooklyn, NY 11205
ALLEN CUTTING CO.

Special Volume Rates
We Buy Used and
Obsolete Cards

Videocassette
Top 40
Sales & Rentals
Charts
Every Week
In
Billboard

Funky

ENTERPRISES, INC.

The ROCK 'n' ROLL PLACE!

Randy Rhoades

Iron Maiden

Kiss

Your connection for the largest selection of fully licensed Rock 'n' Roll merchandise

Posters • buttons • calendars • pins • bumper stickers • decals • headbands • tapestries • mirrors • lights • incense • leather

Super Selection • Super Service

CALL TODAY 1 800 221 6730
In New York Call 718-441-5500

Funky Enterprises, Inc. 132-05 Atlantic Ave., Richmond Hill, NY 11418

New Releases

ALBUMS

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

POPULAR ARTISTS

- AZTEC CAMERA**
EP Sire 1-25285/WEA/\$5.99
CA 4-25285/\$5.99
- BANG BANG**
Life Part II
LP Epic BFE 39623/CBS/no list
CA BET 39623/no list
- CLAPTON, ERIC**
Behind The Sun
LP Warner Bros. 1-25166/WEA/\$8.98
CA 4-25166/\$8.98
- FIGNUS, DIGNEY**
LP Columbia B6C 39573/CBS/no list
CA B6T 39573/no list
- MOYET, ALISON**
Aif
LP Columbia BFC 39956/CBS/no list
CA BCT 39956/no list
- REFUGEE**
Affairs In Babylon

LP Chrysalis BFV 41493/CBS/no list
CA BVT 41493/no list

SLADE
Rogues Gallery
LP CBS Associated FZ 39976/no list
CA FZT 39976/no list

THIRD WORLD
Sense Of Purpose
LP Columbia FC 39877/CBS/no list
CA FCT 39877/no list

ULTRAVOX
The Collection
LP Chrysalis FV 41490/CBS/no list
CA FVT 41490/no list

THE YOUNGER BROTHERS BAND
LP HME FW 39978/CBS/no list
CA FWT 39978/no list

BLACK

DeBARGE
Rhythm Of The Night
LP Gordy 6123GL/MCA/\$8.98
CA 6123MC/\$8.98

JAK
I Go Wild
LP Epic FE 39932/CBS/no list
CA FET 39932/no list

THE MANHATTANS
Too Hot To Stop It
LP Columbia FC 39277/CBS/no list
CA FCT 39277/no list

VANDROSS, LUTHER
The Night I Fell In Love
LP Epic FE 39882/CBS/no list
CA FET 39882/no list

COUNTRY

GAYLE, CRYSTAL
Nobody Wants To Be Alone
LP Warner Bros. 1-25154/WEA/\$8.98
CA 4-25154/\$8.98

GIBBS, TERRI
Old Friends
LP Warner Bros. 1-25209/WEA/\$8.98
CA 4-25209/\$8.98

McEuen, JOHN
LP Warner Bros. 1-25266/WEA/\$8.98
CA 4-25266/\$8.98

JAZZ

BILL REICHENBACH QUARTET
LP Silver Seven SSR 701/\$8.98

DUCHIN, PETER
Dance With Peter Duchin
LP Fortune FR-299-4/\$8.98
CA FR-299-4C/\$8.98

PAUL WINTER CONSORT
Concert For The Earth
LP Living Music LMR-4/\$8.98
CA LMRC-4/\$8.98

CLASSICAL

HANDEL
Tamerlano
Jacobs, Ledroit, van der Sluis
La Grande Ecurie
Jean-Claude Malgoire, dir.
LP CBS Masterworks 13M 37893/no list
CA 13T 37893/no list

(Continued on page 29)

Billboard TOP COMPUTER SOFTWARE



Compiled from a national sample of retail store and rack sales reports.

	THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Publisher	Remarks	SYSTEMS								
							Apple II	Atari	Commodore	IBM	Macintosh	TRS/Tandy	CP/M	Other	
ENTERTAINMENT	1	1	61	FLIGHT SIMULATOR II	Sublogic	Simulation Package	•	•	•						
	2	3	31	SARGON III	Hayden	Chess Program	•			•					
	3	2	15	GHOSTBUSTERS	Activision	Strategy Arcade Game	•	•	•						
	4	4	69	FLIGHT SIMULATOR	Microsoft	Simulation Package				•					
	5	5	60	JULIUS ERVING AND LARRY BIRD GO ONE-ON-ONE	Electronic Arts	Arcade-Style Sports Game	•	•	•						
	6	6	23	ZORK I	Infocom	Fantasy Adventure Strategy Game	•	•	•	•	•		•	•	
	7	7	41	SUMMER GAMES	Epyx	Arcade Style Sports Game	•	•	•	•					
	8	8	12	THE HITCHHIKER'S GUIDE TO THE GALAXY	Infocom	Adventure Strategy Game	•	•	•		•				
	9	9	75	EXODUS:ULTIMA III	Origins Systems Inc.	Fantasy Role-Playing Game	•	•	•	•					
	10	11	21	SARGON II	Hayden	Chess Program	•	•★	•★			•★			
	11	10	24	ARCHON II: ADEPT	Electronic Arts	Strategy Arcade Game		•	•						
	12	12	24	RAID OVER MOSCOW	Access	Strategy Game			•						
	13	14	74	WIZARDRY	Sir-Tech	Fantasy Role-Playing Game	•								
	14	15	18	KING'S QUEST	Sierra On-Line	Adventure Game	•			•					
	15	17	14	SKYFOX	Electronic Arts	Fantasy Role-Playing Game	•								
	16	16	8	MILLIONAIRE	Bluechip	Stock Market Simulation Game	•		•	•	•	•	•	•	•
	17	18	8	STAR LEAGUE BASEBALL	Gamestar	Arcade Style Game	•	•★	•		•				
	18	19	4	TRIVIA	Mirage Concepts	Trivia Game			•						
	19	NEW▶		F 15 STRIKE EAGLE	MicroProse	Air Combat Simulation Game.	•	•	•						
	20	20	4	QUESTRON	Strategic Simulations Inc.	Fantasy Adventure Game	•								

	THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Publisher	Remarks	SYSTEMS								
							Apple II	Atari	Commodore	IBM	Macintosh	TRS/Tandy	CP/M	Other	
EDUCATION	1	1	76	NEW IMPROVED MASTER TYPE	Scarborough	Educational program that teaches touch typing to ages 7 to adult in an exciting video game format in 18 different lessons.	•	••	••	•	•				
	2	4	59	MATH BLASTER!	Davidson & Associates	Contains over 600 problems in addition, subtraction, multiplication, division, fractions and decimals for students ages 6 through 12, with a game at the end.	•		•	•					
	3	5	24	TYPING TUTOR III	Simon & Schuster	Program That Develops Speed, and shows progress in Typing Speed and Accuracy.	•		•	•	•				
	4	2	17	SAMPLE SAT	Hayden	Sample Test Module	•	•	•	•					
	5	3	57	MUSIC CONSTRUCTION SET	Electronic Arts	Interactive music composition and learning tool enables user to work with a library of music or compose own.	•	•	•						
	6	6	31	WORD ATTACK!	Davidson & Associates	Designed for students, grades 4 - 12, to teach new words, their meanings and their usages in an interesting and exciting way.	•		•	•					
	7	7	51	FACE MAKER	Spinnaker	Educational program designed to introduce children, ages 4 through 8, to the computer keyboard and the concept of programming.	•	•	•	•					
	8	10	3	SUCCESS WITH MATH: MULTIPLICATION/DIVISION	CBS	Designed for students grades 2-8. Provides student with practice in problem solving.	•	•★	••	•					
	9	9	15	EARLY GAMES	Counterp	No adult supervision & friendly interactive package composed of 9 educational, entertaining games designed for children age 2 1/2 to 6.	•	•★	•★	•		•★			
	10	8	24	STICKY BEARS ABC	Xerox Education	Educational Program designed to help children ages 3 to 6 in learning the alphabet. Program includes games that teach.	•	•	•						

	THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Publisher	Remarks	SYSTEMS								
							Apple II	Atari	Commodore	IBM	Macintosh	TRS/Tandy	CP/M	Other	
HOME MANAGEMENT	1	1	76	BANK STREET WRITER	Broderbund	Word Processing Package	•	•	•	•					
	2	2	34	PRINT SHOP	Broderbund	At Home Print Shop	•								
	3	3	15	LOTUS 1-2-3	Lotus Inc.	Programming Language				•	•				
	4	6	75	PFS: FILE	Software Publishing	Information Management System	•			•	•				
	5	5	36	PAPER CLIP	Batteries Included	Word Processing Package		•	••						
	6	4	68	DOLLARS AND SENSE	Monogram	Home Financial Package	•			•	•				
	7	7	6	THE HOME ACCOUNTANT	Continental	Home & Small Business Financial Management Program	•	•	•	•	•	•	•	•	•
	8	10	8	PFS: WRITE	Software Publishing Company	Word Processing Package	•			•					•
	9	8	15	NET WORTH	Scarborough System	Designed to manage personal finances.	•	•	•	•					
	10	NEW▶		FAST LOAD	Epyx	A cartridge that speeds up load time.				•					

FAST LOAD #10 Home Management

Epyx Computer Software's design team created "Fast Load" to solve the problem of waiting two to three minutes for Commodore 64 computers to load a program. The \$30 cartridge speeds up access to software fivefold.

It took the team about four months to develop the product. Most of the design time was spent ensuring that "Fast Load" works with most popular programs. "We tested on hundreds of titles," says Epyx president Michael Katz.

And, according to Katz, as soon as they were ready to release the product, a member of the development team would show up with yet another title with which "Fast Load" was not compatible. While "Fast Load" does not work with every Commodore 64 program, the Sunnyvale, Calif. firm says it's compatible with more than 60% of the software packages available for the machine.

In addition to speeding up access times to computer programs, it copies, edits and lists directories five times faster than regular Commodore disk drive. Programs stored in the computer's memory will not be erased when using the Epyx software package, which is said to have sold about 100,000 copies.

FAYE ZUCKERMAN

GRAMMY SALES

(Continued from page 23)

Ned Berndt at Q Records & Tapes in Miami and Tampa also reports movement for Grammy albums, but not enough to dethrone his best sellers. "Our top albums are 'Beverly Hills Cop,' Phil Collins, Mick Jagger, John Fogerty and Lionel," he says.

But Richie's Grammy exposure is being credited with aiding his home video, "All Night Long," by Joe Andrus at Spec's Music in Miami.

We Are The
DIVIDER CARD COMPANY
We Specialize In
Fiber Board Hot Stamped
all sizes and shapes for
LP's • CD's • 45's
Also available on plastic
we service chains, racks,
mom & pops
TED BUSHMAN SIGN CO.
1095 N. Broadway, N. Massapequa, NY 11758
(516) 293-6161
call for a sample and prices

Two Studies, One Conclusion

CABLE GROWTH DOWN; DON'T BLAME VCR

NEW YORK The cable tv industry's growth sagged significantly in 1984, but members of the business don't blame the VCR for the slowdown. The videocassette recorder and cable television have a synergistic relationship, they say, with each fueling the success of the other.

Such are the conclusions of reports done by two major players in the cable tv business, the Cable Advertising Bureau (CAB) and Showtime/The Movie Channel.

The cable tv growth figures come out of the CAB's annual booklet "Cable TV Facts." The picture "Cable TV Facts" presents a mixed one, but the general trend in many cable areas is down.

In 1983 the number of cable tv subscribers grew at a 13.2% rate; in

1984, that number dropped to 9.4%, with a total of about 37.3 million subscribers in the U.S. Household penetration rose at a 5.5% rate in 1983; by the end of '84 the total level was 43.7%, but the growth rate was down to 3.2%.

Pay television saw the most significant slowdown in growth, with rates dropping from 1983's 18.2% per year to last year's 5.5%, and a total of 22.4 million households subscribing.

The advertising-supported cable tv picture was much stronger. Audience time spent viewing cable increased by 24% in 1984. Total advertiser revenues for national and local cable buys also showed a significant boost, jumping by 33% from \$363 million to \$542 million.

Cable's weak 1984 numbers are

not that important, says CAB president Bob Alter. "There has to be a top," he says. "At some point the curve starts to flatten out a little bit." The low numbers are only temporary, he claims.

Growth "will probably accelerate again when the large cities are built," he says. "The networks that are in business now seem to be growing nicely," he notes, with MTV "doing especially well." As for the impact the VCR may be having on cable tv's growth, Alter quotes studies down by cable MSOs (multiple system owners) that say "the VCR is cable friendly," boosting consumer satisfaction with wired entertainment.

"The VCR is not a competitor for cable," says Alter. "It's an exten-

(Continued on page 30)



Quick, Which One Is the Movie Star? From left, Thorn EMI/HBO president Nick Santrizos, Video Shack topper Arthur Morowitz and Raquel Welch at one of Welch's in-store appearances to promote her video exercise cassette, "Total Beauty And Fitness," which sells for \$39.95 and is currently number nine on Billboard's Top 40 Videocassette Sales Chart.

...newsline...

HOME VIDEO FANS may be playing their music tapes over and over to find the answers to the trivia questions in Avon's new "The Music Video Trivia Quiz." The \$2.95, saddle-stitched paperback has slightly more than 100 pages and questions dealing with such categories as "Video Vehicles," "Music Animals" and "Video Clothes." Avon Books is located at 1790 Broadway, New York, N.Y. 10019. Sample question: "How many boxes of pizza are delivered to Cyndi Lauper's room in 'Girls Just Want To Have Fun'?"

SCHOLASTIC PRODUCTIONS AND KARL/LORIMAR HOME VIDEO are teaming up for a new video venture. Looking to boost "family values" and make some video bucks at the same time, the companies will be shipping their first four titles in April: "The Great Love Experiment," "The Almost Royal Family," "Tucker And The Horse Thief" and "Mystery At Fire Island," all at \$39.95. The firms have budgeted \$220,000 for advertising and promotion for the first month of release.

ALSO SHIPPING ITS FIRST BATCH OF TITLES is Academy Home Video, distributor Artec's manufacturing venture. First three titles out are the Richard Benjamin-starring "No Room To Run," the Sid Caesar-starring "Barnaby And Me" and the Lon Chaney-starring "Gallery Of Horror." Prices on the first two are \$59.95; the third is \$39.95. Academy has set up a p-o-p hotline: (800) 972-0001.

VESTRON VIDEO IS STEPPING UP the amount of closed-captioned product it is releasing. Six such titles will be coming out from the firm in the next few months. "Irreconcilable Differences," "David Copperfield," "A Tale Of Two Cities," "The Lion, The Witch, And The Wardrobe," "The Flamingo Kid" and "The Falcon And The Snowman."

FATHER'S DAY WILL BE GETTING A PROMOTIONAL BOOST from VidAmerica as the company cuts the price on four boxing and baseball cassettes. Dropping from \$34.95 to \$24.95 will be "Boxing's Greatest Champions," "Grudge Fights," "Baseball Hall Of Fame" and "Baseball: Fun And Games." The low-priced quartet will be available at retail starting Friday (15). Father's day is on June 16. VidAmerica is distributed by Vestron Video co-label Lightning Video.

WORLDVISION HOME VIDEO IS ALSO MOVING to lower prices on some product, dropping the retail on six of its Hanna-Barbera animated titles to \$24.95. Out this month at that price will be "Casper And The Angels, Vol. III," "Josie And The Pussycats In Outer Space, Vol. II," "The Herculoids, Vol. II," "Scooby And Scrappy Doo, Vol. III," "Black Beauty" and "Jack And The Beanstalk," which stars Gene Kelly. If the \$24.95 titles show sales strength, WorldVision says, the company will release a lot more animated product at that price.

WALT DISNEY HOME VIDEO WILL RELEASE a series of long-form music titles featuring the big band sounds of Cab Calloway, Lionel Hampton and Woody Herman at \$39.95 each, or \$99.95 as a three-volume set. A fourth "DTV" title, featuring music synchronized to vintage Disney animation, will reach retail shelves in April. Featuring ballads and love songs, the title will sell for \$49.95. Among the tunes included in the compilation reel are "Just My Imagination," "All Shook Up," "Love's Been A Little Bit Hard On Me" and "Ain't Too Proud To Beg."

Media Home Entertainment Maps Expansion

Parent Company Heron Makes Major \$\$ Commitment

BY SAM SUTHERLAND

LOS ANGELES Expanded involvement in theatrical film production, realigned domestic management and an aggressive program acquisition stance are among the tactics planned by Media Home Entertainment to achieve a 100% increase in sales volume within the next three years.

Such is the blueprint outlined by Steve Diener, president of Heron Communications Inc., Media's corporate parent, during a recent visit to Media's new headquarters complex here. For the veteran home entertainment executive Media's long-

term goals focus on "making us the No. 1 independent video company."

If Diener himself is the first to note the brashness of such claims, he also points to Media's recent bullish expansion and the ambitious scope of Heron International, the privately held U.K. conglomerate behind both Heron Communications and Media Home Entertainment, as giving weight to the boast.

Since November, 1983, when Heron acquired Media to buttress the British home video holdings that make up the Heron Communications division, the parent firm has bankrolled substantial equity investments in three U.S. feature

films, given the green light to the vast 45,000 square foot complex in Culver City here, and enabled Media to expand its top management team significantly with several key additions. Diener, who has held top home entertainment posts at ABC Records, CBS Records International and CBS/Fox Home Video, contends such bold strokes reflect Heron's own entrepreneurial style of management.

Media "is totally vertical, which is unusual," Diener notes. "We manufacture our own product, and we now produce motion pictures ourselves. In the past, you either had

(Continued on page 31)

FUR WEEK ENDING MARCH 16, 1985

Billboard

©Copyright 1985, 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 VIDEODISKS

			Compiled from a national sample of retail store sales reports.						
THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Distributor, Catalog Number	Principal Performers	Year of Release	Rating	Format	Price
1	1	17	THE EMPIRE STRIKES BACK	CBS-Fox Video 1425	Mark Hamill Harrison Ford	1980	PG	CED Laser	29.98 29.98
2	2	8	THE NEVERENDING STORY	Warner Brothers Pictures Warner Home Video 11399	Barrett Oliver Noah Hathaway	1984	PG	CED Laser	29.98 34.98
3	3	13	PURPLE RAIN ▲	Warner Brothers Pictures Warner Home Video 11398	Prince Apollonia Kotero	1984	R	CED Laser	19.98 29.98
4	6	2	TIGHTROPE	Warner Brothers Pictures Warner Home Video 11400	Clint Eastwood	1984	R	Laser	34.98
5	9	2	ON THE WATERFRONT	RCA/Columbia Pictures Home Video 10458	Marlon Brando Lee J. Cobb	1954	NR	CED Laser	24.95 34.95
6	10	9	POLICE ACADEMY	The Ladd Company Warner Home Video 20016	Steve Guttenberg Kim Cattrall	1984	R	CED Laser	29.98 34.98
7	4	29	ROMANCING THE STONE ▲	CBS-Fox Video 1358	Michael Douglas Kathleen Turner	1983	R	CED Laser	19.98 34.98
8	5	13	THE NATURAL	RCA/Columbia Pictures Home Video 6-20380	Robert Redford Glenn Close	1984	PG	CED Laser	29.95 34.95
9	7	8	THE LAST STARFIGHTER ▲◆	Universal City Studios MCA Dist. Corp. 80078	Lance Guest Robert Preston	1984	PG	CED	29.98
10	8	27	SPLASH ◆	Touchstone Home Video 213	Daryl Hannah Tom Hanks	1984	PG	CED Laser	29.98 34.98

◆ Recording Industry Assn. Of America (RIAA) seal for sales/licensed rentals of 37,500 units or sales/licensed rentals income of \$1.5 million. ▲ RIAA seal for sales/licensed rentals of 75,000 units or sales/licensed rental income of \$3 million. (Titles issued prior to Jan. 1, 1984 are certified under lower criteria.) ◆ International Tape Disc Assn. seal for sales and/or net rentals of \$1 million at wholesale.

NEW ON THE CHARTS

STAR TREK III—THE SEARCH FOR SPOCK

"Star Trek III—The Search For Spock" has Paramount Home Video making chart history once again. For the first time, a feature film and its two sequels appear on the videocassette sales chart simultaneously. Its release also marks the second time Paramount has released a popular title at the suggested retail price of \$29.95 in both VHS and Beta. The title stands at No. 1 this week.

Leonard Nimoy trades in his pointed ears for a megaphone as he makes his motion picture directorial debut. William Shatner once again portrays Admiral James T. Kirk, and DeForest Kelley is Dr. "Bones" McCoy. They are joined by the other series regulars that make up the crew of the Starship Enterprise.

Since its debut on television in 1966, "Star Trek" has lived long and prospered for nearly 20 years due mainly to its legion of loyal fans and the annual conventions they attend throughout the country. To satiate these fans even further, Paramount has issued the first 10 episodes of the tv series at \$14.95.

The title's general release was preceded by colorful counter cards, posters and banners. Pre-sale order forms were displayed to customers as well, in order to avoid backorders. "Star Trek III—The Search For Spock" is available in VHS Hi-Fi and Beta Hi-Fi.

MARC ZUBATKIN

ALL NIGHT LONG

Pop superstar Lionel Richie hit the home video sales chart last week with "All Night Long," which now stands at number 8. Released in mid-February by RCA/Columbia Home Video's MusicVision, the title seems on its way to proving that Richie is just as successful on the video screen as he is on stage.

Thirty-five minutes in length, "All Night Long" is a collection of some of Richie's biggest hits. Four music videos originally made for his hit album "Can't Slow Down" ("All Night Long," "Running With The Night," "Hello" and "Penny Lover") are contained on the cassette. Exclusive concert footage from his 1984 tour is also included.

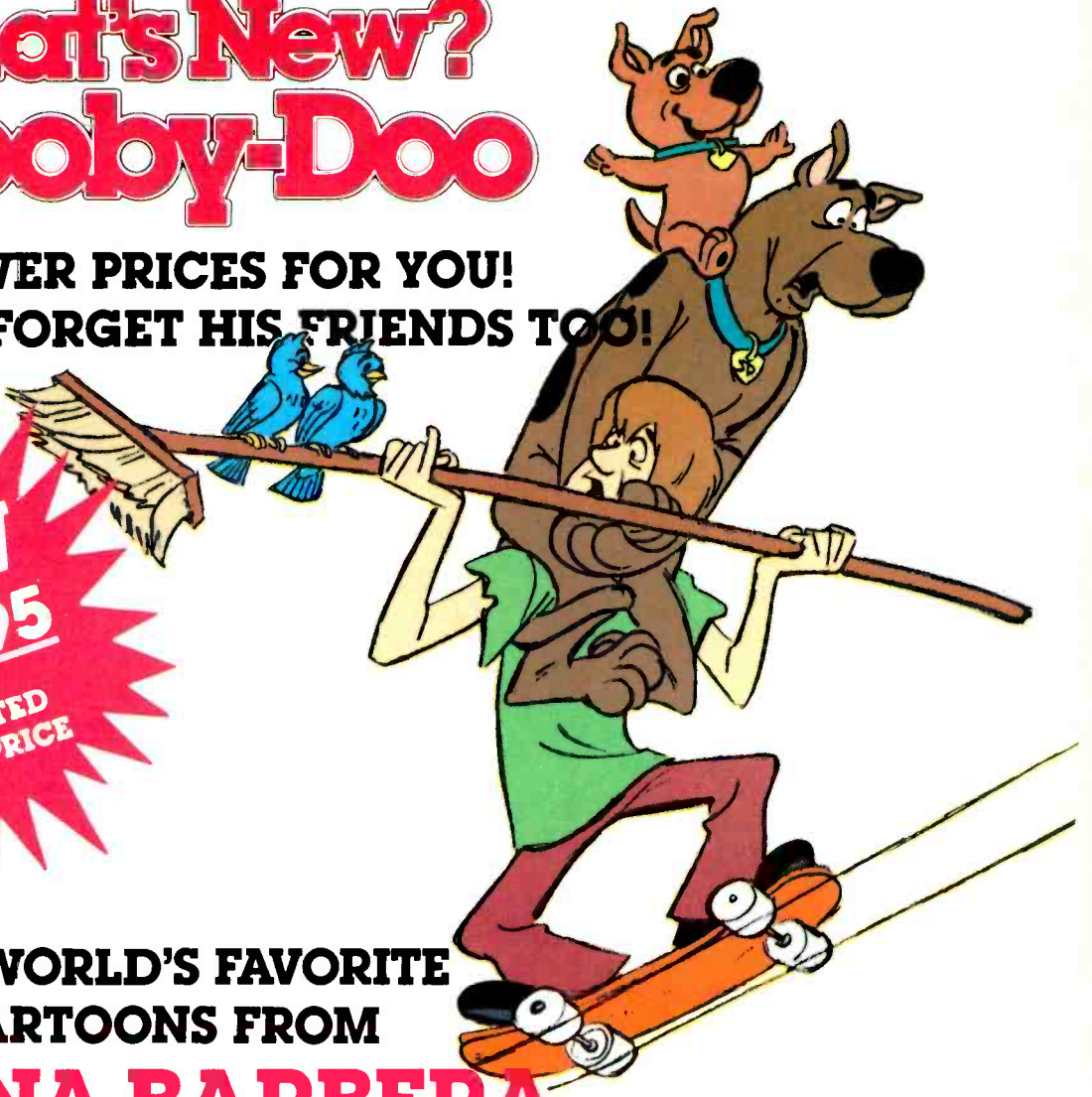
As if Richie's mass appeal is not enough to make this video a potential big seller, MusicVision is offering a suggested list price of \$14.95 through March—after which it will go to its regular price of \$19.95. Aids available to promote the release are posters, large display boxes and co-op advertising funds. The title comes in VHS or Beta format.

LINDA MOLESKI

What's New? Scooby-Doo

AT LOWER PRICES FOR YOU!
AND DON'T FORGET HIS FRIENDS TOO!

NOW \$24.95
SUGGESTED RETAIL PRICE



THE WORLD'S FAVORITE
CARTOONS FROM

HANNA-BARBERA

...AND MORE, ON VIDEOCASSETTE.



ONLY THROUGH



A TAFI COMPANY

© 1985 Hanna-Barbera Productions, Inc. AS to cartoon characters and packaging.

660 Madison Avenue, New York, NY 10021
Not Affiliated With World Vision International A Religious and Charitable Organization

© 1985 Worldvision Enterprises, Inc. All Rights Reserved. CASPER © HARVEY CARTOONS

TOP VIDEOCASSETTES RENTALS

Compiled from a national sample of retail store rental reports.				Year of Release	Rating	Format
THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Distributor, Catalog Number	Principal Performers	
1	4	4	THE WOMAN IN RED ▲	Vestron 5055	Gene Wilder Kelly Le Brock	1984 13 VHS Beta
2	1	5	ALL OF ME	Thorn EMI HBO Video TVA2715	Steve Martin Lily Tomlin	1984 R VHS Beta
3	2	10	POLICE ACADEMY ▲	The Ladd Company Warner Home Video 20016	Steve Guttenberg Kim Cattrall	1984 R VHS Beta
4	3	7	TIGHTROPE	Warner Brothers Pictures Warner Home Video 11400	Clint Eastwood	1984 R VHS Beta
5	11	2	RED DAWN	MGM UA Home Video 800499	Patrick Swayze C. Thomas Howell	1984 13 VHS Beta
6	5	13	THE NATURAL	RCA/Columbia Pictures Home Video 6-20380	Robert Redford Glenn Close	1984 PG VHS Beta
7	6	5	THE EVIL THAT MEN DO	RCA/Columbia Pictures Home Video 6-20407	Charles Bronson	1984 R VHS Beta
8	NEW ▶		STAR TREK III-THE SEARCH FOR SPOCK	Paramount Pictures Paramount Home Video 1621	William Shatner DeForest Kelley	1984 PG VHS Beta
9	21	2	THE ADVENTURES OF BUCKAROO BONZAI	Vestron 5056	Peter Weller John Lithgow	1984 PG VHS Beta
10	7	26	ROMANCING THE STONE ▲	CBS-Fox Video 1358	Michael Douglas Kathleen Turner	1984 PG VHS Beta
11	9	7	CLOAK AND DAGGER ▲	Universal City Studios MCA Dist. Corp. 80124	Henry Thomas Dabney Coleman	1984 PG VHS Beta
12	8	15	PURPLE RAIN ▲	Warner Brothers Pictures Warner Home Video 11398	Prince Apollonia Kotero	1984 R VHS Beta
13	12	7	BEST DEFENSE	Paramount Pictures Paramount Home Video 1587	Dudley Moore Eddie Murphy	1984 R VHS Beta
14	10	14	THE LAST STARFIGHTER ▲ ♦	Universal City Studios MCA Dist. Corp. 80078	Lance Guest Robert Preston	1984 PG VHS Beta
15	13	16	THE EMPIRE STRIKES BACK	CBS-Fox Video 1425	Mark Hamill Harrison Ford	1980 PG VHS Beta
16	32	2	ONCE UPON A TIME IN AMERICA	The Ladd Company Warner Home Video 20017-19	Robert De Niro James Woods	1984 NR VHS Beta
17	15	4	RHINESTONE	CBS-Fox Video 1438	Sylvester Stallone Dolly Parton	1984 PG VHS Beta
18	14	10	THE NEVERENDING STORY ▲	Warner Brothers Pictures Warner Home Video 11399	Barrett Oliver Noah Hathaway	1984 PG VHS Beta
19	16	25	SPLASH ♦	Touchstone Home Video 213	Daryl Hannah Tom Hanks	1984 PG VHS Beta
20	17	12	DREAMSCAPE ▲	Thorn/EMI Home Video 2722	Dennis Quaid Kate Capshaw	1984 13 VHS Beta
21	18	6	MIKE'S MURDER	The Ladd Company Warner Home Video 20015	Debra Winger	1984 R VHS Beta
22	24	22	SIXTEEN CANDLES ▲ ♦	Universal City Studios MCA Dist. Corp. 80076	Molly Ringwald Paul Dooley	1984 PG VHS Beta
23	34	2	THE WILD LIFE	Universal City Studios MCA Dist. Corp. 80145	Christopher Penn Lea Thompson	1984 R VHS Beta
24	22	23	AGAINST ALL ODDS	RCA/Columbia Pictures Home Video 60077	Rachel Ward Jeff Bridges	1984 R VHS Beta
25	19	18	MOSCOW ON THE HUDSON	RCA/Columbia Pictures Home Video 60309	Robin Williams Maria Alonso	1984 R VHS Beta
26	23	4	THE MUPPETS TAKE MANHATTAN	CBS-Fox Video 6731	The Muppets	1984 G VHS Beta
27	20	22	GREYSTOKE: THE LEGEND OF TARZAN, LORD OF THE APES ▲	Warner Brothers Pictures Warner Home Video 11375	Christopher Lambert Andie MacDowell	1984 PG VHS Beta
28	33	3	MEATBALLS II	RCA Columbia Pictures Home Video 6-20405	Richard Mulligan	1984 PG VHS Beta
29	31	41	SCARFACE ▲	Universal City Studios MCA Dist. Corp. 80047	Al Pacino	1983 R VHS Beta
30	26	3	ELECTRIC DREAMS	MGM/UA Home Video 800487	Lenny Von Dohlen Bud Cort	1984 PG VHS Beta
31	28	16	CONAN THE DESTROYER ♦	Universal City Studios MCA Dist. Corp. 80079	A. Schwarzenegger Grace Jones	1984 PG VHS Beta
32	29	9	STREETS OF FIRE ♦ ♦	Universal City Studios MCA Dist. Corp. 80085	Michael Pare Diane Lane	1984 PG VHS Beta
33	27	10	ROBIN HOOD	Walt Disney Home Video 228	Animated	1973 G VHS Beta
34	NEW ▶		BACHELOR PARTY	CBS-Fox Video 1440	Tom Hanks Adrian Zmed	1984 R VHS Beta
35	NEW ▶		REVENGE OF THE NERDS	CBS-Fox Video 1439	Robert Carradine Anthony Edwards	1984 R VHS Beta
36	38	13	BOLERO	Cannon Films Inc. USA Home Video 217-468	Bo Derek George Kennedy	1984 NR VHS Beta
37	30	32	THE BIG CHILL ▲ ♦	RCA Columbia Pictures Home Video 100211	William Hurt Glenn Close	1983 R VHS Beta
38	25	10	TOP SECRET	Paramount Pictures Paramount Home Video 1567	Vai Kilmer	1984 PG VHS Beta
39	37	26	FOOTLOOSE	Paramount Pictures Paramount Home Video 1589	Kevin Bacon John Lithgow	1984 PG VHS Beta
40	35	19	NEVER CRY WOLF ♦	Walt Disney Home Video 182	Charles Martin Smith Brian Dennehy	1984 PG VHS Beta

● Recording Industry Assn. Of America (RIAA) seal for sales licensed rentals of 37,500 units or sales licensed rentals income of \$1.5 million ▲ RIAA seal for sales licensed rentals of 75,000 units or sales licensed rental income of \$3 million. (Titles issued prior to Jan. 1, 1984 are certified under lower criteria)
♦ International Tape Disc Assn. seal for sales and/or net rentals of \$1 million at wholesale.

Kenya Documentary

Sony Readies Whittaker Title

BY IRV LICHMAN

NEW YORK A best-selling recording artist worldwide and a strong draw on the road, Roger Whittaker moves on to a new area of exposure this month with a home video release.

Sony will market "Roger Whittaker In Kenya," an hour-long documentary culled from 17 hours of footage made in and around the singer/songwriter's native country.

The production, however, is no stranger to video. It's played in other parts of the world, including a remarkable 25-plus showings on the U.S. Disney cable channel, and several showings on the BBC.

Whittaker has also become a veteran of video clips, having just released his fourth. It's for the title song of his new RCA album, "Take A Little—Give A Little," which was produced in Nashville by Chet Atkins. The clip is already a feature on VH-1, MTV Networks' attempt to reach an older demographic.

The forthcoming Sony effort grew out of Whittaker's on-tour device of showing film of Kenya along with specially written material. The video contains 12 Whittaker compositions.

But, he confesses, he did not give much thought to the home video market until recently. "My market was music. To my mind, home video wasn't worth doing—until, that is,

when I'd return home to England from tours and notice how vast the VCR market had grown."

Whittaker, now in the midst of a 97-performance, 77-city tour that was launched last week in Bangor, Me., makes it a practice to be at home in England when his five children are on holiday.

Producing 17 hours of footage on the Kenya project reflects a considerable financial outlay. Whittaker says he was recently asked by a reporter about the "home movies" he uses during his act. "These home movies cost me \$300,000," Whittaker notes.

Whittaker says his return to RCA, his U.S. label for 10 years, after a hiatus of several years reflects a renewed commitment by the label to the adult contemporary format. He adds that his sales image has not been hurt by a recent movement of 400,000 units of his albums through Suffolk, the direct marketer.

Whittaker's Tembo company leases his product to RCA, as well as other record companies around the world. Tembo is the Kenyan word for elephant.

COPIES OF WEEKLY CHARTS

are available from Billboard's Chart Research Department. Pop Singles 1941 through 1983. Top LPs 1949 through 1983. \$3.50 per chart. Call or write:

Billboard Chart Research
1515 Broadway
New York, NY 10036
(212) 764-4556

Esquire Magazine In Fitness Game

NEW YORK Esquire magazine has joined the fitness videocassette fray with its production of "Ultimate Fitness," an hour workout tape featuring Deborah Crocker, fitness director at Chicago's East Bank Club.

The \$39.95 program, aimed primarily at Esquire's male professional readership, breaks down into a 10-minute opening warmup followed by 30 minutes of aerobics, 15 minutes of abdominal and arm exercises and a five-minute cooldown. As a companion to the video, the magazine has published a like-titled exercise book detailing the benefits of aerobics and illustrating the proper techniques.

READ ALL ABOUT IT!

Send for

1984 CATALOG

POPCORN & VIDEO

Poppers Supply Co., Inc.

1211 N. 2nd Street
Philadelphia, Pa. 19122
215/426-1616 or 426-0868
OUR 37th YEAR

VIDEO SALES EXECUTIVE

Leading home video movie distributor for all studios, New York City, needs executive with proven ability in marketing and sales. Must assume responsibility for eight outside sales people and inside telemarketing staff. Must be familiar with all phases of video distribution. Unusual opportunity. Please reply stating experience and salary requirements. All replies strictly confidential.

Box # 930, Billboard
1515 Broadway, New York, NY
10036

NEW RELEASES

(Continued from page 24)

HOME VIDEO

Symbols for formats are ♠=Beta, ♥=VHS, ♦=CED and ♣=LV. Where applicable, the suggested list price of each title is given; otherwise, "No List" or "Rental" is indicated.

- THE COLD ROOM**
George Segal, Renee Soutenjik, Warren Clarke
♠♥ Media Home Entertainment M774/\$59.95
- COSMIC MONSTER**
Forrest Tucker, Gabe Andre
♠♥ VCI Communications 1020/\$39.95
- THE DARKROOM**
Alan Cassell, Svet Kovich, Anna Jemison
♠♥ VCI Communications VL 9035/Media Home Entertainment \$59.95
- DEAD WRONG**
Britt Eklund, Winston Rekert, Jackson Davies
♠♥ Media Home Entertainment M771/\$49.95
- THE DIVORCE OF LADY X**
Sir Laurence Olivier, Merle Oberon
♠♥ Unicorn Video M-89/\$39.95
- ELVIS—ALOHA FROM HAWAII**
Elvis Presley
♠♥ Media Home Entertainment M463/\$29.95
- FELIX IN OUTER SPACE**
Animation
♠♥ Media Home Entertainment M334/\$29.95
- THE GALAXY INVADER**
Richard Ruxton, Faye Tilles, Don Liefert
♠♥ VCI Communications 1043/\$59.95
- GHOST SHIP**
Dermot Walsh, Hazel Court
♠♥ VCI Communications 6850/\$14.95
- GO, JOHNNY GO!**
Alan Freed, Chuck Berry, Eddie Cochran, Ritchie Valens
♠♥ Music Media M464/Media Home Entertainment/\$29.95
- INVASION OF THE GIRL SNATCHERS**
Elizabeth Rush, Ele Grigsby
♠♥ VCI Communications 1055/\$39.95
- JUDAS PRIEST LIVE**
♠♥ Music Media M450/Media Home Entertainment \$29.95
- KILLER'S MOON**
Anthony Forrest, Tom Marshall, Georgina Kean
♠♥ VCI Communications VL 9032/Media Home Entertainment \$49.95
- MANHUNT**
Henry Silva, Mario Adorf, Woody Strode
♠♥ Media Home Entertainment M769/\$59.95
- MONSTER A GO-GO!**
Phil Morton, June Travis
♠♥ VCI Communications 1071/\$39.95
- NEVER LOVE A STRANGER**
John Drew Barrymore, Steve McQueen
♠♥ NTA Home Entertainment 2981/\$39.95
- THE NIGHT OF THE JUGGLER**
James Brolin, Cliff Gorman, Richard Castellano
♠♥ Media Home Entertainment M773/\$49.95
- R.S.V.P.**
Harry Reems
♠♥ Vestron VB4159/\$69.95
♠♥ VA4159/\$69.95
- RUNNING WILD**
Lloyd Bridges, Dina Merrill, Pat Hingle
♠♥ Media Home Entertainment M724/\$49.95
- SCARRED**
♠♥ Vestron VB4113/\$69.95
♠♥ VA4113/\$69.95
- SCOOBY AND SCRAPPY DOO, VOL. III**
Animation
♠♥ Worldvision Home Video 1042/\$24.95
- SEVEN DOORS TO DEATH**
Chick Chandler, June Clyde, George Meeker
♠♥ VCI Communications 6685/\$14.95
- SIMON BOLIVAR**
Maximilian Schell, Rosanna Schiaffino
♠♥ Unicorn Video M-90/\$49.95
- SINISTER INVASION**
Boris Karloff
♠♥ Unicorn Video M-91/\$49.95
♠♥ M-92/\$49.95 (Spanish Version)
- SLEEPAWAY CAMP**
Mike Kellin, Jonathan Tiersten, Felissa Rose
♠♥ Media Home Entertainment M770/\$69.95
- STREET MUSIC**
Elizabeth Daily, Larry Breeding
♠♥ Vestron VB4153/\$69.95
♠♥ VA4153/\$69.95

(Continued on page 30)



“★★★★... (Highest Rating)
ONE OF THE YEAR'S BEST.”
-Roger Ebert, CHICAGO SUN-TIMES

The
COTTON CLUB

Where deals were made, lives were traded
and the legends of jazz lit up the night.

Available on Videocassette,
Laser Videodisc and CED. Call
Your Embassy Distributor Today!

ROBERT EVANS Presents
RICHARD GERE

Co-starring
GREGORY HINES · DIANE LANE · LONETTE MCKEE · "THE COTTON CLUB" · BOB HOSKINS · JAMES REMAR
Music by
NICOLAS CAGE · ALLEN GARFIELD · FRED GWYNNE · JOHN BARRY · Director of Photography
STEPHEN GOLDBLATT BSC · Costumes Designed by
MILENA CANONERO
Production Designer
RICHARD SYLBERT · Supervising Editor
BARRY MALKIN · Producer Consultant
MILTON FORMAN · Co-Producers
SYLVIO TABET and FRED ROOS · Executive Producer
DYSON LOVELL
Line Producers
BARRIE M. OSBORNE & JOSEPH CUSUMANO · Story by
WILLIAM KENNEDY & FRANCIS COPPOLA and MARIO PUZO
Screenplay by
WILLIAM KENNEDY & FRANCIS COPPOLA · Produced by
ROBERT EVANS · Directed by
FRANCIS COPPOLA · Original soundtrack album available
on Geffen Records & Cassettes

An **ORION** PICTURES Release
©1984 Orion Pictures Corporation. All Rights Reserved.
ORION® is a service and trademark
of Orion Pictures Corporation.

from
ZOETROPE STUDIOS

R RESTRICTED
UNDER 17 REQUIRES ACCOMPANYING
PARENT OR ADULT GUARDIAN

EMBASSY HOME ENTERTAINMENT
1901 AVENUE OF THE STARS, LOS ANGELES, CALIFORNIA 90067

VHS **Beta** **CED** **LASER**
STEREO STEREO STEREO STEREO
VIDEO COMPATIBLE VIDEO COMPATIBLE VIDEO COMPATIBLE VIDEO COMPATIBLE

Closed captioned by the
National Captioning Institute.
Used with permission

ARTWORK AND DESIGN 1985 Embassy Home Entertainment.



GULAG



A cornered man is capable of anything.

DAVID KEITH ("An Officer and a Gentleman") and **MALCOLM MCDOWELL** ("A Clockwork Orange") star in this taut and suspenseful drama about an unjustly imprisoned American journalist's struggle to escape a Soviet labor camp. Produced for theatrical release in Europe and directed by **DAVID GREENE**, the Emmy Award-winning creator of "Roots."



#6001

"GRIPPING, GRUELING TOP-FLIGHT DRAMA..."
—Hollywood Reporter

"A SKYSCRAPER... A COMPELLING PRISON TALE..."
—U.S.A. Today

LORIMAR Presents **DAVID KEITH** **MALCOLM MCDOWELL**
"GULAG" EXECUTIVE PRODUCERS **JAMES RETTER** AND **DAN GORDON**
SUPERVISING PRODUCER **BARRY STEINBERG** MUSIC BY **ELMER BERNSTEIN**
STORY BY **DAN GORDON** AND **RAPHAEL SHAULI** AND **YEHOSHUA BEN-PORAT**
SCREENPLAY BY **DAN GORDON** PRODUCED BY **ANDREW ADELSON** DIRECTED BY **ROGER YOUNG**

ON VIDEO CASSETTE

ONLY FROM

PRISM
ENTERTAINMENT

1875 CENTURY PARK EAST, SUITE 1010 LOS ANGELES, CA 90067 (213) 277-3270

CABLE GROWTH

(Continued from page 26)

sion of the phenomenon that cable is"—a means of increasing the number of programming choices a consumer has.

Showtime/The Movie Channel agrees, with a survey conducted by the company concluding that "VCRs and pay television subscriptions enhance the value of one another rather than substitute for one another."

The Showtime/TMC study was conducted via phone survey by Statistical Research Inc. and via a specially selected sample of pay cable and VCR households by Home Testing Institute.

Pay cable penetration is far higher among VCR owners than among non-owners, the study claims, with 35% of owners hooked up against 21% of non-owners. VCR owners also tend to take on more services than do most subscribers, the survey says, paying for 1.7 pay cable networks against an average of 1.4.

Attitudes on subscribing to pay cable in the future were also more positive among VCR owners than among non-owners, with 28% counting themselves likely to hook up in the future, compared to 16% of non-owners.

That home taping is one of the biggest reasons for the positive pay cable behavior of VCR owners was illustrated by some other Showtime/TMC figures. According to the study, pay cable subscribers taped about 1.5 movies a week, while non-subscribers taped 1.1.

According to the study, the average household taped one movie per week off of pay cable. The number of non-movie programs taped per week was equal for pay and non-pay subscribers, according to the study, at 2.4. But pay subscribers taped .7 non-movies a week off of their cable hookup.

In terms of whether consumers prefer to see their movies on pay cable or rent them, the survey says that "12% planned to rent cassettes rather than subscriber to pay, but 20% leaned toward pay and another 21% planned to do both."

NEW RELEASES

(Continued from page 29)

SWEET SWEETBACK'S BAADASSSSS SONG

Melvin Van Peebles
♥♥ Magnum Entertainment M1012/\$59.95

VICTORY AT SEA, VOL. VII, VIII & IX
♣ Embassy 75745/Pioneer Video/\$34.95

VICTORY AT SEA, VOL. X, XI & XII
♣ Embassy 75755/Pioneer Video/\$34.95

VENUS IN FURS
James Darren, Klaus Kinski
♥♥ NTA Home Entertainment 4409/\$39.95

THE WARRIOR AND THE SORCERESS
David Carradine
♥ Vestron VB5060/\$79.95
♥ VA5060/\$79.95

WIDOW'S NEST
Patricia Neal, Susan Oliver, Lila Kedrova
♥♥ Magnum Entertainment M1014/\$59.95

YOU WERE NEVER LOVELIER
Fred Astaire, Rita Hayworth, Adolphe Menjou
♣ RCA/Columbia VLD30401/Pioneer Video/\$29.95

To get your company's new video releases listed, send the following information—Title, Performers, Distributor/Manufacturer, Format(s), Catalog Number(s) for each format, and the Suggested List Price (if none, indicate "No List" or "Rental")—to Linda Moleski, Billboard, 1515 Broadway, New York, N.Y. 10036.

Home video

MEDIA HOME ENTERTAINMENT

(Continued from page 26)

the studio home video arm or the independent company." Media, he indicates, plans to bridge those two models, upgrading and expanding its product line and market share in the process.

"One of the reasons it works is that senior management understand developing businesses," he contends. "In both countries where they've become involved in home entertainment, they've taken those companies to a much higher level." Heron's initial venture into the field came in May, 1983, with the acquisition of Videoform, a U.K. video distributor, wholesaler and marketer, a move since buttressed there by the 1984 purchase of Relay Video, a leading wholesaler. With Media, Heron's home video holdings also encompass international licensing deals for programs.

Heron Communications has opened New York offices, with Diener now splitting his schedule between the coasts. But while that operation will be of pivotal importance in coordinating Media's operation, Diener says, "It will never be a big office." Conventional operations for its home video operations will remain here, while the Heron Communications shop will be "sort of like an entertainment merchant banker: We'll entertain film projects, acquisition of existing companies, joint ventures with other companies."

Like Vestron, a major competitor, Media has become an active financier for theatrical features, providing 50% or more of the funding for "A Nightmare On Elm Street," "Violated" and "Mission Kill," along with 100% of the financing for "The Jungle." Diener forecasts perhaps five feature investments during this year, and says Media's theatrical

production schedule could include as many as 10 features in 1986. All would bring home video market rights to the company.

For both program acquisitions and original productions, Diener projects a broadening base during the next three years. "Based on the Heron commitment, we're in a better position to pursue top quality productions with newer stars," he says. "Also, because we're now producing films ourselves, we can react more quickly to market trends."

A broader product base won't necessarily yield a correspondingly dramatic increase in the number of titles marketed, however. Both Diener and Jack Bernstein, recently appointed senior vice president of marketing and distribution as part of a series of new appointments, stress the firm's intention of extending its support for all product, including catalog.

The recent 1984 acquisition of The Nostalgia Merchant suggests a possible model, says Bernstein, in that shipments on all Nostalgia Merchant goods were halted to allow Media Home Entertainment to re-master and re-package the line. Pricing was also altered, taking the once single list catalog into a more competitive three-tiered structure determined by royalties.

Bernstein is just one of several recent Media additions now working with president Ron Safinick, Diener observes. Phil Callahan was brought aboard from the parent company to become vice president of finance and administration, while former K-tel executive Jere Hausfater has joined to head up legal, international and business affairs.

FOR WEEK ENDING MARCH 16, 1985

Billboard

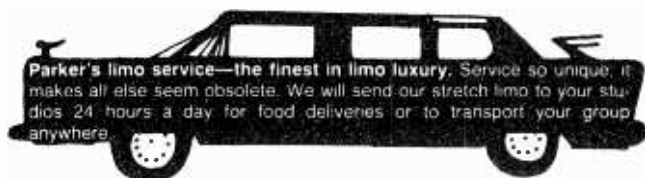
©Copyright 1985, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

TOP VIDEOCASSETTES SALES

				Compiled from a national sample of retail store sales reports.					
THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Distributor, Catalog Number	Principal Performers	Year of Release	Rating	Format	Price
1	8	2	STAR TREK III-THE SEARCH FOR SPOCK	Paramount Pictures Paramount Home Video 1621	William Shatner DeForest Kelley	1984	PG	VHS Beta	29.95 29.95
2	2	148	JANE FONDA'S WORKOUT ▲◆	Karl Video Corporation KVC-RCA 042	Jane Fonda	1982	NR	VHS Beta	59.95 59.95
3	1	15	PURPLE RAIN ▲	Warner Brothers Pictures Warner Home Video 11398	Prince Apollonia Kotero	1984	R	VHS Beta	29.98 29.98
4	3	15	PRIME TIME	Karl Video Corporation KVC-RCA 058	Jane Fonda	1984	NR	VHS Beta	39.95 39.95
5	6	106	STAR TREK II-THE WRATH OF KHAN ▲◆	Paramount Pictures Paramount Home Video 1180	William Shatner Leonard Nimoy	1982	PG	VHS Beta	24.95 24.95
6	9	17	RAQUEL, TOTAL BEAUTY AND FITNESS ●	Total Video, Inc. Thorn/EMI Home Video 2651	Raqueel Welch	1984	NR	VHS Beta	39.95 39.95
7	4	65	RAIDERS OF THE LOST ARK	Paramount Pictures Paramount Home Video 1376	Harrison Ford Karen Allen	1981	PG	VHS Beta	24.95 24.95
8	21	2	LIONEL RICHIE ALL NIGHT LONG	Brockman Enterprises Inc. RCA/Columbia Pictures 6-20420	Lionel Richie	1984	NR	VHS Beta	19.95 19.95
9	14	2	TINA TURNER PRIVATE DANCER	Thorn/EMI TVD Sony Video Software 97W0066-7	Tina Turner	1984	NR	VHS Beta	16.95 16.95
10	12	39	STAR TREK: THE MOTION PICTURE ▲◆	Paramount Pictures Paramount Home Video 8858	William Shatner Leonard Nimoy	1980	G	VHS Beta	24.95 24.95
11	13	58	DO IT DEBBIE'S WAY ▲	Raymax Prod. P. Brownstein Prod. Video Associates 1008	Debbie Reynolds	1983	NR	VHS Beta	39.95 39.95
12	7	50	THE JANE FONDA WORKOUT CHALLENGE ●	Karl Video Corporation KVC-RCA 051	Jane Fonda	1984	NR	VHS Beta	59.95 59.95
13	5	16	THE EMPIRE STRIKES BACK	CBS-Fox Video 1425	Mark Hamill Harrison Ford	1980	PG	VHS Beta	79.98 79.98
14	10	9	DURAN DURAN DANCING ON THE VALENTINE ●	Thorn/EMI TVD Sony Video Software 97W5075	Duran Duran	1984	NR	VHS Beta	16.95 16.95
15	11	52	TRADING PLACES	Paramount Pictures Paramount Home Video 1551	Dan Ackroyd Eddie Murphy	1983	R	VHS Beta	24.95 24.95
16	16	6	THE SONG REMAINS THE SAME	Warner Brothers Pictures Warner Home Video 11389	Led Zeppelin	1976	PG	VHS Beta	39.98 39.98
17	17	9	POLICE ACADEMY ▲	The Ladd Company Warner Home Video 20016	Steve Guttenberg Kim Cattrall	1984	R	VHS Beta	79.95 79.95
18	26	7	TIGHTROPE	Warner Brothers Pictures Warner Home Video 11400	Clint Eastwood	1984	R	VHS Beta	79.95 79.95
19	15	64	48 HRS.	Paramount Pictures Paramount Home Video 1139	Nick Nolte Eddie Murphy	1983	R	VHS Beta	39.95 39.95
20	18	4	THE WOMAN IN RED ▲	Vestron 5055	Gene Wilder Kelly Le Brock	1984	13	VHS Beta	79.95 79.95
21	20	77	FLASHDANCE	Paramount Pictures Paramount Home Video 1454	Jennifer Beals	1983	R	VHS Beta	24.95 24.95
22	19	4	DURAN DURAN SING BLUE SILVER	Thorn/EMI/HBO Video 2852	Duran Duran	1985	NR	VHS Beta	29.95 29.95
23	33	16	VIDEO REWIND: THE ROLLING STONES GREAT VIDEO HITS ▲	Vestron 1016	The Rolling Stones	1984	NR	VHS Beta	29.95 29.95
24	22	23	1984 SUMMER OLYMPICS HIGHLIGHTS ▲	ABC, Inc. Continental Video 1014	Frank Gifford	1984	NR	VHS Beta	29.95 29.95
25	25	58	STAR WARS	CBS-Fox Video 1130	Mark Hamill Harrison Ford	1977	PG	VHS Beta	39.98 39.98
26	23	70	AN OFFICER AND A GENTLEMAN ▲◆	Paramount Pictures Paramount Home Video 1467	Richard Gere Debra Winger	1982	R	VHS Beta	24.95 24.95
27	NEW ▶		ONCE UPON A TIME IN AMERICA	The Ladd Company Warner Home Video 20017-19	Robert De Niro James Woods	1984	NR	VHS Beta	79.95 89.95
28	27	13	THE NATURAL	RCA/Columbia Pictures Home Video 6-20380	Robert Redford Glenn Close	1984	PG	VHS Beta	79.95 79.95
29	35	6	DO THEY KNOW ITS CHRISTMAS? ▲	Vestron 0995	Band-Aid	1984	NR	VHS Beta	09.95 09.95
30	24	5	ALL OF ME	Thorn/EMI/HBO Video TVA2715	Steve Martin Lily Tomlin	1984	R	VHS Beta	79.95 79.95
31	29	6	JAZZIN' FOR BLUE JEAN	Thorn/EMI TVD Sony Video Software 93W50002-1	David Bowie	1984	NR	VHS Beta	19.95 19.95
32	31	12	ROBIN HOOD	Walt Disney Home Video 228	Animated	1973	G	VHS Beta	79.95 79.95
33	39	4	THE EVIL THAT MEN DO	RCA/Columbia Pictures Home Video 6-20407	Charles Bronson	1984	R	VHS Beta	79.95 79.95
34	28	7	ELVIS-'68 COMEBACK SPECIAL	Media Home Entertainment M452	Elvis Presley	1968	NR	VHS Beta	29.95 29.95
35	37	27	ROMANCING THE STONE ▲	CBS-Fox Video 1358	Michael Douglas Kathleen Turner	1984	PG	VHS Beta	79.98 79.98
36	NEW ▶		RED DAWN	MGM/UA Home Video 800499	Patrick Swayze C. Thomas Howell	1984	13	VHS Beta	79.95 79.95
37	40	3	MIKE'S MURDER	The Ladd Company Warner Home Video 20015	Debra Winger	1984	R	VHS Beta	79.95 79.95
38	38	6	CLOAK AND DAGGER ▲	Universal City Studios MCA Dist. Corp. 80124	Henry Thomas Dabney Coleman	1984	PG	VHS Beta	79.95 79.95
39	36	5	BEST DEFENSE	Paramount Pictures Paramount Home Video 1587	Dudley Moore Eddie Murphy	1984	R	VHS Beta	79.95 79.95
40	30	63	MAKING MICHAEL JACKSON'S THRILLER ▲◆	Vestron 1000	Michael Jackson	1983	NR	VHS Beta	29.95 29.95

● Recording Industry Assn. Of America (RIAA) seal for sales/licensed rentals of 37,500 units or sales/licensed rentals income of \$1.5 million. ▲ RIAA seal for sales/licensed rentals of 75,000 units or sales/licensed rental income of \$3 million. (Titles issued prior to Jan. 1, 1984 are certified under lower criteria.) ◆ International Tape Disc Assn. seal for sales and/or net rentals of \$1 million at wholesale.

GREAT FOOD OPEN 24 HOURS LARRY PARKER'S BEVERLY HILLS DINER



206 S. Beverly Dr. at Charleville, Beverly Hills, CA • (213) 274-5658
4676 Admiralty Way, Marina Del Rey, CA • (213) 823-6615

Telephones at Each Dining Booth

SPAT OVER VAN ZANT 'FIGHTER' CLIP

'Acts of God' Help Complicate Rock/Boxing Connection

BY ANGELA GAUDIOSO

NEW YORK "I'm A Fighter," the first clip by Johnny Van Zant from his album "Van Zant," is living up to its name, sparking a brisk record label/video producer dispute and attracting acts of godlike random lightning bolts.

On paper, the shoot looked complex but manageable. The elements appeared to promise a relatively smooth shoot, with a publicist eager to feature two of the nation's top boxers, Thomas "Hit Man" Hearns and "Marvelous" Marvin Hagler; a performer who had to be cooperative because the clip was needed to boost a sagging career; and a record label, Network/Geffen, willing to give artistic free rein.

But a near-classic series of bad-luck strokes turned the complexity into a tangle as an airplane fire, psychological sparring between Hearns and Hagler, and a transcontinental shift of venues took their toll.

The issue the "I'm A Fighter" shoot raises is one that the video industry has yet to deal with: Who covers the cost of acts of God—the label or the producer? The way the industry works now, clip house Ken Walz Productions could end up footing the bill for the extra costs, which has done nothing to engender good will between Walz and Geffen.

Engineered by the public relations firm handling the boxers' April 15 fight, Lapin & Rose, and the band's manager George Cappellini, it sounded like a publicist's pancea. Hearns and Hagler, both represented by Top Rank Inc., were looking to expand their demographics and saw just such an opportunity with a Van Zant linkup that would air the video on the national closed-circuit broadcast.

Top Rank's publicist, Rich Rose, who rigged the Cooney/Holmes "Eye Of The Tiger" anthem, coordinated the Van Zant shoot with the athletes' previous commitment to do a Sports Illustrated cover here. The magazine's studio—within walking distance of Gleason's Gym, where the Walz production was to be shot—only added to the apparent ease of an otherwise complex undertaking.

With Rose setting up press coverage for the shoot, Walz and Cappellini knew they had to seize the moment to pull off what could also be parlayed into a national story the next day. "The whole thing seemed too good to be true to me; it came to-

gether too smoothly," says the manager.

He was right. The evening of the day of the shoot at Gleason's, it became apparent something was wrong: The paparazzi, some of them on hand the entire afternoon, were all there in the smoke-filled gym, poised to capture the planned media event. Walz paced while the crew continued to shoot around the athletes, who were not there.

The first act of God had kicked in: Hearns' flight from L.A. that day had mechanical difficulties, and when he later re-boarded, the plane was forced to land in Salt Lake City due to an electrical fire caused by a coffee system short that resulted in a co-pilot's injury. Hearns gave up and went home to Detroit before leaving for training camp in Paris.

Hagler connected his own blow to the project. According to Walz, somehow the champ found out this sparring partner bailed out of the shoot, and thus he cancelled his appearance. And so, says Cappellini, the fighters' psychological pregame wars had begun. Walz is more succinct: "What went down was two bad fights and an ego trip."

No stranger to Van Zant or his manager, Walz produced a "pre-MTV, pioneer video" for the singer's Polydor release "Who's Right Or Wrong," which garnered the 1981 International Film & TV Festival's gold award. Amos Poe, the avant-garde director of "I'm A Fighter," collaborated with Walz on last year's feature film "Alphabet City," and most recently on Atlantic's new video for Raven's "On And On."

With the label's ire now officially fueled, Walz, Cappellini and Rose—at their most optimistic—picture themselves ringside for round two at Hagler's Palm Springs training camp this week, which will extend the shoot an extra day or more—and the budget. According to PR man Rose, and contrary to everyone else's guarded skepticism, the boxer will make his way into the footage. Rose says: "I know *the bodies* much more than Ken does. It may not happen in one day, but it'll happen in two."

Without the run to the West Coast, Cappellini and Walz contend they already have the makings of "a very special video." But Walz says, "The record company now feels that they had their heart set on having these two show up. They're saying: 'You sold us a concept, it didn't

work out, so you should pay for it.'

"But," he stresses, "I'll fight this to the bitter end... It was no one's fault; it was an act of God." And, he adds, "I'm dealing with Warners, a multi-billion-dollar corporation. Why should I take my profit and make it up to them?"

Producer Walz admits part of the Geffen soreness may be derived from its perception that "I got more money out of them than they really thought they wanted to spend."



You Talkin' to Me? Video director Amos Poe psychs up singer Johnny Van Zant during the making of Van Zant's "I'm A Fighter" clip. From left are Poe, Robbie Gay, Van Zant and Erik Lundgren.

Lauper, Yankovic, Culture Club Top List

NAVAS Announces Award Nominees

BY FAYE ZUCKERMAN

LOS ANGELES Cyndi Lauper, "Weird Al" Yankovic and Culture Club showed some of the strongest evidence of their video success yet Monday (4) when the National Academy of Video Arts & Sciences (NAVAS) announced its nominations for the third American Video Awards, set to air in the spring.

Lauper, garnering an unprecedented seven nominations, two for "She Bop" and five for "Time After Time," may well be this year's landslide winner at the gala, slated for an April 3 taping at the Santa Monica Civic Auditorium. Yankovic's takeoff on Michael Jackson's "Beat It," "Eat It," was nominated for best performance: male, best editing, best choreography and best costume design.

According to co-producer Casey Kasem, the event will be syndicated by Golden West Television in association with All American Television to more than 100 markets nationwide, covering some 90% of the U.S. Local air times and schedules have not been worked out yet.

Kasem adds that one reason for a tape-delayed broadcast is to keep control over the running time, expected to be about 90 minutes. "Last year Lauper performed a 30-minute show within a show [when accepting an award]. We have to keep it tight this year."

"Weird Al" Yankovic and James Ingram are already set as presenters for the third annual music video gala.

Culture Club's home video concert "A Kiss Across The Ocean" picked up two nominations, for best long-form and best home video. Additionally, the British rock group received nominations for "The War Song" and "Kiss Me Blind."

REO Speedwagon stands poised to take home as many as four awards for its "I Do' Wanna Know" video clip, which netted nominations for performance by a group, direction by Kevin Dole and Sherry Revord, costumes and set design.

Duran Duran, who achieved much of their star status via promotional clips and whose prior video works have garnered numerous

awards, took a surprisingly low profile, receiving only one nomination for "The Wild Boys" in the best set design category. Billy Joel's \$700,000 "Keeping The Faith" was also named only once, in the category of set design as well. Joel's "Live From Long Island" long-form concert video was nominated in the newly added best home video category.

NAVAS, a non-profit group comprised of professionals from the music video industry, included Chuck Braverman's "DTV: Golden Oldies" and "Rock, Rhythm And Blues" and Vestron Video's "Making Michael Jackson's 'Thriller'" in the home video nominations. "Music Video From 'Streets Of Fire,'" the Police's "Synchronicity Concert" and "U2 At Red Rocks Under A Blood Red Sky" will be vying for accolades in the long-form video area.

Director Zbigniew Rybczynski was the only video maker to net nominations for directing and editing. His "Diana D" for Chuck Mangione was named in both categories.

Other directors receiving nominations were Edd Griles, "Time After Time"; Pete Angelus and David Lee Roth, Van Halen's "Hot For Teacher"; George Lois and Jerry Cotts, "Jokerman" by Bob Dylan; and Dole and Revord for "I Do' Wanna Know."

In the editing category, the following were named: Larry Jordan, "Hard Rock" by Herbie Hancock; Christopher Willoughby and Raymond Bush, "Hot For Teacher"; Norman Smith, "Time After Time"; Don Wilson, "Eat It"; and Sim Sadler, Bob Sarrel and Arden Rynew for ZZ Top's "Legs."

Promotional clips for country, pop and soul will receive attention at the awards show, produced by Scotti Brothers/Syd Vinnedge Television and Casey Kasem Productions in association with KTLA and Golden West Television. Prince netted one nomination: for "When Doves Dry," in the best soul video category.

Other soul videos named include "Decoy" by Miles Davis, Ray Parker Jr.'s "Ghostbusters," "Lover Girl" by Teena Marie and "Torture" by the Jacksons. Bruce

Springsteen's "Dancing In The Dark," Philip Bailey's "Easy Lover," Paul McCartney's "No More Lonely Nights," Cyndi Lauper's "Time After Time" and Thomas Dolby's "Hyperactive" secured honors in the pop video area. The nominees for best country video are Michael Murphey's "What She Wants," "All My Rowdy Friends Are Coming Over" by Hank Williams Jr., "Honey Won't You Open That Door" by Ricky Skaggs, Mark Gray's "On The Left Side Of The Bed" and Moe Bandy & Joe Stampley's "Where's The Dress."

Wham! received dual nominations for "Wake Me Up Before You Go Go": best new video artist and best performance: group. The group's competition in the new artist field includes John Cafferty & the Beaver Brown Band, Sheila E., Paul Young and Frankie Goes To Hollywood. As for group performance, the Columbia Records newcomers are competing with Huey Lewis & the News ("Heart Of Rock And Roll"), Van Halen (Both "Jump" and "Hot For Teacher"), and REO Speedwagon.

Bruce Springsteen, who garnered three nominations, saw his "Born In The USA" and "Dancing In The Dark" named in the best performance: male category. Other nominees include Don Henley's "Boys Of Summer," George Michael's "Careless Whisper" and Yankovic's "Eat

(Continued on page 33)

PROMOTIONAL MUSIC VIDEO

Available on 1 Hour Tape Compilations to colleges, nite clubs, and other public venues throughout America.

We provide: • Newest Releases • Quick Service • Highest Quality • Low Cost

Call us today to see if you qualify to receive promotional videos on a monthly basis.

Lawrence Enterprises, Inc. #1 way of staying on top of video music

Dial (201) 667-4026

VIDEOS

- FAST PERSONALIZED SERVICE
- HIGH QUALITY
- LOW PRICE
- FULL SELECTION

Since 1982, serving clubs and other venues with the latest music video releases. Custom service available.

Call today for up-dated playlist

(414) 546-1379 **WOLFRAM VIDEO**



AS OF MARCH 6, 1985 PROGRAMMING

This report does not include videos in recurrent or oldie rotation.

WEEKSON
PLAYLIST

VIDEOS ADDED THIS WEEK	NEW	WEEKSON PLAYLIST
BANG BANG THIS IS LOVE Epic	NEW	
CONEY HATCH FANTASY Mercury	LIGHT	
COSMETIQUE SO TRANQUILIZIN' Gramavision	NEW	
DAVE EDMUNDS HIGH SCHOOL NIGHTS Columbia	LIGHT	
FIONA TALK TO ME Atlantic	LIGHT	
DONNIE IRIS INJURED IN THE GAME HME/CBS	LIGHT	
CHRIS ISAAK DANCIN' Warner Bros.	NEW	
JASON & THE SCORCHERS WHITE LIES EMI America	LIGHT	
HOWARD JONES THINGS CAN ONLY GET BETTER Elektra	LIGHT	
MALCOLM McLAREN MADAME BUTTERFLY Island	NEW	
TOMMY SHAW FREE TO LOVE YOU A&M	MEDIUM	
DANNY SPANOS I'D LIE FOR YOU Epic	NEW	
USA FOR AFRICA WE ARE THE WORLD Columbia	HEAVY	
PETER WOLF OO-EE-BIDDELEY-BOP EMI America	POWER	
POWER ROTATION <small>Sneak Preview Videos</small>		
CHICAGO ALONG COMES A WOMAN Full Moon/Warner Bros.	3	
ERIC CLAPTON FOREVER MAN Warner Bros.	2	
PHIL COLLINS ONE MORE NIGHT Atlantic	4	
DON HENLEY ALL SHE WANTS TO DO IS DANCE Geffen	2	
MICK JAGGER JUST ANOTHER NIGHT Columbia	4	
U2 A SORT OF HOMECOMING Island	2	
HEAVY ROTATION		
*BRYAN ADAMS SOMEBODY A&M	7	
PHILIP BAILEY with PHIL COLLINS EASY LOVER Columbia	13	
*FOREIGNER I WANT TO KNOW WHAT LOVE IS Atlantic	11	
FRANKIE GOES TO HOLLYWOOD RELAX ZTT/Island	12	
GLENN FREY THE HEAT IS ON MCA	6	
*DARYL HALL & JOHN OATES METHOD OF MODERN LOVE RCA	13	
*BILLY JOEL KEEPIN' THE FAITH Columbia	16	
*JULIAN LENNON TOO LATE FOR GOODBYES Atlantic	10	
*MADONNA MATERIAL GIRL Sire	5	
*BILLY OCEAN LOVERBOY Jive/Arista	16	
POINTER SISTERS NEUTRON DANCE Planet	15	
*RED SPEEDWAGON CAN'T FIGHT THIS FEELING Epic	10	
*DAVID LEE ROTH CALIFORNIA GIRLS Warner Bros.	9	
SURVIVOR HIGH ON YOU Scotti Bros./Epic	9	
WHAM! CARELESS WHISPER Columbia	13	
ACTIVE ROTATION		
AUTOGRAPH TURN UP THE RADIO RCA	15	
THE CARS WHY CAN'T I HAVE YOU Elektra	7	
THE FIRM RADIOACTIVE Atlantic	6	
*JOHN FOGERTY THE OLD MAN DOWN THE ROAD Warner Bros.	9	
JOHN PARR NAUGHTY NAUGHTY Atlantic	15	
*SCANDAL FEATURING PATTY SMYTH BEAT OF A HEART Columbia	6	
SIMPLE MINDS DON'T YOU (FORGET ABOUT ME) A&M	7	
TEENA MARIE LOVER GIRL Epic	15	
*THE TIME JUNGLE LOVE Warner Bros.	19	
TINA TURNER PRIVATE DANCER Capitol	9	
*JOHN WAITE RECKLESS HEART EMI America	7	
MEDIUM ROTATION		
ANIMATION OBSESSION Mercury	16	
ASHFORD & SIMPSON SOLID Capitol	9	
DAVID BOWIE & PAT METHENY THIS IS NOT AMERICA EMI America	3	
GENERAL PUBLIC NEVER YOU DONE THAT IRS	2	
SAMMY HAGAR V.O.A. Geffen	16	
*JOAN JETT I LOVE YOU LOVE ME MCA	5	
*MADONNA CRAZY FOR YOU Geffen	7	
ALAN PARSONS PROJECT LET'S TALK ABOUT ME Arista	5	
SANTANA SAY IT AGAIN Columbia	3	
*BARBRA STREISAND EMOTION Columbia	7	
TWISTED SISTER THE PRICE Atlantic	4	
BREAKOUT ROTATION		
BRONSKI BEAT SMALL TOWN BOY MCA	11	
LLOYD COLE PERFECT SKIN Geffen	7	
DEEP PURPLE KNOCKIN' AT YOUR BACK DOOR Mercury	3	
ELLIOT EASTON LIKE A WHEEL Elektra	3	
ROBIN GEORGE HEARTLINE Bronze/Island	6	
GO WEST WE CLOSE OUR EYES Chrysalis	5	
DAN HARTMAN SECOND NATURE MCA	4	
GREG KIHN LUCKY EMI America	4	
B.B. KING INTO THE NIGHT MCA	5	
HUEY LEWIS & THE NEWS BAD IS BAD Chrysalis	2	
LOS LOBOS WILL THE WOLF SURVIVE Warner Bros.	10	
LRB PLAYIN' TO WIN Capitol	6	
THE NAILS LET IT ALL HANG OUT RCA	4	
ROMAN HOLLIDAY ONE FOOT BACK IN YOUR DOOR Jive/Arista	9	
SADE SMOOTH OPERATOR Portrait	3	
STONE FURY LIFE IS TOO LONELY MCA	4	
TIL TUESDAY VOICES CARRY Epic	2	
ZOT URANIUM Elektra	3	
LIGHT ROTATION		
BIG COUNTRY EAST OF EDEN Mercury	3	
ERIC CARMEN I WANNA HEAR IT Geffen	3	
ROGER HODGSON IN JEOPARDY A&M	3	
KISS THRILLS IN THE NIGHT Mercury	6	
GARY O SHADES OF '45 RCA	2	
RUN-D.M.C. KING OF ROCK Profile	3	
THE SMITHS HOW SOON IS NOW Warner Bros.	3	
TOTO HOLYANNA Columbia	4	
THE VELLS LOOK MY WAY Mercury	3	
JOHN WAITE CHANGE Chrysalis	4	
WIDOW BITCH Epic	5	
NEW ROTATION		
ALPHAVILLE FOREVER YOUNG Atlantic	2	
ANGEL CITY UNDERGROUND MCA	6	
THE BLUEBELLS I'M FALLING Sire	7	
EVERYTHING BUT THE GIRL NATIVE LAND Sire	8	
KEEL THE RIGHT TO ROCK Gold Mountain	2	
KING KOBRA HUNGER Capitol	4	
LOUDNESS CRAZY NIGHTS Atco	4	
NORMAN NARDINI & THE TIGERS IF YOU DON'T WANT ME CBS Associated	4	
OMD TESLA GIRLS A&M	8	
PSEUDO ECHO THERE'S A BEAT FOR YOU EMI America	4	
JERMAINE STEWART THE WORD IS OUT Arista	7	
JACK WAGNER PREMONITION Qwest	3	

* Denotes Sneak Preview Recurrent.
For further information, contact Buzz Brindle, director of music programming,
MTV, 1133 Avenue of the Americas, New York, N.Y. 10036.



New Video Clips

LIZZIE BORDEN & THE AXES

Out Of Touch
Brenda Ferry
Paul Ciccotelli/Donald Seaman

ERIC CARMEN

I Wanna Hear It From Your Lips
Eric Carmen/Geffen
Beth Broday/David Warfield
Greg Gold

CHICAGO

Along Comes A Woman
17/Warner Bros.
Jon Small
Jay Dubin

ERIC CLAPTON

Forever Man
Behind The Sun/Warner Bros.
Lexi Godfrey
Kevin Godley/Lol Creme

CONEY HATCH

Fantasy
Friction/Mercury
Keller-Thornton Productions
Chris Gabrin

DIGNEY FIGNUS

The Girl With The Curious Hand
Digney Fignus/Columbia
John Samellas
Luis Ara

SIEDAH GARRETT

Do You Want It Right Now
Fast Forward Soundtrack/Qwest
Jeffrey Abelson
Jules Lichtman

WHITNEY HOUSTON

You Give Good Love
Whitney Houston/Arista
Bell One Productions/Karen Bellone
Michael Lindsay-Hogg

PAT METHENY

Yolanda, You Learn
First Circle ECM
Sue Huntley
Donna Muir

ALISON MOYET

Invisible
A&M/Columbia
Fiona O'Mahoney for MGMT
Nick Morris

LOU RAWLS

Forever I Do (The Wedding Song)
Close Company/Epic
Pendulum Productions
Michael Heldman

ROUGH CUTT

Never Gonna Die
Rough Cutt/Warner Bros.
Michael Rosen
Rob Quartly

GARY SOHMERS' WINDJAMMER

Dinosaur Rock
Upstart/Wex Rex Records
Gary Sohmers for Metro Video, Boston
Stephen Boros

GARY SOHMERS' WINDJAMMER

Rollercoaster
Upstart/Wex Rex Records
Gary Sohmers for Metro Video, Boston
Stephen Boros

THIRD WORLD

Sense Of Purpose
Sense Of Purpose/Columbia
Tim Bevins for Al Dabra
Donald Camel

MARC ANTHONY THOMPSON

Love Cools Down
Marc Anthony Thompson Warner Bros.
Francie Moore
Leslie Libman



I Told You I Didn't Like That Clip. Epic's Teena Marie demonstrates her own unique method of video promotion, using "Friday Night Videos" producer David Benjamin as a subject. Standing from left are Marie, Epic national director of video promotion Harvey Leeds, Benjamin and Marie's manager Alan Mink.

NAVAS AWARD NOMINEES

(Continued from opposite page)

It."

Patty Smyth's "Hands Tied," Sheila E.'s "Glamorous Life," Chaka Khan's "I Feel For You," Lauper's "Time After Time" and Tina Turner's "What's Love Got To Do With It" and "Private Dancer" were nominated for best performance: female.

Choreographers Eddie Batos ("Eat It"), Joanne DeVito ("I Feel For You"), David Atkins ("Sad Songs"), Pat Birch ("She Bop") and Arlene Phillips ("The War Song") secured nominations for creating original dance sequences in music videos. Tom Grubbs ("Foolish Heart"), Donald Thoren ("Left In The Dark"), Scott Lloyd-Davies ("Off And On Love"), Tim Pope ("The Ghost In You"), Peter Kaminsky ("Time After Time") and Bob Byrne ("Stranger In Town") were nominated for lighting. Nominees for best set design are Deborah Everton for "I Do" Wanna Know," Steve Hendricksen for "Keeping The Faith," Gray Liplay for "The Wild Boys," David Brochurst for Culture Club's "Miss Me Blind" and Keith MacMillian for Paul McCartney's "No More Lonely Nights."

This year's AVA Awards cover video clips released to cable or broadcast television between December, 1983, and December, 1984. The 500 NAVAS members, who vote on the awards represent record companies, video producers, directors, lighting and set designers, programmers, editors, choreographers and distributors.

ACTIONMART

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

ATTENTION VIDEO PROGRAM BUYERS

ARE YOU SATISFIED WITH
YOUR CURRENT AMBIENT VIDEO?

Do you even know what ambient video is?
If not, call us. . .

VIDEO PLACEMENT INTERNATIONAL

the creators of



The leading distributor of Visual Wallpaper in the world.
If you use video in a public place, and you haven't heard of
V. P. I. . . .

You haven't been doing your homework.

VIDEO PLACEMENT INTERNATIONAL

240 East 27th Street, Suite BL, New York, NY 10016 212-696-9207

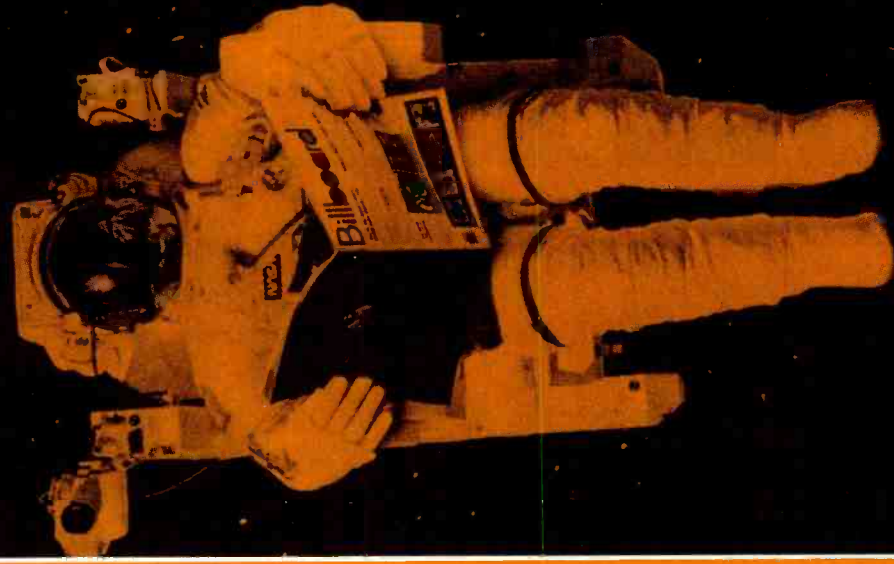
FOR WEEK ENDING MARCH 16, 1985

Billboard

©Copyright 1985, 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 SALES

THIS WEEK		LAST WEEK		WKS. ON CHART		TITLE	Copyright Owner, Distributor, Catalog Number	Principal Performers	Year of Release	Rating	Format	Price
1	8	2										
1	8	2				STAR TREK III-THE SEARCH FOR SPOCK	Paramount Pictures Paramount Home Video 1621	William Shatner DeForest Kelley	1984	PG	VHS Beta	29.95 29.95
2	2	148				JANE FONDA'S WORKOUT ▲◆	Karl Video Corporation KVC-RCA 042	Jane Fonda	1982	NR	VHS Beta	59.95 59.95
3	1	15				PURPLE RAIN ▲	Warner Brothers Pictures Warner Home Video 11398	Prince Apollonia Kotero	1984	R	VHS Beta	29.98 29.98
4	3	15				PRIME TIME	Karl Video Corporation KVC-RCA 058	Jane Fonda	1984	NR	VHS Beta	39.95 39.95
5	6	106				STAR TREK II-THE WRATH OF KHAN ▲◆	Paramount Pictures Paramount Home Video 1180	William Shatner Leonard Nimoy	1982	PG	VHS Beta	24.95 24.95
6	9	17				RAQUEL, TOTAL BEAUTY AND FITNESS ●	Total Video, Inc. Thorn/EMI Home Video 2651	Raquel Welch	1984	NR	VHS Beta	39.95 39.95
7	4	65				RAIDERS OF THE LOST ARK	Paramount Pictures Paramount Home Video 1376	Harrison Ford Karen Allen	1981	PG	VHS Beta	24.95 24.95
8	21	2				LIONEL RICHIE ALL NIGHT LONG	Brockman Enterprises Inc. RCA/Columbia Pictures 6-20420	Lionel Richie	1984	NR	VHS Beta	19.95 19.95
9	14	2				TINA TURNER PRIVATE DANCER	Thorn/EMI TVD Sony Video Software 97W00666-7	Tina Turner	1984	NR	VHS Beta	16.95 16.95
10	12	39				STAR TREK: THE MOTION PICTURE ▲◆	Paramount Pictures Paramount Home Video 8858	William Shatner Leonard Nimoy	1980	G	VHS Beta	24.95 24.95
11	13	58				DO IT DEBBIE'S WAY ▲	Raymax Prod. P. Brownstein Prod. Video Associates 1008	Debbie Reynolds	1983	NR	VHS Beta	39.95 39.95
12	7	50				THE JANE FONDA WORKOUT CHALLENGE ●	Karl Video Corporation KVC-RCA 051	Jane Fonda	1984	NR	VHS Beta	59.95 59.95
13	5	16				THE EMPIRE STRIKES BACK	CBS-Fox Video 1425	Mark Hamill Harrison Ford	1980	PG	VHS Beta	79.98 79.98
14	10	9				DURAN DURAN DANCING ON THE VALENTINE ●	Thorn/EMI TVD Sony Video Software 97W5075	Duran Duran	1984	NR	VHS Beta	16.95 16.95
15	11	52				TRADING PLACES	Paramount Pictures Paramount Home Video 1551	Dan Ackroyd Eddie Murphy	1983	R	VHS Beta	24.95 24.95
16	16	6				THE SONG REMAINS THE SAME	Warner Brothers Pictures Warner Home Video 11389	Led Zeppelin	1976	PG	VHS Beta	39.98 39.98
17	17	9				POLICE ACADEMY ▲	The Ladd Company Warner Home Video 20016	Steve Guttenberg Kim Cattrall	1984	R	VHS Beta	79.95 79.95
18	26	7				TIGHTROPE	Warner Brothers Pictures Warner Home Video 11400	Clint Eastwood	1984	R	VHS Beta	79.95 79.95
19	15	64				48 HRS.	Paramount Pictures Paramount Home Video 1139	Nick Nolte Eddie Murphy	1983	R	VHS Beta	39.95 39.95



Every week everywhere...
Billboard
brings you the
latest video news,
charts and
reviews.

ACTION MART

BILLBOARD CLASSIFIED ADVERTISING SECTION

To order an ad... check the type of ad you want...

- Regular classified (ads without borders): \$2.20 per word, per insertion. Minimum ad order, \$44.00.
- Display classified (all ads with borders): \$72.00 per column per inch, per insertion; 4 insertions \$67.00 per; 12 insertions \$62.00 per; 26 insertions \$59.00 per; 52 insertions \$48.00 per. Price discounts are based on insertions in consecutive issues.
- Count 8 words for our Box Number and address and add \$6 for handling. Only regular mail forwarded-tapes not acceptable.

Check the heading you want...

- Help Wanted Position Wanted For Sale Wanted to Buy
- Used Equipment for Sale Golden Oldies Comedy Material
- Distributing Services Video Hardware Computer Software
- Business Opportunity Schools and Instruction Video Software

Payment must be enclosed with your ad copy. Send to Billboard Classified, 1515 Broadway, N.Y., N.Y. 10036.

Your Name _____
 Company _____
 Address _____
 City _____ State _____ Zip _____
 Telephone _____

Please fill in the information below if you wish to charge the cost of your classified advertising.

- American Express Diners Club Visa Master Charge
- Bank # _____ Credit card # _____
- Expiration date _____
- Your signature _____

Need to get your ad in fast? Call Jeff Serrette...
 In NY State phone 212/764-7388... Outside N.Y.
 State phone toll free 800/223-7524.

RECORDING STUDIO

N.Y.C.—PRIVATE RECORDING STUDIO FOR SALE
 Live/work: beautiful, 1200 sq. ft., sound proof studio in Chelsea, without equipment; adjoining elegant 1450 sq. ft. living loft. Perfect for producer of artist. Both for \$490,000.
 (212) 691-0054

PUBLISHING SERVICES

AMERICA'S FIRST
 Comprehensive & up-to-date guide to LP records that are STILL IN PRINT.
 The cross-reference book contains all AMERICAN, BRITISH, JAPANESE & GERMAN LP releases — the total number exceeds 50,000! All musical categories (except classical) are included. Cover price \$14.95. Wholesale inquiries (also overseas) welcome.
 VINYL IN PRINT
 P.O. Box 42189, PORTLAND, OR 97242
 (503) 236-3381
 A must for every record store, library or serious collector!

SCHOOLS & INSTRUCTIONS

MUSIC BUSINESS CAREERS!
 THE MUSIC BUSINESS INSTITUTE OFFERS career courses in fascinating behind-the-scenes techniques, letting you play a key role backstage or at the controls. Top pro training in studio/concert/video production, artist representation/management, retail/wholesale, promotion/marketing, copyright law, publishing, much more. Employment assistance; financial aid available.
 Free brochure/career guide call toll-free 800-554-3346 or write
 MBI, Dept. B, 3376 Peachtree Road, N.E., Atlanta, GA 30326.

BE A RECORDING engineer! New classes quarterly. Institute of Audio/Video Engineering (213) 666-3003 1831 Hyperion, Dept. D, Hollywood, CA 90027.

POSTERS, BUTTONS & T-SHIRTS

ROCK & FASHION ACCESSORIES
 Reflecting the trends set by today's artists. From heavy metal to Madonna, we have the look that's hot! Neon, lace, rhinestone, studded leather belts, wristbands, and gloves. Plus licensed buttons, headbands, bandanas and posters. Send for catalog! WHOLESALE ONLY
 Nu Music Dist.
 8948 Waltham Woods Dr., Baltimore MD 21234
 (301) 882-9899

Buttons, buttons, BUTTONS!
 Order a \$50 or \$100 Button Master sampler pack to see all the newest of our 60,000 designs. We're the world's largest dist. of licensed and novelty pins with over 100 new designs weekly! We take full returns and even take returns of other button companies' stuff you got stuck with. If you're paying more than 40¢ per button, you're getting ripped off!!! Kids that can't swing \$8.98 for an lp can afford a buck for a button. Ask for our catalog NOW!!
 Button Master, P.O. Box 129, Bridgeport, PA 19405
 1-(800) 523-1197 (national)
 1-(215) 277-1966 (PA)
 If you don't have a business phone directory listing, please send \$1.50 for the catalog.

POSTERS
 Rock Posters
 ZAP ENTERPRISES
 1251-3 Irolo St.
 Los Angeles, Calif. 90006
 (213) 732-3781
 DEALERS ONLY

PSST!!!
 THE WORD IS OUT!
 FOR THE BEST PRICE ON POSTERS!!
 (Rock—CelebOnly & Novelty) and
 Buttons—Keychains—Bumper stickers—Mirrors—Tapestries—Sunglasses—Bandanas—Headbands—Jewelry and more
 CALL TOLL FREE
 1-(800) 544-0900 (outside MI)
 or (313) 674-4694
 AUTOMATIC VOLUME DISCOUNTS
 • Free Catalog
 • Officially Licensed Products
 • Reliable & Personal Service
 • Point of Sale Displays
 48 hrs shipping or we pay freight
 NATIONAL TRENDS, INC.
 2260 Scott Lake Rd.
 Pontiac MI 48054
 Wanted—Ind reps w/est. territories

WANTED TO BUY

INTERESTED IN QUANTITIES of old records—pre 1975. Old stock just taking up space? Let us know. Musical Memories, 833 E. Kilbourn, Milwaukee WI 53202.

FOR SALE

While Other People are raising their prices, we are slashing ours. Major label LP's as low as 50¢. Your choice of the most extensive listings available.

For free catalog call: 215 785-1541
 or write:
 Scorpio Music
 Box 391-BC
 Bensalem PA 19020

Michael Jackson 'THRILLER'
 t-shirt \$ 9.50 ea.
 sleeveless \$ 9.50 ea.
 jersey \$11.50 ea.
 button \$ 1.50 ea.
 Add \$1 per order for shipping.
 CATALOG \$ 1.00
 WHOLESALE INQUIRIES WELCOME
 Quality Promotions
 670 F. Third Ave., Ste #800BB
 San Mateo, CA 94401

LP's, 8 TRACKS AND CASSETTES AS LOW AS 22¢

Write for our free giant catalog. Retailers and distributors only.
 RECORD-WIDE DISTRIBUTORS, INC.
 1755 Chase Dr.
 Fenton (St. Louis) MO 63026
 (314) 343-7100

DISTRIBUTOR WHOLESALE ONLY

We are 12" records, blank audio, blank video, video games, movies, accessories, hardware, CD's, albums, tapes...

Stratford Dist., Inc.
 86 Denton Ave.
 Garden City Park NY 11040
 (718) 343-6920, (516) 877-1430
 (800) 645-6558, Telex 6852201

LEGAL HIGH!!! STIMULATING, potent, effective - \$2.95 to Future World, P.O. Box 476, Dept. BB2, Stoneham, MA 02180.

USED JUKE BOX records, mostly top labels and artists. 200 for \$24.00, \$3 shipping. Lorven, RD 2, Box 103, Lehighton, PA 18235

WHOLESALE ONLY. ORIGINAL unused backstage passes. Sell Great. Benatar, Olivia, Stevie, Kiss, Halen, Elvis, Springsteen, Zeppelin. Hundreds. Free List. Wynncor, 27W Maxie, Greenville, S.C. 29611.

EAMS Record Exports KG

Grafinger Str 226 Postfach 1525
 D-8360 D'dorf / West-Germany
 Phone (0991) 22071 Telex 69780

We are specialized in exporting all german labels, independent and major companies (45, 12", LP's and Compact)
 Retail orders handled preferred!
 Weekly new release informations!

Call us or write for detailed stock-lists and shipping informations. We want to service all your european import needs

LP's CD's—Low Prices

Soundtrack, Musical, Classical, Pop, Jazz, Easy Listening, Japanese Pressings. Export Worldwide. Write for Stock-list. Dealers only

HOLGER E. WINNIG Elebeken 6
 2 Hamburg 60, West Germany

COLLECTIBLES

MINT CONDITION RECORD COLLECTION

Just bought from radio station—mint promo 45's, Beatles, Elvis, Ricky Nelson, Pat Boone, Beach Boys and countless other artists. All sales will go to charity.

Lists will be made available weekly—1000's of new mint 45's, LP's and 78's. Don't give up, we have plenty of duplicates! Call or write to:

Youth Development Foundation
 P.O. BOX 363
 White Rock SC 29177
 (803) 798 8651

USED EQUIPMENT FOR SALE

NEUMANN MASTERING SYSTEM

Including tape machine, SX68 Head VG66 Amplifier Rack, Level Sets HF Limiters, Elliptical Equalizer and Variable pitch and depth. Make Offer

Call: JIM
 (513) 681-8402

Budget Cassettes

Rock • Pop • Country • R & B
 Classical • Jazz • Children
 Call or write for catalog
 Golden Circle Inc.
 45 Jefferson Street Stamford, CT 06902
 203-325-2436

SAM ASH STORES
 MAIL ORDER SERVICE
 Deal with the professionals. N.Y.C.'s largest inventory and best prices on musical instruments, sound and recording gear.

1-800-645-3518
 N.Y. State 1-800-632-2322

LARGEST SELECTION OF CASSETTES & LPS

Low prices - same day service - Qwip service available. Full line of blank tapes/video tapes plus over 20,000 single titles. Send \$2.00 for either the 92 pg LP catalog or 80 pg audio catalog TODAY!
 Or Call Bob

California Music
 7473 Foothill Blvd.
 Tujunga CA 91042
 (818) 352-9953

PRINCE

"Purple Rain" photo, 8 x 10, B & W. Send \$2.00 money order to: Rue Publications, P. O. Box 246, Phila., PA, 19105. Orders filled in 48 hrs.

WHOLESALE ONLY
 WE SPECIALIZE IN 12" PRODUCT
 Also current LP's, Cass & 45s
 Lowest Prices! Same day UPS
 GLO MDSE CORP.
 43-02 34th Ave., LIC, NY 11101
 (718) 706-0515

2 MAGNEFAX, MONO DUPLICATORS WITH 1/4" REPLACED MASTERS AND RE-LAPPED RECORDINGS HEADS EACH WITH 7 SLAVES. ITI AUTOMATIC CASSETTE LABELER, WOLLENSACK IN CASSETTE DUPLICATORS. EQUIPMENT LESS THAN 2 YEARS OLD IN EXCELLENT SHAPE.

CALL
 918-627-5772

DISTRIBUTING SERVICES

AMERICA'S LEADING DISTRIBUTOR OF BLANK TAPE & ACCESSORIES

Free Catalog Featuring:
 Maxell • Discwasher • Memorex • TOK
 Recoton • Sony • Koss • Scotch • Fuji
 Eveready • BASF • Alltop • Savoy
 Audio Technica • PD Magnetics
 Duracell • Amaray • Wico • and many more!

24 Hour Freight Paid Service
 Free Mailing of Extra Profit Times

Dealers Only
 Send or Call Toll Free for Your Free Copies: 800-523-2472

A. I. Reventhal Associates
 Dept. AJ1035 Louis Dr/Warminster, PA 18931(215) 441-8990

POSITION AVAILABLE

PROGRAM DIRECTOR OPERATIONS MANAGER

100,000 watt FM country powerhouse seeks strong PD/OM. Air shift and production required. Send tape and resume to:

Laurel Smith
 P.O. Box 1511
 Raleigh, NC 27602

TAPES

CASSETTE TAPE SECURITY DEVICES
 DESIGNED FOR RETAIL OUTLETS
 EASY TO USE IN EXPENSIVE REUSEABLE & DISPOSABLE

5 SELECTIVE MODELS

FOR SAMPLES AND PRICES—
 CONTACT
 C & D SPECIAL PRODUCTS
 309 SE QUOYA DRIVE
 HOPKINSVILLE KY 42240
 502/885-8088

BLANK AUDIO & VIDEO CASSETTES
 COMPUTER FLOPPY DISCS
 20TH ANNIVERSARY
 CHEAPEST PRICES IN TOWN
 • Audio Cassettes • Video Cassettes
 • Mastering Tapes • 8 Tracks
 Don't Delay—Call Today! For More Information
 Andol Audio Products, Inc.
 4212 14th Ave. Brooklyn NY 11219
 Call Toll Free—(800) 221-6578
 N.Y. Res. (718) 435-7322

WHY PAY MORE?
 cassette & 8trk blanks, 3m tape
 1-45 cass 65 8trk 89
 46-60 cass 74 8trk 97
 61-80 cass 80 8trk 106
 81-90 cass 90 8trk 115
 CASSETTE & 8TRK DUPLICATORS, CUSTOM
 DUPLICATION, SHRINK WRAP & LABEL ADD 45¢
 TRACK MASTER, INC
 1310 South Dixie Hwy. West
 Pompano Beach Fla. 33060
 Tel: (305) 943-2334

BLANK AUDIO VIDEO CASSETTES
 • Very competitive prices!
 • Audio cassettes C-5 to C-90's
 • Video cassettes 1/2" & Beta 500
 • Welded C-O's available, many colors—custom duplication
 • Norelco boxes
 RAINBOW USA
 231 E. Commercial Blvd.
 Ft. Lauderdale, FL 33334
 305-493-8800

RECORD PRESSING SERVICES

Diskmakers
 RECORD PRESSING CASSETTE DUPLICATION
 SEND FOR OUR PRICE LIST
 CALL TOLL FREE
 1-800-468-9353
 925 N. 3rd St., Phila., PA 19123

ANNOUNCEMENTS

THE SIXTIES
 A NEW MUSIC LIBRARY FOR RADIO-TV USE

INQUIRE ON STATION LETTERHEAD:

RECORD SOURCE INTERNATIONAL
 1515 Broadway
 New York, NY 10036

RUN YOUR CLASSIFIED ad in America's #1 Consumer Music Magazine, ABC audited, \$1.50 per word. Display \$110.00 per column inch. Major credit cards accepted. Call Cindy Musician Magazine. (617) 281-3110

©Copyright 1985, 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	
1	1	1	19	WHAM	▲ COLUMBIA FC39595 (CD)	3 weeks at No. One	MAKE IT BIG				
2	2	4	8	JOHN FOGERTY	▲ WARNER BROS. 1-25203 (8.98) (CD)		CENTERFIELD				
3	4	3	39	BRUCE SPRINGSTEEN	▲ ³ COLUMBIA QC 38653 (CD)		BORN IN THE U.S.A.				
4	3	2	16	MADONNA	▲ ³ SIRE 25157-1/WARNER BROS. (8.98) (CD)		LIKE A VIRGIN				
5	6	8	10	SOUNDTRACK	● MCA 5547 (8.98)		BEVERLY HILLS COP				
6	5	5	11	FOREIGNER	▲ ATLANTIC 81999 (9.98) (CD)		AGENT PROVOCATEUR				
7	8	12	17	REO SPEEDWAGON	EPIC QE39593 (CD)		WHEELS ARE TURNING				
8	24	—	2	PHIL COLLINS	ATLANTIC 81240 (8.98)		NO JACKET REQUIRED				
9	9	9	40	TINA TURNER	▲ ³ CAPITOL ST-12330 (8.98) (CD)		PRIVATE DANCER				
10	10	7	17	BRYAN ADAMS	▲ A&M SP5013 (8.98) (CD)		RECKLESS				
11	7	6	23	NEW EDITION	▲ MCA 5515 (8.98)		NEW EDITION				
12	17	18	69	POINTER SISTERS	▲ ² PLANET BXL1-4705/RCA (8.98) (CD)		BREAK OUT				
13	14	14	14	DON HENLEY	● GEFEN GHS 24026/WARNER BROS. (8.98) (CD)		BUILDING THE PERFECT BEAST				
14	15	15	21	DARYL HALL & JOHN OATES	▲ RCA AFL1-5309 (9.98) (CD)		BIG BAM BOOM				
15	16	16	4	DAVID LEE ROTH	WARNER BROS. 1-25222 (5.99)		CRAZY FROM THE HEAT				
16	12	10	42	CHICAGO	▲ ³ FULL MOON/WARNER BROS. 1-25060/WARNER BROS. (8.98) (CD)		17				
17	13	13	30	BILLY OCEAN	▲ JIVE/ARISTA JL 8-8213/ARISTA (8.98)		SUDDENLY				
18	11	11	36	PRINCE & THE NEW POWER GENERATION	▲ ⁹ WARNER BROS. 25110-1 (8.98) (CD)		PURPLE RAIN				
19	18	20	22	SHEENA EASTON	● EMI-AMERICA ST-17132 (8.98) (CD)		A PRIVATE HEAVEN				
20	19	17	19	JULIAN LENNON	● ATLANTIC 80184-1 (8.98) (CD)		VALOTTE				
21	20	19	71	LIONEL RICHIE	▲ ⁸ MOTOWN 6059 ML (8.98) (CD)		CAN'T SLOW DOWN				
22	NEW	NEW	NEW	MICK JAGGER	COLUMBIA 39940 (CD)		SHE'S THE BOSS				
23	21	21	65	CYNDI LAUPER	▲ ² PORTRAIT BFR 38930/EPIC (CD)		SHE'S SO UNUSUAL				
24	30	70	3	THE FIRM	ATLANTIC 81239 (8.98)		THE FIRM				
25	22	22	19	PHILIP BAILEY	COLUMBIA BFC 39542		CHINESE WALL				
26	23	23	16	DEEP PURPLE	● MERCURY 824003-1/POLYGRAM (8.98) (CD)		PERFECT STRANGER				
27	25	24	34	THE TIME	▲ WARNER BROS. 25109-1 (8.98)		ICE CREAM CASTLE				
28	28	30	14	KOOL & THE GANG	DE-LITE 822943-1/POLYGRAM (8.98) (CD)		EMERGENCY				
29	50	65	4	ALABAMA	RCA AHL1-5339 (8.98) (CD)		40 HOUR WEEK				
30	40	59	4	SADE	PORTRAIT BFR-39581/EPIC (CD)		DIAMOND LIFE				
31	33	34	11	AUTOGRAPH	RCA NFL1-8040 (6.98)		SIGN IN PLEASE				
32	31	28	76	HUEY LEWIS AND THE NEWS	▲ ⁵ CHRYSALIS FV 41412 (CD)		SPORTS				
33	29	29	19	ASHFORD & SIMPSON	CAPITOL ST-12366 (8.98)		SOLID				
34	38	39	17	FRANKIE GOES TO HOLLYWOOD	ISLAND 90232-1 (2-LPS)/ATLANTIC (12.98)		WELCOME TO THE PLEASURE DOME				
35	37	38	14	TEENA MARIE	EPIC FE 39528		STARCHILD				
36	36	37	9	BRONSKI BEAT	MCA 5538 (8.98)		THE AGE OF CONSENT				
37	32	27	21	6-8 FENRIR	PUBLIC: I R S SP-70046/A&M (8.98) (CD)		ALL THE PARTS				

THIS WEEK		LAST WEEK		2 WKS AGO		WKS ON CHART		ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*		TITLE	
56	44	36	15	MIDNIGHT STAR	● SOLAR 60384/ELEKTRA (8.98) (CD)		PLANETARY INVASION				
57	57	61	83	BILLY JOEL	▲ ⁴ COLUMBIA QC 38837 (CD)		AN INNOCENT MAN				
58	43	43	47	STEVE PERRY	▲ COLUMBIA FC 39334 (CD)		STREET TALK				
59	59	41	26	STEVIE WONDER	▲ MOTOWN 6108ML (8.98) (CD)		THE WOMAN IN RED-SOUNDTRACK				
60	58	45	8	GEORGE BENSON	WARNER BROS. 1-25178 (8.98)		20/20				
61	90	—	2	ALAN PARSONS PROJECT	ARISTA AL-8-8263 (8.98) (CD)		VULTURE CULTURE				
62	53	44	15	LINDA RONSTADT	▲ ASYLUM 60387/ELEKTRA (8.98)		LUSH LIFE				
63	68	120	4	ANIMOTION	MERCURY 822580-1/POLYGRAM (8.98) (CD)		ANIMOTION				
64	61	49	24	KISS	▲ MERCURY 822495-1/POLYGRAM (8.98) (CD)		ANIMALIZE				
65	56	47	22	CHAKA KHAN	▲ WARNER BROS. 25162-1 (8.98) (CD)		I FEEL FOR YOU				
66	96	—	2	SOUNDTRACK	EMI-AMERICA ST-17145 (8.98)		THE FALCON & THE SNOWMAN				
67	63	60	81	MADONNA	▲ ² SIRE 1-23867/WARNER BROS. (8.98) (CD)		MADONNA				
68	70	72	26	TALKING HEADS	SIRE 1-25186/WARNER BROS. (8.98) (CD)		STOP MAKING SENSE				
69	65	62	60	VAN HALEN	▲ ⁵ WARNER BROS. 1-23985 (8.98) (CD)		1984				
70	119	—	2	SOUNDTRACK	A&M SP-5045 (8.98)		THE BREAKFAST CLUB				
71	69	68	74	SOUNDTRACK	▲ MOTOWN 6062ML (8.98) (CD)		THE BIG CHILL				
72	66	56	11	FAT BOYS	● SUTRA SUS1015 (8.98)		FAT BOYS				
73	78	79	17	SOUNDTRACK	FANTASY WAM-1791 (2-LPS)/RCA (19.98) (CD)		AMADEUS				
74	98	—	2	VAN MORRISON	MERCURY 822895-1/POLYGRAM (8.98) (CD)		A SENSE OF WONDER				
75	75	80	6	LRB	CAPITOL ST-12365 (8.98)		PLAYING TO WIN				
76	77	71	16	THE JUDDS	RCA/CURB AHL1-5319/RCA (8.98) (CD)		WHY NOT ME				
77	64	64	6	DAVID SANBORN	WARNER BROS. 25150-1 (8.98)		STRAIGHT TO THE HEART				
78	74	76	17	AL JARREAU	WARNER BROS. 1-25106 (8.98) (CD)		HIGH CRIME				
79	76	75	100	Z Z TOP	▲ ⁴ WARNER BROS. 1-23774 (8.98) (CD)		ELIMINATOR				
80	80	84	36	JOHN WAITE	● EMI-AMERICA ST-17124 (8.98)		NO BRAKES				
81	82	82	9	THE GAP BAND	TOTAL EXPERIENCE TEL-8-5705/RCA (8.98)		GAP BAND VI				
82	83	81	37	SHEILA E.	● WARNER BROS. 1-25107 (8.98)		THE GLAMOUROUS LIFE				
83	85	91	23	KURTIS BLOW	MERCURY 822420-1/POLYGRAM (8.98)		EGO TRIP				
84	84	87	6	KIM WILDE	MCA 5550 (8.98)		TEASES AND DARES				
85	86	89	6	MARTIN BRILEY	MERCURY 822423-1/POLYGRAM (8.98) (CD)		DANGEROUS MOMENTS				
86	72	58	14	BARRY MANILOW	● ARISTA AL 8-8254 (8.98) (CD)		2:00 A.M. PARADISE CAFE				
87	87	94	33	SCANDAL FEATURING PATTY SMYTH	● COLUMBIA FC 39173 (CD)		WARRIOR				
88	92	99	73	PHIL COLLINS	● ATLANTIC SD16029 (8.98) (CD)		FACE VALUE				
89	71	67	14	THE KINKS	ARISTA AL 8-8264 (8.98) (CD)		WORD OF MOUTH				
90	NEW	NEW	NEW	JESSE JOHNSON'S REVUE	A&M SP-6-5024 (6.98)		JESSE JOHNSON'S REVUE				
91	94	98	20	DAN HARTMAN	MCA 5525 (8.98) (CD)		I CAN DREAM ABOUT YOU				
92	95	101	7	KIYOMAXX	CONSTITUTION/MCA 5529 (MCA 78.98)		MEETING IN THE 1 ADIES ROOM				

PROFESSIONAL SERVICES

Business

Tenants

Available with Life Insurance/Redundancy Accident Cover. Repayments can be up to Twenty Five Years. Full details without obligation to anyone over 18. Licensed under the Consumer Credit Act



Personal LOANS

Householders

705 Moston Lane, MANCHESTER M10 9QD
Tel. 061-682 7130.
Finance Brokerage
Credit Hire Debtor—Creditor
Agreements & Agencies

Mortgage

Commerce

DANCE NEWSLETTERS

THE WORLD'S BEST dance music on LPs, 45s and tapes. Free price list, Telemark Dance Records, Box 55, McLean, Va. 22101.

TALENT

NEED A BAND!

Let us help you choose the right band for your event. Call the Good Guys at BLACK OUT PRODUCTIONS.

612-835-9891
or write
Black Out Productions
7900 Xerxes Ave. So.
Bloomington, MN 55431

RECORDING CONTRACTS AVAILABLE in the U.K., send a demo, Phil, Stonecourt, Underwood Road, Caterham, Surrey, England.

NEEDED 4 MUSICAL groups—must be able to play Mexican Tropical music. Must have 5 years experience in this music. Need to travel and have own equipment. Work days on weekends only - Friday, Saturday and Sunday. Must speak Spanish - single preferred, but not essential. Salary \$2,500 per weekend per group. Please come by 5504 Ervington Blvd., Houston, TX for interviews. Alfonso Morales.

NEEDED 2 MUSICAL GROUPS—must be able to play the Spanish style Country and Western music called "Ranchera". Must have 5 years experience in this music. Need to travel and have own equipment. Work days on weekends only—Friday, Saturday and Sunday. Must speak Spanish—single preferred but, not essential. Salary \$3,000 per weekend per group. Please come by 5504 Ervington Blvd., Houston, TX for interviews. Servando Cano.

NEEDED 2 MUSICAL groups—must be able to play Mexican tropical music. Must have 5 years experience in this music. Need to travel and have own equipment. Work days on weekends only - Friday, Saturday and Sunday. Must speak Spanish - single preferred, but not essential. Salary \$3,500 per weekend per group. Please come by 5504 Ervington Blvd., Houston, TX for interviews. Alfonso Morales.

VIDEO

MICHAEL BECKMAN PRODUCTIONS—Film/Video production company specializing in music videos, TV commercials and industrial films. We have produced major music videos. (212) 620-0933.

ATTENTION VIDEO DEALERS

NEW LOW PRICES!

SAVE UP TO 40%

Popular titles from a variety of manufacturers. Specializing in early TV, vintage movies and rarely seen short subjects.

FREE CATALOG

Drake Independent Video Sales
P.O. Box 1344C
Burbank CA 91507
(818) 841 3926

MUSIC GROUPS

If you have a budget of \$3,000 or \$100,000 for your music video—if you want to do it in film or video, you must talk to us. We are the company of tomorrow for today's musicians.

BEN-MOTION PICTURES
(212) 924-8072

COMEDY MATERIAL

IMMATERIAL SUCCESSFUL NEW service. Humor, trivia, consumerism, daily event. Advance preparation unnecessary. Free sample. S.. 6012 Smith, Spokane, WA 99203.

FUN-MASTER

PROFESSIONAL COMEDY MATERIAL
(The Service of the Stars Since 1940)

"THE COMEDIAN"

12 Available Issues \$50—Plus \$5 postage
HOW TO MASTER THE CEREMONIES \$15 plus \$3 postage
ANNIVERSARY ISSUE (All different) \$40 plus \$3 postage
35 FUN MASTER Gag Files (all different)
\$100 plus \$10 postage

BILLY GLASON

200 W 54th St N Y C 10019 (212) 265 1316
NO FREEBIES I'M PROFESSIONAL"

HELP WANTED

FEMALE MUSICIANS WANTED

20 complete all female rock bands, Barracuda, based in Las Vegas—send tape, photo and resume. Must be serious and willing to relocate—not Motley Crue clones!

Star Dust Management
Dept. Barracuda
P.O. Box 70246 . . . Las Vegas, NV 89170
(702) 736-8534—24 hrs.

INDEPENDENT RECORD DISTRIBUTOR seeks sales reps - many areas open - send background information to: House, P.O. Box 5935, Kansas City, MO 64111.

WANTED GENERAL MANAGER FOR FAST GROWING RECORD DISTRIBUTOR

Must live in New York area. Aggressive self-starter. Must have the following qualifications: 3-6 years wholesale or retail management experience; contacts with east coast retail accounts and excellent knowledge of contemporary music. Qualified applicants submit resume and salary requirements to:

Box 7599
Billboard Magazine
1515 Broadway
New York, NY 10036

TOLL FREE CLASSIFIED ADS HOT LINE!

CALL NOW

TO PLACE YOUR AD!

800-223-7524
(212) 764-7388
in N.Y. State

MISCELLANEOUS

FIREWORKS

Bottle Rockets Roman Candles Firecrackers Etc. Send \$2 For Deluxe Color Catalog Kit Neptune Fireworks Co., P.O. Box 398 Dept. 25 . . . Dania, Florida 33004 Void Where Prohibited

DANCE FLOOR

THE MUSIC SERVICES

MODULAR LIGHTED DANCE FLOOR

Controllers, Gyro lifts, Rain lighting, mirror balls, strobes, rotators and fog machines.

Call or write:

MUSIC SERVICE
327 S. Miller Rd., Akron, OH 44313
(216) 867-1575

GOLDEN OLDIES

DISCOUNT OLDIES

BY PHONE

MAIL ORDERS ALSO ACCEPTED
215-649-7545 - SAME DAY SERVICE
SPECIAL DISCOUNTS TO RADIO STATIONS
SEND \$2 FOR CATALOG -
OVER 10,000 OLDIES

DISCOUNT OLDIES
BOX 77-B, NARBERTH, PA 19072

WHOLESALE OLDIES

YOU WANT THEM—WE GOT THEM!!

Underground, Eric, Legrand, WEA Canada, OLD GOLD AND many, many more labels.

Retailers call or write
TODAY—DON'T DELAY!!

GOLD VAULT
P.O. Box 202
Oshkosh MI 49077
(616) 349 9413

REPRESENTATIVES WANTED

GROWING CLASSICAL IMPORTS DISTRIBUTOR

seeks sales reps in the following areas: TX, LA, SE, SW, MW (except Chicago). Excellent commissions paid. Send resume and any pertinent information re knowledge of classical records to:

Qualiton Import
3928 Crescent St.
Long Island City NY 11101

EQUIPMENT FOR SALE

GUITARS FOR SALE:

Gibson S.G. Special, late 1960's vintage. Walnut finish, excellent cond., w. original hard shell case . . . \$600. Also, Ibanez Destroyer (Gibson Explorer copy), two years old. 2 gold humbuckers, flame maple cherry sunburst w. case . . . \$400. Both for \$900. Call (212) 795 9240 and leave message.

RADIO JOB MART

CURRENT AND CLASSIC AIRCHECKS:

Current Issue #59 features WPLJ/Jim Kerr, KIIS/Rick Dees, WKTU/Dan Ingram, WKTU/Jay Thomas, KWSS/Chuck Geiger, KYJU/True Don Bleu, KJBE/Charlie Brown, KKHJ/Jack Armstrong-Chris Lance & KLZZ/John Forsythe 90-minute cassette. \$5.50 . . . Special Issue #5-50 features MILWAUKEE with CHRs WBTI, WKTJ & WZLJ, AOR WOFM, Urban WLUM, A/C WMGF, WMYX, WEMP, WISN & WTMJ. Cassette. \$5.50 . . . Special Issue #5-51 features the CALIFORNIA COAST Ventura/Oxnard's CHRs KCAQ, KWNK, Urban KMYX & A/Cs KBBY & KKBZ, Santa Barbara's CHR KIST, AOR KTYD & KKOO, plus A/C KMGQ, and Santa Maria's CHRs KXFM & KRQK. Cassette, \$5.50 . . . Classic Issue #C-52 features KFVB/Roger Christian-1968, KFJ/Jack Armstrong-1980, KRQJ/Jimmy Rabbit-1974, KACY/Dave Conley-1967, KCBO/Magic Christian-1971, KHL/Johnny Mitchell-1966, KMET/Shadoe Stevens, WDRQ/Joey Ryan-Bob Pittman-1972, & KDAY/Spunky Lane-1976. Cassette, \$10.50 . . . STILL AVAILABLE #5-46/47 "LOS ANGELES AM DRIVE"—3 hours on cassette, \$11.00 . . . CALIFORNIA AIRCHECK - Dept BB - BOX 4408 - SAN DIEGO, CA 92104 - (619) 460-6104

RADIO TV JOBS

10,000 radio jobs a year for men and women are listed in the American Radio Job Market weekly paper. Up to 300 openings every week! Disk jockeys, Newspeople and Program Directors, Engineers, Salespeople. Small, medium and major markets all formats. Many jobs require little or no experience! One week computer list \$6.00. Special Bonus: six consecutive weeks only \$14.95—you save \$21!

AMERICAN RADIO JOB MARKET
6215 Don Gaspar, Dept. 2
Las Vegas, Nevada 89106

BUSINESS OPPORTUNITY

URGENTLY WANTED NOW "PERSONAL MANAGER"

If you have the connections, don't miss this opportunity! This ROCK ACT has definite "HITS", "EXCITING SOUND" and "PROMO"! Your connections are needed now! DON'T WAIT! OUR MATERIAL MUST BE HEARD! We're READY! Call Now!

(617) 623-5108 or
(617) 483-0127

WANS FM 107

100,000 WATT TOP RATED CHR HAS NEWS DIRECTOR OPENING—PERSONALITY NEEDED TO COMPLIMENT MORNING TEAM. GOOD PAY FOR THE RIGHT TEAM PLAYER. SEND TAPE AND RESUME TO:

Bill McCown
WANS 1421 Laurens Rd.
Suite F
Greenville SC 29607
EOE/M/F

POSITION WANTED

IF YOU'RE LOOKING FOR A TIME & TEMP MAN, PASS ME BY. HOWEVER: If you're looking for someone witty and creative, then read on. 2 years with KDOL's Country format in Mojave, California, station was sold, now I'm looking for CHR in medium/major market in West/Mid-West. I've handled mid-day, nights, drive-time, and currently providing wake-up service. Good voice and excellent prod. Let's talk.

(MIKE MASTERS
(805) 824-4221 OR
(805) 943-7187)

REAL ESTATE

FORMER MARVIN GAYE RECORDING STUDIO FOR LEASE

PRIME HOLLYWOOD LOCATION •
6553 Sunset Blvd.

2500 sq. ft. building • State-of-the-art production facility
Gated parking for 30 cars.
Luxuriously appointed, including sauna

AVAILABLE IMMEDIATELY WITH OR WITHOUT EQUIPMENT

Contact owner: Robert Sachs (818) 506-4007 (10am-4pm Los Angeles time)

FOR LEASE

THE ULTIMATE DREAM MACHINE

33 ft. luxury 84 Landau Motor Home. Rent by day (\$200) or week (\$995). Driver and light food/bev. service available. Any midwest location.

Call: HORIZONS
(312) 438-4941

TOUR CREW BUSES

16 passenger sleeper tour buses available—Nice est buses on the road—all for our competitive rates. Crew buses and tractor trailers—call us first!

(201) 696 7700
1-(800) 526 9085
Janco Ltd.
We Deliver!!

INVESTORS WANTED

INVESTORS NEEDED

For joint venture—national club dates—with national artists—15% return within 40 days max.

Inquire.
(513) 751-5106
Minimum Involvement \$20,000

RECORDING STUDIO/MANSION FOR SALE

Ideal place for music maker to live and work. 20 room mansion 2/3 acre, 3000 sq. ft. 24 track recording studio with state-of-the-art equipment used by major recording artists. Located on Long Island. Walk to the sound—excellent business and real estate investment for only \$1,000,000. For details, call Gail Grossman at 212-246-1353.

FULLY OPERATIONAL STUDIO for sale or merger. Suitable audio/video. Size: 26'W X 80'L X 20'H plus large control room, guest room, isolation booth and 3 additional rooms—total 7,000 sq. ft. 32-TR. console/24-TR. tape recorder/2 Steinway concert grands/Hammond organ/and complete ancillary equipment. Low rent. Call Jeff (212) 255-7732.

SONGWRITERS

"MAKE THE BIG TIME"

with
THE BIG TIME MUSIC MAGAZINE

A showcase for unpublished songs. Writers are paid for each song accepted. Each issue of 20 songs is exposed to the world of music. A subscriber may submit four songs a month and will receive four issues per year. Take a BIG STEP to the BIG TIME! subscribe now! Send in your songs! (Only \$16 per year)

THE BIG TIME MUSIC MAGAZINE
24217 Hawthorne Blvd. Suite 6&7
Torrance CA 90505

...The best demos I've heard in a long time."
—MIK VINET, Veteran Producer for the BEACH BOYS & LINDA RONSTADT.
★ Call or write for FREE sample record ★

PROFESSIONAL DEMOS FROM AMERICA
1850 Union Street, #434 / San Francisco, CA 94123
Telephone: (415) 381-8185

SONGWRITERS

We bring your songs to life inexpensively with top session players from THE DOOBIE BROS BOZ SCAGGS, THE JACKSONS, GEORGE BENSON, etc. Call, write for free sample tape

MOONLIGHT DEMOS
213 893 0257 or 665-7464 • 5313 Bakman Ave
Box 124 • No. Hollywood, CA 91601

ATTENTION SONGWRITERS

Major production company seeking hep up-tempo exciting songs for hit network TV show. Sound track also to be released. Advances to be paid upon release of publishing rights to us. If interested please send tapes and resumes to:

P.O. Box 1168-477
Studio City CA 91604

ACTIONMART

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

©Copyright 1985, 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.

Compiled from a national sample of retail store and one-stop sales reports and radio playlists.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE		ARTIST
				PRODUCER (SONGWRITER)	LABEL & NUMBER/DISTRIBUTING LABEL	
1	2	9	9	CAN'T FIGHT THIS FEELING	K. CRONIN, G. RICHATH, A. GRATZER (K. CRONIN)	◆ REO SPEEDWAGON EPIC 34-04713
2	3	4	15	THE HEAT IS ON	K. FORSEY, H. FALTERMEYER (K. FORSEY, H. FALTERMEYER)	◆ GLENN FREY MCA 52512
3	5	18	6	MATERIAL GIRL	N. RODGERS (P. BROWN, R. RANS)	◆ MADONNA SIRE 7-29083/WARNER BROS.
4	4	3	9	CALIFORNIA GIRLS	T. TEMPLEMAN (B. WILSON)	◆ DAVID LEE ROTH WARNER BROS. 7-29102
5	14	22	6	ONE MORE NIGHT	P. COLLINS, H. PADGHAM (P. COLLINS)	◆ PHIL COLLINS ATLANTIC 7-89588
6	6	15	8	TOO LATE FOR GOODBYES	P. RAMONE (J. LENNON)	◆ JULIAN LENNON ATLANTIC 7-89589
7	2	1	13	CARELESS WHISPER	G. MICHAEL (G. MICHAEL, A. RIDGELY)	◆ WHAM FEATURING GEORGE MICHAEL COLUMBIA 38-04691
8	12	14	14	LOVER GIRL	T. MARIE (T. MARIE)	◆ TEENA MARIE EPIC 34-04619
9	15	16	9	PRIVATE DANCER	CARTER (M. KNOPFLER)	◆ TINA TURNER CAPITOL 5433
10	17	19	16	RELAX	T. HORN (JOHNSON, O'TOOLE, GILL)	◆ FRANKIE GOES TO HOLLYWOOD ZTT/ISLAND 7-99805/ATLANTIC
11	18	20	8	ONLY THE YOUNG	M. STONE, K. ELSON (S. PERRY, N. SCHON, J. CAIN)	JOURNEY Geffen 7-29090/WARNER BROS.
12	7	6	17	NEUTRON DANCE	R. PERRY (A. WILLIS, D. SEMBELLO)	◆ POINTER SISTERS PLANET JK-13951/RCA
13	10	13	17	MISLED	J. BONNEFOND, R. BELL, KOOL & THE GANG (R. BELL, J. TAYLOR, KOOL & THE GANG)	◆ KOOL & THE GANG DE-LITE 880431-7/POLYGRAM
14	22	25	8	HIGH ON YOU	R. NEVISON (F. SULLIVAN, J. PETERIK)	◆ SURVIVOR SCOTTI BROS. 4-04685/EPIC
15	8	7	15	I WANT TO KNOW WHAT LOVE IS	A. SADRIN, M. JONES (M. JONES)	◆ FOREIGNER ATLANTIC 7-89596
16	21	23	7	SAVE A PRAYER	C. THURSTON (DURAN DURAN)	◆ DURAN DURAN CAPITOL 5438
17	9	9	13	SUGAR WALLS	G. MATHESON, A. NEVERMIND (A. NEVERMIND)	◆ SHEENA EASTON EMI-AMERICA 8253
18	25	28	6	JUST ANOTHER NIGHT	M. JAGGER, B. LASWELL, MATERIAL (M. JAGGER)	◆ MICK JAGGER COLUMBIA 38-04743
19	13	10	13	THE OLD MAN DOWN THE ROAD	J. FOGERTY (J.C. FOGERTY)	◆ JOHN FOGERTY WARNER BROS. 7-29100
20	11	5	16	LOVER BOY	K. DIAMOND, R. J. LANGE (K. DIAMOND, B. OCEAN, R. J. LANGE)	◆ BILLY OCEAN JIVE/ARISTA 1-9284/ARISTA
21	24	27	8	KEEPING THE FAITH	P. RAMONE (B. JOEL)	◆ BILLY JOEL COLUMBIA 38-04681
22	16	8	17	EASY LOVER	P. COLLINS, K. LIMBA (P. BAILEY, P. COLLINS, N. EAST)	◆ PHILIP BAILEY COLUMBIA 38-04679
23	27	30	7	SOMEBODY	B. ADAMS, B. CLEARMOUNTAIN (B. ADAMS, J. VALLANCE)	◆ BRYAN ADAMS A&M 2701
24	28	33	8	NIGHTSHIFT	D. LAMBERT (W. ORANGE, D. LAMBERT, F. GOLDE)	◆ COMMODORES MOTOWN 1773
25	29	39	5	I'M ON FIRE	B. SPRINGSTEEN, J. LANDAU, C. PLOTKIN, S. VAN ZANDT (B. SPRINGSTEEN)	BRUCE SPRINGSTEEN COLUMBIA 38-04772
26	34	48	16	MISSING YOU	L. RICHIE, J. A. CARMICHAEL (L. RICHIE)	◆ DIANA ROSS RCA 1-3966
27	23	24	14	NAUGHTY NAUGHTY	P. SOLLEY (J. PARR)	◆ JOHN PARR ATLANTIC 7-89612
28	32	38	8	OBSESSION	J. RYAN (H. KNIGHT, M. DESBARRES)	◆ ANIMOTION MERCURY 880266-7/POLYGRAM
29	31	34	13	TURN UP THE RADIO	N. KERNON (P. LUNKETT, RAND, ISHAM, LYNCH, RICHARDS)	◆ AUTOGRAPH RCA 1-3953
30	33	37	6	TAKE ME WITH U	PRINCE & THE NEW POWER GENERATION (PRINCE & REVOLUTION)	◆ PRINCE & THE REVOLUTION WITH APOLLONIA WARNER BROS. 7-29079
31	19	12	13	MR. TELEPHONE MAN	R. PARKER, JR. (R. PARKER, JR.)	◆ NEW EDITION MCA 52484
32	47	55	3	CRAZY FOR YOU		◆ MADONNA

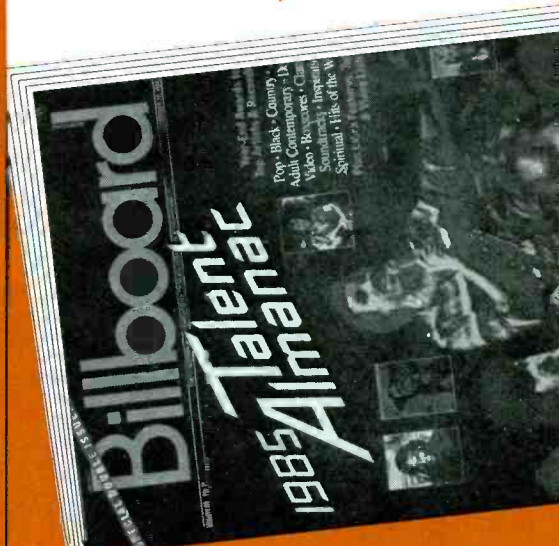
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE		ARTIST
				PRODUCER (SONGWRITER)	LABEL & NUMBER/DISTRIBUTING LABEL	
51	64	—	2	FOREVER MAN	T. TEMPLEMAN, L. WARONKER (J. WILLIAMS)	◆ ERIC CLAPTON WARNER BROS. 7-29081
52	55	62	4	SAY IT AGAIN	V. GARRAY (V. GARRAY, S. GOLDSTEIN, A. LAPEAU)	◆ SANTANA COLUMBIA 38-04758
53	48	49	13	SMALL TOWN BOY	M. THORNE (SOMERVILLE, STEINBACHER, BRONSKI)	◆ BRONSKI BEAT MCA 52494
54	54	61	7	WHEN THE RAIN BEGINS TO FALL	J. WHITE (M. BRADLEY, P. MARCH, S. WITTMACK)	◆ JERMAINE JACKSON AND PIA ZADORA ARISTA/CORB 52521/ARISTA
55	NEW	NEW	NEW	SOMETHINGS ARE BETTER LEFT UNSAID	D. HALL (D. HALL, J. OATES, B. CLEARMOUNTAIN)	DARYL HALL & JOHN OATES RCA JK-14035
56	60	68	4	WE CLOSE OUR EYES	G. STEVENSON (P. COX, R. DRUMMIE)	◆ GO WEST CHRYSALIS 4-42860
57	NEW	NEW	NEW	SOME LIKE IT HOT	PALMER JAMES, TAYLOR, TAYLOR (POWER STATION)	POWER STATION CAPITOL 5444
58	58	64	5	LET'S TALK ABOUT ME	A. PARSONS (E. WOLFSON, A. PARSONS)	◆ ALAN PARSONS PROJECT ARISTA 1-9282
59	59	63	10	RAIN FOREST	P. HARDCASTLE (P. HARDCASTLE)	PAUL HARDCASTLE PROFILE 7059
60	67	72	5	NEW ATTITUDE	H. RICE, P. BUNETTA, R. CHUDACOFF (S. ROBINSON, JR., J. GILUTIN, B. HULL)	PATTI LABELLE MCA 52517
61	70	83	3	SMOOTH OPERATOR	R. MILLAR (ADU, ST. JOHN)	◆ SADE PORTRAIT 37-04807/EPIC
62	68	86	3	CHANGE	N. GERALDO (H. KNIGHT)	◆ JOHN WAITE CHRYSALIS 4-42606
63	63	65	5	KISS AND TELL	E. ISLEY, C. JASPER, M. ISLEY (E. ISLEY, C. JASPER, M. ISLEY)	◆ ISLEY/JASPER/ISLEY CBS ASSOCIATED 4-04741/EPIC
64	NEW	NEW	NEW	DON'T COME AROUND HERE NO MORE	T. PETTY, D. STEWART (T. PETTY, D. A. STEWART, J. GIOVINE)	TOM PETTY MCA 52496
65	NEW	NEW	NEW	ROCK AND ROLL GIRLS	J. C. FOGERTY (J. FOGERTY)	JOHN FOGERTY WARNER BROS. 7-29053
66	39	26	19	THE BOYS OF SUMMER	D. HENLEY, D. KORTCHMAR, G. LADANYI, M. CAMPBELL (D. HENLEY, M. CAMPBELL)	◆ DON HENLEY Geffen 7-29141/WARNER BROS.
67	43	35	9	I WANNA HEAR IT FROM YOUR LIPS	B. GAUDIO (E. CARMEN, D. PITCHFORD)	◆ ERIC CARMEN Geffen 7-29118/WARNER BROS.
68	51	32	18	YOU'RE THE INSPIRATION	D. FOSTER (P. CETERA, D. FOSTER)	◆ CHICAGO FULL MOON/WARNER BROS. 7-29126/WARNER BROS.
69	52	29	17	FOOLISH HEART	S. PERRY, BRUCE BOTNICK (S. PERRY, R. GOODRUM)	◆ STEVE PERRY COLUMBIA 38-04693
70	NEW	NEW	NEW	EVERYBODY WANTS TO RULE THE WORLD	ORZABAL, STANLEY, HUGHES (C. HUGHES)	TEARS FOR FEARS MERCURY 2-58130/POLYGRAM
71	83	—	2	INVISIBLE	T. SWAIN, S. JOLLEY (L. DOZIER)	ALISON MOYET COLUMBIA 38-04781
72	75	82	4	LOOK MY WAY	S. STANLEY (A. DESOTO, C. HANSON, C. LARKIN)	◆ THE VELS MERCURY 880 5477/POLYGRAM
73	50	31	11	ROCKIN' AT MIDNIGHT	NUGETTE, FABULOUS BRILL BROS. (R. BROWN)	◆ THE HONEYDRIPPERS ESPARANZA 7-99686/ATLANTIC
74	66	47	14	I WOULD DIE 4 U	PRINCE (PRINCE)	◆ PRINCE & THE REVOLUTION WARNER BROS. 7-29121
75	72	57	11	YO LITTLE BROTHER	M. LIGGETT, C. BARBOSA (C. JOSEPH, A. GODWIN)	◆ NOLAN THOMAS MIRAGE 7-99697/ATLANTIC
76	61	43	18	LIKE A VIRGIN	N. RODGERS (B. STEINBERG, T. KELLY)	◆ MADONNA SIRE 7-29210/WARNER BROS.
77	79	—	2	ROXANNE, ROXANNE	FULL FORCE (UTFO, FULL FORCE)	UTFO SELECT SES 1.182
78	53	36	16	OPERATOR	R. CALLOWAY (B. WATSON, R. CALLOWAY, B. LIPSCOMB)	◆ MIDNIGHT STAR SOLAR 7-69684/ELEKTRA
79	81	—	2	EMOTION	R. PERRY (P. S. BLISS)	◆ BARBRA STREISAND COLUMBIA 38-04707
80	69	56	15	TRAGEDY	J. HUNTER, P. BONANNO (J. HUNTER)	◆ JOHN HUNTER PRIVATE 1-4-04643/EPIC
81	84	89	3	YOU SEND ME	M. BROWN (S. COOKE)	THE MANHATTANS COLUMBIA 38-04754
82	87	—	9	IN MY HOUSE		◆ MARY JANE GIRLS

33	37	45	5	NOTHING BUT THE NIGHT R. PERRY (D. WARREN)	◆ DEBARGE R. PERRY 1770/MOTOWN	83	85	93	3	SCIENTIFIC LOVE R. CALLOWAY (B. LIPSCOMB, B. WATSON, M. GENTRY, K. GANT, V. CALLOWAY)	MIDNIGHT STAK SOLAR 7-69659/ELEKTRA
34	35	41	7	THIS IS NOT AMERICA D. BOWIE, P. METHENY (D. BOWIE, P. METHENY, L. MAYS)	◆ DAVID BOWIE/PAT METHENY EMI-AMERICA 8251	84	77	80	3	ONE NIGHT IN BANGKOK J. DIAMOND (B. ANDERSSON, T. RICE, B. ULVAEUS)	◆ ROBEY SILVER BLUE 4-04774/EPIC
35	36	42	8	WHY CAN'T I HAVE YOU R. J. LANGE, CARS (R. O'CASEK)	◆ THE CARS ELEKTRA 7-69657	85	74	54	18	TENDERNESS GENERAL PUBLIC, G. MACKILLOP, C. FAIRLEY (GENERAL PUBLIC)	◆ GENERAL PUBLIC I.R.S. 9934/A&M
36	40	46	4	ALONG COMES A WOMAN D. FOSTER (P. CETERA, M. GOLDENBERG)	◆ CHICAGO FULL MOON/WARNER BROS. 7-29082/WARNER BROS.	86	65	60	8	PLAYING TO WIN S. PROFFER (F. ARNHAM, GOBLE, L. RB. PROFFER)	◆ LRB CAPITOL 5411
37	20	11	14	METHOD OF MODERN LOVE D. HALL, J. ORTES, B. CLEARMOUNTAIN (D. HALL, J. ALLEN)	◆ DARYL HALL & JOHN OATES RCA 13970	87	90	—	2	PIECE BY PIECE T. ROUNGREN (TUBES, ROUNGREN, SNOW)	THE TUBES CAPITOL 5443
38	44	50	4	ALL SHE WANTS TO DO IS DANCE D. HENLEY, D. KORTCHMAR, G. LADANYI (D. KORTCHMAR)	◆ DON HENLEY Geffen 7-29065/WARNER BROS.	88	89	—	2	FOLLOW YOUR HEART TRIUMPH, E. KRAMER (EMMETT, MOORE, LEVINE)	◆ TRIUMPH MCA 52540
39	26	17	19	SOLID N. ASHFORD, V. SIMPSON (N. ASHFORD, V. SIMPSON)	◆ ASHFORD & SIMPSON CAPITOL 5397	89	NEW	—	—	BE YOUR MAN J. JOHNSON (J. JOHNSON)	JESSE JOHNSON'S REVUE A&M 2702
40	49	58	6	RADIOACTIVE J. PAGE, P. RODGERS (RODGERS)	◆ THE FIRM ATLANTIC 7-89586	90	NEW	—	—	TILL MY BABY COMES HOME L. VANDROSS, M. MILLER (L. VANDROSS, M. MILLER)	LUTHER VANDROSS EPIC 34-04760
41	41	44	8	BEAT OF A HEART M. CHAPMAN (Z. SMITH, P. SMYTH, K. MACK)	◆ SCANDAL FEATURING PATTY SMYTH COLUMBIA 38-04750	91	78	73	14	TREAT HER LIKE A LADY R. R. JOHNSON, A. MCKAY (O. WILLIAMS, A. O. WOODSON)	◆ THE TEMPTATIONS GORDY 1765/MOTOWN
42	45	53	5	LUCKY M. K. KAUFMAN (G. KIHN, S. WRIGHT)	◆ GREG KIHN EMI-AMERICA 8255	92	71	66	19	CALL TO THE HEART G. GIUFFRIA (G. GIUFFRIA, D. G. EISLEY)	◆ GIUFFRIA CAMEL/MCA 52497/MCA
43	46	52	6	SECOND NATURE D. HARTMAN, J. JOVINE (D. HARTMAN, C. MIDNIGHT)	◆ DAN HARTMAN MCA 52519	93	73	59	8	RESTLESS HEART J. WAITE, D. THOENER, G. GERSH (J. WAITE)	◆ JOHN WAITE EMI-AMERICA 8252
44	47	51	7	THE WORD IS OUT P. COLLINS (J. STEWART, J. LINDSAY, G. CRAIG)	◆ JERMAINE STEWART ARISTA 1-9256	94	76	71	22	ALL I NEED G. BALLARD, C. MAGNESS (C. MAGNESS, G. BALLARD, D. PACK)	JACK WAGNER QWEST 7-29238/WARNER BROS.
45	30	21	21	JUNGLE LOVE M. DAY, STARR COMPANY (J. JOHNSON)	◆ THE TIME WARNER BROS. 7-29181	95	NEW	—	—	BACK IN STRIDE F. BEVERLY (F. BEVERLY)	MAZE CAPITOL 5431
46	38	40	9	THE BORDERLINES G. DUKE (R. JONES)	JEFFREY OSBORNE A&M 2695	96	86	81	9	THIS IS MY NIGHT A. MARDIN (M. MURPHY, D. FRANK)	◆ CHAKA KHAN WARNER BROS. 7-29097
47	NEW	—	—	THAT WAS YESTERDAY M. JONES, L. GRAMM (A. SADRIN, M. JONES)	FOREIGNER ATLANTIC 7-89571	97	80	69	16	LOVE LIGHT IN FLIGHT S. WONDER (S. WONDER)	◆ STEVIE WONDER MOTOWN 1769
48	57	70	4	ONE NIGHT IN BANGKOK B. ANDERSSON, T. RICE, B. ULVAEUS (B. ANDERSSON, T. RICE, B. ULVAEUS)	◆ MURRAY HEAD RCA 13988	98	82	67	9	OOH OOH SONG N. GERALDO, P. COLEMAN (N. GERALDO, P. GERALDO)	◆ PAT BENATAR CHRYSALIS 4-42843
49	62	77	4	DON'T YOU (FORGET ABOUT ME) K. FORSEY (K. FORSEY, S. SCHIFF)	◆ SIMPLE MINDS A&M 2703	99	93	91	8	CRAZY D. FOSTER (K. ROGERS, R. MARX)	◆ KENNY ROGERS RCA 13975
50	56	75	4	THE BIRD M. DAY, STARR COMPANY (M. DAY)	THE TIME WARNER BROS. 7-29094	100	88	76	13	MONEY CHANGES EVERYTHING R. CHERTOFF (T. GRAY)	◆ CYNDI LAUPER PORTRAIT 37-04737/EPIC

Products with the greatest airplay and sales gains this week. ◆ Video clip availability. ● Recording Industry Assn. Of America (RIAA) seal for sales of one million units. ▲ RIAA seal for sales of two million units.

NOW AVAILABLE

Billboard's 1985 Talent Almanac Issue



A collector's item and reference source for all music and video fans, covering the entire spectrum of music and home entertainment during 1984. Featuring

- Year-End No. 1 Awards for top artists, albums, concerts, video games, and much more
- Year-End Overview—full reports on the year's developments in Rock, Country, Black, Jazz, New Artists, Video and more
- Year-End Listings—a talent directory of top artists and managers, and new video listings



Mail to:

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

Please send me _____ copies of the 1985 Talent Almanac issue at \$6.00 each (please add \$1.25 per copy for postage and handling)

My payment of \$_____ is enclosed (prepayment required)

Name _____
Address _____
City _____ State _____ Zip _____

Order Your Copy Today!



Obsessive Behavior. Astrid Plane and Bill Wadhams of Mercury act Animation share the "American Bandstand" stage during a performance of their current charting single, "Obsession."

REO COMES BACK, CROSSES OVER

'Feeling' Single Brings Rockers AC, Black Success

BY KIM FREEMAN

NEW YORK In the wake of Tina Turner's recent comeback, REO Speedwagon makes an equally commendable, if slightly less glamorous, rebound of its own with the single "I Can't Fight This Feeling." Besides bringing the 17-year-old rock act back to the top pop slot for the first time since 1981's "Keep On Loving You," the ballad is proving itself a crossover of the purest kind as it logs its second week on the black chart and stays at 4 on the adult contemporary list.

The second single from REO's 12th Epic album, "Wheels Are Turn-

in'," the record's potential was only "way in the back of our minds," says REO lead singer Kevin Cronin. Before "I Can't Fight This Feeling," Cronin says he never thought of crossing a record to r&b, an oversight he now calls "ridiculous. Why shouldn't a black person like a love song as much as a white or yellow person?"

While the choice of "I Do' Wanna Know" over "I Can't Fight This Feeling" for the album's lead single may appear a second oversight to outsiders, Cronin says otherwise. "At that point, we'd been out of the public eye for two years [since 1982's "Good Trouble" album], and we wanted to re-establish ourselves as being back with our upbeat shuffle rock'n'roll stuff." While "I Do' Wanna Know" peaked at only 28 in December, Cronin says the song made its point, adding that "not all singles are released to be hits."

"We were the perennial underdogs," Cronin says of REO's album-a-year habit between 1971's self-titled debut and 1980's six-million-plus-seller "Hi-Infidelity." In the wake of that album's status, says Cronin, "We were so concerned with not letting success affect us that the concern itself affected us." As a result, Cronin says, "There's a certain level of quality that we and others expect from REO, and it's now more important to take more time on each project."

Formed in Champaign, Ill. as an outfit that "didn't know the Bill-

board charts from a cookbook," Cronin says REO's "tangible goals were culminated in the success of 'Hi-Infidelity.'" REO's motivation now, notes Cronin, is "the positive energy generated when the five of us get together. You don't have to be self-destructive to have a good time."

Cronin admits to a flight of egotism on his split from REO for a solo career between 1972 and 1975. Relieved at getting the personal ego trips "out of our system early in the game," Cronin says, "None of us are foolish enough now to think we're the kingpin of this organization." As such, REO's current lineup of Cronin, guitarist Gary Richrath, keyboardist Neal Doughty, drummer Alan Gratzer and bassist Bruce Hall has remained intact since 1975 as a self-contained songwriting, production and performance unit.

Now touring the Southeast, REO's U.S. dates should extend into August, according to Cronin, at which point the band will spin its wheels through Europe and Japan. "We're not real quick workers anymore," jokes Cronin, claiming that fans can expect to wait another two-and-a-half years for REO's 13th album. In the meantime, "Wheels Are Turnin'" continues its top 10 climb on the album chart, and the veteran rockers may be close to the prophecy they set for themselves in the title on an earlier album: "You Get What You Play For."

Singer on His Own

Clayton-Thomas Sheds 'Tears' Name

BY THOMAS K. ARNOLD

MIAMI David Clayton-Thomas wants to make one thing clear: His current West Coast tour, booked through Artists International in Florida and scheduled to last until summer, is not another incarnation of Blood, Sweat & Tears.

"Blood, Sweat & Tears died four years ago," Clayton-Thomas says. "I've been the only original member left since 1974, and when I quit in March 1981, it had pretty much run out of gas."

"By that time, all that was left was a name, and that wasn't even mine—it was owned by a corporation in New York. They were just flogging it to death, and that's why I finally said, 'That's it.'"

Since disbanding the group, Clayton-Thomas, 43, has been keeping busy in other ways. He spent two years writing, producing and singing commercials for such clients as McDonald's ("The Morning Song"), RC Cola ("Cola-Lovin' Woman") and Ford Trucks.

A year ago, he began playing select clubs on the East Coast on his own, and he has since toured Europe and the South Pacific. During breaks, he's holed up in a quiet mountain studio near his home in

New York, laying down tracks with songwriting partner William Smith for an album he hopes to complete by summer. He plans to either sell it to a major label or market it himself through his own company, Antoinette Productions.

Clayton-Thomas notes that he would have left Blood, Sweat & Tears even sooner than he did had it not been for pressure from outside forces to keep the group intact—as well as his own reluctance to start anew as a solo artist.

"It was a multi-million-dollar organization that, unfortunately, wouldn't work without me," he says. "The group was simply making too much money to die. And from my end, too, it's been a struggle to go out on my own, because even though I sold more than 40 million records, I couldn't work unless I used the Blood, Sweat & Tears name."

"A perfect example is the Great American Music Hall in San Francisco, one of my favorite clubs in the country. In the last seven years, I've been there three times with three totally different bands, but always as Blood, Sweat & Tears. Each time we sold out."

"This year, the club refused to book me because we wouldn't let

them use the Blood, Sweat & Tears name. Now I know club owners are mercenaries, but that hurt—it's the same show, the same singer, the same songs, but unless they can put the Blood, Sweat & Tears name on the marquee, they want no part of me."

Clayton-Thomas traces the beginning of the end for Blood, Sweat & Tears to the fact that several members of the band would leave after each album, and the constant influx of new personnel hurt the group's chances for further commercial success. (Continued on page 44)

Moving Beyond 'Country Punk'

Scorchers Find Modern Sound on 'Lost'

BY JIM BESSMAN

NEW YORK When Jason & the Scorchers arrived on the major label scene last year with EMI America's reissue of their independently produced EP, "Fervor," the group's fresh country-tinged rock approach seemed tailor-made for critics and consumers searching for a new handle. And while the quartet's just-released debut album "Lost And Found" continues in the so-called "country punk" style of "Fervor," the group's members maintain that it clearly shows marked growth.

"Last year was really more of a building period for us rather than a breakthrough," states Scorchers leader Jason Ringenberg, who, the story goes, is the son of an Illinois hog farmer who came to Nashville in search of fame and fortune and founded the Scorchers in 1981 to facilitate the process.

"We were stuck with the budget and production limitations of the last record, which was only \$3,000, not including the cost of 'Absolutely Sweet Marie,' which was made for the EMI version. To break an American record these days, it has to sound modern, and 'Fervor' didn't. But with 'Lost And Found,' we were given enough money to take care of this problem."

Thanks to the new album, Ringenberg is neither worried about

outgrowing the generic constraints of the initial "country punk" tag, nor concerned that the Scorchers will forever be relegated to the pile of much praised but ultimately unsuccessful "critic's bands."

"I'm tired of hearing that the 'press band' can't make it big," complains Ringenberg, noting the hard-earned success of such other early critics' favorites as Bruce Springsteen and the Cars. "Our main goal is to make rock'n'roll music that is commercial, and it seems to me that from the new album, people are finally getting hip to the fact that the Scorchers are way beyond the 'country punk band' thing."

"In fact," he continues, "we're a real American rock'n'roll band, first and foremost. Not that we're waving the American music flag, because there's a lot of good English and European bands, too. We just want American bands and our side of rock'n'roll to get their just due."

To showcase Ringenberg's vision of American rock'n'roll, the Scorchers went to the source by hiring a pair of esteemed sidemen: Jerry Lee Lewis' longtime fiddler Kenny Lovelace and Johnny Cash's pianist Earl Poole Ball.

"It's not that we're so into ourselves that nobody else can play on our records," says Scorchers guitarist Warner Hodges, noting that one tune, "Broken Whiskey Glass," was

"screaming for that honkytonk piano" supplied by Ball, while Lovelace was needed to "open up" the group's range with his pure country bowing.

"Getting to play with two historically great players like that was a humbling experience," continues Hodges, who with Scorchers bassist Jeff Johnson was credited as associate producer to Terry Manning of ZZ Top and George Thorogood fame. "Here were a couple of guys who 20 or 30 years before us had walked down the path, and now, lo and behold, here we are going down that same path and carrying on the tradition. They saw we were carrying on what they had given us, and handed us the torch to keep it going."

"Think what that does to the four of us as musicians. We're just hamburger flippers next to them, but they turn right around and want to play with us as musicians because they're into what we're doing and accept us as peers!"

Hodges himself contributed to the more varied instrumental sound on the new album by "elaborating" on lap steel guitar and mandolin, as well as utilizing the "Nashville high string" acoustic guitar sound technique. A third guest musician, slide guitarist Donald W. Spicer, was brought in to accompany the others on "Far Behind," which was written

(Continued on page 47)

Custom Quality
GLOSSY PHOTO PRINTS
in QUANTITY

from your prints or negatives (same size)

• Dependable • Quality • Service • Low Prices
Since 1948

COLOR 100 - 5" x 7"	80¢ ea	COPY NEGS —
100 - 8" x 10"	99¢ ea	Color (2 1/4 x 2 3/4) \$10 ea
B&W 100 - 5" x 7"	\$24 25	from (4 x 5) \$20 ea
100 - 8" x 10"	\$32 50	B&W - to 8 x 10 \$5 50 ea
POST 100 B&W	\$30 00	
CARDS - (plain back)		Plus Postage & Handling

(203) 375-7034 or write for Price List

PHOTO PRINTERS, INC.
40 HATHAWAY DR., STRATFORD, CT 06497

AN AMUSEMENT BUSINESS SEMINAR

Sponsorship: Courting The Corporate Dollar II

April 21, 22 and 23
HYATT REGENCY O'HARE, CHICAGO, ILLINOIS

There's no question that sponsorship provides the ultimate in marketing opportunities for a company seeking brand identification and exposure to a targeted market. This seminar will provide you with valuable hands-on information presented by dynamic speakers with proven expertise and insight on the subject. Workshops have been added to the format for in-depth discussion on specific topics. Space is **LIMITED**. Our last seminar sold out early. Register today. For additional information on the seminar, phone Gina DiPiero, (615) 748-8115.

SPEAKERS AND PANELISTS WILL INCLUDE:

- Bonnie Finegold, *Sasson Industries* • Shari Friedman and Alison Green, *Atlantic Records*
- John Hellweg, *Stroh Brewery Co.* • Pat Landy, *American Express* • Dick Stahler, *Beatrice Cos.*
- Jim Vail, *The Vail Group* • Clark Vitulli, *Chrysler Corp.* • Steven Corey, *Incorseal Entertainment Group* • Walter Selden, *Captive Audience TV* • David Allen, *The Wrangler Group*
- Leonard Reiter, *The LCA division of Warner Communications* • Phillip Bloom, *Rockbill* • and many more.

SPECIAL AIR TRAVEL DISCOUNT - In cooperation with the Amusement Business Seminar, Delta Airlines is offering a 35% discount to seminar attendees. Refer to account number T0031 when making reservations with your travel agent or dial toll-free, 1-800-241-6760.

REGISTRATION

Mail this form *including* hotel reservation to:
Gina DiPiero, Amusement Business, P.O. Box 24970, Nashville, TN 37202.

REGISTRATION FEE IS \$300. THIS INCLUDES ALL SESSIONS AND WORKSHOPS, COCKTAIL PARTIES, CONTINENTAL BREAKFASTS AND LUNCHES.

NAME _____
TITLE _____
COMPANY _____
ADDRESS _____
CITY, STATE _____ ZIP _____
PHONE _____

I am enclosing a check payable to Amusement Business in the amount of \$ _____

Charge my registration to:
 Master Card
 Visa
 American Express

Card# _____ Exp. Date _____
MC Bank # _____
Signature _____

Registration fee does not include accommodations or airfare. Cancellations must be made prior to April 12 and are subject to a 10% cancellation fee. Absolutely no cancellations after April 12—registration substitutions may be made.

HOTEL RESERVATIONS:

Please check type and rate of room desired
 Single (one person) \$89 Double (two persons) \$104

Arrival Date _____ Time _____ AM/PM
Departure Date _____ Time _____ AM/PM

NAME _____
COMPANY _____
ADDRESS _____
CITY, STATE _____ ZIP _____
PHONE _____
SHARING WITH _____

Reservations are held until 6 pm unless guaranteed by advance deposit or credit card.

I will guarantee by:
 Check (one night deposit) Payable to the Hyatt Regency O'Hare
 Visa Master Card American Express

Card# _____ Exp. Date _____
MC Bank# _____
Signature _____

SPACE IS LIMITED - REGISTER TODAY



LOUDNESS

East invades West as Japan's heavy metal quartet, Loudness, roars onto the Top Pop Albums chart with "Thunder In The East," moving up to number 98. Formed in Tokyo in 1981, Loudness first recorded three studio albums in Japanese. By the time of their fourth album, "Disillusion," their following in Japan, England and Europe was so large that the group was inspired to record in English.

At first, the group members had to go about this phonetically, but during the last year, lead singer Minoru Niihara has learned to speak English. In fact, he went on to write the lyrics for "Thunder In The East" himself.

By 1983, solid Japanese sales led to gold albums there, and Loudness was dubbed the critics' favorite in several music publications in their home country and Germany. Eventually, manager Danny O'Donovan brought them to Atlantic, where they signed to its subsidiary label, Atco. The video to "Crazy Nights," the band's debut single, was shown on MTV late in 1984. Loudness plans on touring the States soon.

Loudness is managed by Danny O'Donovan at Enterprises Inc., 9000 Sunset Blvd., Los Angeles 90069; (213) 276-4181.

DAVID CLAYTON-THOMAS

(Continued from page 43)

cess. In 1972, Clayton-Thomas himself left to pursue a solo career; when he returned in 1974, he was the only original member left.

For a while, Blood, Sweat & Tears prospered—if not commercially, then musically—through such sidemen as bassist Jaco Pastorius and saxophonist Gregory Herbert.

"But by 1978, Jaco had gone to Weather Report, Gregory died in Europe, and that took a lot of heart out of the band," Clayton-Thomas says.

Unsurpassed in Quality

GLOSSY PHOTOS 25 1/2 EACH IN 1000 LOTS

100 POSTCARDS	\$ 25
100 8x10	\$32.95
CUSTOM COLOR PRINTS	\$98 per 100

COPY-ART Photographers
163 WEST 46th STREET, N.Y. 10036

(212) 382-0233

Robin Trower Checks Out the Road Again

Guitarist Playing Small Clubs After Five-Year Layoff

BY THOMAS K. ARNOLD

LOS ANGELES Robin Trower can't escape sounding like a burned-out rock'n'roller when he says the only reason he's touring again is "to see if I still enjoy playing."

Trower has been out of rock's mainstream for about five years now. He admits that his current six-week tour of small clubs on the West Coast is merely his way of "towing the water."

Ah, the pitfalls of success. After three years as Procol Harum's lead guitarist, Trower set out on his own in 1972. And within a year, he had ascended to the role of hard rock *wunderkind*, an ersatz Jimi Hendrix whose fiery playing style fit in perfectly with the post-acid rock of the day.

Albums like "Bridge Of Sighs" and "For Earth Below" climbed high on both the national sales charts and the playlists of FM radio stations all over the country, and concert appearances in vast arenas with capacities of 20,000 and more were consistently sold out.

But in 1980, Trower abruptly dismissed his band and, after a brief tour with Jack Bruce and Bill Lon-

don as BLT, announced his retirement from the music business. Indeed, the only thing he's done in the last five years is release an album, "Back It Up," in 1983, which he claims he did only to satisfy a final contract requirement to Chrysalis Records.

"I got pretty fed up with everything," says Trower, 39. "You get into a real rut playing big arenas all the time—you lose contact not only with your audience, but with your music as well. You're forced to gear your music toward people sitting miles away, and it tends to lose its subtlety."

"You have to become a different kind of performer: more outgoing, and less introspective. And since the more soulfully I'm allowed to play, the more I enjoy playing, the whole thing just didn't suit me."

To ensure a complete break with

the past, Trower says he's fired his band and hired two sidemen, bassist/vocalist David Bronze, 30, and drummer Martin Clapson, 21.

"That was another problem in the past," Trower says. "I wanted to play with younger musicians to give my music, as well as my outlook, a sense of freshness. These guys haven't done it all, they haven't seen it all. Everything's still ahead of them, and when we go into the studio after we finish the tour, it should reflect in the music."

Trower's emphasis on a new start seems oddly fitting, considering it comes on the heels of his 25th year in the music business. "I think I play and write better now than ever," he says. "And with the new trio, I'm much closer to the mark I've been trying to achieve for 25 years."



Two of a Kind. Two of pop music's most successful songwriters, Smokey Robinson and ASCAP president Hal David, share a moment backstage at New York's Gershwin Theatre on the opening night of Smokey's recent engagement there.

Videocassette
Top 40
Sales & Rentals
Charts
Every Week
in
Billboard

19,200
SEATS



reunion arena
777 Sports Street
Dallas, Texas 75207
(214) 658-7070

ATTENTION
MUSICIANS, ARTISTS
AND PERFORMERS!

Have you had difficulty getting your tapes *heard* by the majors? Now there is a new route. Have your tapes evaluated by our professionals and then we will present them for you. Send tape and bio plus \$10.00 evaluation fee to:

GWL Music Evaluation
45 West 57th St. Suite 301
N.Y.C., NY 10019

Talent in Action

STING

The Ritz, New York
Tickets: \$17.50

NO MATTER HOW CYNICAL you may get about the simplicity and commercial instincts needed to get to the top of the pops, you have to hand it to the members of the Police. Having climbed their way up from CBGB's to football stadiums in five years, each has subsequently used commercial success as a piton for climbing less accessible ranges.

The group's solo projects already number at least five: bassist Sting's "Brimstone And Treacle" soundtrack, guitarist Andy Summers' two collaborations with Robert Fripp, and drummer Stewart Copeland's overlooked gem of a soundtrack for "Rumblefish," as well as his recent score for the San Francisco Opera Company's "King Lear." What's more, the trio's extended layoff between tours and recordings suggests that solo work will continue to be part of the Police.

Despite the "Brimstone And Treacle" recording, one suspects that the future Sting sees for himself is on celluloid rather than vinyl. Subsequently, news that the would-be boxoffice idol was in New York to recruit a group of jazz musicians for a solo album came as something of a surprise. And that crew's debut performance at the Ritz, Feb. 25-27, proved a happy surprise at that.

Performing on guitar, Sting was joined by Weather Report drummer Omar Hakim, Miles Davis' bassist Darryl Jones, and keyboardist Kenny Kirkland and tenor/soprano saxophonist Branford Marsalis of the Wynton Marsalis group. The presence of Marsalis was something of a surprise, considering the jazz purist profile he and his trumpeter brother have aggressively maintained on record. But the most ambitious move engendered by the group would have to be for its leader: One could easily envision this band without him, yet the strength of Sting's compositions gave the ensemble the lion's share of its identity.

Opening with a solo rendition of "Roxanne," Sting capitalized on his recognition while setting the stage for a departure from his normal pop trio format. That mix of the familiar and the new colored the entire program, as familiar tunes like "One World" and "Shadows In The Rain" were mixed with new compositions. An ambitious "Children's Crusade" and a bouncy "If You Love Somebody Set Them Free" proved the best of the new by alternating between the murky, suspended and introspective sound the Police established with songs like "Walking On The Moon" and the breezy style of "Every Little Thing She Does Is Magic."

With a band of established talent, the trick is to assure that the whole equals the sum of the parts, and it was here that the collaboration proved most effective. The divergent talents melded remarkably well: Hakim's ability to power an electric band in unorthodox meters, Jones' effectiveness at tying the rhythm and frontmen, and Marsalis' tremendous dignity as a soloist. The latter kept the band from degenerating into cliches, especially when performing blues tunes by Freddie King and Little Willie John.

It's also to the leader's credit that he took a comparatively low profile as a soloist, allowing each member of the band to do what he does best. And since Sting shows no interest in limiting his projects to those things that have already proven successful, creating exciting music continues to be what *he* does best.

FRED GOODMAN

SWING REUNION

Town Hall, New York
Tickets: \$17.50

IT WAS HARDLY the extravaganza that "One Night With Blue Note," staged the previous weekend on the same stage, had been. But in its more modest way, "Swing Reunion" was a comparably noteworthy all-star jazz event.

Presented at Town Hall on March 1 and 2, and recorded for eventual release as a multi-album set by Book-Of-The-Month Records, "Swing Reunion" featured seven veteran musicians, at least four of whom—Benny Carter, Red Norvo, Teddy Wilson and Louis Bellson—are certifiably heavyweights of mainstream jazz. The ensemble also included Freddie Green, the longtime heartbeat of the Count Basie band and arguably the greatest rhythm guitarist in jazz history; George Duvivier, one of the most tasteful and reliable of bassists; and guitarist Remo Palmier. As the least illustrious member of the septet, Palmier was perhaps somewhat outclassed by his associates, but he played with more than adequate wit and lyricism.

The repertoire on the second night of "Swing Reunion" contained, not surprisingly, a number of flag-wavers, including such swing evergreens as "Rosetta" and "Avalon" and a couple of energetic Palmier-Bellson originals written for the occasion, "Town Hall Tonight" and "Expressway" (the latter a showcase for a crowd-pleasing but rather self-indulgent Bellson solo).

But some of the evening's most memorable moments were its quietest: Carter's limpid alto sax caressing "Misty," Duvivier masterfully taking center stage on "I Can't Get Started," Wilson gracefully paying tribute to Duke Ellington and Billy Strayhorn with a medley of "Lush Life" and "Take The A Train." Particularly moving was an unaccompanied vibraphone solo by Norvo on a more obscure piece of Ellingtonia, the light-hearted "Dancers In Love."

If the evening hit few peaks of emotional intensity, it also hit virtually no valleys. The only real sour note was the fact that Wilson, one of the most elegant pianists in jazz, was used sparingly. This was apparently not the result of any snub or oversight on the part of the con-

(Continued on opposite page)

MOVING UP
VELOCITY

Showcasing At
TRAX
MARCH 14th
11:30 P.M.

"The operative word here is awesome."
Russ Mottla-Waaf

"We're proud to present it here first..."
Tom Berardini-WBCN

MANAGEMENT: The Phillips Music Corp., Acton, Mass.

MARKETING & PROMOTIONS: Phil Mayo and Company, Needham, Mass.

PRODUCED BY: John "J.C." Convertino-Sigma Sound

PUBLICITY
PRINTS

Lithographed On Heavy Gloss Stock
BLACK & WHITE 8x10's
500 - \$55.00 1000 - 80.00
COLOR

1000 - \$376.00

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

Full Color & B/W Posters
Composites - Cards - Other Sizes

Send For Catalog & Samples

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

TALENT IN ACTION

(Continued from opposite page)

cert's organizers, but because Wilson was not in the best of health and needed to conserve his strength. Nonetheless, when he was given the spotlight, he played up to his usual high standards.

PETER KEEPNEWS

RICKY SKAGGS MARK GRAY

Bottom Line, New York
Tickets: \$8

COUNTRY MUSIC is supposedly passé in New York—but don't tell Ricky Skaggs. He rafter-packed both shows at the Bottom Line Feb. 21 with an audience that knew every song by heart and would have gladly kept him onstage all night if it could have locked the doors.

The New York date, part of Skaggs' current Northeastern tour, featured an artist in peak form: polished, professional, relaxed, totally in command and apparently amused by his Yankee fans' unrestrained enthusiasm. Skaggs had no trouble handling the excitable crowd; and because he has buffed away some of his former folksy patter, the performance he gave was fast-paced, razor-sharp and thoroughly impressive.

Said one elated fan, "He sounds just like the jukebox." So he did, hit after hit, ably abetted by a band that played like a synchronized Swiss watch. Additions Gary Smith on keyboards and Richard Dennison on guitar spiked added instrumental zest into the already sterling musicianship of longtime Skaggs stalwarts Bruce Bouton on steel, Bobby Hicks on fiddle, George Grantham on drums and the versatile Lou Reed on everything (mandolin, banjo, guitar, fiddle and high harmony vocals).

In an abbreviated time span, Skaggs has evolved from virtuoso sideman in Emmylou Harris' Hot Band to leading proponent of today's traditional country movement, almost single-handedly returning bluegrass to commercial respectability.

Not many artists, after all, could suddenly announce "It's bluegrass time!" during a set at the Bottom Line and have the crowd go wild. Skaggs could, though—and did, with songs like "Uncle Pen," "Window Up Above," "Honey (Won't You Open That Door)," "Highway 40 Blues," "Heartbroke" and "Don't Get Above Your Raising." There was also a thoroughly satisfying extended version of Skaggs' current single, "Country Boy," after he first previewed the hilarious accompanying video shot in Manhattan by rock producer Martin Kahan.

Skaggs is generous with his spotlight, sharing the stage equally with his musicians and encouraging their performance through his own. The result is a dazzling display of music and showmanship by an artist who has developed into a consummate country entertainer.

Opener Mark Gray had to contend with the fact that it was clearly a Skaggs crowd. In addition, his three-piece band apparently hadn't been with him long enough to develop confidence or cohesiveness.

But he gave his best, working the

keyboards untiringly and sharing his limited list of hits: "Left Side Of The Bed," "It Ain't Real (If It Ain't You)," "Smooth Sailing" and "Diamond In The Dust." Gray has a foggy-textured voice with strong undertones of blues and r&b. He also has plenty of natural style and vocal dynamics, which should stand him in good stead when he isn't forced to compete for attention. KIP KIRBY

THE RAYBEATS THE MOSQUITOES

Irving Plaza, New York
Tickets: \$10

THE RAYBEATS HAVE BEEN a New York club favorite for about five years now, but it was obvious from the ovation for the openers that many were here on Feb. 1 to catch the Mosquitoes. There has been quite a—excuse the pun—buzz around town for this Long Island quintet, and their set at Irving Plaza suggested that they may be the most exciting new pop band in town.

The Mosquitoes take their main cue from the '60s Merseybeat sound. Lead vocalist/songwriter Vance Brescia is often reminiscent of the Hollies' Allan Clarke: He's a natural master of melody, has a sharp lyrical sense, and knows how to pace a set. The band, meanwhile, supports him with impeccably arranged harmonies that draw from the likes of the Byrds and the Zombies.

But the Mosquitoes aren't just another neo-'60s band. Original tunes like "I Know A Secret," "I Apologize" and "Darn Well" (which leads off the new ROIR cassette album "Garage Sale!") easily outshone the band's covers of '60s classics like "Kicks" and "Hang On Sloopy." With an indie EP due imminently, one suspects that the Mosquitoes' bite will be far-reaching.

Though the Raybeats drew a loyal audience, they failed, for the most part, to match the excitement of previous shows. Though still largely an instrumental outfit in the style of the Ventures, the quartet's forays into funkier things didn't work. The guitar team of Jody Harris and Pat Irwin has fashioned a nearly telepathic communications system between them, but the high level of musicianship displayed by the band was wasted on drab material.

JEFF TAMARKIN

JASON & THE SCORCHERS

(Continued from page 43)

by Johnson and Scorchers drummer Perry Baggs. Johnson wrote or co-wrote three of the album's 11 tunes, while Baggs assisted on four, including the album's first single, "White Lies."

Ringenberg was involved as songwriter on six songs. While Bob Dylan's "Absolutely Sweet Marie" was the single cover on "Fervor," there are two on "Lost And Found." "Lost Highway" is described by Ringenberg as repayment of an "obvious debt" to Hank Williams, while the country staple "I Really Don't Want To Know" has "worked so well for us live for so long that we just couldn't deny it on the album."

AMUSEMENT BUSINESS BOXSCORE TOP CONCERT GROSSES

ARTIST(S)	Venue	Date(s)	Gross Ticket Price(s)	Attendance Capacity	Promoter
JOHNNY MATHIS JEANNINE BURNIER	Fox Theatre St. Louis	Feb.25-March 3	\$552,165 \$17.90-\$4.90	34,821 36,097 four sellouts eight shows	Ray Shepardson
LUCIANO PAVAROTTI RENO PHILHARMONIC ANDREA GRIMINELLI	Lawlor Events Center Reno	March 1	\$537,295 \$175-\$15	10,707 sellout	Tibor Rudas Theatrical/ Harral's Reno
DEEP PURPLE GIRLSCHOOL	The Centrum Worcester, Mass.	Feb. 28	\$401,701 \$13.50/\$12.50	30,642 three sellouts	Don Law Co
RODNEY DANGERFIELD DAN RILEY	Radio City Music Hall New York	Feb. 22-23	\$340,690 \$20/\$15	17,490 17,622	In-House
GRATEFUL DEAD	Henry J. Kaiser Convention Center Oakland, Calif.	Feb. 18-20	\$306,135 \$15	20,409 three sellouts	Bill Graham Presents
KENNY ROGERS DOLLY PARTON SAWYER BROWN	Freedom Hall Louisville, Ky.	March 1	\$243,026 \$17.50/\$15.50	14,263 16,825	North American Tours Inc.
KENNY ROGERS DOLLY PARTON SAWYER BROWN	Charleston (W.Va.) Civic Center	March 3	\$230,882 \$17.50/\$15.50	13,546 sellout	North American Tours Inc
CHICAGO ALAN KAYE	The Omni Atlanta	March 1	\$227,491 \$15/\$13.50	17,037 sellout	Alex Cooley/Southern Promotions
ALABAMA BILL MEDLEY CHARLIE DANIELS BAND	South Fla. Fairgrounds West Palm Beach	Feb. 24	\$225,000 \$15	15,000 unlimited	JMA Entertainment
KENNY ROGERS DOLLY PARTON SAWYER BROWN	Charlotte (N.C.) Coliseum	March 2	\$204,404 \$17.50/\$15.50	12,018 sellout	North American Tours Inc.
REO SPEEDWAGON SURVIVOR	Charlotte (N.C.) Coliseum	March 3	\$169,047 \$13.50	12,900 sellout	Beach Club Concerts/ Kaleidoscope Prods.
CHICAGO ALAN KAYE	Mid-South Coliseum Memphis	March 3	\$167,591 \$14.50/\$12.50	11,171 sellout	Mid-South Concerts
STATLER BROTHERS HELEN CORNELIUS	Holiday Star Theater Merrillville, Ind.	Feb. 23-24	\$167,050 \$15.95	13,296 two sellouts	In-House
ALABAMA BILL MEDLEY	Iowa State Center Univ. of Iowa Ames	March 1	\$161,070 \$15	10,738 sellout	Keith Fowler Promotions
REO SPEEDWAGON SURVIVOR	Greensboro (N.C.) Coliseum	March 1	\$160,285 \$13.50	11,873 sellout	Beach Club Concerts/ Sunshine Promotions
CHICAGO ALAN KAYE	UTC Arena Univ. of Tennessee Chattanooga	March 2	\$149,609 \$14.50/\$12.50	10,674 sellout	Mid-South Concerts
DARYL HALL & JOHN OATES	Jacksonville (Fla.) Coliseum	Feb. 20	\$144,960 \$15	9,924 sellout	Fantasma Prods./ Cellar Door Prods.
ALABAMA BILL MEDLEY	Assembly Hall Univ. of Illinois Champaign	March 3	\$144,300 \$15	9,620 11,000	Keith Fowler Promotions
DARYL HALL & JOHN OATES TIL TUESDAY	New Haven (Conn.) Coliseum	March 4	\$138,833 \$15.50/\$13.50	9,365 9,900	Cross Country Concerts
ALABAMA BILL MEDLEY	Southern Illinois Univ. Carbondale	March 2	\$136,645 \$15.50/\$13.50	9,350 10,066	Keith Fowler Promotions
ALABAMA BILL MEDLEY	Jacksonville (Fla.) Coliseum	Feb. 22	\$135,720 \$15	9,048 sellout	Keith Fowler Promotions
JOAN RIVERS JIM STAFFORD	Fox Theatre Atlanta	Feb. 23	\$135,463 \$17.75/\$15.25	7,970 two sellouts	Alex Cooley/ Southern Promotions
REO SPEEDWAGON SURVIVOR	Knoxville (Tenn.) Civic Coliseum	March 2	\$131,125 \$13.50/\$12.50	9,877 sellout	Sunshine Promotions/ Contemporary Presentations
CHICAGO ALAN KAYE	Barton Coliseum Little Rock	Feb. 27	\$128,952 \$13.50	9,552 sellout	Mid-South Concerts
REO SPEEDWAGON SURVIVOR	Rochester (N.Y.) Community War Memorial	Feb. 19	\$127,500 \$13.50/\$12.50	10,200 sellout	John Scher Presents
POINTER SISTERS BLAKE CLARK	Sunrise (Fla.) Musical Theatre	Feb. 23	\$126,016 \$16	7,876 two sellouts	Silver Star Prods.
TEENA MARIE BILLY OCEAN	Paramount Theater Oakland, Calif.	March 3	\$118,185 \$15	7,757 8,700 two sellouts three shows	LB Presentations/ Al Haymon
ALABAMA BILL MEDLEY	Lakeland (Fla.) Civic Center	Feb. 21	\$114,073 \$15.50	7,357 sellout	Keith Fowler Promotions
EDDIE MURPHY LILLO THOMAS	Leon County Civic Center Tallahassee, Fla.	Feb. 26	\$109,396 \$14	7,975 8,000	Fantasma Prods
HANK WILLIAMS JR. BAMA BAND MERLE KILGORE	Fox Theatre Atlanta	Feb. 22	\$106,576 \$13.75	7,751 8,070	Concert Promotions Inc.
ANNE MURRAY	Lakeland (Fla.) Civic Center	Feb. 22	\$99,105 \$15	8,610 sellout	Fantasma Prods.
NEW EDITION FAT BOYS WHODINI	Augusta (Ga.) Civic Center	Feb. 28	\$94,505 \$11/\$10	9,000 sellout	JMA Entertainment
KINKS WIRE TRAIN	Henry J. Kaiser Convention Center Oakland, Calif.	Feb. 24	\$89,418 \$14.50	6,147 7,100	Bill Graham Presents
BILL COSBY STANLEY JORDAN	Stabler Arena Bethlehem, Pa.	Feb. 20	\$88,737 \$15.50	5,725 sellout	John Scher Presents
TEMPTATIONS SOS ONE WAY	Fox Theatre Atlanta	Feb. 21	\$86,949 \$16.75	5,191 7,790	Leonard Rowe Prods.
REO SPEEDWAGON SURVIVOR	Onodaga War Memorial Syracuse, N.Y.	Feb. 23	\$86,625 \$11.50	7,890 sellout	John Scher Presents/WAQQ-FM
NEW EDITION FAT BOYS WHODINI	Fox Theatre Atlanta	March 2	\$82,184 \$12/\$10	7,970 sellout	Dimensions Unlimited
RONNIE MILSAP JUDDS JERRY REED	Albany (Ga.) Civic Center	March 1	\$76,305 \$11	6,955 10,206	In Clover Country
ANNE MURRAY	West Palm Beach (Fla.) Auditorium	Feb. 20	\$74,720 \$16	4,821 6,000	Fantasma Prods
NEW EDITION FAT BOYS WHODINI	Greenville (N.C.) Memorial Auditorium	Feb. 21	\$72,975 \$11.25/\$10.25	7,000 sellout	Concerts of America

Copyrighted and compiled by Amusement Business, a Billboard Publications, Inc. publication. Boxscores are compiled every Tuesday and should be submitted to Louise Zepp in Nashville at (615) 748-8129; Ancil Davis in New York at (212) 764-7314; Linda Deckard in Los Angeles at (213) 859-5338; or Melinda Newman in Chicago at (312) 236-2085.

Radio Promotion for 'Step On Out' OAKS PLAN GALA 'WORLD PREMIERE'

BY KIP KIRBY

NASHVILLE The Oak Ridge Boys are borrowing a page from rock'n' roll radio promotion to debut their newest MCA album, "Step On Out."

The promotion, billed as "The Oak Ridge Boys 'Step On Out' World Premiere Weekend," was developed as a pop marketing concept eight years ago by Bob Hamilton, president of California-based HNE Productions and Radio Star. The strategy has been used by Hamilton's companies with such acts as Jefferson Starship, the Moody Blues, Daryl Hall & John Oates and Men At Work, although Hamilton has only used the concept in country music once, for George Jones' "Ladies Choice" album on Epic last year.

The Oaks' "World Premiere Weekend" effort was coordinated by MCA Records' Nashville product manager Katie Gillon in conjunction with ORB Enterprises and Hamilton during a two-month period. Dates for the premiere weekend are this Friday through Sunday (15-17).

The promotion consists of two records mailed out to all participating country and AC radio stations on a non-exclusive basis per market. One

disk contains a 50-minute interview with the Oaks, conducted by Hamilton. The second contains program intros, generic promos, a 10-minute collage of former Oaks hits, and the "Step On Out" album, with 90-second interview segments leading into abbreviated cuts.

Also included in the "World Premiere" package are merchandising kits provided by the Oak Ridge Boys. These kits contain five "Step On Out" scarves, tour T-shirts, four posters and brass "Step On Out" keyrings, plus one 14-karat diamond chip bracelet. Radio stations are encouraged to design giveaway promotions around these items for their listeners. All promo spots personalized per station by members of the Oaks have been superimposed over a music bed of "Little Things," the album's first single.

An initial mailing describing the promotion was sent to more than 800 radio stations across the country, with a reply card, cassette teaser and merchandising brochure. More than 300 country and AC stations will be participating in the promotional weekend, according to Hamilton. The event kicks off Friday night at 6 p.m. locally in each market and continues all weekend

until 6 p.m. Sunday night. Keyed to the weekend will be frequent announcements by on-air personalities informing listeners that "Step On Out" will be available in area record outlets Monday (18).

"Identification" and "anticipation" are the two main thrusts of the campaign. Hamilton describes the Oaks effort as the most successful his company has spearheaded. He maintains the timing is right for country radio as well.

"Country radio has to do something exciting," he says. "They aren't going to stay competitive in their markets by being boring. Radio is theatre, and I think country radio is beginning to wake up to the fact that it has to be exciting, too. Playing the same top 30 records over and over is not excitement."



Music City Hospitality. Billboard Publications' new president, Jerry Hobbs, second right, and Billboard magazine's new publisher, Sam Holdsworth, second left, meet members of the Nashville music community. A lunch for that purpose was hosted by Bill Hudson & Associates, with Nashville mayor Richard Fulton among those welcoming Billboard's new management team. Pictured with Hobbs and Holdsworth are, from left, Hudson; Jo Walker-Meador, executive director of the Country Music Assn.; and Jim Foglesong, president of Capitol/EMI America Records' Nashville division. (Photo: Patricia Bates)

Publisher Grows in Nashville Almo/Irving Buys New Buildings

NASHVILLE Now entering its fourth year of operations in Nashville, Almo/Irving Music will soon be expanding its offices with the purchase of a building at 1904 Adelia St. Renovation will begin in April, and the company will move into its new quarters by late summer or early fall, according to general manager David Conrad.

New Charley Pride Single Addresses Farmers' Plight

NASHVILLE To all the other voices being raised in support of besieged American farmers now comes Charley Pride's. RCA is rushing the single "Down On The Farm" to radio stations Wednesday (13).

While the song is less than militant in its protest, it does contain the repeated observation: "Down on the farm, somebody's dreams are ending/When a way of life can be auctioned off, there's more than one fence that needs mending."

Pride's producer Blake Mevis heard the song Feb. 26, the day it was completed by songwriters Troy Seals, John Greenebaum and Eddie Setser, and promised them a Pride single on the spot. He then called Pride in Florida, where the one-time pro baseball player was working out in center field with the Texas Rangers, and convinced him to return to Nashville to cut the song.

EDWARD MORRIS

For the past two years, the company has held its international meetings in Nashville. However, Conrad says, a decision on the site of the 1985 convention hasn't been made yet.

The growth in office space seems to be paralleling a growth in chart influence for the publisher. Currently, Almo/Irving or its Rondor affiliate have four singles on the country charts and 42 songs on 24 of the top country albums. The company also claims the upcoming Crystal Gayle and Steve Wariner singles, "Nobody Wants To Be Alone" and "Heart Trouble."

All the cuts on the new Emmylou Harris album, "The Ballad of Sally Rose," were co-written by Rondor staff writer Paul Kennerley. The other Nashville-based staffers are Rhonda Fleming, Kent Robbins and Hank DeVito.

Last year, Almo/Irving signed a co-publishing agreement with producer Garth Fundis' companies, Fundisway (BMI) and Craftworks (ASCAP). Fundis has produced Don Williams for the past five years and recently co-produced the New Grass Revival's Sugar Hill album "On The Boulevard," which contains two Almo cuts.

When the company opened its Nashville operation, it already had 30,000 copyrights in its catalogs, including the Down In Dixie, Danor and East/Memphis collections. Among Almo/Irving's top country copyrights are "The Closer You Get," "Take Me Down," "Our Love Is On The Faultline," "Stay Young" and "Born To Run." EDWARD MORRIS

NASHVILLE SCENE

by Kip Kirby



WE LOVE HOLIDAYS: all holidays, even the silly ones trumped up by Hallmark Cards as profit-boosters. Thus, we are suitably amused at the city of San Antonio, which is dyeing the water in its famous River Walk shamrock green to celebrate St. Patrick's Day.

The river isn't the only thing in San Antonio that will be dyed green, either—so will the beer. It's all part of San Antonio's week-long St. Patrick's Day festival, which includes Irish music, arts and crafts, food booths and medieval entertainment. There will also be a special ceremony at the Alamo to honor the 12 Irish-born men who lost their lives in the battle to defend Texas against Santa Ana.

No one in San Antonio has notified us of plans to dye any concession food green at this point. We hope not; those green hot dogs are hard to take.

The greening of San Antonio's beer

GEORGE JONES co-hosted "Nashville Now" last week with **Ralph Emery**. No sooner was Jones booked on the program than he called ICM to request **Reba McEntire** as his guest, and they sang together on the show.

McEntire also filmed a Chevy commercial in Nashville between studio sessions with **Jimmy Bowen**, readying her next MCA album. The Chevy spot supposedly shows that women can handle trucks as easily as men.

Trailers for the new movie "Rustlers' Rhapsody" indicate it will be an hilarious spoof of old westerns. The soundtrack contains a number of country artists, including **Gary Morris**, **Karen Brooks** and RCA's new sensation, **Restless Heart**, among others. The star of the film is Tom Berenger, who played the Tom Selleck look-alike in "The Big Chill."

Advance reports on the new Sesame Street film, "Follow That Bird," are also promising. Supposedly, the on-screen duet between Big Bird and **Waylon Jennings** is a classic. **Ronnie Milsap** and **Alabama** are also featured on the soundtrack album, produced in Nashville by **Steve Buckingham**.

DAVID GRISMAN, **Chris Hillman** and **Herb Pedersen** will be guests at **Dan Fogelberg's** April 3 concert here. All three performed on Fogelberg's Nashville-recorded album, "High Country Snows," due out on the Full Moon/Epic label. Hillman co-wrote the Oak

Ridge Boys' new album title, "Step On Out." His co-writer is former Crawdaddy editor **Peter Knobler**, who helped Hillman pen his new Sugar Hill single, "Runnin' The Roadblocks." From what we understand, Knobler's talents don't restrict themselves to writing country songs: He is the "as told to" author of Kareem Abdul Jabbar's autobiography.

Gallagher's manager Gary Propper phoned in to say that contrary to our "Scene" blurb, Gallagher is not signing with Dan Wojcik's Entertainment Artists agency in Nashville for special events. However, the comedian may be involved down the line in a project with **Hank Williams Jr.** We'll keep you posted . . .

PERFORMANCE VIDEOS are being used to help West Georgia College in Carrollton, Ga. decide which acts to book for its student concerts. Talent buyer David Moore says he is experimenting with using performance clips as a survey tool for students to choose what artists they'd most enjoy seeing live on campus.

The first survey—which drew enthusiastic response from the college's students—included videos from CBS, RCA, WEA, IRS and PolyGram. There will be a second survey in April. Labels interested in having acts considered for booking at this college should submit their clips on three-quarter-inch tape. Survey results will be furnished to participating companies on request. For more information, contact David Moore, College Program Board, West Georgia College, Carrollton, Ga. 30118; (404) 834-1364.

Now that the American Music Awards and the Grammys are over, it's time for Hollywood's big night, the Oscars. And the **Nashville Music Assn.** doesn't want the local community overlooked in the celebration. The NMA is having an Oscars party March 25 at The Warehouse on Franklin Rd. But don't show up in your tired old office garb for this one: the NMA wants you to come attired as your favorite movie star. (No, Rin-Tin-Tin doesn't count.) Food, drink and a large-screen tv for cheering—or booing—the Academy's choices will be provided at a cost of \$10 for NMA members, \$15 for non-members.

And a few days earlier, on March 21, the NMA's Jazz Committee is hosting a Duke Ellington lecture in conjunction with the Blair School of Music and Vanderbilt Univ.'s Sarratt Center. Featured speaker will be **Martin Williams**, editor of special projects for the Smithsonian Institution. After Williams' talk on the Duke, the **Nashville Jazz Machine** will perform a concert of original music. This one is free and begins at 8 p.m.

NASHVILLE FIRM'S FOREIGN ROYALTY CRUSADE PAYING OFF

BY EDWARD MORRIS

NASHVILLE. Collecting all the foreign royalties due American music publishers is for Terry Smith part business, part crusade. His zeal is paying off, he says, in a collection rate that stands at 94.6% of all money due and in a growing list of clients that includes such names as Emmylou Harris, the Statler Brothers, Cheap Trick, Ray Stevens, Roy Clark, Mel Tillis, Gail Davies, Bobby Goldsboro and Leon Russell.

Although Smith's Copyright Management company here licenses, monitors, collects and administers for both foreign and domestic uses,

the emphasis continues to be on working the overseas markets. Currently, the company is represented in more than 30 countries.

"We can totally replace the necessity for the subpublisher network," Smith says, "but we don't require that be the case. We mold the service to fit the subpublishing needs."

Smith got into the foreign collection and monitoring business while handling Dr. Hook's catalog. "We discovered an incredible error factor," he recalls, "not relating to anybody skimming money but to the transfer of information." The factor amounted to between 25% and 28% of funds due, he says.

Using the leverage of Dr. Hook's

European activity to discover the workings of the various licensing and collecting systems, Smith says he began developing his own more precise methods, based on observable data rather than on tradition.

A particular target of Smith's investigation was the non-allocable "black box" account in each country that is kept for a period of time and then "bonused out" to local publishers when the rightful recipients of the royalties do not come forward to collect their shares. Because subpublishers can check these accounts, they often contact American publishers owed money and then arrange subpublishing deals that are, in effect, already collateralized. By

these arrangements, subpublishers get paid without rendering any service for the furtherance of copyrights.

Smith says that most subpublishers are not willing to restructure their computer programs to collect and transmit the extra data he requires. Thus, Copyright Management relies heavily on a European network of attorneys and chartered accountants.

Smith charges a straight 20% for acting as subpublisher, instead of the standard 25% split. For administering U.S. and Canadian catalogs, the fee is 10%. Publishers must sign their catalogs to Copyright Management for at least one year.

Smith is also concerned about the long amount of time it normally takes for foreign royalties to make their way back to American publishers. "Our goal is to get all our offices—domestic and foreign—computer-linked by the end of this year," he says. "The German office is our prototype. We will be getting the [collection] society statements both in magnetic format and hard copy.

"The statements will be put on our system in Munich and transmitted directly to our system here and broken down to all our publisher clients. It will go through seven layers of audit phase and be retransmitted

(Continued on page 52)

FOR WEEK ENDING MARCH 16, 1985

Billboard®

TOP COUNTRY ALBUMS

©Copyright 1985, 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.

Compiled from a national sample of retail store and one-stop sales reports.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
1	3	3	20	GEORGE STRAIT MCA FE-5518 (8.98) 3 weeks at No. One	DOES FORT WORTH EVER CROSS YOUR MIND
2	2	2	20	EARL THOMAS CONLEY RCA AHL-15175 (8.98)	TREADIN' WATER
3	6	7	30	RAY CHARLES COLUMBIA FC 39415	FRIENDSHIP
4	1	1	20	RICKY SKAGGS EPIC FE-39410 (CD)	COUNTRY BOY
5	4	5	17	THE JUDDS RCA/CURB AHL-15319/RCA (8.98) (CD)	WHY NOT ME
6	5	4	28	JOHN SCHNEIDER MCA 5495 (8.98)	TOO GOOD TO STOP NOW
7	8	6	40	LEE GREENWOOD MCA 5488 (8.98) (CD)	YOU'VE GOT A GOOD LOVE COMIN'
8	7	8	25	EXILE EPIC FE-39424	KENTUCKY HEARTS
9	10	11	13	RAY STEVENS MCA 5517 (8.98)	HE THINKS HE'S RAY STEVENS
10	9	10	35	NITTY GRITTY DIRT BAND WARNER BROS. 25113 (8.98)	PLAIN DIRT FASHION
11	14	21	4	ALABAMA RCA AHL-15339 (8.98) (CD)	40 HOUR WEEK
12	12	13	40	HANK WILLIAMS, JR. ● WARNER CURB 25088 WARNER BROS. (8.98)	MAJOR MOVES
13	13	12	21	ANNE MURRAY CAPITOL SJ-12363 (8.98) (CD)	HEART OVER MIND
14	11	9	21	KENNY ROGERS RCA AJL-5335 (8.98) (CD)	WHAT ABOUT ME
15	16	16	44	THE STATLER BROTHERS MERCURY 818-652-1 (8.98) (CD)	ATLANTA BLUE
16	22	25	6	EMMYLOU HARRIS WARNER BROS. 25205 (8.98)	THE BALLAD OF SALLY ROSE
17	21	18	18	REBA MCENTIRE MCA 5516 (8.98)	MY KIND OF COUNTRY
18	17	17	18	JOHN CONLEE MCA 5521 (8.98)	BLUE HIGHWAY
19	15	14	29	THE OAK RIDGE BOYS ● MCA 5496 (8.98) (CD)	GREATEST HITS 2
20	20	20	11	MICHAEL MARTIN MURPHEY EMI-AMERICA ST-17143 (8.98)	THE BEST OF MICHAEL MARTIN MURPHEY
21	29	58	3	SAWYER BROWN CAPITOL CURB ST 12391 CAPITOL (8.98)	SAWYER BROWN
22	27	62	3	JOHN FOGERTY WARNER BROS. 25203 (8.98) (CD)	CENTERFIELD
23	23	27	22	JOHNNY LEE WARNER BROS. 25125 (8.98)	WORKIN' FOR A LIVIN'
24	26	34	5	STEVE WARINER MCA 5545 (8.98)	ONE GOOD NIGHT DESERVES ANOTHER
25	18	15	33	WILLIE NELSON ● COLUMBIA FC-39145 (CD)	CITY OF NEW ORLEANS
26	19	19	27	JANIE FRICKE COLUMBIA FC 39338	THE FIRST WORD IN MEMORY
27	25	22	48	ALABAMA ▲ ² RCA AHL-1-4939 (8.98) (CD)	ROLL ON
28	24	24	18	DAN SEALS EMI-AMERICA ST-17131 (8.98)	SAN ANTOINE
29	34	31	39	THE BELLAMY BROTHERS MCA CURB 5489/MCA (8.98)	RESTLESS
30	31	33	17	WAYLON JENNINGS RCA AHL 1-5325 (8.98) (CD)	WAYLON'S GREATEST HITS - VOL. 2
31	35	29	29	BARBARA MANDRELL & LEE GREENWOOD MCA 5477 (8.98)	MEANT FOR EACH OTHER
32	47	54	4	RICKY SKAGGS EPIC FE-39409 (8.98)	FAVORITE COUNTRY HITS
33	28	23	16	GENE WATSON MCA/CURB 5520 MCA (8.98)	HEARTACHES, LOVE & STUFF
34	33	36	33	GLEN CAMPBELL ATLANTIC AMERICA 90164 ATLANTIC (8.98)	LETTER TO HOME
35	41	42	4	SHELLY WEST VIVA 25189 WARNER BROS. (8.98)	DON'T MAKE ME WAIT ON THE MOON
36	37	26	68	JIM GLASER NOBLE VISION NV 2001 (8.98)	THE MAN IN THE MIRROR
37	30	32	39	MERLE HAGGARD EPIC FE-39364	IT'S ALL IN THE GAME
38	42	37	71	GEORGE STRAIT ● MCA 5450 (8.98)	RIGHT OR WRONG

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
39	39	45	21	JOHN ANDERSON WARNER BROS. 25169 (8.98)	JOHN ANDERSON'S GREATEST HITS
40	32	35	55	THE JUDDS RCA/CURB MHL 1-8515/RCA (8.98)	THE JUDDS - WYNONNA & NAOMI
41	38	30	47	GARY MORRIS WARNER BROS. 25069 (8.98)	FADED BLUE
42	43	41	22	EDDIE RABBITT WARNER BROS. WB 25151 (8.98)	THE BEST YEAR OF MY LIFE
43	36	28	71	CRYSTAL GAYLE WARNER BROS. 23958 (8.98)	CAGE THE SONGBIRD
44	40	38	18	GEORGE JONES EPIC FE-39272	LADIES CHOICE
45	44	40	19	THE EVERLY BROTHERS MERCURY 822-431 POLYGRAM (8.98) (CD)	EB84
46	51	51	4	RAZZY BAILEY MCA 5544 (8.98)	CUT FROM A DIFFERENT STONE
47	61	—	2	DOLLY PARTON RCA AHL-1-5414 (8.98)	REAL LOVE
48	56	39	40	DON WILLIAMS MCA 5493 (8.98)	CAFE CAROLINA
49	46	43	16	MERLE HAGGARD EPIC FE39545 (CD)	MERLE HAGGARD'S EPIC HITS
50	52	53	16	MARK GRAY COLUMBIA FC-39518	THIS OL' PIANO
51	50	50	18	CONWAY TWITTY WARNER BROS. 25170 (8.98)	CONWAY'S LATEST GREATEST HITS-VOL. 1
52	53	59	98	JOHN CONLEE MCA 5406 (8.98)	JOHN CONLEE'S GREATEST HITS
53	45	44	35	JOHN ANDERSON WARNER BROS. 25099 (8.98)	EYE OF THE HURRICANE
54	54	61	13	DAVID ALLAN COE COLUMBIA KC2 39585	FOR THE RECORD - THE FIRST 10 YEARS
55	57	47	19	DAVID FRIZZELL & SHELLY WEST VIVA 25148/WARNER BROS. (8.98)	GOLDEN DUETS-THE BEST OF FRIZZELL & WEST
56	59	52	78	THE KENDALLS MERCURY 812 7791 1/POLYGRAM (8.98)	MOVIN' TRAIN
57	58	60	156	WILLIE NELSON ▲ ³ COLUMBIA FC 37951 (CD)	ALWAYS ON MY MIND
58	48	46	182	WILLIE NELSON ▲ ² COLUMBIA KC 237542 (CD)	GREATEST HITS
59	55	56	21	TOM JONES MERCURY 422-822 701 POLYGRAM (8.98) (CD)	LOVE IS ON THE RADIO
60	49	48	20	GEORGE JONES EPIC FE-39546	BY REQUEST
61	67	66	358	WILLIE NELSON ▲ ³ COLUMBIA JC 35305 (CD)	STARDUST
62	62	71	157	ALABAMA ▲ ³ RCA AHL-1-4229 (8.98) (CD)	MOUNTAIN MUSIC
63	64	—	2	VARIOUS ARTISTS EPIC FE 39597 (8.98)	19 HOT COUNTRY REQUESTS
64	RE-ENTRY			WAYLON JENNINGS ▲ RCA AHL-1-3378 (8.98)	GREATEST HITS
65	RE-ENTRY			DOLLY PARTON RCA AHL 1-4422	GREATEST HITS
66	63	67	111	WILLIE NELSON & MERLE HAGGARD ▲ EPIC FE 37958 (CD)	PANCHO & LEFTY
67	72	63	104	ALABAMA ▲ ² RCA AHL 1-4663 (8.98) (CD)	THE CLOSER YOU GET
68	69	70	69	WILLIE NELSON ● COLUMBIA FC-39110 (CD)	WITHOUT A SONG
69	70	57	23	JIMMY BUFFETT MCA 5512 (8.98)	RIDDLES IN THE SAND
70	71	64	10	ED BRUCE RCA AHL-1-5324 (8.98)	HOME COMING
71	68	69	87	EARL THOMAS CONLEY RCA AHL-1-4713 (8.98)	DON'T MAKE IT EASY FOR ME
72	60	49	16	T.G. SHEPPARD WARNER/CURB 25149 WARNER BROS. (8.98)	ONE OWNER HEART
73	74	74	73	RICKY SKAGGS ● SUGAR HILL EPIC FE 38954 EPIC	DON'T CHEAT IN OUR HOMETOWN
74	65	68	15	GAIL DAVIES RCA AHL 1-5187 (8.98)	WHERE IS A WOMAN TO GO
75	66	55	23	EDDY RAVEN RCA AHL 1-5040 (8.98)	I COULD USE ANOTHER YOU

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

HOT COUNTRY SINGLES

©Copyright 1985, 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		ARTIST
				PRODUCER (SONGWRITER)	LABEL & NUMBER/DISTRIBUTING LABEL	
1	3	4	15	CRAZY FOR YOUR LOVE B.KILLEN (J.P.PENNINGTON, S.LEMAIRE)	EXILE EPIC 34-04722	
2	5	8	14	SEVEN SPANISH ANGELS B.SHERRILL (T.SEALS, E.SETSER)	◆ RAY CHARLES WITH WILLIE NELSON COLUMBIA 38-04715	
3	6	7	14	WHAT I DIDN'T DO T.BROWN, J.BOWEN (W.NEWTON, M.NOBLE)	STEVE WARINER MCA 52506	
4	7	11	13	CRAZY D.FOSTER (K.ROGERS, R.MARX)	◆ KENNY ROGERS RCA 13975	
5	1	3	15	MY ONLY LOVE J.KENNEDY (J.FORTUNE)	◆ THE STATLER BROTHERS MERCURY 880-411-7/POLYGRAM	
6	10	13	11	WALKING A BROKEN HEART D.WILLIAMS, G.FUNDIS (A.RUSH, D.LINDE)	DON WILLIAMS MCA 52514	
7	12	14	11	COUNTRY GIRLS J.BOWEN (T.SEALS, E.SETSER)	JOHN SCHNEIDER MCA 52510	
8	13	15	11	HONOR BOUND N.LARKIN, E.T. CONLEY (C.BLACK, T.ROCCO, A.ROBERTS)	EARL THOMAS CONLEY RCA 13960	
9	14	17	10	HIGH HORSE M.MORGAN, P.WORLEY (J.IBBOTSON)	NITTY GRITTY DIRT BAND WARNER BROS. 7-29099	
10	16	19	11	THE FIRST WORD IN MEMORY IS ME B.MONTGOMERY (P.ROSE, M.A.KENNEDY, P.BUNCH)	◆ JANIE FRICKE COLUMBIA 38-04731	
11	17	20	11	ROLLIN' LONELY J.BOWEN (J.D.MARTIN, G.HARRISON)	JOHNNY LEE FULL MOON 7-29110/WARNER BROS.	
12	18	21	9	I NEED MORE OF YOU D&H BELLAMY, S.KLEIN (D.BELLAMY)	THE BELLAMY BROTHERS MCA/CURB 52518/MCA	
13	9	10	13	YOU'VE GOT A GOOD LOVE COMIN' J.CRUTCHFIELD (D.MORRISON, J.SILBAR, V.STEPHENSON)	LEE GREENWOOD MCA 52509	
14	20	23	9	TIME DON'T RUN OUT ON ME J.E.NORMAN (C.KING, G.GOFFIN)	ANNE MURRAY CAPITOL 5436	
15	21	24	9	WALTZ ME TO HEAVEN J.BRIDGES, G.SCRUGGS (D.PARTON)	WAYLON JENNINGS RCA 13984	
16	22	27	7	GIRLS NIGHT OUT B.MAHER (J.H.BULLOCK, B.MAHER)	THE JUDDS RCA/CURB 13991/RCA	
17	4	5	16	A LADY LIKE YOU H.SHEDD (J.WEATHERLY, K.STEGALL)	GLEN CAMPBELL ATLANTIC/AMERICA 7-99691/ATLANTIC	
18	23	26	9	MAJOR MOVES J.BOWEN, H.WILLIAMS, JR. (H.WILLIAMS, JR.)	HANK WILLIAMS, JR. WARNER/CURB 7-29095/WARNER BROS.	
19	25	30	6	THERE'S NO WAY H.SHEDD, ALABAMA (L.PALAS, W.ROBINSON, J.JARRARD)	ALABAMA RCA 13992	
20	24	28	8	DON'T CALL IT LOVE D.MALLOY (D.PITCHFORD, T.SNOW)	DOLLY PARTON RCA 13987	
21	2	2	17	MY BABY'S GOT GOOD TIMING K.LEHNING (D.SEALS, B.MCDILL)	DAN SEALS EMI/AMERICA 8245	
22	26	31	7	THE COWBOY RIDES AWAY J.BOWEN, G.STRAIT (S.THROCKMORTON, C.KELLY)	GEORGE STRAIT MCA 52526	
23	27	32	7	I'M THE ONE MAMA WARNED YOU ABOUT J.BOYLAN (M.JAMES, G.ZEILER)	MICKEY GILLEY EPIC 34-04746	
24	8	9	16	WHAT SHE WANTS J.E.NORMAN (K.CHATER, R.ARMAND)	◆ MICHAEL MARTIN MURPHEY EMI/AMERICA 8243	
25	15	16	13	HALLELUJAH, I LOVE YOU SO B.SHERRILL (R.CHARLES)	GEORGE JONES WITH BRENDA LEE EPIC 34-04723	
26	29	34	7	IT SHOULD HAVE BEEN LOVE BY NOW T.COLLINS, J.CRUTCHFIELD (J.CRUTCHFIELD, P.HARRISON)	BARBARA MANDRELL & LEE GREENWOOD MCA 52525	
27	30	35	9	NOW THERE'S YOU B.BECKETT, J.E.NORMAN (L.CHERA, R.PEOPLES, B.MORRISON)	SHELLY WEST VIVA 7-29106/WARNER BROS.	
28	32	38	5	SOMEBODY SHOULD LEAVE H.SHEDD (H.HOWARD, C.RAINS)	REBA MCENTIRE MCA 52527	
29	31	37	8	LET THE HEARTACHE RIDE T.DUBOIS, S.HENDRICKS (T.DUBOIS, D.ROBBINS, V.STEPHENSON)	RESTLESS HEART RCA 13969	
30	33	39	6	STEP THAT STEP R.SCRUGGS (M.MILLER)	◆ SAWYER BROWN CAPITOL/CURB 5446/CAPITOL	
31	11	12	15	SHE USED TO LOVE ME A LOT B.SHERRILL (K.FLEMING, D.MORGAN, C.QUILLEN)	DAVID ALLAN COE COLUMBIA 38-04688	
32	37	42	4	WARNING SIGN E.STEVENS, E.RABBITT, J.BOWEN (E.RABBITT, E.STEVENS)	EDDIE RABBITT WARNER BROS. 7-28089	
33	36	40	8	(THAT'S WHAT YOU DO) WHEN YOU'RE IN LOVE J.L.WALLACE, T.SKINNER (T.SKINNER, K.BELL, J.L.WALLACE)	THE FORESTER SISTERS WARNER BROS. 7-29114	
34	19	1	17	BABY BYE BYE J.E.NORMAN, G.MORRIS (G.MORRIS, J.BRANTLEY)	GARY MORRIS WARNER BROS. 7-29131	
35	38	46	5	FALLIN' IN LOVE B.MAHER (R.GOODRUM, B.MAHER)	SYLVIA RCA 13997	
36	41	47	5	RADIO HEART N.WILSON (S.DAVIS, D.MORGAN)	CHARLY MCCLAIN EPIC 34-04777	
37	28	6	19	BABY'S GOT HER BLUE JEANS ON J.KENNEDY (B.MCDILL)	MEL MCDANIEL CAPITOL 5418	
38	39	44	7	BIG TRAIN FROM MEMPHIS J.FOGERTY (J.FOGERTY)	JOHN FOGERTY WARNER BROS. 7-29100	
39	43	52	4	IN A NEW YORK MINUTE B.KILLEN (M.GARVIN, C.WATERS, T.SHAPIRO)	RONNIE MCDOWELL EPIC 34-04816	
40	44	49	5	CALIFORNIA K.LEHNING (C.CRAIG, K.STEGALL, J.MCBRIDE)	KEITH STEGALL EPIC 34-04771	
41	48	59	3	WORKING MAN B.LOGAN (J.HURT, B.R.REYNOLDS)	JOHN CONLEE MCA 52543	
42	49	55	4	SOMETIMES WHEN WE TOUCH S.BUCKINGHAM (D.HILL, B.MANN)	MARK GRAY & TAMMY WYNETTE COLUMBIA 38-04782	
43	46	51	6	EVERYBODY NEEDS LOVE ON A SATURDAY NIGHT J.KENNEDY (J.L.WALLACE, T.SKINNER, K.BELL)	THE MAINES BROTHERS BAND MERCURY 880-536-7/POLYGRAM	
44	47	53	6	ONLY LOVE WILL MAKE IT RIGHT E.GORDY, JR., T.BROWN (B.MCDILL)	NICOLETTE LARSON MCA 52528	
45	34	18	16	SLOW BURNING MEMORY B.MEVIS (V.GOSDIN, M.D.BARNES)	VERN GOSDIN COMPLEAT 135/POLYGRAM	
46	59	—	2	YOU'RE GOING OUT OF MY MIND J.MCCEE, W.HOLYFIELD (J.E.NORMAN)	T.G.SHEPPARD WARNER/CURB 7-29071/WARNER BROS.	
47	35	25	19	ALL TANGLED UP IN LOVE M.WRIGHT (B.MCDILL, J.WEATHERLY)	GUS HARDIN RCA 13938	
48	56	75	3	FOUR WHEEL DRIVE B.FISHER (M.WATKINS)	THE KENDALLS MERCURY 880-588-7/POLYGRAM	
49	55	69	3	ONE HELL OF A HEARTACHE R.REEDER, G.WATSON (K.PALMER, J.WHITE)	GENE WATSON MCA/CURB 52533/MCA	
50	64	—	2	IF IT AIN'T LOVE (LET'S LEAVE IT ALONE) D.FRAZIER (R.SKAGGS, M.MORGAN)	THE WHITES MCA/CURB 52535/MCA	

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE		ARTIST
				PRODUCER (SONGWRITER)	LABEL & NUMBER/DISTRIBUTING LABEL	
51	57	63	4	NOTHING CAN HURT ME NOW G.DAVIES, L.SKILAR (P.KENNERLY, B.MCDILL)	GAIL DAVIES RCA 14017	
52	42	29	17	IF THAT AIN'T LOVE M.MORGAN, P.WORLEY (J.HARRINGTON, J.PENNIG)	LACY J. DALTON COLUMBIA 38-04696	
53	61	78	3	IS THERE ANYTHING I CAN DO M.WRIGHT (G.NICHOLSON, W.HOLYFIELD)	BILL MEDLEY RCA 14021	
54	62	67	3	GIVE HER ALL THE ROSES G.MILLS (L.REED, T.DEMPSEY)	TOM JONES MERCURY 880-569-7/POLYGRAM	
55	80	—	2	THERE'S NO LOVE IN TENNESSEE D.MORGAN, S.DAVIS (T.COLLINS)	BARBARA MANDRELL MCA 52537	
56	65	77	4	ONLY A DREAM AWAY R.DIXON, D.SCHAFFER (P.DETMER)	MASON DIXON TEXAS 5558	
57	NEW			DON'T CALL HIM A COWBOY D.HUPP, J.MCRAE, B.MORRISON (C.TWITTY, D.HENRY, R.TREAT)	CONWAY TWITTY WARNER BROS. 7-29057	
58	67	—	2	IN MY ARMS AGAIN D.SHANNON (P.WORLEY, J.E.NORMAN)	DEL SHANNON WARNER BROS. 7-29098	
59	40	22	20	YOU TURN ME ON (LIKE A RADIO) B.MEVIS (B.MCDILL, J.WEATHERLY)	ED BRUCE RCA 13937	
60	50	43	19	SHE'S GONNA WIN YOUR HEART E.RAVEN, P.WORLEY (M.WILLIAMS, B.BURNETTE)	◆ EDDY RAVEN RCA 13939	
61	52	41	19	ONE OWNER HEART J.E.NORMAN (W.ALDRIDGE, T.BRASFIELD, M.MCANALLY)	T.G.SHEPPARD WARNER/CURB 7-29167/WARNER BROS.	
62	45	33	19	MAKE MY LIFE WITH YOU R.CHANCEY (G.BURR)	THE OAK RIDGE BOYS MCA 52488	
63	NEW			NATURAL HIGH F.POWERS (M.HAGGARD, R.BAKER)	MERLE HAGGARD EPIC 34-04830	
64	54	57	6	UNTIL I FALL IN LOVE AGAIN P.WORLEY (D.GIBSON, L.BOONE)	MARIE OSMOND CAPITOL/CURB 5445/CAPITOL	
65	72	84	3	COUNTRY MUSIC LOVE AFFAIR S.GARRETT, S.DORFF (J.HURT, B.R.REYNOLDS)	DAVID FRIZZELL VIVA 7-29066/WARNER BROS.	
66	76	—	2	AM I GOING CRAZY (OR JUST OUT OF HER MIND) B.AERTS, W.ROBINSON, LOBO (LOBO, J.MORRIS)	LOBO EVERGREEN 1028	
67	NEW			LET IT ROLL (LET IT ROCK) E.ANDERSON (J.KENNEDY)	MEL MCDANIEL CAPITOL 5458	
68	53	45	20	SOMETHING IN MY HEART R.SKAGGS (W.PATTON)	RICKY SKAGGS EPIC 34-04668	
69	51	36	15	EYE OF A HURRICANE J.ANDERSON, L.BRADLEY (J.FULLER)	JOHN ANDERSON WARNER BROS. 7-29127	
70	71	83	3	ALL THAT'S LEFT FOR ME J.CORNELIUS, C.JACKSON (C.JACKSON)	CARL JACKSON COLUMBIA 38-04786	
71	60	50	7	ACRES OF DIAMONDS R.HALL (B.HENDERSON, W.CAYLOR)	BENNY WILSON COLUMBIA 38-04724	
72	63	48	19	AIN'T SHE SOMETHING ELSE C.TWITTY, D.HENRY (J.FOSTER, B.RICE)	CONWAY TWITTY WARNER BROS. 7-29137	
73	NEW			TRUE LOVE V.GILL (E.GORDY, JR.)	VINCE GILL RCA 14020	
74	NEW			IT'S YOUR REPUTATION TALKIN' M.JOHNSON, H.SHANNON (A.REYNOLDS)	KATHY MATTEA MERCURY 880-595-7/POLYGRAM	
75	58	60	6	WIND THE CLOWN W.HAYNES (C.PUTMAN, R.HELLARD, B.JONES)	BILL ANDERSON SWANEE 4013	
76	66	58	8	DADDY'S HONKY TONK B.MEVIS (B.KEEL, B.MOORE)	MOE BANDY & JOE STAMPLEY COLUMBIA 38-04756	
77	69	54	18	LET ME DOWN EASY D.TOLLE (J.MICHAEL, L.LAFFERTY)	JIM GLASER NOBLE VISION 107	
78	77	76	4	A HARD ACT TO FOLLOW N.WILSON (G.NICHOLSON, D.CHAMBERLAIN)	KEITH WHITLEY RCA 13996	
79	78	70	21	ME AGAINST THE NIGHT J.BOWEN (P.ROSE, M.KENNEDY, P.BUNCH)	CRYSTAL GAYLE WARNER BROS. 7-29151	
80	79	74	23	GOT NO REASON NOW FOR GOIN' HOME R.REEDER, G.WATSON (J.RUSSELL)	GENE WATSON MCA/CURB 52457/MCA	
81	NEW			I'D RATHER BE CRAZY P.FRIMMER, GALLIMORE, WORLEY (K.LEHNING)	CON HUNLEY CAPITOL 5457	
82	75	61	6	I'M THE ONE WHO'S BREAKING UP L.ROGERS (G.DOBBS, P.MCMANUS, B.BURCH)	TARI HENSLEY MERCURY 880-424-7/POLYGRAM	
83	85	—	2	IT HAPPENS EVERY TIME M.L.BROWN, S.DORFF (S.DORFF, M.L.BROWN)	LEON RAINES ATLANTIC/AMERICA 7-99670/ATLANTIC	
84	68	62	11	THE FIRST IN LINE D.EDMUNDS (P.KENNERLY)	THE EVERLY BROTHERS MERCURY 880-423-7/POLYGRAM	
85	73	68	21	A PLACE TO FALL APART M.HAGGARD, R.BAKER (M.HAGGARD, W.NELSON, F.POWERS)	MERLE HAGGARD EPIC 34-04663	
86	70	66	6	YOU BRING OUT THE LOVER IN ME T.ROCCO, C.BLACK (C.BLACK, L.MARTINE, JR.)	ZELLA LEHR COMPLEAT 136/POLYGRAM	
87	81	71	16	I NEVER GOT OVER YOU T.JENNINGS, M.SILLIS (T.JENNINGS)	JOHNNY PAYCHECK AMI 1322/NSD	
88	87	86	16	HEY E.STEVENS (J.IGLASIAS, C.BOLFIOR, M.BALDUCCI, R.ARCUSA)	HILLARY KANTER RCA 13935	
89	88	81	23	HOW BLUE H.SHEDD (J.MOFFAT)	REBA MCENTIRE MCA 52468	
90	74	65	6	SURE THING D.TOLLE (T.ARATA)	TONY ARATA NOBLE VISION 108	
91	91	85	17	SOMEONE LIKE YOU B.AHERN (B.MCDILL, D.LEE)	EMMYLOU HARRIS WARNER BROS. 7-29138	
92	90	89	24	JAGGED EDGE OF A BROKEN HEART G.DAVIES, L.SKILAR (W.IGLEHEART, M.JOYCE)	GAIL DAVIES RCA 13912	
93	83	72	19	(THERE'S A) FIRE IN THE NIGHT H.SHEDD, ALABAMA (B.CORBIN)	◆ ALABAMA RCA 13926	
94	93	73	6	THE ALMIGHTY LOVER N.LARKIN (A.ALDRIDGE, R.ALDRIDGE)	SIERRA AWESOME 110	
95	92	88	7	PARDON ME BUT THIS HEART'S TAKEN B.MONTGOMERY (K.VASSY, J.WILDE)	TERRY GREGORY SCOTTI BROS. 4-04735/EPIC	
96	86	80	5	HURTS ALL OVER C.STEWART (C.STEWART, R.WEISS)	THE SHOPPE AMERICAN COUNTRY 45-3/AMERICAN COUNTRY	
97	96	95	5	YO YO (RIGHT STRING BUT WRONG YO YO) S.MACLELLAN, S.LIMBO (W.PERRYMAN)	DANNY SHIRLEY & "PIANO RED" AMOR 1006	
98	97	—	2	I CAN SEE HIM IN HER EYES D.CHAMBERLAIN, B.JONES (D.GRISHAM)	ADAM BAKER SIGNATURE 4522484-3	
99	94	93	18	RUNNING DOWN MEMORY LANE A.DIMARTINO (E.RAVEN)	REX ALLEN JR. MOON SHINE 3034	
100	99	82	9	I FORGOT I DON'T LIVE HERE ANYMORE C.HOWARD (C.WATERS, M.GARVIN, T.SAPIRO)	DARRELL CLANTON WARNER BROS. 7-29185	

○ Products with the greatest airplay and sales gains this week. ◆ Video clip availability. ● Recording Industry Assn. Of America (RIAA) seal for sales of one million units. ▲ RIAA seal for sales of two million units.

Billboard Hot Country Singles SALES & AIRPLAY

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

THIS WEEK	LAST WEEK	SALES		HOT COUNTRY POSITION
		TITLE	ARTIST	
1	3	CRAZY FOR YOUR LOVE	EXILE	1
2	4	SEVEN SPANISH ANGELS	RAY CHARLES WITH WILLIE NELSON	2
3	7	CRAZY	KENNY ROGERS	4
4	6	WHAT I DIDN'T DO	STEVE WARINER	3
5	11	WALKING A BROKEN HEART	DON WILLIAMS	6
6	12	COUNTRY GIRLS	JOHN SCHNEIDER	7
7	13	HONOR BOUND	EARL THOMAS CONLEY	8
8	14	HIGH HORSE	NITTY GRITTY DIRT BAND	9
9	17	THE FIRST WORD IN MEMORY IS ME	JANIE FRICKE	10
10	16	ROLLIN' LONELY	JOHNNY LEE	11
11	1	MY ONLY LOVE	THE STATLER BROTHERS	5
12	19	WALTZ ME TO HEAVEN	WAYLON JENNINGS	15
13	21	TIME DON'T RUN OUT ON ME	ANNE MURRAY	14
14	23	GIRLS NIGHT OUT	THE JUDDS	16
15	18	I NEED MORE OF YOU	THE BELLAMY BROTHERS	12
16	22	MAJOR MOVES	HANK WILLIAMS, JR.	18
17	2	MY BABY'S GOT GOOD TIMING	DAN SEALS	21
18	24	THE COWBOY RIDES AWAY	GEORGE STRAIT	22
19	28	THERE'S NO WAY	ALABAMA	19
20	25	DON'T CALL IT LOVE	DOLLY PARTON	20
21	10	YOU'VE GOT A GOOD LOVE COMIN'	LEE GREENWOOD	13
22	27	I'M THE ONE MAMA WARNED YOU ABOUT	MICKEY GILLEY	23
23	8	WHAT SHE WANTS	MICHAEL MARTIN MURPHEY	24
24	15	HALLELUJAH, I LOVE YOU SO	GEORGE JONES/BRENDA LEE	25
25	20	BABY BYE BYE	GARY MORRIS	34
26	9	SHE USED TO LOVE ME A LOT	DAVID ALLAN COE	31
27	5	A LADY LIKE YOU	GLEN CAMPBELL	17
28	—	SOMEBODY SHOULD LEAVE	REBA MCENTIRE	28
29	30	NOW THERE'S YOU	SHELLY WEST	27
30	—	STEP THAT STEP	SAWYER BROWN	30

THIS WEEK	LAST WEEK	AIRPLAY		HOT COUNTRY POSITION
		TITLE	ARTIST	
1	3	CRAZY FOR YOUR LOVE	EXILE	1
2	6	SEVEN SPANISH ANGELS	RAY CHARLES WITH WILLIE NELSON	2
3	5	WHAT I DIDN'T DO	STEVE WARINER	3
4	9	CRAZY	KENNY ROGERS	4
5	1	MY ONLY LOVE	THE STATLER BROTHERS	5
6	10	WALKING A BROKEN HEART	DON WILLIAMS	6
7	11	COUNTRY GIRLS	JOHN SCHNEIDER	7
8	12	HONOR BOUND	EARL THOMAS CONLEY	8
9	14	HIGH HORSE	NITTY GRITTY DIRT BAND	9
10	15	I NEED MORE OF YOU	THE BELLAMY BROTHERS	12
11	7	YOU'VE GOT A GOOD LOVE COMIN'	LEE GREENWOOD	13
12	16	THE FIRST WORD IN MEMORY IS ME	JANIE FRICKE	10
13	18	ROLLIN' LONELY	JOHNNY LEE	11
14	20	TIME DON'T RUN OUT ON ME	ANNE MURRAY	14
15	4	A LADY LIKE YOU	GLEN CAMPBELL	17
16	21	GIRLS NIGHT OUT	THE JUDDS	16
17	22	THERE'S NO WAY	ALABAMA	19
18	23	WALTZ ME TO HEAVEN	WAYLON JENNINGS	15
19	24	DON'T CALL IT LOVE	DOLLY PARTON	20
20	25	MAJOR MOVES	HANK WILLIAMS, JR.	18
21	2	MY BABY'S GOT GOOD TIMING	DAN SEALS	21
22	26	THE COWBOY RIDES AWAY	GEORGE STRAIT	22
23	27	I'M THE ONE MAMA WARNED YOU ABOUT	MICKEY GILLEY	23
24	29	IT SHOULD HAVE BEEN LOVE BY NOW	MANDRELL/GREENWOOD	26
25	8	WHAT SHE WANTS	MICHAEL MARTIN MURPHEY	24
26	30	NOW THERE'S YOU	SHELLY WEST	27
27	13	HALLELUJAH, I LOVE YOU SO	GEORGE JONES/BRENDA LEE	25
28	—	SOMEBODY SHOULD LEAVE	REBA MCENTIRE	28
29	—	LET THE HEARTACHE RIDE	RESTLESS HEART	29
30	—	STEP THAT STEP	SAWYER BROWN	30

©Copyright 1985, 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.

COUNTRY SINGLES BY LABEL

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

LABEL	NO. OF TITLES ON CHART
RCA (17)	18
RCA/Curb (1)	
WARNER BROS. (13)	18
Viva (2)	
Warner/Curb (2)	
Full Moon (1)	
MCA (14)	17
MCA/Curb (3)	
EPIC (9)	10
Scotti Bros. (1)	
POLYGRAM	9
Mercury (7)	
Compleat (2)	
COLUMBIA	8
CAPITOL (4)	6
Capitol/Curb (2)	
ATLANTIC	2
Atlantic/America (2)	
EMI-AMERICA	2
NOBLE VISION	2
AMERICAN COUNTRY	1
AMOR	1
AWESOME	1
EVERGREEN	1
NSD	1
AMI (1)	
SIGNATURE	1
SWANEE	1
TEXAS	1

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

TITLE	Publisher - Licensing Org.	Sheet Music Dist.
72 ACRES OF DIAMONDS	(Fame, BMI)	
75 AIN'T SHE SOMETHING ELSE	(Jack & Bill, ASCAP)	
47 ALL TANGLED UP IN LOVE	(Hall-Clement, BMI/Bright Sky, ASCAP/Charlie Monk, ASCAP)	
70 ALL THAT'S LEFT FOR ME	(Glen Tan, BMI)	
94 THE ALMIGHTY LOVER	(Alan Cartee, BMI)	
66 AM I GOING CRAZY (OR JUST OUT OF HER MIND)	(Boo, ASCAP/Log Jam, ASCAP)	
34 BABY BYE BYE	(WB, ASCAP/Gary Morris, ASCAP)	
37 BABY'S GOT HER BLUE JEANS ON	(Hall-Clement, BMI)	
38 BIG TRAIN FROM MEMPHIS	(Wanaha, ASCAP) CPP	
40 CALIFORNIA	(April, ASCAP/Blackwood, BMI/Stegall, BMI)	
7 COUNTRY GIRLS	(Warner-Tamerlane, ASCAP/WB Music, ASCAP/Two Sons, ASCAP)	
65 COUNTRY MUSIC LOVE AFFAIR	(Tapadero, BMI/Maypop, BMI)	
22 THE COWBOY RIDES AWAY	(Cross Keys, ASCAP/Tightlist, ASCAP)	
4 CRAZY	(Lionsmate, ASCAP/Security Hogg, ASCAP)	
1 CRAZY FOR YOUR LOVE	(Pacific Island, BMI/Tree, BMI) CPP	
77 DADDY'S HONKY TONK	(Royalhaven, BMI/First Lady, BMI) CPP	
57 DON'T CALL HIM A COWBOY	(Southern Nights, ASCAP)	
20 DON'T CALL IT LOVE	(Pzazz, BMI/Snow, BMI) CPP	
43 EVERYBODY NEEDS LOVE ON A SATURDAY NIGHT	(Hall-Clement, BMI)	
69 EYE OF A HURRICANE	(ATV, BMI/Wingtip, BMI)	
35 FALLIN' IN LOVE	(April, ASCAP/Random Note, ASCAP/Welbeck, ASCAP/Blue Quill, ASCAP)	
85 THE FIRST IN LINE	(Irving, BMI)	
10 THE FIRST WORD IN MEMORY IS ME	(Irving, BMI/Love Wheel, BMI) CPP/ALM	
48 FOUR WHEEL DRIVE	(Anbern, ASCAP)	
16 GIRLS NIGHT OUT	(Welbeck, ASCAP/Blue Quill, ASCAP)	
54 GIVE HER ALL THE ROSES	(Chappell, ASCAP/Fruit, BMI)	
80 GOT NO REASON NOW FOR GOIN' HOME	(Vogue, BMI/Sunflower County, BMI)	
25 HALLELUJAH, I LOVE YOU SO	(Rightsong, BMI)	
79 A HARD ACT TO FOLLOW	(Cross Keys, ASCAP)	
90 HEY	(April, ASCAP) CPP/ABP	
9 HIGH HORSE	(Unami, ASCAP)	
8 HONOR BOUND	(Chappell, ASCAP/Bibo, ASCAP/MCA, ASCAP/Chriswald, ASCAP/Hopi Sound, ASCAP) MCA	
89 HOW BLUE	(Sonmedia, BMI/Bugshoot, BMI)	
97 HURTS ALL OVER	(Upstart, BMI)	
98 I CAN SEE HIM IN HER EYES	(Tree, BMI/Cross Keys, ASCAP)	
100 I FORGOT I DON'T LIVE HERE ANYMORE	(Tree, BMI/O'Lyric, BMI)	
12 I NEED MORE OF YOU	(Bellamy Brothers, ASCAP/Famous, ASCAP) CPP	
88 I NEVER GOT OVER YOU	(Tomtran, BMI)	
81 I'D RATHER BE CRAZY	(Don Primmer, ASCAP/Dejamas, ASCAP/Dick James, BMI)	
50 IF IT AIN'T LOVE (LET'S LEAVE IT ALONE)	(Acuff-Rose, BMI)	
52 IF THAT AIN'T LOVE	(Flowering Stone, ASCAP)	
23 I'M THE ONE MAMA WARNED YOU ABOUT	(Sweet Glenn, BMI)	
84 I'M THE ONE WHO'S BREAKING UP	(Music City, ASCAP/Combine, BMI)	
39 IN A NEW YORK MINUTE	(Tree, BMI/O'Lyric, BMI)	
58 IN MY ARMS AGAIN	(Shidel, BMI/Bug, BMI)	
53 IS THERE ANYTHING I CAN DO	(Cross Keys, ASCAP/April, ASCAP/Idea Of March, ASCAP)	
83 IT HAPPENS EVERY TIME	(Lowery, BMI)	
26 IT SHOULD HAVE BEEN LOVE BY NOW	(Unichappell, BMI/Jan Crutchfield, BMI/Music Corp. of America, BMI) MCA	
71 IT'S ME AGAIN, MARGARET	(Acuff-Rose, BMI)	
74 IT'S YOUR REPUTATION TALKIN'	(Welbeck, ASCAP/Terrace, ASCAP)	
92 JAGGED EDGE OF A BROKEN HEART	(Black Note, ASCAP/Greaser, BMI)	
17 A LADY LIKE YOU	(Bright Sky, ASCAP/Charlie Monk, ASCAP/Stegall, BMI/Blackwood Music, BMI) CPP	
67 LET IT ROLL (LET IT ROCK)	(Arc, BMI)	
78 LET ME DOWN EASY	(Tolloven, BMI/Jidobi, BMI)	
29 LET THE HEARTACHE RIDE	(WB, ASCAP/Bob Montgomery, ASCAP/Warner-Tamerlane, BMI/Writers House, BMI)	
18 MAJOR MOVES	(Bocephus, BMI) CPP	
62 MAKE MY LIFE WITH YOU	(Garwin, ASCAP/Sweet Karol, ASCAP)	
82 ME AGAINST THE NIGHT	(Irving, BMI/Love Wheel, BMI) CPP/ALM	
21 MY BABY'S GOT GOOD TIMING	(Pink Pig, BMI/Hall-Clement, BMI/Bob McDill, BMI)	
5 MY ONLY LOVE	(Statler Brothers, BMI)	
63 NATURAL HIGH	(Mount Shasta, BMI)	
51 NOTHING CAN HURT ME NOW	(Rondor, BMI/Irving, BMI/Hall-Clement, BMI)	
27 NOW THERE'S YOU	(Southern Nights, ASCAP/Music City, ASCAP)	
49 ONE HELL OF A HEARTACHE	(Cavesson, ASCAP)	
61 ONE OWNER HEART	(R.Hall, ASCAP/Almost, ASCAP/Tom Brasfield, ASCAP) CPP	
56 ONLY A DREAM AWAY	(MDS, ASCAP)	
44 ONLY LOVE WILL MAKE IT RIGHT	(Hall-Clement, BMI)	
96 PARDON ME BUT THIS HEART'S TAKEN	(Lionsmate, ASCAP/Songcastle, ASCAP)	
86 A PLACE TO FALL APART	(Mount Shasta, BMI)	
36 RADIO HEART	(Tapadero, BMI/Tom Collins, BMI)	
11 ROLLIN' LONELY	(MCA/Dick James/BMI) MCA	
2 SEVEN SPANISH ANGELS	(Warner-Tamerlane, BMI/WB, ASCAP/Two Sons, ASCAP)	
31 SHE USED TO LOVE ME A LOT	(Hall-Clement, BMI/Jack & Bill, ASCAP)	
60 SHE'S GONNA WIN YOUR HEART	(Welbeck, ASCAP/Dorsey, ASCAP/Cavesson, ASCAP)	
45 SLOW BURNING MEMORY	(Hookit, BMI/Blue Lake, BMI) CPP	
28 SOMEBODY SHOULD LEAVE	(Tree, ASCAP/Choakee Bottom, ASCAP/Cross Keys, ASCAP)	
91 SOMEONE LIKE YOU	(Jack, BMI)	
68 SOMETHING IN MY HEART	(Jack & Bill, ASCAP/Amanda-Lin, ASCAP)	
42 SOMETIMES WHEN WE TOUCH	(Welbeck, ASCAP/ATV, BMI/Mann & Weil, BMI)	
30 STEP THAT STEP	(Gid, ASCAP)	
93 SURE THING	(Grandison, ASCAP)	
33 (THAT'S WHAT YOU DO) WHEN YOU'RE IN LOVE	(Hall-Clement, BMI)	
95 (THERE'S A) FIRE IN THE NIGHT	(Sabal, ASCAP) CPP	
55 THERE'S NO LOVE IN TENNESSEE	(Tom Collins, BMI/Tapadero, BMI)	
19 THERE'S NO WAY	(Alabama Band, ASCAP)	
14 TIME DON'T RUN OUT ON ME	(Screen Gems-EMI, BMI/Elorac, ASCAP)	
73 TRUE LOVE	(Benefit, BMI)	
64 UNTIL I FALL IN LOVE AGAIN	(Silverline, BMI/Sunprint, ASCAP)	
6 WALKING A BROKEN HEART	(Combine, BMI)	
15 WALTZ ME TO HEAVEN	(Velvet Apple, BMI) CPP	
32 WARNING SIGN	(Deb Dave, BMI/Briarpatch, BMI)	
3 WHAT I DIDN'T DO	(Warner House of Music, BMI/WB Gold, ASCAP)	
24 WHAT SHE WANTS	(Vogue, BMI/Padre, BMI)	
76 WINO THE CLOWN	(Tree, BMI/Cross Keys, ASCAP)	
41 WORKING MAN	(Tapadero, BMI)	
99 YO YO (THE RIGHT STRING, BUT THE WRONG YO YO)	(Rightsong, BMI)	
87 YOU BRING OUT THE LOVER IN ME	(Chappell, ASCAP/Unichappell, BMI/Watch Hill, BMI)	
59 YOU TURN ME ON (LIKE A RADIO)	(Hall-Clement, BMI/Bright Sky, ASCAP)	
46 YOU'RE GOING OUT OF MY MIND	(CBS-U, ASCAP/Idea Of March, ASCAP)	
13 YOU'VE GOT A GOOD LOVE COMIN'	(Warner House of Music, BMI/WB Gold, ASCAP)	

SHEET MUSIC AGENTS

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

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

COPYRIGHT MANAGEMENT'S CRUSADE

(Continued from page 49)

immediately, with any errors reported back to the Munich office for presentation to the GEMA office—within 48 hours of the time they rendered the statement. At the same time, all monies will be wire transferred or a check in American dollars transferred here as soon as possible."

Copyright Management also operates CM Systems, a company in Chicago that designs computer software for music publishers. Smith says he is getting ready to open an office in Los Angeles under Bob Hunka, who formerly handled pub-

lishing for Brian Ahern, Dolly Parton and Monument Records.

Admitting that there is a natural adversary business relationship between publishers and record labels, Smith still argues that they have more concerns in common than in contention. He says he visits the labels on a near-monthly basis to discuss mutual problems. As an example of how his search for accurate data can work to even a label's advantage, Smith says that in pursuing royalties due one of his artist/writer clients he recently uncovered record sales in Holland of 50,000 to

100,000 units that the label itself wasn't even aware of.

Domestically, the company offers the same services provided by the Harry Fox Agency, Smith says. But he adds, "So far, we haven't taken any client strictly for the purpose of licensing their music. We do issue licenses, and the moment we do, we start our monitoring procedures with the record companies. We challenge every royalty statement—we never look upon any of them as being correct."



Alabama Meets WHN. Alabama discusses its new album, "40 Hour Week," with Joel Rabb, left, and Lee Arnold of WHN New York. The interview took place in Nashville at Music Mill Studio, where the group records. Also pictured with Alabama are, at right, radio technicians Scott Paton and Nik Gasdik.

Billboard

HOT COUNTRY SINGLES ACTION

©Copyright 1985, 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.

RADIO MOST ADDED



RETAIL BREAKOUTS

NATIONAL

130 REPORTERS

ARTIST	SINGLE	REPORTER	NEW ADDS	TOTAL ON
CONWAY TWITTY	DON'T CALL HIM A COWBOY	WARNER BROS.	57	57
T.G. SHEPPARD	YOU'RE GOING OUT OF MY MIND	WARNER BROS.	45	93
MERLE HAGGARD	NATURAL HIGH	EPIC	39	39
MEL MCDANIEL	LET IT ROLL (LET IT ROCK)	CAPITOL	38	38
BARBARA MANDRELL	THERE'S NO LOVE IN TENNESSEE	MCA	38	60

NATIONAL

64 REPORTERS

ARTIST	SINGLE	REPORTER	NUMBER REPORTING
SAWYER BROWN	STEP THAT STEP	CAPITOL/CURB	27
BARBARA MANDRELL & LEE GREENWOOD	IT SHOULD HAVE BEEN		
LOVE BY NOW	MCA		19
REBA MCENTIRE	SOMEBODY SHOULD LEAVE	MCA	17
RESTLESS HEART	LET THE HEARTACHE RIDE	RCA	11
MICKY GILLEY	I'M THE ONE MAMA WARNED YOU ABOUT	EPIC	10

REGION 1

CT,MA,ME,NY State,RI,VT

REGION 2

DE,D.C.,MD,NJ,NY Metro,PA,WV

WPTN Albany, NY
WBOS Boston, MA
WYRK Buffalo, NY
WOKQ Dover, NH
WPOR-FM Portland, ME
WHIM Providence, RI
WSEN-FM Syracuse, NY

WCAO Baltimore, MD
WRKZ Hershey, PA
WHN New York City, NY
WXTU Philadelphia, PA
WMZQ Washington, DC
WPXK Washington, DC
WWVA Wheeling, WV

REGION 3

FL,GA,NC,SC,East TN,VA

WJAZ Albany, GA
WWNC Asheville, NC
WPLO Atlanta, GA
WGUS Augusta, GA
WXBQ Bristol, VA
WEZL Charleston, SC
WSOC-FM Charlotte, NC
WDDO Chattanooga, TN
WUSY Chattanooga, TN
WCOS Columbia, SC
WGTO Cypress Springs, FL
WFNC Fayetteville, NC
WESC Greenville, SC
WCRJ Jacksonville, FL
WIVK Knoxville, TN
WWOD Lynchburg, VA
WCMS Norfolk, VA
WHOO Orlando, FL
WWKA Orlando, FL
WPAP Panama City, FL
WKIX Raleigh, NC
WRNL Richmond, VA
WSLC Roanoke, VA
WQYK St. Petersburg, FL
WIRK West Palm Beach, FL
WTQR Winston-Salem, NC

REGION 4

IL,IN,KY,MI,OH,WI

WLSR Akron, OH
WYNE Appleton, WI
WUSN Chicago, IL
WUBE Cincinnati, OH
WGAR-FM Cleveland, OH
WMNI Columbus, OH
WONE Dayton, OH
WCXI-AM/FM Detroit, MI
WVWW Detroit, MI
WAXX-FM Eau Claire, WI
WROZ Evansville, IN
WGEE Green Bay, WI
WFMS Indianapolis, IN
WIRE Indianapolis, IN
WITL Lansing, MI
WAMZ Louisville, KY
WTOS Madison, WI
WMIL Milwaukee, WI
WXCL Peoria, IL
WKKN Rockford, IL
WKLR Toledo, OH
WTOD Toledo, OH

REGION 5

IA,KS,MN,MO,NE,ND,OK,SD

KHAK Cedar Rapids, IA
KSO Des Moines, IA
KLXL Dubuque, IA
KFGO Fargo, ND
KWMT Fort Dodge, IA
KFKF Kansas City, MO
WDAF Kansas City, MO
KEBC Oklahoma City, OK
WOW Omaha, NE
KTTS Springfield, MO
KUSA St. Louis, MO
WIL-FM St. Louis, MO
KTPK Topeka, KS
KVOO Tulsa, OK
KFDI Wichita, KS

REGION 6

AL,AR,LA,MS,West TN,TX

KEAN-AM/FM Abilene, TX
KMML Amarillo, TX
KASE Austin, TX
WYNK Baton Rouge, LA
WZAR-FM Birmingham, AL
KDUL Corpus Christi, TX
KHEY El Paso, TX
KPLX Fort Worth, TX
KIKK-FM Houston, TX
KILT Houston, TX
KSSN Little Rock, AR
KLLL Lubbock, TX
WMC-AM Memphis, TN
WOKK Meridian, MS
KNOE Monroe, LA
WLWI Montgomery, AL
WSM-AM Nashville, TN
WNOE New Orleans, LA
KYXX Odessa, TX
WPMO Pascagoula, MS
KBUC San Antonio, TX
KKYX San Antonio, TX
KRMD Shreveport, LA
KWKH Shreveport, LA
WACD Waco, TX
KLUR-FM Wichita Falls, TX

REGION 7

AZ,Southern CA,CO,HI,Southern NV,NM,UT

REGION 8

AK,Northern CA,ID,MT,Northern NV,OR,WA,WY

KRST Albuquerque, NM
KUZZ Bakersfield, CA
KSSS Colorado Spring, CO
KBRQ-AM/FM Denver, CO
KLZ Denver, CO
KYGO Denver, CO
KVEG Las Vegas, NV
KIKF Orange, CA
KNIX-FM Phoenix, AZ
KSOP Salt Lake City, UT
KSON-AM San Diego, CA
KCUB Tucson, AZ

KGHL Billings, MT
KGEM Boise, ID
KHSL Chico, CA
KUGN Eugene, OR
KMAK Fresno, CA
KMIX Modesto, CA
KNEW Oakland, CA
KUPL-AM/FM Portland, OR
KWJJ Portland, OR
KLO Reno, NV
KRAK Sacramento, CA
KGAY Salem, OR
KMPS Seattle, WA
KGA Spokane, WA
KRPM Tacoma, WA

REGION 1

CT,MA,ME,NY State,RI,VT

REGION 2

DE,D.C.,MD,NJ,NY Metro,PA,WV

Peter's One Stop Norwood, MA
Record Town Latham, NY

A&C Records Pittsburgh, PA
Elkins One Stop Charleston, WV
J.E.K. Enterprises Baltimore, MD
Kemp Mill Beltsville, MD
Mobile Record Serv Pittsburgh, PA
Musical Sales Baltimore, MD

REGION 3

FL,GA,NC,SC,East TN,VA

Bibb Distributors Charlotte, NC
Dean's Record One Stop Richmond, VA
Lieberman Norcross, GA
One Stop Records Atlanta, GA
Peaches Clearwater, FL
Peaches West Palm Beach, FL
Record Bar Columbus, GA
Record Bar Atlanta, GA
Ripete Records Fayetteville, NC
Sounds Familiar Columbia, SC
Southern Music Orlando, FL
Tuckers Record Shop Knoxville, TN

REGION 4

IL,IN,KY,MI,OH,WI

Am-Bat Records Cincinnati, OH
Arc Distributing Cincinnati, OH
Arrow Dist Solon, OH
Gemini Records Cleveland, OH
Martin & Snyder Dearborn, MI
National Record Mart Akron, OH
National Record Mart St. Clairsville, OH
Radio Doctors Milwaukee, WI
Singer One Stop Chicago, IL
Sounds Unlimited Niles, IL
Wax Works Owensboro, KY

REGION 5

IA,KS,MN,MO,NE,ND,OK,SD

Lieberman Kansas City, MO
Lieberman Minneapolis, MN
Musical Sales Minneapolis, MN
Phil's One Stop Oklahoma City, OK
Uptown Records St. Louis, MO

REGION 6

AL,AR,LA,MS,West TN,TX

ABC One Stop San Antonio, TX
Camelot Austin, TX
Central South Dist. Nashville, TN
E&R One Stop San Antonio, TX
Handleman Co. Little Rock, AR
Lieberman Dallas, TX
Music City Nashville, TN
Poplar Tunes Memphis, TN
Record Bar New Orleans, LA
Record Bar Baton Rouge, LA
Record Service Houston, TX
Sound Warehouse Metairie, LA
Southwest Wholesalers Houston, TX
Top Ten Records Dallas, TX
Western Merch. Houston, TX

REGION 7

AZ,Southern CA,CO,HI,Southern NV,NM,UT

REGION 8

AK,Northern CA,ID,MT,Northern NV,OR,WA,WY

Charts Records And Tapes Phoenix, AZ
KSG Layton, UT
Mountain Coin Denver, CO
Music Operators Fullerton, CA
Pro One Stop Tempe, AZ
Smash Record Dist Phoenix, AZ
Tower El Cajon, CA
Tower El Toro, CA
Tower Las Vegas, NV

American Stereo Springfield, OR
Major Dist. Seattle, WA
Sea Port Records Portland, OR
Tower Fresno, CA

A weekly national indicator of the five most added records on the radio stations reporting to Billboard's Hot Country Singles chart. The stations in each region represent the entire panel in that region, not just those which have added the records listed.

A weekly national indicator of "breakout" singles, i.e., those with significant future sales potential based on initial market reaction. These records are not yet on the top 30 lists of the retailers and one-stops reporting to Billboard's Hot Country Singles chart. The outlets in each region represent the entire panel in that region, not just those which are reporting the records listed.

Billboard Hot Black Singles SALES & AIRPLAY

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

THIS WEEK	LAST WEEK	SALES		HOT BLACK POSITION
		TITLE	ARTIST	
1	2	NIGHTSHIFT	COMMODORES	1
2	1	MISSING YOU	DIANA ROSS	2
3	5	PRIVATE DANCER	TINA TURNER	3
4	6	TONIGHT	READY FOR THE WORLD	6
5	3	SUGAR WALLS	SHEENA EASTON	7
6	12	OUTTA THE WORLD	ASHFORD & SIMPSON	4
7	8	EASY LOVER	PHILIP BAILEY WITH PHIL COLLINS	9
8	14	CARELESS WHISPER	WHAM FEATURING GEORGE MICHAEL	8
9	16	I'LL STILL BE LOOKIN' UP TO YOU	FELDER/WOMACK	5
10	4	MR. TELEPHONE MAN	NEW EDITION	16
11	10	ROXANNE, ROXANNE	UTFO	12
12	7	MISLED	KOOL & THE GANG	26
13	13	NEUTRON DANCE	POINTER SISTERS	13
14	11	THE MEN ALL PAUSE	KLYMAXX	18
15	19	NEW ATTITUDE	PATTI LABELLE	10
16	9	BEEP A FREAK	THE GAP BAND	29
17	17	ROXANNE'S REVENGE	ROXANNE SHANTE	22
18	18	BASKETBALL	KURTIS BLOW	30
19	—	BE YOUR MAN	JESSE JOHNSON'S REVUE	15
20	—	'TIL MY BABY COMES HOME	LUTHER VANDROSS	14
21	15	THE BORDERLINES	JEFFREY OSBORNE	27
22	29	THIS IS MY NIGHT	CHAKA KHAN	11
23	—	BACK IN STRIDE	MAZE FEATURING FRANKIE BEVERLY	17
24	26	KING OF ROCK	RUN-D.M.C.	24
25	20	LOVER BOY	BILLY OCEAN	38
26	—	THE REAL ROXANNE	ROXANNE WITH UTFO	54
27	27	HEARTBEAT	THE DAZZ BAND	19
28	—	RHYTHM OF THE NIGHT	DEBARGE	23
29	28	FREAKS COME OUT AT NIGHT	WHODINI	92
30	23	HANG ON TO YOUR LOVE	SADE	36

THIS WEEK	LAST WEEK	AIRPLAY		HOT BLACK POSITION
		TITLE	ARTIST	
1	1	NIGHTSHIFT	COMMODORES	1
2	2	THIS IS MY NIGHT	CHAKA KHAN	11
3	6	PRIVATE DANCER	TINA TURNER	3
4	5	OUTTA THE WORLD	ASHFORD & SIMPSON	4
5	4	I'LL STILL BE LOOKIN' UP TO YOU	FELDER/WOMACK	5
6	8	'TIL MY BABY COMES HOME	LUTHER VANDROSS	14
7	11	NEW ATTITUDE	PATTI LABELLE	10
8	14	BE YOUR MAN	JESSE JOHNSON'S REVUE	15
9	3	MISSING YOU	DIANA ROSS	2
10	7	TONIGHT	READY FOR THE WORLD	6
11	12	CARELESS WHISPER	WHAM FEATURING GEORGE MICHAEL	8
12	13	MY TIME	GLADYS KNIGHT & THE PIPS	20
13	20	BACK IN STRIDE	MAZE FEATURING FRANKIE BEVERLY	17
14	17	HEARTBEAT	THE DAZZ BAND	19
15	15	NEUTRON DANCE	POINTER SISTERS	13
16	18	SOME KINDA LOVER	THE WHISPERS	25
17	9	SUGAR WALLS	SHEENA EASTON	7
18	28	RHYTHM OF THE NIGHT	DEBARGE	23
19	19	HALF CRAZY	JOHNNY GILL	32
20	10	EASY LOVER	PHILIP BAILEY WITH PHIL COLLINS	9
21	27	KING OF ROCK	RUN-D.M.C.	24
22	—	IN MY HOUSE	MARY JANE GIRLS	28
23	—	BAD HABITS	JENNY BURTON	34
24	—	TAKE ME WITH U	PRINCE & THE REVOLUTION	41
25	24	METHOD OF MODERN LOVE	DARYL HALL & JOHN OATES	21
26	16	ROXANNE, ROXANNE	UTFO	12
27	23	AT LAST YOU'RE MINE	CHERYL LYNN	37
28	—	SCIENTIFIC LOVE	MIDNIGHT STAR	35
29	25	A FORK IN THE ROAD	REBBIE JACKSON	40
30	—	WE BELONG TOGETHER	ROCKIE ROBBINS	45

BLACK SINGLES BY LABEL

A ranking of distributing labels by their number of titles on the Hot Black Singles chart.

LABEL	NO. OF TITLES ON CHART
EPIC (2)	10
Private I (3)	
Portrait (2)	
Tabu (2)	
CBS Associated (1)	
MCA (8)	10
Constellation/MCA (1)	
MCA/Curb (1)	
ATLANTIC (2)	9
Cotillion (2)	
Island (2)	
Philly World (2)	
Mirage (1)	
WARNER BROS. (7)	9
Qwest (1)	
Sire (1)	
COLUMBIA	8
RCA (3)	8
Total Experience (3)	
Planet (2)	
MOTOWN (3)	7
Gordy (4)	
ARISTA (3)	5
Jive/Arista (2)	
CAPITOL	5
POLYGRAM	5
De-Lite (2)	
Polydor (2)	
Mercury (1)	
ELEKTRA (1)	4
Solar (3)	
A&M	2
PROFILE	2
SELECT	2
COCO PLUM	1
CREATIVE FUNK	1
EMI-AMERICA	1
EMERGENCY	1
JAY JAY	1
NEW YORK MUSIC	1
POP ART	1
PRELUDE	1
Savoy (1)	
SOUNDTOWN	1
SUTRA	1
TEMPRE	1
TIMETRAX/HEAT	1
TOMMY BOY	1
WORLD TRADE	1

©Copyright 1985, 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.

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

TITLE
(Publisher - Licensing Org.)
Sheet Music Dist.

31 20/20 (April, ASCAP/Random Notes, ASCAP/Stephen A. Kipner, ASCAP) CPP/ABP	70 DON'T YOU FEEL IT LIKE I FEEL IT (Backlog, BMI/Garrison Gallery, BMI/Jambah, BMI)	5 I'LL STILL BE LOOKIN' UP TO YOU (Abkco, BMI/Ashtay, BMI)	13 NEUTRON OANCE (Off Backstreet, ASCAP/Streamline Moderne, ASCAP)	41 TAKE ME WITH U (Controversy, ASCAP)
37 AT LAST YOU'RE MINE (April, ASCAP/Is Hot, ASCAP/Wilbert, ASCAP) CPP/ABP	9 EASY LOVER (Sir & Trini, ASCAP/Phil Collins, ASCAP/Pun, ASCAP/New East, ASCAP)	81 I'M STILL (We, BMI/Ferndiff, BMI)	10 NEW ATTITUDE (Unicity/Music of Backstreet, ASCAP/Brass Heart, BMI/Rockomatic, BMI/Robinhill, BMI)	11 THIS IS MY NIGHT (CBS, ASCAP/Science Lab, ASCAP) CPP
17 BACK IN STRIDE (Amazement, BMI)	47 FINDER OF LOST LOVES (Spelling Ventures, ASCAP/New Hidden Valley, ASCAP/Carole Bayer, BMI)	83 I'M YOUR SUPERMAN (Marimelanie, ASCAP/Elo-Raine, ASCAP)	1 NIGHTSHIFT (Walter Orange, ASCAP/Tuneworks, ASCAP/Rightsong, BMI/Franne Golde, BMI) CPP	14 'TIL MY BABY COMES HOME (April, ASCAP/Uncle Ronnie's, ASCAP/Thriller Miller, ASCAP/MCA, ASCAP) MCA
34 BAO HABITS (Puff, BMI/Captain Keyboard, BMI/Donnie Linton, BMI)	85 FLY GIRL (Believe Me, BMI/Silver Satin, BMI/Puff, BMI/Capt.Key Board, ASCAP)	28 IN MY HOUSE (Stone City, ASCAP/Jay Warner, ASCAP)	74 NOT TOO YOUNG TO FALL IN LOVE (Philesto, BMI/Ensign, BMI)	6 TONIGHT (Ready For The World, BMI)
30 BASKETBALL (Neutral Gray, BMI/MoFunk, BMI/Original J.B. BMI/Mokojumbi, ASCAP)	91 FORGIVE ME GIRL (T-Boy, ASCAP)	51 INNOCENT (Flyte Tyme, ASCAP/Avant Garde, ASCAP)	4 OUTTA THE WORLD (Nick-O-Val, ASCAP)	97 TREAT HER LIKE A LADY (Jobete, ASCAP/Tail Temptations, ASCAP)
56 BE READY FOR LOVE (Temp. Co., BMI)	40 A FORK IN THE ROAD (Jobete, ASCAP) CPP	53 INTO THE NIGHT (MCA, ASCAP) MCA	3 PRIVATE DANCER (Straitjacket, ASCAP/Almo, ASCAP) CPP/ALM	45 WE BELONG TOGETHER (Rainbow Horse, BMI/Firehorse, ASCAP/Bug, BMI)
15 BE YOUR MAN (Crazy People, ASCAP/Almo, ASCAP)	92 FREAKS COME OUT AT NIGHT (Zomba (U.K.), ASCAP/Zomba (N.Y.), ASCAP)	86 JUST ANOTHER NIGHT (Promopub B.V., PRS)	58 RAGING WATERS (Aljarreau, BMI/Garden Rake, BMI/Welbeck, ASCAP/Nanacub, ASCAP)	49 WEEKEND GIRL (Flyte Tyme, ASCAP/Avant Garde, ASCAP)
90 THE BEAST IN ME (April, ASCAP/Kaz, ASCAP)	71 FRESH (Delightful, BMI)	24 KING OF ROCK (Protoons, ASCAP/Rush Groove, ASCAP)	44 RAIN FOREST (Oval, PRS)	73 WHEN THE RAIN BEGINS TO FALL (Edition Sunrise/BMI/Edition Sunset, ASCAP)
29 BEEP A FREAK (Temp.Co., BMI)	82 FRIENDS (RCA Musica, BMI/Gipsy, BMI)	96 KISS AND TELL (April, ASCAP/IJI, ASCAP)	55 RAINBOW (Philly World, BMI)	80 WHERE DID OUR LOVE GO (Artee Three, BMI/Charlton Singles, BMI)
84 BEHIND THE MASK (Colgems-EMI, ASCAP/Mijac, BMI/Warner-Tamerlane, BMI)	62 GENTLE (New Trend, BMI)	78 LOVE & HAPPINESS (Irving, BMI/AI Green, BMI)	59 READ MY LIPS (WB, ASCAP/Montgomery, ASCAP/Cross Keys, ASCAP)	33 YO LITTLE BROTHER (Jobete, ASCAP/Not Fragile, BMI) CPP
72 BELIEVE IN THE BEAT (Watch Hill, BMI/Unichappell, BMI)	48 GIMME, GIMME, GIMME (Gratitude Sky, ASCAP/Bellboy, BMI/Polo Grounds, BMI)	99 LOVE IN MODERATION (Kenya, ASCAP/Tricky Track, BMI)	54 THE REAL ROXANNE (ADRA, BMI/K.E.D., BMI/Mokojumbi, BMI)	75 YOU GIVE GOOD LOVE (New Music Group, BMI/MCA, BMI)
43 THE BIRO (Tionna, ASCAP)	79 GIRLS ON MY MIND (Fired Up, ASCAP/Sign Of The Twins, ASCAP)	95 LOVE LIGHT IN FLIGHT (Jobete, ASCAP/Black Bull, ASCAP) CPP	23 RHYTHM OF THE NIGHT (Edition Sunset, ASCAP/Arista, ASCAP)	98 (YOU GOT ME) HYPNOTIZED (Wahton, BMI/C.F.M., ASCAP)
27 THE BORDERLINES (WB, ASCAP/Zubaidah, ASCAP)	94 GOTTA GET YOU HOME TONIGHT (Philly World, BMI/Great Alps, BMI)	38 LOVER BOY (Zomba, ASCAP/Willesden, BMI) CPP	42 YOU SENO ME (Abkco, BMI)	87 YOU'RE SO ROMANTIC (Blackwood, BMI/'til Dawn, BMI/F.M., BMI)
68 BRING BACK YOUR LOVE (Chappell, ASCAP/Richer, ASCAP)	93 GROOVIN' (Fun City, BMI/Delicious Apple, BMI/Purple Record, BMI)	60 MATERIAL GIRL (Minong, BMI)		
39 CAN YOU FEEL IT (Amber Pass, ASCAP/Kuwa, ASCAP/Green Ogre, ASCAP/Fools Prayer, BMI)	32 HALF CRAZY (DeCred, ASCAP/Large Jar, ASCAP)	18 THE MEN ALL PAUSE (Spectrum VII, ASCAP)		
89 CAN'T FIGHT THIS FEELING (Fate, ASCAP)	36 HANG ON TO YOUR LOVE (Adu-Matthewman, MCPS)	21 METHOOD OF MOOERN LOVE (Hot-cha, BMI/Unichappell, BMI)		
8 CARELESS WHISPER (Chappell, ASCAP)	19 HEARTBEAT (Jobete, ASCAP/DazzberryJam, ASCAP/J.egg, ASCAP)	26 MISLED (Delightful, BMI) CPP		
100 CHANGE YOUR WICKEO WAYS (TX, ASCAP/Temp, BMI)	52 I FOUND MY BABY (Temp. Co., BMI)	2 MISSING YOU (Brockman, ASCAP)		
65 COLD TEARS (Pierponte, BMI)	88 I GO WILD (Toi-Lin, ASCAP/Jak-Me Up, ASCAP)	16 MR. TELEPHONE MAN (Raydiola, ASCAP)		
67 DO YOU WANT IT RIGHT NOW (Virgin, ASCAP)	66 I GUESS IT MUST BE LOVE (Flyte Tyme, ASCAP)	46 MY GIRL LOVES ME (Overdue, ASCAP/WB, ASCAP/Hip Trip, BMI/Lakiva, BMI/Irving, BMI/Dark Idol, BMI)		
77 DON'T WASTE THE NIGHT (National League, ASCAP/Chappell, ASCAP/Richer, ASCAP)	50 I WANT TO KNOW WHAT LOVE IS (Somerset, ASCAP/Evansongs, ASCAP)	64 MY LOVE IS TRUE (TRULY FOR YOU) (Jobete, ASCAP/Tail Temptations, ASCAP/Stone Diamond, BMI/Ahamay, BMI/Dajoye, BMI/Ensign, BMI)		
		20 MY TIME (Bubs, ASCAP/Shakeji, ASCAP/Irving, BMI/Ljesrika, BMI)		

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

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

RADIO MOST ADDED

RETAIL BREAKOUTS



NATIONAL 89 REPORTERS

NEW ADDS	TOTAL ON
29	44
21	49
21	22
18	47
18	60

KOOL & THE GANG FRESH DE-LITE	29	44
SADE SMOOTH OPERATOR PORTRAIT	21	49
NEW EDITION LOST IN LOVE MCA	21	22
WHITNEY HOUSTON YOU GIVE GOOD LOVE ARISTA	18	47
MELBA MOORE READ MY LIPS CAPITOL	18	60

NATIONAL 136 REPORTERS

NUMBER REPORTING

THE TEMPTATIONS MY LOVE IS TRUE (TRULY FOR YOU) GORDY	14
THE GAP BAND I FOUND MY BABY TOTAL EXPERIENCE	12
JEFF LORBER FEATURING AUDREY WHEELER STEP BY STEP ARISTA	11
MARY JANE GIRLS IN MY HOUSE GORDY	10
SHALAMAR MY GIRL LOVES ME SOLAR	9

REGION 1 CT,MA,ME,NY State,RI,VT

REGION 2 DE,D.C.,MD,NJ,NY Metro,PA,WV

WILD Boston, MA
WKND Hartford, CT
WNHC New Haven, CT
WDKX-FM Rochester, NY

WWIN-FM Baltimore, MD
WXYV Baltimore, MD
WRKS New York, NY
WNJR Newark, NJ
WDAS-FM Philadelphia, PA
WUSL Philadelphia, PA
WAMO Pittsburgh, PA
WDJY Washington, DC
WHUR Washington, DC

REGION 3 FL,GA,NC,SC,East TN,VA

WAOK Atlanta, GA
WIGO Atlanta, GA
WVEE Atlanta, GA
WPAL Charleston, SC
WWWZ Charleston, SC
WGIV Charlotte, NC
WPEG Charlotte, NC
WRBD Ft. Lauderdale, FL
WJAX-AM Jacksonville, FL
WJAX-FM Jacksonville, FL
WPDQ Jacksonville, FL
WEDR Miami, FL
WOWI Norfolk, VA
WRAP Norfolk, VA
WORL Orlando, FL
WPLZ Petersburg, VA
WANT Richmond, VA
WEAS Savannah, GA
WRXB St. Petersburg, FL
WWDM Sumter, SC
WANM Tallahassee, FL
WQKS Williamsburgh, VA
WWIL-FM Wilmington, NC
WAAA Winston-Salem, NC

REGION 4 IL,IN,KY,MI,OH,WI

WBMX Chicago, IL
WGCI-FM Chicago, IL
WJPC Chicago, IL
WBLZ Cincinnati, OH
WCIN Cincinnati, OH
WDMT Cleveland, OH
WJMO Cleveland, OH
WZAK Cleveland, OH
WDAO Dayton, OH
WDRQ Detroit, MI
WGRQ Detroit, MI
WJLB Detroit, MI
WKWM Grand Rapids, MI
WTLC Indianapolis, IN
WLOU Louisville, KY
WLUM Milwaukee, WI
WNOV Milwaukee, WI

REGION 5 IA,KS,MN,MO,NE,ND,OK,SD

KPRS Kansas City, MO
KAEZ Oklahoma City, OK
KMJM St. Louis, MO
WESL St. Louis, MO
WZEN St. Louis, MO

REGION 6 AL,AR,LA,MS,West TN,TX

WXOK Baton Rouge, LA
WATV Birmingham, AL
WENN-FM Birmingham, AL
KNOK Ft. Worth, TX
KCOH Houston, TX
KMJQ Houston, TX
WJMI Jackson, MS
WXXI Jackson, MS
KLAZ Little Rock, AR
KRNB Memphis, TN
WDIA Memphis, TN
WHRK Memphis, TN
WLOK Memphis, TN
WBLX Mobile, AL
WQOK Nashville, TN
WVOL Nashville, TN
WYLD-AM New Orleans, LA
WYLD-FM New Orleans, LA
KHYS Port Arthur, TX
KAPE San Antonio, TX
KOKA Shreveport, LA
KZEY Tyler, TX

REGION 7 AZ,Southern CA,CO,HI,Southern NV,NM,UT

REGION 8 AK,Northern CA,ID,MT,Northern NV,OR,WA,WY

KDKO Denver, CO
KACE Los Angeles, CA
KDAY Los Angeles, CA
KGFJ Los Angeles, CA
KJLH Los Angeles, CA
KUKQ Phoenix, AZ
XHRM San Diego, CA

KSOL San Francisco, CA

REGION 1 CT,MA,ME,NY State,RI,VT

REGION 2 DE,D.C.,MD,NJ,NY Metro,PA,WV

Cambridge One Stop Boston, MA
Cavages Cheektowaha, NY
Easy One Stop N.Quincy, MA
Hill Records E. Norwalk, CT
Mass One Stop Boston, MA
Skippy White's Stoughton, MA

A-1 One Stop New York, NY
Ai Wicke Records Elizabeth, NJ
Broadway Record Museum Camden, NJ
C&M Distributors Hyattsville, MD
Disc-O-Mat New York, NY
Harmony Music Bronx, NY
J&R Music World New York, NY
Kemp Mill Beltsville, MD
King James Records Philadelphia, PA
P & L Records Philadelphia, PA
Record & Tape Ltd. Washington, DC
Record And Tape Collector Baltimore, MD
Record Outlet Pittsburgh, PA
Richman Brothers Pennsauken, NJ
Sabins Records Washington, DC
Sam K Records Washington, DC
Serenade Records Washington, DC
Sound Of Market Philadelphia, PA
Stratford Garden City, NY
The Wiz Washington, DC
The Wiz Brooklyn, NY
Univeral One Stop Philadelphia, PA
Vogels Elizabeth, NJ
Waxie Maxie Washington, DC
Webb's Dept.Store Philadelphia, PA
Wins Records Long Island City, NY
Your Record Shop Baltimore, MD

REGION 3 FL,GA,NC,SC,East TN,VA

Album Den Richmond, VA
Bibb Distributors Charlotte, NC
Cals Records Jacksonville, FL
Camelot Atlanta, GA
D.J. Records Jacksonville, FL
Frankie's Got It Norfolk, VA
Goldmine Records Atlanta, GA
Nova Dist. Inc. Norcross, GA
One Stop Records Atlanta, GA
Peaches N. Miami, FL
Peppermint Records Atlanta, GA
Pritchetts St. Petersburg, FL
Record Boutique Winston-Salem, NC
Rudy's Records & Tapes Miami, FL
Second Act Atlanta, GA
Southern Music Orlando, FL
Specs Music Miami, FL
Tara Records Atlanta, GA
Tidewater One Stop Norfolk, VA
Tropical Records Miami, FL
Tucker's Record Shop Knoxville, TN

A weekly national indicator of "breakout" singles, i.e., those with significant future sales potential based on initial market reaction. These records are not yet on the top 30 lists of the retailers and one-stops reporting to Billboard's Hot Black Singles chart. The outlets in each region represent the entire panel in that region, not just those which are reporting the records listed.

REGION 4 IL,IN,KY,MI,OH,WI

Angott Detroit, MI
Audie's One Stop Milwaukee, WI
Barneys Chicago, IL
Central One Stop Columbus, OH
Cleveland One-Stop Cleveland, OH
Color Rite Records Chicago, IL
Damon's Detroit, MI
Detroit Audio Systems Detroit, MI
Eklund Enterprises Kansas City, MO
Filmore Records Cleveland, OH
Fletcher's One Stop Chicago, IL
Gemini One-Stop Cleveland, OH
Greater Detroit Detroit, MI
Kendricks Records Detroit, MI
Metro Music Chicago, IL
Music Master Chicago, IL
Musicland Southfield, MI
Northern Records Cleveland, OH
Old Town Record Shop Hamtramck, MI
Professionals Detroit, MI
Radio Doctors Milwaukee, WI
Record Center Cleveland, OH
Record Den Cleveland, OH
Record Rendezvous Cleveland, OH
Singer One Stop Chicago, IL
Sound Asylum Toledo, OH
Sounds Good Chicago, IL

REGION 5 IA,KS,MN,MO,NE,ND,OK,SD

CML One Stop St. Louis, MO
Hudson's Embassy St. Louis, MO
Musicland Minneapolis, MN
Musicland St. Louis, MO
Musicvision Jennings, MO
Sound Town St. Louis, MO
Uptown Records St. Louis, MO

REGION 6 AL,AR,LA,MS,West TN,TX

All South Distributors New Orleans, LA
Big State Distributors Dallas, TX
Bowie's Records Baton Rouge, LA
Brown Sugar New Orleans, LA
Curly Dallas, TX
Discount Records Nashville, TN
H&W Records Dallas, TX
Hastings Houston, TX
Kings Record Mart Dallas, TX
Mushroom New Orleans, LA
Music Center, One Stop Birmingham, AL
Peaches Memphis, TN
Peaches New Orleans, LA
Pop Tunes Memphis, TN
Poplar Tunes Memphis, TN
Reeses Records Dallas, TX
Sam's Records Dallas, TX
Select-O-Hits Memphis, TN
Sound Warehouse Metairie, LA
Southern Records New Orleans, LA
Stans Record Service Shreveport, LA
Sun Belt Music Dallas, TX
Tape City U.S.A. Metairie, LA
United Records Houston, TX
Wherehouse Metairie, LA

REGION 7 AZ,Southern CA,CO,HI,Southern NV,NM,UT

REGION 8 AK,Northern CA,ID,MT,Northern NV,OR,WA,WY

Circles Phoenix, AZ
City One Stop Los Angeles, CA
Flipside Records Los Angeles, CA
Integrity Gardena, CA
Jazz City Los Angeles, CA
Malt Shop Denver, CO
Music Brokers Los Angeles, CA
On Target San Diego, CA
Riverwood Music Inglewood, CA
Sun State Los Angeles, CA
Tower San Diego, CA
Uncle Jam's Los Angeles, CA
World Of Records Los Angeles, CA

Evans House Of Music San Francisco, CA
Leopold Berkeley, CA
Leopold San Jose, CA
Music Menu Seattle, WA
Music People Oakland, CA
Record Factory Oakland, CA
Tower San Francisco, CA
Tower Seattle, WA
Wauzi Records San Francisco, CA

A weekly national indicator of the five most added records on the radio stations reporting to Billboard's Hot Black Singles chart. The stations in each region represent the entire panel in that region, not just those which have added the records listed.

BILLBOARD'S BLACK CHART RESEARCH PACKAGES

THE DEFINITIVE LISTS OF THE BEST-SELLING BLACK SINGLES AND ALBUMS, YEAR BY YEAR

- Number One Black Singles, 1948-1983
- Top Ten Black Singles, 1948-1983
- Top Black Singles Of The Year, 1946-1983
- Number One Black Albums, 1965-1983
- Top Ten Black Albums, 1965-1983
- Top Black Albums Of The Year, 1966-1983

FOR INFORMATION, WRITE: Billboard Chart Research Attn: Debra Todd 1515 Broadway New York, NY 10036

PRODUCER KEITH DIAMOND

(Continued from page 53)

a Richard John Smith album. According to Diamond, it was Calder's enthusiasm for his work that led to the teaming of Diamond with another Trinidadian, Billy Ocean, and the Jive album that provided their commercial breakthrough.

Diamond has kept a low profile since the success of "Suddenly." "I don't want to get caught up in the big success thing," he says. "I still want to carry on a normal life as best I can. I like to stay by myself."

However, Diamond's reticence hasn't stopped production offers from coming. "Without exaggeration, I have been offered 10 or 11

major projects," he says.

Diamond, who prefers to record in New York and mix in London, was only supposed to produce one song on Moore's Capitol album. "Keith wasn't contracted to do the amount he did," says Moore, "but he kept bringing us hit records." Among the more interesting moments on the "Read My Lips" album are the rock-influenced title cut, a cover of Fleetwood Mac's "Rumours," and "King Of My Heart," an answer record to "Caribbean Queen."

There have been rumors in the record business that Diamond may

soon be recording as a solo artist. All he'll admit is that he has been talking with several major labels about the idea, but nothing is firm yet. "It is a move I'd like to make," he says, though he admits it would endanger the privacy he finds so important to his music.

NELSON GEORGE

ACTIONMART

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



Hustlers' Convention. Run-D.M.C. and Tiny Tim engage in a spirited rap-off backstage at the Lighthouse, where the Profile rap group performed recently. In classic rap poses are, from left, D.M.C., Tiny Tim, spinner Jam Master Jay and Run. (Photo: Chuck Pulin)

FOR WEEK ENDING MARCH 16, 1985

Billboard

TOP BLACK ALBUMS

©Copyright 1985, 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.

Compiled from a national sample of retail store and one-stop sales reports.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
1	1	4	10	THE GAP BAND TOTAL EXPERIENCE TEL8-5705/RCA (8.98)	2 weeks at No. One THE GAP BAND VI
2	2	1	18	ASHFORD & SIMPSON CAPITOL ST-12366 (8.98)	SOLID
3	5	5	39	TINA TURNER ▲ ³ CAPITOL ST-12330 (8.98) (CD)	PRIVATE DANCER
4	3	2	21	NEW EDITION ▲ MCA 5515 (8.98)	NEW EDITION
5	4	3	18	THE TEMPTATIONS GORDY 611GL/MOTOWN (8.98)	TRULY FOR YOU
6	6	6	13	KOOL & THE GANG DE-LITE 822943-M-1/POLYGRAM (8.98) (CD)	EMERGENCY
7	7	10	24	DIANA ROSS ● RCA AFL1-5009 (8.98) (CD)	SWEPT AWAY
8	10	17	4	COMMODORES MOTOWN 6124ML (8.98)	NIGHTSHIFT
9	13	9	13	TEENA MARIE EPIC FE39528	STARCHILD
10	12	13	17	PHILIP BAILEY COLUMBIA FC 39542	CHINESE WALL
11	9	8	13	MIDNIGHT STAR ● SOLAR 60384/ELEKTRA (8.98) (CD)	PLANETARY INVASION
12	8	12	13	THE WHISPERS SOLAR 60356/ELEKTRA (8.98) (CD)	SO GOOD
13	11	11	18	WHODINI ● JIVE/ARISTA JL8-8251/ARISTA (8.98)	ESCAPE
14	14	14	13	EUGENE WILDE PHILLY WORLD 90239/ATLANTIC (8.98)	EUGENE WILDE
15	16	15	16	FAT BOYS ● SUTRA SUS 1015 (8.98)	FAT BOYS
16	15	7	25	STEVIE WONDER ▲ MOTOWN 6108ML (8.98) (CD)	SOUNDTRACK-WOMAN IN RED
17	19	23	6	SOUNDTRACK ● MCA 5547 (8.98)	BEVERLY HILLS COP
18	18	21	32	BILLY OCEAN ▲ JIVE/ARISTA JL8-8213/ARISTA (8.98)	SUDDENLY
19	24	30	4	RUN-D.M.C. PROFILE PRO 1205 (8.98)	KING OF ROCK
20	27	32	32	POINTER SISTERS ▲ ² PLANET BXL1-4706/RCA (8.98) (CD)	BREAK OUT
21	17	16	36	PRINCE & THE REVOLUTION ▲ ⁹ WARNER BROS. 25110-1 (8.98) (CD)	PURPLE RAIN
22	28	38	4	SADE PORTRAIT BFR 39581/EPIC (CD)	DIAMOND LIFE
23	20	18	71	LIONEL RICHIE ▲ ⁸ MOTOWN 6059ML (8.98) (CD)	CAN'T SLOW DOWN
24	25	25	13	MADONNA ▲ ³ SIRE 25157-1/WARNER BROS. (8.98) (CD)	LIKE A VIRGIN
25	22	19	21	JEFFREY OSBORNE ● A&M SP 5017 (8.98) (CD)	DON'T STOP
26	26	28	5	SHEENA EASTON ● EMI-AMERICA ST 17132 (8.98) (CD)	A PRIVATE HEAVEN
27	21	20	9	KLYMAXX CONSTELLATION/MCA 5529/MCA (8.98)	MEETING IN THE LADIES ROOM
28	37	—	2	WILTON FELDER MCA 5510 (8.98)	SECRETS
29	29	31	6	WHAM ▲ COLUMBIA FC39595 (CD)	MAKE IT BIG
30	30	35	34	THE TIME ▲ WARNER BROS. 25109-1 (8.98)	ICE CREAM CASTLE
31	31	33	6	DAVID SANBORN WARNER BROS. 25150-1 (8.98)	STRAIGHT TO THE HEART
32	32	24	21	CHAKA KHAN ▲ WARNER BROS. 25162-1 (8.98) (CD)	I FEEL FOR YOU
33	23	22	6	GEORGE BENSON WARNER BROS. 25178-1 (8.98) (CD)	20/20
34	35	29	20	THE DAZZ BAND MOTOWN 6117ML (8.98)	JUKEBOX
35	33	34	18	DARYL HALL & JOHN OATES ▲ RCA AFL1-5309 (9.98)	BIG BAM BOOM
36	36	26	17	AL JARREAU WARNER BROS. 25706-1 (8.98) (CD)	HIGH CRIME
37	34	27	26	KURTIS BLOW MERCURY 822420-1M-1/POLYGRAM (8.98)	EGO TRIP
38	38	36	9	SOUNDTRACK POLYDOR 823696/POLYGRAM (9.98) (CD)	BREAKIN' 2 ELECTRIC BOOGALOO

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
39	39	37	29	THE S.O.S. BAND TABU FZ-39332/EPIC	JUST THE WAY YOU LIKE IT
40	49	—	2	GRANDMASTER FLASH ELEKTRA 60389 (8.98)	THEY SAID IT COULDN'T BE DONE
41	41	41	13	SHALAMAR SOLAR 60385/ELEKTRA (8.98) (CD)	HEART BREAK
42	42	42	22	GLENN JONES RCA NFL1-8036 (8.98)	FINESSE
43	40	39	10	RONNIE LAWS CAPITOL ST-12370 (8.98)	CLASSIC MASTERS
44	43	43	44	JERMAINE JACKSON ● ARISTA AL88203-A (8.98) (CD)	JERMAINE JACKSON
45	44	40	45	RUN-D.M.C. ● PROFILE PRO 1201 (8.98)	RUN-D.M.C.
46	46	47	13	ISLEY/JASPER/ISLEY CBS ASSOCIATED FZ 39873/EPIC	BROADWAY'S CLOSER TO SUNSET BLVD.
47	47	49	38	SHEILA E. ● WARNER BROS. 25107-1 (8.98)	THE GLAMOROUS LIFE
48	48	48	18	THE FORCE MD'S TOMMY BOY TBLP 1003 (8.98)	LOVE LETTERS
49	NEW	▶	▶	JESSE JOHNSON'S REVUE A&M 6-5024 (8.98)	JESSE JOHNSON'S REVUE
50	54	59	3	FOREIGNER ▲ ATLANTIC 81999 (9.98) (CD)	AGENT PROVOCATEUR
51	57	46	10	THELMA HOUSTON MCA 5527 (8.98)	QUALIFYING HEAT
52	52	55	3	CASHMERE PHILLY WORLD 90243/ATLANTIC (8.98)	CASHMERE
53	59	51	29	MTUME EPIC FE 39473	YOU, ME AND HE
54	45	44	24	VANITY MOTOWN 6102ML (8.98)	WILD ANIMAL
55	NEW	▶	▶	DIONNE WARWICK ARISTA AL8-8262 (8.98)	FINDER OF LOST LOVES
56	60	—	2	ROCKWELL MOTOWN 6122ML (8.98)	CAPTURED
57	61	63	11	ROY AYERS COLUMBIA 39422	IN THE DARK
58	58	45	21	GROVER WASHINGTON JR. ELEKTRA 60318 (8.98) (CD)	INSIDE MOVES
59	NEW	▶	▶	JENNY BURTON ATLANTIC 81238 (8.98)	JENNY BURTON
60	NEW	▶	▶	JEFF LORBER ARISTA AL8-8269 (8.98)	STEP BY STEP
61	64	54	30	LILLO CAPITOL ST 12346 (8.98)	ALL OF YOU
62	50	50	17	JERMAINE STEWART ARISTA AL8-8261 (8.98)	THE WORD IS OUT
63	63	62	19	Z.Z. HILL MALACO 7420 (8.98)	BLUESMASTER
64	66	70	18	PRINCE ▲ ² WARNER BROS. 1-23720 (10.98) (CD)	1999
65	51	52	7	PENNYE FORD TOTAL EXPERIENCE TEL8-5704/RCA (8.98)	PENNYE
66	55	57	9	JOHNNIE TAYLOR MALACO 7421 (8.98)	THIS IS YOUR NIGHT
67	53	53	8	EGYPTIAN LOVER EGYPTIAN EMPIRE PMSR 0663 (8.98)	ON THE NILE
68	56	58	17	WYNTON MARSALIS COLUMBIA FC 39539 (CD)	HOT HOUSE FLOWERS
69	70	74	22	REBBIE JACKSON COLUMBIA BFC39238	CENTPEDE
70	68	61	21	STEPHANIE MILLS CASABLANCA 822421-1M-1/POLYGRAM (8.98)	I'VE GOT THE CURE
71	65	60	76	MADONNA ▲ ² SIRE 23867-1/WARNER BROS. (8.98) (CD)	MADONNA
72	62	64	36	KASHIF ARISTA AL8-8205 (8.98) (CD)	SEND ME YOUR LOVE
73	72	68	39	TEDDY PENDERGRASS ● ASYLUM 60317-1/ELEKTRA (8.98) (CD)	LOVE LANGUAGE
74	69	72	21	APOLLONIA 6 WARNER BROS. 25108-1 (8.98)	APOLLONIA 6
75	67	56	28	ALICIA MYERS MCA 5485 (8.98)	I APPRECIATE

Albms with the greatest sales gains this week. (CD) Compact Disc available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of one million units, with each additional million indicated by a numeral following the symbol. *CBS Records does not issue a suggested list price for its product.

HOT DANCE/DISCO

©Copyright 1985, 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	12 INCH SINGLES SALES	
				TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	—	—	1	NEW ATTITUDE/AXEL F MCA 23534 1 week at No. One	PATTI LABELLE/HAROLD FALTERMEYER
2	—	—	1	MATERIAL GIRL SIRE 0-20304	◆ MADONNA
3	—	—	1	CARELESS WHISPER COLUMBIA 44-05170	◆ WHAM FEATURING GEORGE MICHAEL
4	—	—	1	SUGAR WALLS EMI AMERICA V 7852	◆ SHEENA EASTON
5	—	—	1	THE REAL ROXANNE SELECT FMS62256	ROXANNE WITH UTFO
6	—	—	1	EASY LOVER COLUMBIA 44 05160	◆ PHILIP BAILEY
7	—	—	1	THIS IS MY NIGHT WARNER BROS. 0-20296	◆ CHAKA KHAN
8	—	—	1	ROXANNE'S REVENGE POPART PA-1406	ROXANNE SHANTE
9	—	—	1	PLEASE DON'T GO FEVER SF-802/SUTRA	NAYOBE
10	—	—	1	ROXANNE, ROXANNE SELECT FMS62254	UTFO
11	—	—	1	TAKE ME TO HEAVEN/SEX MEGATONE MT-133	SYLVESTER
12	—	—	1	I WANT TO KNOW WHAT LOVE IS SAVOY SCS0004 'PRELUDE	THE NEW JERSEY MASS CHOIR
13	—	—	1	YO' LITTLE BROTHER EMERGENCY EMD5 6546	◆ NOLAN THOMAS
14	—	—	1	HANG ON TO YOUR LOVE PORTRAIT 4R9-05122/EPIC	◆ SADE
15	—	—	1	STEP BY STEP ARISTA AD1-9311	JEFF LORBER FEATURING AUDREY WHEELER
16	—	—	1	LOVER GIRL EPIC 49-05100	◆ TEENA MARIE
17	—	—	1	DON'T PLAY WITH FIRE/WITHOUT YOUR LOVE IMPORT (FANTASIA, UK)	PAUL PARKER
18	—	—	1	I'M NO ANGEL/ECSTASY TSR TSR835	MADLEEN KANE
19	—	—	1	RAIN FOREST/SOUND CHASER PROFILE PRO-7059	PAUL HARDCASTLE
20	—	—	1	IN MY HOUSE MOTOWN 4529MG	MARY JANE GIRLS
21	—	—	1	THE MEN ALL PAUSE CONSTELLATION 23526/MCA	◆ KLYMAXX
22	—	—	1	BAD HABITS ATLANTIC 0-86909	◆ JENNY BURTON
23	—	—	1	METHOD OF MODERN LOVE RCA PW13971	◆ DARYL HALL & JOHN OATES
24	—	—	1	YOU SHOULD HAVE KNOWN BETTER IMPORT (HOT MELT, UK)	T.C. CURTIS
25	—	—	1	COME INSIDE/CHINESE EYES PERSONAL P49812	◆ FANCY
26	—	—	1	OBSESSION MERCURY 880 266-1	ANIMATION
27	—	—	1	YOU SPIN ME ROUND (LIKE A RECORD) IMPORT (EPIC, UK)	DEAD OR ALIVE
28	—	—	1	RELAX ZTT/ISLAND 0-96975	◆ FRANKIE GOES TO HOLLYWOOD
29	—	—	1	LOVERBOY JIVE JD1-9280/ARISTA	◆ BILLY OCEAN
30	—	—	1	'TIL MY BABY COMES HOME EPIC 49-05159	LUTHER VANDROSS
31	—	—	1	BELIEVE IN THE BEAT POLYDOR 881 414-1/POLYGRAM	◆ CAROL LYNN TOWNES
32	—	—	1	TONIGHT MCA 23527	READY FOR THE WORLD
33	—	—	1	LOOKOUT WEEKEND JAMPACKED MS1-103/MUSIC SPECIALISTS	DEBBIE DEB
34	—	—	1	VICIOUS GAMES ELEKTRA 0-66919	◆ YELLO
35	—	—	1	WE CLOSE OUR EYES CHRYSALIS 4V9-42853	◆ GO WEST
36	—	—	1	HOW SOON IS NOW? SIRE 0-20284/WARNER BROS	THE SMITHS
37	—	—	1	SUSSUDIO IMPORT (VIRGIN, UK)	PHIL COLLINS
38	—	—	1	BE YOUR MAN A&M SP-12122	◆ JESSE JOHNSON'S REVUE
39	—	—	1	SMALLTOWN BOY MCA 23521	◆ BRONSKI BEAT
40	—	—	1	SPARKY'S TURN NIA NI-1245	SPARKY D
41	—	—	1	ONE NIGHT IN BANGKOK RCA PW13959	◆ MURRAY HEAD
42	—	—	1	THIS IS NOT AMERICA IMPORT (EMI, UK)	DAVID BOWIE/PAT METHENY
43	—	—	1	REQUEST LINE REALITY D-230	ROCKMASTER SCOTT & THE DYNAMIC THREE
44	—	—	1	NEUTRON DANCE PLANET YD-13952/RCA	◆ POINTER SISTERS
45	—	—	1	CHINATOWN IMPORT (CRUISIN', ITL)	CRUISIN' GANG
46	—	—	1	MISLED DE-LITE 880 581-1/POLYGRAM	◆ KOOL & THE GANG
47	—	—	1	SHOUT IMPORT (MERCURY, UK)	TEARS FOR FEARS
48	—	—	1	INVITATION TO DANCE EMI AMERICA V 7851	◆ KIM CARNES
49	—	—	1	SINDERELLA JAMAICA JR 9004	BETTY WRIGHT
50	—	—	1	OUTTA THE WORLD CAPITOL V-8623	ASHFORD & SIMPSON

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	CLUB PLAY	
				TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	1	4	7	NEW ATTITUDE/AXEL F MCA 23534 2 weeks at No. One	PATTI LABELLE/HAROLD FALTERMEYER
2	3	7	6	BAD HABITS ATLANTIC 0-86909	◆ JENNY BURTON
3	2	1	8	THIS IS MY NIGHT WARNER BROS. 0-20296	◆ CHAKA KHAN
4	4	6	8	BAD TIMES, GOOD TIMES MCA (PROMO)	THELMA HOUSTON
5	6	11	8	OUTTA THE WORLD CAPITOL V-8623	ASHFORD & SIMPSON
6	5	8	11	ONE NIGHT IN BANGKOK RCA PW13959	◆ MURRAY HEAD
7	11	12	6	EASY LOVER COLUMBIA 44-05160	◆ PHILIP BAILEY
8	19	42	3	MATERIAL GIRL (REMIX) SIRE 0-20304/WARNER BROS	◆ MADONNA
9	16	34	4	TURN YOUR BACK ON ME EMI AMERICA (PROMO)	KAJA
10	9	10	13	ONE NIGHT IN BANGKOK SILVER BLUE 429-05145/CBS ASSOCIATED	◆ ROBEY
11	14	29	6	THE BIRD WARNER BROS. (PROMO)	THE TIME
12	23	38	4	STEP BY STEP ARISTA AD1-9311	JEFF LORBER FEATURING AUDREY WHEELER
13	15	20	6	INVITATION TO DANCE EMI AMERICA V-7851	◆ KIM CARNES
14	20	21	10	BORN TO LOVE/YOUR SWEET TOUCH PERSONAL P49815	CLAUDJA BARRY
15	21	33	7	TAKE ME TO HEAVEN/SEX MEGATONE MT 133	SYLVESTER
16	18	18	7	CAN'T AFFORD PROFILE PRO 7062	◆ 52ND STREET
17	26	30	8	ARE YOU FOR REAL/MOTION (LP CUTS) WARNER BROS 25175-1	DEODATO
18	35	48	3	BOY/BOOK OF LOVE SIRE 0-20299/WARNER BROS.	BOOK OF LOVE
19	17	17	8	GRATITUDE MCA 23532	◆ DANNY ELFMAN
20	22	23	6	MIDNIGHT MAN EPIC 49-05188	FI ASH & THE PAN
21	46	61	3	IN MY HOUSE MOTOWN 4529MG	MARY JANE GIRLS
22	10	9	10	MISLED (REMIX) DE-LITE 880 581-1/POLYGRAM	◆ KOOL & THE GANG
23	32	32	6	PLEASE DON'T GO FEVER SF-802/SUTRA	NAYOBE
24	33	40	4	JUST ANOTHER NIGHT COLUMBIA 44-05181	◆ MICK JAGGER
25	25	31	8	FREAKS COME OUT AT NIGHT JIVE JD1-9303/ARISTA	◆ WHODINI
26	28	36	5	SO TRANQUILIZIN' GRAMAVISION 181 210-1/POLYGRAM	◆ COSMETIC WITH JAMAALADEEN TACUMA
27	29	35	6	BELIEVE IN THE BEAT POLYDOR 881 414-1/POLYGRAM	◆ CAROL LYNN TOWNES
28	40	46	4	SCIENTIFIC LOVE SOLAR (PROMO)/ELEKTRA	MIDNIGHT STAR
29	56	—	2	POINT OF NO RETURN ARISTA AD1-9326	EXPOSE
30	7	3	11	COME INSIDE/CHINESE EYES PERSONAL P49812	◆ FANCY
31	31	37	6	GO FOR IT MCA 23533	◆ KIM WILDE
32	8	2	10	SUGAR WALLS EMI AMERICA V-7852	◆ SHEENA EASTON
33	36	45	5	FOUR YEAR BATTLE ATLANTIC 0-86906	PAULA ANDERSON
34	45	58	3	DO YOU WANT IT RIGHT NOW (REMIX) QWEST 0-20302/WARNER BROS	◆ SIEDAH GARRETT
35	44	71	3	LUCKY EMI AMERICA V-7855	◆ GREG KIHN
36	12	5	14	NEUTRON DANCE PLANET YD-13952/RCA	◆ POINTER SISTERS
37	42	52	4	ANIMAL/SUSAN RECOVERY R-2003	◆ 4-3-1
38	43	51	4	ELECTRIC AUTOMAN VANGUARD SPV-81	TONY PARIS
39	54	—	2	VICIOUS GAMES ELEKTRA 0-66919	◆ YELLO
40	51	—	2	WE CLOSE OUR EYES CHRYSALIS 4V9-42853	◆ GO WEST
41	13	13	9	TREAT HER LIKE A LADY MOTOWN (PROMO)	◆ THE TEMPTATIONS
42	48	60	3	MY GIRL LOVES ME SOLAR 0-66913/ELEKTRA	SHALAMAR
43	53	69	3	THE BEAST IN ME/TIGHT BLUE JEANS PRIVATE 1 ZS4-05166	◆ BONNIE POINTER
44	52	68	3	MAKE LUV TONITE POSSE POS 5001/SPRING	PRITTI BOYZ FEATURING FELIX
45	NEW	—	—	DON'T YOU (FORGET ABOUT ME) A&M (PROMO)	SIMPLE MINDS
46	60	70	3	TWO WRONGS MAKE IT RIGHT TSR TSR834	YVONNE WILKINS
47	59	—	2	FOREVER YOUNG ATLANTIC (PROMO)	ALPHAVILLE
48	58	59	5	SETTLE DOWN CAPITOL V-8625	LILLO THOMAS
49	NEW	—	—	BE YOUR MAN A&M SP-12122	◆ JESSE JOHNSON'S REVUE
50	57	64	4	SKIN DEEP EPIC 49 05144	◆ THE STRANGLERS

BREAKOUTS

Titles with future chart potential, based on sales reported this week.

1. BOY BOOK OF LOVE SIRE
2. GIVE ME YOUR LOVE FUN FUN IMPORT (HIGH FASHION, BELGIUM)
3. CALL ME MR. TELEPHONE CHEYNE IMPORT (CREPUSCULE, BELGIUM)
4. PARTY BOY SEAN HAYDEN IMPORT (POLYDOR, GERMANY)
5. THE HEAT IS ON GLENN FREY MCA
6. FETISH VICIOUS PINK IMPORT (PARLOPHONE, U.K.)
7. POINT OF NO RETURN EXPOSE ARISTA
8. THINGS CAN ONLY GET BETTER HOWARD JONES IMPORT (WEA, U.K.)
9. MY TIME GLADYS KNIGHT & THE PIPS COLUMBIA
10. MY GIRL LOVES ME SHALAMAR SOLAR

BREAKOUTS

Titles with future chart potential, based on club play this week.

1. I'M NO ANGEL/ECSTASY MADLEEN KANE TSR
2. KISS AND TELL ISLEY/JASPER/ISLEY CBS ASSOCIATED
3. SMOOTH OPERATOR SADE PORTRAIT
4. BACK IN STRIDE MAZE FEATURING FRANKIE BEVERLY CAPITOL
5. NIGHTSHIFT COMMODORES MOTOWN
6. LOOP TOM BROWNE ARISTA
7. MOOVIN' AND GROOVIN' REDDS AND THE BOYS 4TH & B'WAY/T.T.E.D.
8. COMMANDO ROCK C-JAM & KID FROST BAJA
9. SINDERELLA BETTY WRIGHT JAMAICA
10. SUSSUDIO PHIL COLLINS IMPORT

○ Titles with the greatest sales or club play increase this week. ◆ Video clip availability. ● Recording Industry Assn. Of America (RIAA) certification for sales of one million units. ▲ RIAA certification for sales of two million units. Records under Club Play are 12 inch unless otherwise indicated.

DANCE TRAX



by Brian Chin

SINGLES: Just in time to chase Kaja's hit up the charts is ex-Kajagoogoo Limahl's "Neverending Story" (EMI America 12-inch). It's a classic disco production by Giorgio Moroder, who tills his own field again with powerful effect: a rhythm track right out of "Bad Girls" and classical changes right out of "Flashdance." **Rusty Garner** mixed, and for the second time recently, he shows how much good input a producer's trademark sound... We're quite frankly crazy about **George Duke's** "Thief In The Night" (Elektra 12-inch), a gently percolating dance track with wafting, processed vocals and a gorgeous, shifting wall of sound textures. Fans of his 1980 "I Want You For Myself" will be pleased. The "dub," thankfully, is merely a vocal-

less version.

A COUPLE OF REMIXES: **Julian Lennon's** "Too Late For Goodbyes" (Atlantic 12-inch) gets a surprisingly appropriate remix by **Steve Thompson**, who widens the beat and adds a couple of simple breaks in the early and mid-cut areas... **Mick Jagger's** "Just Another Night" will be released in commercial 12-inch form on Columbia in three versions almost entirely obscured by a barrage of special sound and edit effects, overdubbed by **Arthur Baker** and mixed, in alternate versions, by **Francois Kevorkian** with **Ron St. Germain** and **Paul "Groucho" Smykle**... Baker (with the **Latin Rascals**) also did the surprisingly clean, delicate-sounding dance mix for **General Public's** "Never You Done That," which has been paired with the long-lived and previously promoted "Tenderness" remix by **John Benitez** for a commercial IRS 12-inch.

ASSORTED CUTS: **Howard Jones' pop-synth** "Things Can Only Get Better" (Elektra 12-inch) is hummable and sing-alongable in his usual manner; though he's been outdazzled by the avant-funk of **Scritti Politti**, Jones is still the more reliable top 40 performer... **Prince Charles' "Skintight Tina"** (Atlantic 12-inch) is hard-core funk material with a really freaky slant that will please followers of **George Clinton**, and most certainly his devoted European cult... **Change's** "Let's Go Together" (Atlantic 12-inch promo) recaptures a lot of the Euro feel of their celebrated first album, though vocally they've receded into the pack of self-contained U.S. r&b bands.

Mutant Rockers' "Classical Scratch" (Beggar's Banquet/U.K.) may be one of the five funniest records we've heard in a year; not entirely on-beat, it's a sound montage that often sounds literally like signal leakage between the classical and urban station... About as busy and just about a three-ring circus of SFX: **Doppelganger's "Communication Breakdown,"** the first pop release on Manhattan Records, much in the mode of **Scritti Politti** dubs and last year's **EBN/OZN** records... **Klymaxx's "Meeting In The Ladies Room"** does that **Vanity** number again, in two massively long remix versions on Constellation/MCA.

Radio and dance floor jazz-fuzak: **Paul Hardcastle's "Rain Forest"** album, on Profile, keeps a steady beat underneath a landscape of pleasant white noise, for the most part, as in "King Tut," "Loitering With Intent" and "AM." Exceptions: the hard-rocking "Panic" and "Forest Fire." Hardcastle has also produced a pretty nifty electro-funk transcription of the historic dance-rock hit "Papa's Got A Brand New Pigbag," on Kaz Records, out of England, under the name **The Silent Underdog**. **Pigbag's** original is on the flip side of this edition, in a much longer mix than on the Stiff EP of 1981.

MILESTONE: We note with great excitement the debut this week of the first **Billboard** chart reflecting 12-inch singles sales. It is the most important event to have occurred in this section, we think, since the original inception of the club chart itself.

The list is compiled from a nationwide survey of retailers. They range in size from large to small, but the panel emphasizes the independent specialist stores which often serve a professional clientele of DJs. It will therefore be valuable in indicating the records that are playing and selling as imports, as well as pointing out records which are gathering club play without generating consumer sales. Conversely, it will also give the credit due to significantly-selling records which may not happen to have a promotional push behind them, or which may not fit into the strict musical category of "dance."

POSTSCRIPT: Enough dub, already. Remixing has evolved from a science to an art to an exercise in progressive ugliness, judging from some of gutting-and-demolition work that's been done on some perfectly good, musically complete (and completely musical) tracks. This is a judgment call, we realize, but it's become tragically clear in the last 18 months that producers and product managers have all but abdicated judgment in assessing the degree to which a remix relates to the original intention of a production. Unless violent echoing, machine-gun edits and unintelligible lyrics are effects for which producers have been striving, and which they have simply been unable to achieve for themselves with the machinery at hand.

DISCO/DANCE 12" — U.S. & Imports

(WHOLESALE FOR STORES)
USA • Canada • England • Germany
Italy • France • Holland

We have a complete selection of all U.S. releases and all import disco records. We also export to foreign countries.

Some of our brand new releases are: U.S. & Canadian 12"

Le Foxx—French Kiss
Set It Off—C Sharp
Date With The Rain—Arnie Love
Latin Jungle—Gringo Lopez
Turn Over—Anna Mancuso
Ace Drum—George Kranz
Mi Querido Amor—Gary Low
The Stars Are Out—Glass Family
Cream Dream—Erotic Drum Band
Dancing On The Planet—Dave Storrs
Victim Of Love—Charade
I'm No Angel—Madleen Kane
Stand On The Rock—Vision 1/Bobby O
Only A Memory—Oh Romeo

Rise Up For My Love—Yvonne K
Love Insurance—Krukutz
Passion Medley—Various Artists
Touch Me In The Morning (Remix)—Lydia Steinman
If Its Love (Remix)—Jackson Moore
Collector # 2—Cerrone
In The Name Of Love—Astaire
Lady O—Fancy
Cupid Girl—My Mine
Hold On—Boytronic
RSVP—James & Susan Wells
Cocktail # 3
No Fool For Love—Hazzell Dean
Jump Up Jump Back—Nancy
You Should Have Known Better—TC
Curtis

DISCO CLASSICS

Come To Me—France Joli
Over And Over—Disco Circus
Love & Desire—Arpeggio
Magic Fly (Remix)—Space
Now That We Found Love—Third World
At Midnight—T Connection
Madolay—La Flavour
Infatuation—Uprfront
Take Me To The Bridge—Vera
One More Shot—C Bank
Ten Percent—Double Exposure
Don't Stop The Train—Phyllis Nelson

EUROPEAN 12"

Love Is Like An Itching—Lisa
Killer—Electric Theatre



IMPORT O DISC RECORDS
855e CONKLIN ST. FARMINGDALE, NY 11735
(516) 694-4545 TELEX 4758158 IMPT DISC

MANUFACTURERS AND DISTRIBUTORS

Write or call for free catalog

FARRALAN Enterprises, Inc.

166 Central Ave.
Farmingdale, NY 11735, USA
(516) 752-9824
TELEX: 221618 FARRA UR

 Mirror Ball	 F-301	 Helicopter Beacon	 Fresnel
 Rope Lights	<ul style="list-style-type: none"> MIRROR EFFECTS PIN SPOTS RAIN LITES 	<ul style="list-style-type: none"> HELICOPTERS SPEAKERS MIXERS ROPE LIGHTS 	<ul style="list-style-type: none"> THEATER LIGHTS CONTROLLERS NEON

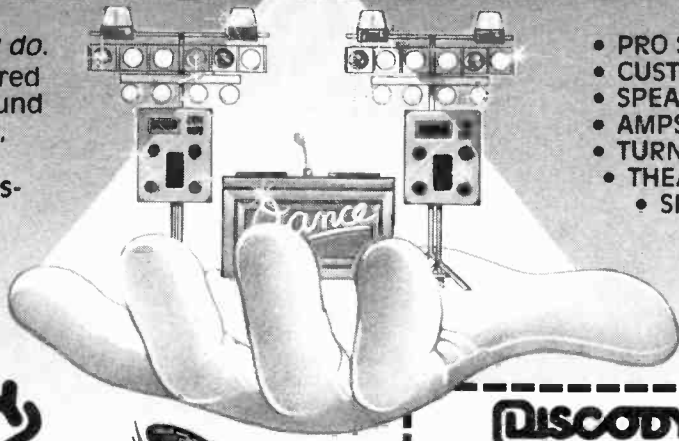
Installations through authorized dealers worldwide include:
CRAZY HORSE—CHILE / CLUB HIPPOPOTAMUS—MEXICO
SCARAMOUCHE—MEXICO / COMMERCIAL CENTER—VENEZUELA
SALTY DOG—NEW YORK / LA CASCADA—PANAMA
DISCOTECH ESTRAMBURGO—PANAMA / TRADEWINDS—NEW JERSEY

THE POWER OF LIGHT & SOUND.

"Dance!" you command, and they do. Why? Because you've mastered the perfect blend of light and sound to make the mood, back the beat, and capture the clientele.

How? By relying on the industry's totally comprehensive sourcebook of high-tech devices for DJ's and nightclubs... the **DisCody Catalog**.

With **DisCody's** unmatched selection and expertise, you'll be equipped to take charge—and stay in charge—of every audience you encounter.



- PRO SOUND
- CUSTOM MOBILE DJ BOOTHS
- SPEAKERS
- AMPS & MIXERS/PRE AMPS
- TURNTABLES
- THEATRICAL LIGHTING
- SPECIAL EFFECTS—

OSCILITES, LIGHT SPINNERS, MIRROR BALLS, STROBES, ROPE LIGHTS, CONFETTI CANONS, SMOKE MACHINES.
• MORE (EXPLORE OUR CATALOG)



465 N. ANAHEIM BLVD.
ORANGE, CA 92668
714/937-1237
Toll Free outside CA 1-800-228-7622

PLUG ME IN TO THE POWER OF THE DISCODY CATALOG! I enclose \$5⁰⁰ for postage & handling and understand it will be credited toward my first purchase.

CLUB STORE MOBILE

Bus. Name _____

Your Name _____

Address _____

City _____ State _____ Zip _____

Phone _____

FRANCHISES NOW AVAILABLE

Call for information. Look for our franchise ad.

©Copyright 1985, 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		ARTIST
			LABEL & NUMBER/DISTRIBUTING LABEL		
1	1	18	AMADEUS SOUNDTRACK	FANTASY WAM-1791 (CD)	12 weeks at No. One NEVILLE MARRINER
2	2	84	HAYDN/HUMMEL/MOZART: TRUMPET CONCERTOS	CBS IM-37846 (CD)	WYNTON MARSALIS, NATIONAL PHILHARMONIC ORCH. (LEPPARD)
3	NEW		WEBBER: REQUIEM	ANGEL DFO-38218 (CD)	DOMINGO, BRIGHTMAN (MAAZEL)
4	4	22	MOZART: REQUIEM	L'OISEAU LYRE 411-712 (CD)	ACADEMY OF ANCIENT MUSIC (HOGWOOD)
5	3	34	MAMMA	LONDON 411-959 (CD)	LUCIANO PAVAROTTI (MANCINI)
6	12	6	CANTELOUBE: SONGS OF THE AUVERGNE VOL. 2	LONDON 411-730 (CD)	TE KANAWA, ENGLISH CHAMBER ORCH. (TATE)
7	7	22	THE BEST OF WOLFGANG AMADEUS MOZART	PHILIPS 412-244	NEVILLE MARRINER
8	8	12	IN THE PINK	RCA CRC1-5315 (CD)	JAMES GALWAY & HENRY MANCINI
9	5	20	BAROQUE SOLOS AND DUETS	CBS IM-39061 (CD)	WYNTON MARSALIS WITH EDITA GRUBEROVA
10	6	274	PACHELBEL: CANON/FASCH: TRUMPET CONCERTO	RCA FRL1-5468	PAILLARD CHAMBER ORCHESTRA
11	11	10	CAVERNA MAGICA	CBS FM-37827 (CD)	ANDREAS VOLLENWEIDER
12	10	26	BOULEZ CONDUCTS ZAPPA-PERFECT STRANGER	ANGEL DS-38170 (CD)	PIERRE BOULEZ, FRANK ZAPPA
13	13	22	GERSHWIN: AN AMERICAN IN PARIS	ANGEL DS-38130 (CD)	LABEQUE SISTERS
14	14	10	BEHIND THE GARDENS, BEHIND THE WALLS	CBS FM-37793 (CD)	ANDREAS VOLLENWEIDER
15	9	124	BACH: GOLDBERG VARIATIONS	CBS IM-37779 (CD)	GLENN GOULD
16	16	10	BACH: UNACCOMPANIED CELLO SUITES VOL. I	CBS M-39345	YO-YO MA
17	NEW		WITH A SONG IN MY HEART	PHILIPS 412-625 (CD)	JESSYE NORMAN, BOSTON POPS (WILLIAMS)
18	20	6	BEETHOVEN: SYMPHONIES 5 & 9	DG 413-933	BERLIN PHILHARMONIC (KARAJAN)
19	15	18	BIZET: CARMEN (EXCERPTS)	ERATO HBC1-5302 (CD)	DOMINGO (MAAZEL)
20	18	32	BIZET: CARMEN (COMPLETE)	ERATO NUM-751133 (CD)	DOMINGO (MAAZEL)
21	27	6	PUCCINI: MANON LESCAUT	DG 413-893 (CD)	MIRELLA FRENI, PLACIDO DOMINGO
22	25	14	MOZART: REQUIEM	PHILIPS 6514-320 (CD)	DRESDEN STATE ORCHESTRA (SCHREIER)
23	23	6	MOZART: EXSULTATE, JUBILATE	L'OISEAU LYRE 411-832 (CD)	EMMA KIRKBY, ACADEMY OF ANCIENT MUSIC (HOGWOOD)
24	17	20	VIVALDI: FOUR SEASONS	L'OISEAU LYRE 410-126 (CD)	ACADEMY OF ANCIENT MUSIC (HOGWOOD)
25	19	14	RAMEAU	CBS IM-39540 (CD)	BOB JAMES
26	30	4	ADAMS: HARMONIUM	ECM 25012 (CD)	SAN FRANCISCO SYMPHONY (DE WAART)
27	21	52	PACHELBEL: CANON	RCA AGL1-5211	PAILLARD CHAMBER ORCHESTRA
28	22	52	BOLLING: SUITE FOR CELLO AND JAZZ PIANO TRIO	CBS M-39059 (CD)	YO-YO MA, CLAUDE BOLLING
29	24	474	BOLLING: SUITE FOR FLUTE AND JAZZ PIANO	CBS M-33233 (CD)	JEAN-PIERRE RAMPAL, CLAUDE BOLLING
30	RE-ENTRY		ADAMS: GRAND PIANOLA	ANGEL DS-37345 (CD)	SOLISTI NEW YORK (WILSON)
31	28	8	JONGEN: SYMPHONIE CONCERTANTE	TELARC 10096 (CD)	SAN FRANCISCO SYMPHONY, MICHAEL MURRAY
32	26	28	MOZART: EINE KLEINE NACHTMUSIK	L'OISEAU LYRE 411-720 (CD)	ACADEMY OF ANCIENT MUSIC (HOGWOOD)
33	33	34	COME TO THE FAIR	ANGEL DS-38097 (CD)	KIRI TE KANAWA
34	NEW		TIME WARP	TELARC 10106 (CD)	CINCINNATI POPS (KUNZEL)
35	29	28	SONGS OF ERNESTO LECUONA	CBS FM-38828	PLACIDO DOMINGO
36	38	78	NOCTURNE	RCA ARL1-4810 (CD)	JAMES GALWAY
37	37	68	STRAUSS: FOUR LAST SONGS	PHILIPS 6514-322 (CD)	JESSYE NORMAN (MASUR)
38	34	28	GREATEST HITS OF 1720	CBS MX-34544 (CD)	PHILHARMONIA VIRTUOSI (KAPP)
39	36	14	PUCCINI: TOSCA	ANGEL BLX-3508	MARIA CALLAS
40	40	32	HAYDN: THREE FAVORITE CONCERTOS	CBS M-39310 (CD)	MARSALIS, MA, LIN

(CD) Compact Disc available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of one million units.

CLASSICAL KEEPING SCORE

by Is Horowitz



FIRST AND LAST: The last song Richard Strauss ever wrote received its premiere recording during a series of sessions CBS Masterworks mounted in Toronto two weeks ago. It will be rush released as part of an unusual package befitting its unique status.

The song is "Malven," which Strauss composed as a special tribute to the soprano Maria Jeritza just 11 months before his death in

Kanawa as soloist, Masterworks chief Joseph Dash was able to negotiate first recording rights and schedule the taping in connection with a long-planned all-Strauss recording project involving soprano Eva Marton, conductor/pianist Andrew Davis and the Toronto Symphony Orchestra.

The project was a live recording of the "Four Last Songs," the final scene from "Salome," the "Dance

fortably fit on a regular LP, CBS is planning to issue "Malven" and "Zueignung" on a 12-inch "single" for inclusion in the album containing the remainder of the Strauss material.

Dash says the project could not have been implemented without the cooperation of Mehta and Nick Webster, managing director of the New York Philharmonic. Also helpful, says Dash, was the Frederick R. Koch foundation, which owns the "Malven" manuscript.

CBS Masterworks' Strauss package will include his last composition

1949. He wrote it some two months after he completed his set of "Four Last Songs," long thought to have been his final published composition. In manuscript form, "Malven" remained silent among Jeritza's personal papers until her death last December.

Although first live performance rights were won by Zubin Mehta and the New York Philharmonic, and the song was presented publicly only last January with Kiri Te

of the Seven Veils" and a symphonic fragment from the little-known "Die Liebe der Danae." Marton sang "Malven" at the concert, with piano accompaniment by Davis; the song was also taped in a studio recording.

There's more. To round out the concept, Marton and Davis also recorded the first published song of Strauss, "Zueignung," which is to be included in the album package.

With more music than can com-

THE GRAMMYS have come and gone and left behind their usual set of imponderables. None is more intriguing this time around than the complete wipeout from the awards pantheon of classical stalwarts Deutsche Grammophon, Philips, London and Angel.

If one considers Capitol Classics a sister Angel label, this is the first time since the National Academy of Recording Arts & Sciences launched the Grammys in 1958 that none of these production sources had a presence in the final tally.

Those who seek to explain this (Continued on page 71)

LATIN NOTAS

by Enrique Fernandez



JOSE LUIS RODRIGUEZ likes to play it close. Like most Latin performers, the Venezuelan singer enjoys having his public at arm's length, often reaching out in mid-song to shake a hand or even smooch a fan.

But all that warmth was far away at El Puma's performance on Feb. 27 in Houston's Astrodome. This was the Houston Rodeo, and the singer worked from a stage smack in the center of the vast arena where a few moments before cowboys had wrestled steers to the ground.

"He's dying out there," said a member of his staff. "He can't stand to have the audience so far away." But El Puma wasn't dying. Instead, he was drawing on his many years of experience as a television actor to work with the camera that was broadcasting his image to a huge screen set up behind the stage.

Latin America's most famous telenovela star was coming on to the camera as if it were a woman, staring it down, growling at it when he reached for a high note, beckoning it with his eyes to come to him. At the end of the show, Jose Luis jumped on the back of a pickup truck for a quick tour of the arena that finally brought him into closer contact with his public.

If technology saved the day for the singer, his touring band, led by arranger Hector Garrido on keyboards, had no defense against the venue's cavernous acoustics. "The sound went right up to the top of the dome and then came down on us," lamented Garrido.

Still, the musicians were in high spirits. The small ensemble, unlike the full orchestra El Puma uses in more formal venues, allowed the musicians to jam, particularly on Jose Luis' more rock-flavored numbers. The show concluded with a full-blown jam as the singer toured the arena, featuring some spirited wailing by Rene Toledo, El Puma's guitarist for the past three years.

DISCONTENT WITH THE Latin Grammys has

reached an all-time high. No one doubts the quality of the winners, but there's been widespread grumbling about the selection process, the categorization, the lack of Latin entertainment on the awards show, and the manner of presentation.

El Puma adapts his style to the rodeo

The West Coast Latin press, in particular, has been extremely critical of the nominations for the Mexican/American category. What, they asked, were singers from Brazil, Spain and Scotland doing there?

One of the most respected figures in Latin music, Tito Puente, a past Grammy winner, was so angered by his exclusion from the Latin tropical category that he wrote a letter to NARAS detailing in musical terms how the album that had been categorized as jazz fusion was actually mainstream Latin.

Grammy nominee Ruben Blades took out an ad in the award ceremony's program notes expressing his hope that the next year a salsa band will be invited to entertain. Musing on how the Academy tends to ignore worthy Latin artists because the membership has never heard of them, Blades and ex-partner Willie Colon wondered why they've often been nominated but never won.

Though this year nearly all the Latin nominees showed up for the ceremony, many traveling from abroad, some industryites complained about the way the awards were announced. "One of the announcers was making fun of the Spanish names," complained an angered high-ranking executive. "I felt insulted, not as a member of the Latin industry, but as a latino."

JAZZ BLUE NOTES

by Sam Sutherland
& Peter Keepnews



GRAMMY BLUES were in the air last week in the wake of the annual awards telecast, at least among jazz loyalists in the NARAS membership rolls. Because an otherwise well received, smoothly run tv gala entirely omitted the genre from its on-camera performances, some members of the Los Angeles chapter of the Academy had already founded a **Jazz Concerns Committee** to protest the exclusion of the category, demanding that future telecasts redress the omission. A petition pursuing the same goals was circulated at the post-telecast party.

At NARAS, the official response has been calm, if apologetic. Yes, it's conceded, the loss of a jazz segment is unwelcome, but every chapter was represented on the Academy's television committee, which determined early in the planning stages that such an omission might be dictated by time constraints. "When the tv committee saw the time requirements and realized they couldn't get [a jazz segment] on, they'd already decided to make a strong commitment to jazz on future shows," asserts NARAS executive director **Christine Farnon**.

With only 13 of 67 awards categories actually represented in the show, the academy further contends, such an exclusion was far from unlikely. Still, future NARAS telecast huddles might study some of the assertions made by **Leonard Feather** in a Los Angeles Times editorial over the flap. The veteran jazz authority's contention that mainstream popular idioms have now swallowed the show's performance calendar seems particularly pertinent given the show's gradual reduction of awards presentations to increase the time available for music. That shift explained the improved pacing of this year's show, arguably the most entertaining in the telecast's history.

Yet such an extension of available time, while allowing a stunning gospel segment, couldn't benefit jazz this year. That seems doubly sad in the wake of last year's show, where **Wynton Marsalis** provided an undisputed sensation confirmed by post-telecast sales. Let's hope that future shows not only restore jazz to a visible role, but explore its capacity to ignite fresh converts.

THE WOMEN'S JAZZ FESTIVAL kicks off its seventh edition next week in Kansas City, following a hiatus last year. Running Thursday (21) through Sunday (24), the summit will include lectures, workshops, jam sessions and, of course, a variety of concerts.

Grammy viewers note a glaring omission

Different events will be held at the Vista International Hotel and the Folly Theatre across the street. Highlights will include Friday's (22) "TNT" (for top new talent) concert with **Ida McBeth**, **Joyce Collins** and **Deuce**; a Saturday "super jam" accorded a full seven evening hours; and the closing concert, featuring **Toshiko Akiyoshi** in a trio setting, **Rare Silk** and **Judy Roberts**. Prices vary according to event, and the scope of the schedule makes it worthwhile to check directly with the festival planners at P.O. Box 22321, Kansas City, Mo. 64113. Tickets for individual shows can be obtained from the Folly Theatre, the Jones Store Co., or the New Earth Bookstore, all in Kansas City.

GOSPEL LECTERN

by Bob Darden

CHILDREN'S RECORDS aren't kid's stuff anymore—if they ever really were. Let's talk about some pretty adult colors here, like gold and platinum. **Candle's** "Music Machine" is neck and neck with **Amy Grant's** "Age To Age" to become the next platinum album in contemporary Christian music. Another Candle album, "Bullfrogs And Butterflies," just went gold.

If that doesn't convince you, how about this: Candle's chil-

dren's-oriented albums have been nominated for Grammys four years running. The streak began with "Animals And Other Things" in 1982, followed by "Ants'hillvania" (with **Jimmy & Carol Owens**) in 1983, "Music Machine II" in 1984 and "Agapeland At Play" this year. Not bad for children's music. Not bad for anybody.

The future is looking bright for Candle's children's-oriented albums

Candle is an outgrowth of **Agape Force International**, a Christian family ministry founded in 1970 by **Tony Salerno**. Candle has created seven Agapeland albums, with total sales said to be approaching three million units. All are set in

the mythical kingdom of the same name. "Agape" is the old Greek word for divine love. The albums are distributed by Sparrow's Birdwing label.

"Candle started as a traveling group and began recording in 1975 with albums like 'To the Chief Musician,'" says staff producer **Frank Hernandez**. "The contemporary Christian singing group **Spiritwind** was formed from that nucleus, and a new Candle was

formed. The new Candle emphasized primarily children's music and worship music and continued to travel for a while longer."

The 1977 release "The Music Machine" shot the Candle concept into bookstores everywhere. Hernandez says that album was the group's first real attempt at a musical, featuring two children in Agapeland and a strange machine. When Mr. Conductor puts something in it, the machine creates music. Eventually, he uses the machine to teach the Fruits of the Spirit from the fifth chapter of Galatians.

Subsequent albums included such guests as **Barry McGuire**, actor **Dean Jones**, Thurl "Tony The Tiger" **Ravenscroft** and **Dannibelle Hall** and found their way into Christian and mainstream book and record stores alike. Hernandez says that's because quality children's music is a concern to all parents, not just Christians.

"The albums are vehicles for teaching," Salerno adds. "Each musical teaches positive character qualities for children: coping with peer pressure, right relationships, even the Ten Commandments. In reality, the musicals apply not only to the young, but to their parents as well."

The acceptance of the Candle concept has enabled Agape Force to branch out. "We began Anthony Paul Productions this year with the idea of expanding into other areas besides records, such as children's books," Hernandez says. "We're looking at having these materials and projects marketed outside the Christian bookstores as well."

Other Candle albums include "Sir Oliver's Song," "Nathaniel The Grublet," "The Birthday Party," "Lullabies & Nursery Rhymes," "Adventures In Agapeland" and "The Story Of Little Tree."



FOR WEEK ENDING MARCH 16, 1985

Billboard ©Copyright 1985, 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		TITLE
			LABEL & NUMBER/DISTRIBUTING LABEL		
1	1	22	WYNTON MARSALIS	COLUMBIA FC 39530 (CD)	17 weeks at No. One HOT HOUSE FLOWERS
2	4	5	DAVID SANBORN	WARNER BROS 25150-1	STRAIGHT TO THE HEART
3	7	5	GEORGE BENSON	WARNER BROS 25178-1 (CD)	20/20
4	3	22	PAT METHENY GROUP	ECM 25000-1/WARNER BROS. (CD)	FIRST CIRCLE
5	2	16	AL JARREAU	WARNER BROS. 25106-1 (CD)	HIGH CRIME
6	5	18	GROVER WASHINGTON JR.	ELEKTRA 60318 (CD)	INSIDE MOVES
7	6	16	JEAN-LUC PONTY	ATLANTIC 80185	OPEN MIND
8	9	118	GEORGE WINSTON ●	WINDHAM HILL C-1025/A&M (CD)	DECEMBER
9	12	20	EARL KLUGH	CAPITOL ST-12372	NIGHT SONGS
10	8	11	LINDA RONSTADT ▲	ASYLUM 60387/ELEKTRA	LUSH LIFE
11	13	11	THE MANHATTAN TRANSFER	ATLANTIC 81233 (CD)	BOP DOO WOP
12	10	20	BOB JAMES	COLUMBIA FC 39580	12
13	NEW ▶		ANDREAS VOLLENWEIDER	COLUMBIA FM 39963 (CD)	WHITE WINDS
14	14	7	ELLA FITZGERALD	VERVE 823247-1/POLYGRAM (CD)	THE JOHNNY MERCER SONGBOOK
15	17	28	GEORGE WINSTON	WINDHAM HILL C-1012/A&M (CD)	AUTUMN
16	16	9	RONNIE LAWS	CAPITOL ST-12375	CLASSIC MASTERS
17	20	7	JAMAALADEEN TACUMA	GRAMAVISION GR-8308/POLYGRAM (CD)	RENAISSANCE MAN
18	18	7	JOHN SCOFIELD	GRAMAVISION GR-8405/POLYGRAM (CD)	ELECTRIC OUTLET
19	19	141	GEORGE WINSTON	WINDHAM HILL C-1019/A&M (CD)	WINTER INTO SPRING
20	24	89	WYNTON MARSALIS	COLUMBIA FC 38641 (CD)	THINK OF ONE
21	33	3	JEFF LORBER	ARISTA AL8-8269	STEP BY STEP
22	NEW ▶		WILTON FELDER	MCA 5510	SECRETS
23	11	16	SHADOWFAX	WINDHAM HILL WH-1038/A&M (CD)	DREAMS OF CHILDREN
24	28	11	ANDREAS VOLLENWEIDER	COLUMBIA FM-37793 (CD)	BEHIND THE GARDENS, BEHIND THE WALL . . .
25	25	36	MILES DAVIS	COLUMBIA FC-38991 (CD)	DECOY
26	27	7	SARAH VAUGHAN & BILLY ECKSTINE	EMARCY 822526-1 POLYGRAM (CD)	THE IRVING BERLIN SONGBOOK
27	NEW ▶		DAVE GRUSIN	GRP 1011 (CD)	ONE OF A KIND
28	29	5	BARRY MANILOW	ARISTA AL8-8254 (CD)	2:00 A.M. PARADISE CAFE
29	21	36	DAVE GRUSIN	GRP A-1006 (CD)	NIGHT LINES
30	15	53	ANDREAS VOLLENWEIDER	COLUMBIA FM 37827 (CD)	CAVERNA MAGICA (. . . UNDER THE TREE-IN THE CAVE . . .)
31	26	36	SPYRO GYRA	MCA 2-6893	ACCESS ALL AREAS
32	NEW ▶		DAVID MURRAY QUARTET	BLACK SAINT BSR 0075/POLYGRAM	MORNING SONG
33	35	7	DIANE SCHUUR	GRP 1010 (CD)	DEEDLES
34	23	28	SADAO WATANABE	ELEKTRA 60371-1	RENDEZVOUS
35	22	9	SOUNDTRACK	WINDHAM HILL WH-1039 (CD)	COUNTRY
36	31	69	DAVID SANBORN	WARNER BROS 23906-1	BACKSTREET
37	NEW ▶		SOUNDTRACK	GEFFEN GHS 24062/WARNER BROS	COTTON CLUB
38	30	7	ROY AYERS	COLUMBIA FC 39422	IN THE DARK
39	40	44	PAT METHENY	ECM 25004 1/WARNER BROS.	REJOICING
40	NEW ▶		SHAKATAK	POLYDOR 823304-1Y1/POLYGRAM	DOWN ON THE STREET

● Albums with the greatest sales gains during last two weeks. (CD) Compact Disc available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of one million units.

new action narm convention

MARCH 29 - APRIL 2 ■ DIPLOMAT HOTEL ■ HOLLYWOOD, FLORIDA

a gala celebration
of music & video

**THE NARM CONVENTION
BRINGS BUYERS CLOSER
TO SELLERS**

The lowest retailer
registration fees
in history!

SEND
FOR
REGISTRATION
FORMS
TODAY!

PLEASE SEND REGISTRATION FORMS FOR THE
27th ANNUAL NARM CONVENTION TO:

NAME _____
 COMPANY _____
 ADDRESS _____
 CITY _____ STATE _____ ZIP _____
 RETAILER WHOLESALER MANUFACTURER

ADDRESS INQUIRIES TO:
 NARM • 1008-F ASTORIA BLVD. • CHERRY HILL, NJ 08003 • (609) 424-7404

- **PRODUCT PRESENTATIONS BY:**
 - CAPITOL • CBS • MCA • MOTOWN
 - POLYGRAM • RCA, A&M and ASSOCIATED LABELS — ARISTA • WARNER/ELEKTRA/ATLANTIC CORPORATION
- **INDUSTRY PARTICIPANTS:**
 - GILBERT FRIESEN, A&M RECORDS • JACK EUGSTER, THE MUSICLAND GROUP • RUSS SOLOMON, TOWER RECORDS • KEN KAI, PIONEER VIDEO • JOHN MARMADUKE, HASTINGS BOOKS, RECORDS AND VIDEO
 - JIM GREENWOOD, LICORICE PIZZA
 - ROBERT SUMMER, RCA • BOB KRASNOW, ELEKTRA/ASYLUM • GUENTER HENSLE, POLYGRAM • QUINCY JONES, QWEST
- THE COMPACT DISC
- VIDEO IN THE MUSIC STORE
- THE MOST BEAUTIFUL OUTDOOR EXHIBIT AREA IN THE COUNTRY
- THE SCHOLARSHIP FOUNDATION DINNER
- THE NARM 1984 BEST SELLER AWARDS BANQUET

Stevie Wonder
 COURTESY: MOTOWN RECORDS
 AT SCHOLARSHIP DINNER!!!

Dan Fogelberg
 COURTESY: FULL MOON/EPIC RECORDS
 AT AWARDS BANQUET!!!

Grammy Grandeur. Recipients of various Grammy Awards show their spirit at the 27th annual presentation, televised by CBS on Feb. 26. (Photos: Attila Csupo)



Swept Away. Cyndi Lauper struts her stuff as the year's best new artist, while wrestler Hulk Hogan acts as bodyguard.



They've Got Everything To Do With It. Songwriters Graham Lyle, left, and Terry Britten accept the song of the year trophy for "What's Love Got To Do With It?"



Once, Twice, Thrice. Amy Grant grabs hold of her third consecutive Grammy for best female gospel performance.



Bernstein Begs for Tina. Composer/conductor Leonard Bernstein delivers his jovial acceptance speech for the Lifetime Achievement Award before turning the stage over to Tina Turner's tempestuous performance of "What's Love Got To Do With It?"



Justice for the Judds. Mother-and-daughter act the Judds accept their award for best vocal performance by a country duo or group.

Fearless Foursome. Hamming it up, from left, are Howard Jones, Herbie Hancock, Stevie Wonder and Thomas Dolby, before exhibiting the tricks of their trade in a medley tribute to the synthesizer.



I'm Okay, You're Okay. Lionel Richie, album of the year winner and partner in the producer of the year prize, slows down for just a second with presenter Diana Ross.



The Wrath of Khan. Chaka Khan takes her second consecutive Grammy in the best female r&b category, this time for the Prince-written "I Feel For You."

Billboard

Presents

IMIC'85

The Premier International Music and Home Entertainment Industry Conference

New Horizons - New Profit Opportunities



Munich - Hotel Sheraton - June 5-8

- In conjunction with Intergu, the International Copyright Society
- During officially designated European Music Year
- Specifically tailored for decision-makers in the recording, publishing, home video, and computer software industries
- With simultaneous translations of all sessions in German, French, English, Spanish, and Russian

**BE THERE TO TALK WITH THE SHAPERS OF
THE FUTURE**

For additional information, contact:

Mike Hennessey
Conference Director
Billboard
7 Carnaby St.
London W1V 1PG
Tel: 01-439 9411
Telex: 262100 Billbd G

Lee Zhito
Billboard
9107 Wilshire Blvd.
Beverly Hills, Calif. 90210
Tel: (213) 273-7040

George Finley
Billboard
1515 Broadway
New York, N.Y. 10036
Tel: (212) 764-7561

Austrian Market Stagnant Total '84 Turnover at \$60 Mil

VIENNA Total turnover of the Austrian recorded music market last year was roughly \$60 million on the basis of retail value, reflecting stagnation when compared with the 1983 returns. The seven members of the audio division of the national IFPI group increased their market share by 1.8% against the slice previously taken by the smaller and non-affiliated firms.

Market share of singles for the IFPI companies was 15.9%, down 2.4% compared with the previous year. Albums took 59.3% of the action, up 2.3%, and prerecorded cas-

ettes had 21.2%, down 5.1% on the 1983 figures.

The emergent Compact Disc sector ended the year with 3.6% of the total Austrian sales market, representing a remarkable but slightly misleading upturn of 127.1%.

PolyGram, with 30.4% (against 31.1% in 1983), had the biggest market share of the IFPI companies, followed by CBS with 15.4% (14.3% in 1983), Ariola with 14.8% (16.7%), EMI Columbia with 14.4% (15.4%), Musica with 13.3% (11.6%), WEA with 7.9% (6.5%) and Bellaphon with 3.8% (4.4%).

BBC'S DEREK CHINNERY

(Continued from page 9)

sense at all," Chinnery continued. "But it's the Musicians' Union which holds the key. Legitimate pop radio can't develop unless there is a change of heart by PPL and the MU. And meanwhile pirate radio in Britain will flourish."

Chinnery has retired after 43 years with the BBC. He was closely involved with Radio One, the pop music network, since its inception in September, 1967. That channel was begun to replace the pirates, mostly off-shore operations, which had been finally closed down by government legislation.

Chinnery recalls: "We were long severely restricted in playing time for records. If legal stations had been able to play records as the pirates had done, there would have been no pirates in the first place. Needletime has been a constant handicap for Radio One.

"It's ironic that it is PPL's use of the copyright law which has inhibited the growth of radio in the U.K. The restriction on airplay hours is our biggest problem, and is as much to do with the MU as with the PPL. The union has an unrealistic attitude and its head in the sand. Every other country in the world has un-

limited airplay of records, and I know of none where musicians suffer as a consequence."

Chinnery emphasizes that the BBC has never wanted only recorded product, and in fact employs a large number of musicians. He describes the PPL copyright charge as "exorbitant," pointing out that every time a single is broadcast, the BBC pays an average of 25 pounds (around \$26) and probably the same to the Performing Right Society. He sees the latter payment as logical "because you're using the composer's work and should pay for it."

Chinnery says a forward step would be for the U.K. record industry to grant, through PPL, unrestricted airplay on new releases. He adds that he suspects the PPL has been influenced by the MU in not thus far agreeing to this.

Due to a production problem, Hits of the World does not appear in this week's issue.

International Correspondents

Austria—MANFRED SCHREIBER, 1180 Wien, XVII, Kreuzgasse 27. 0222 48-28-82
 Australia—GLENN BAKER, P.O. Box 261, Baulkham Hills, 2153 New South Wales
 Belgium—JUUL ANTHONISSEN, 27A Oude Godstraat, 3100 Heist op den Berg. 015-241953
 Canada—KIRK LAPOINTE, 7 Glen Ames Ave., Toronto, Ontario M4E 1M3. 416-364-0321
 Czechoslovakia—DR. LUBOMIR DOURZKA, 147 Zeleny Pruh, 147 00 Praha 4 Branik. 26-16-08
 Denmark—Knud Orsted, 22 Tjoernevej, DK-3070 Snekkersten. 02-22-26-72
 Finland—KARI HELOPALTIO, SF-01860 Perttula 27-18-36
 France DERRY HALL, 8 Rue de l'Eure, 75014 Paris. 1-543-4879
 Greece—JOHN CARR, Kaisarias 26-28, Athens 610
 Holland—WILLEM HOOS, Bilderdijkstraal 28, Hilversum. 035-43137
 Hong Kong—HANS EBERT, TNS, 17/F, Wah Kwong Bldg., 48-62 Hennessey Rd., Tel: (5) 276021
 Hungary—PAUL GYONGY, Orlovcak 3/b, 1026 Budapest 11. Tel: 167-456
 Ireland—KEN STEWART, 56 Rathgar Road, Dublin 6, Ireland. 97-14-72
 Israel—BENNY DUDKEVITCH, P.O. Box 7750, 92 428 Jerusalem
 Italy—VITTORIO CASTELLI, Via Vigoni 7, 20122 Milan. 02-545-5126
 Japan—SHIG FUJITA, Utsunomiya Bldg., 19-16 Jingumae 6-Chome, Shibuya-ku Tokyo 150. 03 4984641
 Kenya—RON ANDREWS, P.O. Box 41152, Nairobi. 24725
 Philippines—CES RODRIGUEZ, 11 Tomas Benitez, Quezon City 3008.
 Poland—ROMAN WASCHKO, Magiera 9m 37, 01-873 Warszawa. 34-36-04
 Portugal—FERNANDO TENENTE, R Sta Helena 122 R/c, Oporto
 Romania—OCTAVIAN URSULESCU, Str. Radu de la La Afumati nr, 57-B Sector 2, Bucharest O.P. 9. 13-46-10. 16-20-80
 Singapore—ANITA EVANS, 164 Mount Pleasant Rd., 1129. 2560551
 South Africa—JOHN MILLER, c/o The Rand Daily Mail, 171 Main St., Johannesburg. 710-9111.
 South Korea—BYUNG-HOO SUH, Joong-Ang Weely, 58-9 Sosomun-Dong, Chung-Ku, Seoul. 82-8219
 Spain—JOSE RAMON PARDO, Fermin Caballero 62, Madrid 34.
 Sweden—MAGNUS JANSON, Tavastgatan 43, 11724 Stockholm. 8-585-085
 Switzerland—PIERRE HAESLER, Hasenweld 8, CH-4600 Olten, 062-215909
 U.S.S.R.—VADIM D. YURCHENKOV, 6 Aprelskaya Str., Block 2, Apt. 16, 195268 Leningrad, K-268. 225-35-88
 West Germany—WOLFGANG SPAHR (Chief Correspondent), 236 Bad Segeberg, An der Trave 67 b, Postfach 1150. 04551-81428.
 JIM SAMPSON (News Editor), Liebherrstr. 19, 8000 Munchen 22. 089-227746.
 Yugoslavia—MITJA VOLCIC, Dragomer, Rozna 6, 61 351, Brezovica, Ljubljana 23-522.

CRIA, CIRPA CRYSTALLIZE CONCERNS

As Ice Breaks with Government, Industry Awaits Thaw

BY KIRK LAPOINTE

OTTAWA The Canadian recording industry has for years complained that the federal government treats it as the neglected orphan of the cultural industries. Recently, a round of discussions between the government and the two key trade organizations, the Canadian Recording Industry Assn. (CRIA) and the Canadian Independent Record Production Assn. (CIRPA), broke the ice in what still remains a somewhat frosty relationship (Billboard, March 9).

But when the record business says it wants equal treatment with other cultural industries or greater incentives to spur growth, what exactly is it talking about? And, beyond what it is talking about, what is it asking for? Moreover, what might it get?

Here is a list of the industry's key demands and what could be the likely federal response:

- **Piracy:** Both sides agree the current maximum penalty of \$200 for record and tape piracy is too low. CRIA estimates the loss to the Canadian industry at \$50 million a year. Rather than wait for a new Copyright Act to be passed by Parliament, CRIA wants interim measures. But Communications Minister Marcel Masse has said he stands a better chance getting something through the federal cabinet in a lump sum, meaning a full Copyright Act revision, something that will take longer, perhaps until the end of this year.

- **Home taping:** The losses to the industry in this area are higher; CRIA estimates them at \$100 mil-

lion. CRIA continues to examine the problem of twin-head tape recorders, and is pondering whether legal remedies can be pursued. At the same time, it is pushing for a blank tape levy, pointing to the recent West Germany example. It is also pushing for a hardware tax, something Ottawa might consider. Long-standing federal policy, however, is to levy indirect taxes. Even the 6% cable tv tax, widely known to be the means by which the federal Broadcast Program Production Fund is raised, isn't being acknowledged as a direct tax.

- **Deletes:** Changes in the General Agreement on Tariffs & Trade (GATT) now make it possible for deletes to flood the Canadian market. The government deals with the situation through several different departments, often on different wavelengths. Masse is aware of the problem and may soon push for a remedy to the imminent nightmare.

- **Parallel Imports:** As with the delete problem, the villain in this case is seen as the Canada Customs officers, who rarely scrutinize product as it enters the country. In recent weeks, Masse's officials have made this point with top-level External Affairs and Revenue Canada officials.

- **Rentals:** This isn't a problem now, but the CD market could prove to be a boon soon for renters, who operate with impunity in Canada. The federal white paper on copyright policy now being studied by a House of Commons committee recommends a rental right, something CRIA and CIRPA also advocate.

- **Domestic problems:** There is new talk by industryites concerning

the need for a production fund, similar to the broadcast fund now overseen by the government's film agency, Telefilm Canada. There is also a push for a recycling of federal sales tax to stimulate Canadian-owned firms; and the old industry chestnut, the capital cost allowance concept, is being hauled out for consideration by the new Conservative government. The resurrection of the latter is unlikely, the recycling of the tax is improbable and the fund is not being ruled out.

- **Equal treatment:** If the industry can't get the sales tax recycled it wants it abolished. After all, books and films don't have tax. The book industry also receives postal subsidies. But anything that would add to the deficit, already in the \$30 billion range, is not likely in the foreseeable future.

Guilty Pleas in Counterfeit Case

TORONTO C.R.C. Records Ltd., a now-defunct pressing firm, and manager Martin Keyes pleaded guilty Feb. 25 to trademark offenses under the criminal code. C.R.C. was fined \$1,000, and Keyes was given a conditional discharge with two years of probation.

Patrick Fox, director of investigation services for the Canadian Recording Industry Assn. (CRIA), reports that Antonio Crispino will be tried beginning April 15 following a police investigation into the ordering and distribution of a counterfeit Julio Iglesias disk, "Momenti."

Maple Briefs

"TEARS ARE NOT ENOUGH" is expected any day now. The all-star Canadian recording for Ethiopian relief was being mixed by producer David Foster throughout Grammy week, and its March 1 release date was pushed back by CBS Records Canada.

CHUM LTD. HAS EXERCISED

its option to purchase Radio Windsor Canadian Ltd. and Maison-neuve Broadcasting Ltd., which control two Windsor and two Montreal stations. CHUM had a 120-day option. A terse statement from CHUM president Allan Waters announced the decision. A hearing on the takeovers is expected by late spring.

Are CRTC Minutes Private? Court Ruling on Disclosure Sought

OTTAWA Many radio broadcasters would like to know what discussions took place at the top echelon of the federal broadcast regulator, the Canadian Radio-Television & Telecommunications Commission (CRTC), concerning the renewal of their licenses. A future ruling could facilitate such disclosures.

The CRTC is being taken to court—by, of all people, Inger Hansen, the federal Information Commissioner. A ruling favorable to Hansen would force the CRTC to release minutes of its executive committee meetings through the Access

To Information Act.

In January, the CRTC turned down Hansen's order to release minutes to Doug Smith, the deputy communications minister of Saskatchewan. Hansen has decided to take the matter to the Federal Court of Canada, and was expected to file the action late last week or early this week.

The CRTC says disclosure of meeting minutes might inhibit discussions around the committee table. But Hansen says the information act appears to call for such disclosure, when interpreted liberally.

CASSETTE SALES INCREASED 31%, while record sales were down 7% as the recording industry chalked up sales in 1984 of \$294.5 million, an overall 7% gain over 1983. The Statistics Canada figures are slightly more conservative than industry estimates, which had the increase pegged at between 9% and 10%.

SATURN DISTRIBUTION is eyeing a 30% business increase in 1985 and will be opening a Calgary warehouse. The singles racker will be servicing an additional 40 Zellers accounts in Quebec and 16 Sears accounts in the province.

BARBARA HOFFMAN takes over for Liz Braun, who left as publicist for Concert Productions International Ltd. to work for a new amusement centre at the CN Tower. Ex-CBS executive Terry McGee has resurfaced there, too.

Maple Briefs features short items on the Canadian music industry. Information should be submitted to Kirk LaPointe, 7 Glen Ames Ave., Toronto, Ontario, Canada M4E 1M3.

ALBUMS

SPOTLIGHT Predicted to hit top 10 on Billboard's Top Pop Albums chart or to earn platinum certification

NEW & NOTEWORTHY highlights new and developing acts worthy of attention

PICKS new releases predicted to hit the top half of the chart in the format listed

RECOMMENDED Other releases predicted to chart in the respective format; also, other albums of superior quality

All albums commercially available in the U.S. are eligible for review

Send albums for review to: Sam Sutherland, Billboard

9107 Wilshire Blvd. Beverly Hills, Calif. 90210 or Fred Goodman, Billboard

1515 Broadway New York, N.Y. 10036 Country albums should be sent to: Kip Kirby, Billboard

14 Music Circle East Nashville, Tenn. 37203

POP

PICKS

SANTANA
Beyond Appearances
PRODUCER: Val Garay
Columbia FC 39527

New Santana band boasts one of the guitarist's strongest lineups ever, with David Sancious, Chester Thompson, Armando Peraza, Raul Rekow and the twin vocals of Greg Walker and Alex Ligertwood. Despite obvious single candidates, the group's faithful may be disappointed with the emphasis on mainstream pop and a move away from Latin shadings.

THE TUBES
Love Bomb
PRODUCER: Todd Rundgren
Capitol ST-12381

Producer Rundgren adds a harder edge to the rockers but sustains the band's recent melodic pop elements in this shrewd collaboration, which finds Rundgren and the sly septet collaborating as songwriters, too. Between the mainstream contenders, they also slip in some truly antic moments, including the first-ever medley of "Woolly Bully/Theme From A Summer Place."

RECOMMENDED

MUSIC FROM THE MOTION PICTURE SOUNDTRACK
Fast Forward
PRODUCERS: Various
Qwest 25263

Latest dance film soundtrack already boasts one hit in Siedah Garrett's "Do You Want It Right Now," but remainder is faceless, save for the street-smart "Showdown" by Pulse featuring Adele Bertie.

MICHAEL BOLTON
Everybody's Crazy
PRODUCERS: N. Kernon, M. Bolton, R. Goodrum
Columbia BFC 39328

Hard rocking vocalist with first class support and strong tunes looks set for an assault on the pop charts. Solid from start to finish, and sure to garner wide AOR play.

CHET ATKINS, C.G.P.
Stay Tuned
PRODUCERS: David Hungata, Chet Atkins, George Benson
Columbia FC 39591

Self-described "country guitar player"

glides effortlessly into a viable AC/fusion pocket on this six-string summit, pairing him with Larry Carlton, George Benson, Earl Klugh, Mark Knopfler and Steve Lukather, among others. Look for a broad spread of fans.

JASON & THE SCORCHERS
Lost & Found
PRODUCER: Terry Manning
EMI America ST-17153

Nashville-based roots rockers should find a more receptive market for this second album, which taps the sort of straightforward American rock stance now buoying other developing bands. Ragged but righteous.

KING KOBRA
Ready To Strike
PRODUCER: Spencer Proffer
Capitol ST-12386

Drummer Carmine Appice's new quintet curves high-gloss hard rock given the rich pop undercurrents familiar to producer Proffer's other anthemic metal charges. Should click with AOR, if not hard-core headbangers.

WALTER BECKER/DONALD FAGEN
The Early Years
PRODUCER: Not listed
PVC PVC 5908

Once and future Steely Dan masterminds are captured during their Brill Building scuffling in demos overseen by Kenny Vance; format necessarily yields a lower-fi production finish, but the smarts are already in evidence, even if the style's still seeking detail.

CONY HATCH
Friction
PRODUCER: Max Norman
Mercury 824 307

Toronto quartet's hard but melodic rock molds enough pop sweetness with its backbeat to straddle mainstream and AOR tastes; comparatively synth-free.

TIL TUESDAY
Voices Carry
PRODUCER: Mike Thorne
Epic BFE 39458

Fresh yet mannered new pop from an American quartet fronted by bassist/writer/vocalist Aimee Mann, who tries both post-punk yelp and willow (and more convincing) croon; high-tech gloss, lean arrangements evoke '60s/'80s axis.

DALBELLO
Whomansays
PRODUCERS: Mick Ronson, Dalbello
Capitol ST-12318

Canadian rock stylist returns from a lengthy hiatus with a virtual transformation; new electronic pop adventurism finds the songwriter reaching for Gabriel-like atmosphere. Feminist undertow to often steamy themes.

ANDY WILLIAMS
Greatest Love Classics With The Royal Philharmonia Orchestra
PRODUCERS: Nicky Graham, Tony Hiller
Capitol ST-12387

Williams' first major label set in years is a brave but awkward pop/classical project adding new lyrics by the producers to 13 warhorse melodies, including refrains spanning Tchaikovsky, Debussy, Beethoven, Schubert, Saint Saens et al. The tenor's willing, but the text's not able.

PLASMATICS
Beyond The Valley Of 1984
PRODUCERS: Rod Swenson, The Plasmatics
PVC PVC 8929 (Reissue)

METAL PRIESTESS
PRODUCER: Dan Hartman
PVC PVC 6908 (Reissue)

Jem reactivates two from Wendy O. Williams' infamous proto-punk/metalloid launching pad, replete with buzzsaw arrangements and pyrotechnics. Second adds a more industrial polish.

BLACK

PICKS

GLADYS KNIGHT & THE PIPS
Life
PRODUCERS: Knight/Dees/Knight, Leon Sylvers III
Columbia PC 39423

"Life" finds this seasoned quartet in two settings: contemporary r&b with heavy rhythms and dense production, and no-frills balladeering with the emphasis on Knight's clear, soulful vocals. In the former category, try "Strivin," "Do You Wanna Have Some Fun" and the act's current hit, "My Time." In the latter, sample "Till I See You Again," "Glitter" and "Straight Up." Black and urban radio formats should respond to both styles.

MAZE FEATURING FRANKIE BEVERLY
Can't Stop The Love
PRODUCER: Frankie Beverly
Capitol ST-12377

Producer/singer/songwriter Beverly steps out of the Maze picture to present a strong case for top billing here. The autobiographical "Back In Stride" boosts the band back into chart prominence with a suave, sophisticated groove; "I Want To Feel I'm Wanted" and "Magic" are among the best of Beverly's softer sides and should lengthen his chart stride.

RECOMMENDED

STEPHANIE REACH
PRODUCER: Joey Galo
Constellation/MCA MCA-5534

Pop/soul songstress surprises with super voice vibrant with teen appeal on "Joey, Joey" and "Hold Me Tight."

PABLO MOSES
Tension
PRODUCER: Pablo Moses
Alligator AL 8311

Tension here is fear of nuclear holocaust, and the antidote includes more rebellious reggae rhythms on this, the artist's second for the label.

COUNTRY

PICKS

MOE BANDY & JOE STAMPLEY
Live From Bad Bob's, Memphis
PRODUCER: Not listed
Columbia FC 39955

The Dixie Diehards swing and stomp their way across yet another flowerbed of social graces, this time in front of witnesses. Although they mostly sing of high times in low places ("Just Good Ol' Boys," "Holding The Bag"), they do show a softer side in the classic "Your Cheatin' Heart."

RECOMMENDED

BILLY CHINNOCK
Rock & Roll Cowboys
PRODUCER: Harold Bradley
Alliance 614

If Springsteen decided to tone things down and try his hand at contemporary country music, it would sound a lot like this. Chinnock still carries his own New Jersey influences, but his material and Bradley's production make for a fascinating new dimension from Nashville.

JAZZ-FUSION

PICKS

VARIOUS ARTISTS
The Best Of Blue Note
PRODUCER: Michael Cuscuna (compilation)
Blue Note BST2 84429

The best? Arguable. The most popular? Certainly. And a great place to start a modern jazz collection, offering American art created by Monk, Miles, Trane, Bags, Bu and their brethren. High profile rebirth for this classic jazz label is bound to

afford ready customers for the first releases, and this sampler should benefit.

STANLEY JORDAN
Magic Touch
PRODUCER: Al DiMeola
Blue Note BT 85101

Electric guitar phenomenon whose debut album on the tiny Tangent label was largely overlooked is practically guaranteed stardom as the brightest "discovery" of reinvigorated Blue Note. Unique technique allows Jordan expanded use of counter melody and harmonics—he's so good, it's scary.

RECOMMENDED

CHARLES LLOYD QUARTET
A Night In Copenhagen
PRODUCERS: C. Lloyd, G. Franklin, D. Darr
Blue Note BT 85104

Reedman Lloyd has suffered a spotty recording career since his '60s zenith, but this is one of his better efforts. Good chops, clarity of approach and an exceptional band (plus guest Bobby McFerrin) are key ingredients.

WERNER PIRCHNER/HARRY PEPL/JACK DE JOHNETTE
PRODUCER: Manfred Eicher
ECM ECM-1237 (PolyGram Special Imports)

1983 date teaming mallet stylist Pirchner, acoustic guitarist Pepl and timemaster DeJohnette is a delicate chamber jazz set rich in moods; recalls producer Eicher's strongest early forays into this stream. Digital recording.

HANK MOBLEY
Far Away Lands
PRODUCERS: Alfred Lion, Michael Cuscuna
Blue Note BST 84425

Previously unreleased recording from the saxophonist's final tenure with the label in the late '60s. Band features Donald Byrd, Cedar Walton, Ron Carter and Billy Higgins.

DAROL ANGER/BARBARA HIGBIE QUINTET
Live At Montreux
PRODUCERS: Steven Miller, Barbara Higbie, Darol Anger
Windham Hill WH-1036

Evocative "new acoustic" concert stand with support from Mike Marshall (guitar, mandolin), Todd Phillips (bass) and Andy Narell (steel drums) offers true crossover appeal to fusion and adventurous AC.

JACKIE McLEAN
Tippin' The Scales
PRODUCERS: Alfred Lion, Michael Cuscuna
Blue Note BST 84427

The great alto saxophonist at the height of his powers. A great quartet features Butch Warren on bass, Art Taylor on drums and the remarkable Sonny Clark on piano.

JOE NEWMAN & JOE WILDER
Hangin' Out
PRODUCER: Bennett Rubin
Concord Jazz CJ-262

Veteran trumpeters front a crack quintet to tackle well-balanced pop and jazz tunes in a straight-ahead vein; Wilder, in particular, has kept too low a profile, judging from the vivid work here.

GEORGE GRUNTZ CONCERT JAZZ BAND '83
Theatre
PRODUCER: Manfred Eicher
ECM ECM-1265 (PolyGram Special Imports)

Studio summit for this blue chip 17-piece band, plus vocalist Sheila Jordan, spans at least two generations and several continents with ambitious, subtly orchestrated originals. Breathtaking digital production.

CLASSICAL

PICKS

ANDREW LLOYD WEBBER: REQUIEM
Domingo, Brightman, English Chamber Orchestra, Maazel
Angel DFO-38218
Webber borrows from a number of

styles, but shapes each with personal touches that are arresting and often moving. Principals perform superbly, and the recording is top-drawer. Backed by a promotional effort that includes singles, video clips and full-scale television, sales potential is awesome.

RECOMMENDED

BRUCKNER: SYMPHONY NO. 7
RSO Berlin, Chailly
London 414 290-2 (CD)

A hugely impressive reading of the sprawling work, with brass choirs that bite through the densest orchestral texture without masking subsidiary lines. Demonstration quality in both CD and LP.

TCHAIKOVSKY: SYMPHONY NO. 6
Chicago Symphony Orch., Levine
RCA ARC1-5355

Extraordinary dynamic range and orchestral heft serve as an apt palette for Levine's colorful view of the "Pathetique." Meticulous processing.

KHACHATURIAN: VIOLIN CONCERTO/ TCHAIKOVSKY: MEDITATION
Itzhak Perlman, Israel Philharmonic, Mehta
Angel DS-38055

Perlman romps through the concerto, carrying listeners along irresistibly. His tone glows in the soulful Tchaikovsky. Excellent pressing lifts the LP to near parity with the CD.

BACH: SUITES IN G MINOR & E FLAT
Goran Sollscher, guitar
Deutsche Grammophon 413 719

The Bach tercentenary is likely to serve up little more ear-caressing than these sensitive performances on 11-string guitar. Main works are transcriptions of cello and violin suites.

SINGLES

PICKS new releases with the greatest chart potential

RECOMMENDED records with potential for significant chart action

NEW & NOTEWORTHY highlights new and developing acts worthy of attention

Records equally appropriate for more than one format are reviewed in the category with the broadest audience.

All singles commercially available in the U.S. are eligible for review

Send singles for review to: Nancy Ertlich, Billboard

1515 Broadway New York, N.Y. 10036 Country singles should be sent to: Kip Kirby, Billboard

14 Music Circle East Nashville, Tenn. 37203

POP

PICKS

DARYL HALL/JOHN OATES
Some Things Are Better Left Unsaid (4:02)
PRODUCERS: Daryl Hall, John Oates, Bob Clearmountain
WRITER: Daryl Hall
PUBLISHERS: Hot-Cha/Unichappell, BMI
RCA PB-14035

Moody wall-of-sound techno-textures make "Big Bam Boom" 's third single a little more daring than more of the same.

Billboard® HOT 100 SALES & AIRPLAY

A ranking of the top 30 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	SALES		HOT 100 POSITION
		TITLE	ARTIST	
1	1	CAN'T FIGHT THIS FEELING	REO SPEEDWAGON	1
2	5	MATERIAL GIRL	MADONNA	3
3	3	CALIFORNIA GIRLS	DAVID LEE ROTH	4
4	6	TOO LATE FOR GOODBYES	JULIAN LENNON	6
5	9	ONE MORE NIGHT	PHIL COLLINS	5
6	4	THE HEAT IS ON	GLENN FREY	2
7	2	CARELESS WHISPER	WHAM FEATURING GEORGE MICHAEL	7
8	10	LOVER GIRL	TEENA MARIE	8
9	12	ONLY THE YOUNG	JOURNEY	11
10	14	RELAX	FRANKIE GOES TO HOLLYWOOD	10
11	19	HIGH ON YOU	SURVIVOR	14
12	16	PRIVATE DANCER	TINA TURNER	9
13	17	SAVE A PRAYER	DURAN DURAN	16
14	21	KEEPING THE FAITH	BILLY JOEL	21
15	7	I WANT TO KNOW WHAT LOVE IS	FOREIGNER	15
16	23	JUST ANOTHER NIGHT	MICK JAGGER	18
17	25	SOMEBODY	BRYAN ADAMS	23
18	11	NEUTRON DANCE	POINTER SISTERS	12
19	8	THE OLD MAN DOWN THE ROAD	JOHN FOGERTY	19
20	30	I'M ON FIRE	BRUCE SPRINGSTEEN	25
21	29	TAKE ME WITH U	PRINCE & REVOLUTION/APOLLONIA	30
22	24	NAUGHTY NAUGHTY	JOHN PARR	27
23	13	LOVER BOY	BILLY OCEAN	20
24	—	CRAZY FOR YOU	MADONNA	32
25	—	NIGHTSHIFT	COMMODORES	24
26	15	MISLED	KOOL & THE GANG	13
27	18	EASY LOVER	PHILIP BAILEY	22
28	—	OBSESSION	ANIMATION	28
29	—	MISSING YOU	DIANA ROSS	26
30	—	ALONG COMES A WOMAN	CHICAGO	36

THIS WEEK	LAST WEEK	AIRPLAY		HOT 100 POSITION
		TITLE	ARTIST	
1	1	CAN'T FIGHT THIS FEELING	REO SPEEDWAGON	1
2	3	THE HEAT IS ON	GLENN FREY	2
3	2	CARELESS WHISPER	WHAM FEATURING GEORGE MICHAEL	7
4	5	CALIFORNIA GIRLS	DAVID LEE ROTH	4
5	16	ONE MORE NIGHT	PHIL COLLINS	5
6	18	MATERIAL GIRL	MADONNA	3
7	4	SUGAR WALLS	SHEENA EASTON	17
8	9	MISLED	KOOL & THE GANG	13
9	6	NEUTRON DANCE	POINTER SISTERS	12
10	14	LOVER GIRL	TEENA MARIE	8
11	12	PRIVATE DANCER	TINA TURNER	9
12	17	TOO LATE FOR GOODBYES	JULIAN LENNON	6
13	8	EASY LOVER	PHILIP BAILEY	22
14	19	RELAX	FRANKIE GOES TO HOLLYWOOD	10
15	7	MR. TELEPHONE MAN	NEW EDITION	31
16	10	LOVER BOY	BILLY OCEAN	20
17	11	I WANT TO KNOW WHAT LOVE IS	FOREIGNER	15
18	15	THE OLD MAN DOWN THE ROAD	JOHN FOGERTY	19
19	21	HIGH ON YOU	SURVIVOR	14
20	24	JUST ANOTHER NIGHT	MICK JAGGER	18
21	22	SAVE A PRAYER	DURAN DURAN	16
22	23	ONLY THE YOUNG	JOURNEY	11
23	25	NIGHTSHIFT	COMMODORES	24
24	29	MISSING YOU	DIANA ROSS	26
25	27	SOMEBODY	BRYAN ADAMS	23
26	28	KEEPING THE FAITH	BILLY JOEL	21
27	26	NAUGHTY NAUGHTY	JOHN PARR	27
28	30	TURN UP THE RADIO	AUTOGRAPH	29
29	—	I'M ON FIRE	BRUCE SPRINGSTEEN	25
30	13	METHOD OF MODERN LOVE	DARYL HALL & JOHN OATES	37

©Copyright 1985, 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 SINGLES BY LABEL

A ranking of distributing labels by their number of titles on the Hot 100 chart.

LABEL	NO. OF TITLES ON CHART
WARNER BROS. (9)	19
Geffen (5)	
Full Moon/Warner Bros. (2)	
Sire (2)	
Qwest (1)	
COLUMBIA	11
ATLANTIC (6)	9
Es Paranza (1)	
Mirage (1)	
ZTT/Island (1)	
EPIC (3)	9
Portrait (2)	
CBS Associated (1)	
Private I (1)	
Scotti Bros. (1)	
Silver Blue (1)	
MCA (7)	8
Camel/MCA (1)	
CAPITOL	7
RCA (6)	7
Planet (1)	
A&M (4)	5
I.R.S. (1)	
MOTOWN (2)	5
Gordy (3)	
ARISTA (2)	4
Arista/Curb (1)	
Jive/Arista (1)	
EMI-AMERICA	4
CHRYSALIS	3
ELEKTRA (1)	3
Solar (2)	
POLYGRAM	3
Mercury (3)	
De-Lite (1)	
PROFILE	1
SELECT	1

HOT 100 A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE	(Publisher - Licensing Org.)	Sheet Music Dist.
94 ALL I NEED	(Virgin, BMI/10, BMI/Nymph Ltd., BMI)	
(Yellow Brick, ASCAP/MCA, ASCAP/Art Street, BMI) CPP/MCA		
38 ALL SHE WANTS TO DO IS DANCE	(Kortchmar, ASCAP)	
36 ALONG COMES A WOMAN	(Double Virgo, ASCAP/Music Corporation Of America, BMI/Flaedleed, BMI) CPP	
95 BACK IN STRIDE	(Amazement, BMI)	
89 BE YOUR MAN	(Crazy People, ASCAP/Almo, ASCAP)	
41 BEAT OF A HEART	(Blackwood, BMI/Just Friends, BMI/Pink Smoke, BMI/Keishmach, BMI) CPP/ABP	
50 THE BIRD	(Tionna, ASCAP)	
46 THE BORDERLINES	(WB, ASCAP/Zubaidah, ASCAP) WBM	
66 THE BOYS OF SUMMER	(Cass County, ASCAP/Wild Gator, ASCAP) WBM	
4 CALIFORNIA GIRLS	(Irving, BMI) CPP/ALM	
92 CALL TO THE HEART	(Herds of Birds, ASCAP/Gregg Guiffria, ASCAP/Kid Bird, BMI/Frozen Flame, BMI) HL	
1 CAN'T FIGHT THIS FEELING	(Fate, ASCAP) WBM	
7 CARELESS WHISPER	(Chappell, ASCAP) CHA/HL	
62 CHANGE	(Land Of Dreams, ASCAP/Arista, ASCAP) CPP	
99 CRAZY	(Lionsmate, ASCAP/Security Hogg, ASCAP) CLM	
32 CRAZY FOR YOU	(Warner-Tamerlane, BMI/WB, ASCAP) WBM	
64 DON'T COME AROUND HERE NO MORE	(Gone Gator, ASCAP/Blue Network Inc., ASCAP)	
49 DON'T YOU (FORGET ABOUT ME)	(MCA, ASCAP/Music Corporation Of America, BMI) MCA	
22 EASY LOVER	(Sir&Trini, ASCAP/Phil Collins, ASCAP/Pun, ASCAP/New East, ASCAP) WBM	
79 EMOTION	(Almo, ASCAP)	
70 EVERYBODY WANTS TO RULE THE WORLD		
88 FOLLOW YOUR HEART	(Triumphsongs, CAPAC)	
69 FOOLISH HEART	(Street Talk, ASCAP/April, ASCAP/Random Notes, ASCAP) CPP/ABP	
51 FOREVER MAN	(Blackwood, BMI/Urge, BMI)	
2 THE HEAT IS ON	(Samous, ASCAP) CPP	
14 HIGH ON YOU	(Rude, BMI/WB, ASCAP/Easy Action, ASCAP) WBM	
67 I WANNA HEAR IT FROM YOUR LIPS	(E.C.B., BMI/Safespace, BMI/Warner-Tamerlane, BMI/Pitchford, BMI) WBM	
15 I WANT TO KNOW WHAT LOVE IS	(Somerset, ASCAP/Evansongs, ASCAP)	
74 I WOULD DIE 4 U	(Controversy, ASCAP) WBM	
25 I'M ON FIRE	(Bruce Springsteen, ASCAP) CPP	
82 IN MY HOUSE	(Stone City, ASCAP/Jay Warner, ASCAP)	
71 INVISIBLE	(Beau-di-o-do, BMI/All Boys, BMI)	
45 JUNGLE LOVE	(Tionna, ASCAP)	
18 JUST ANOTHER NIGHT	(Promopub B.V., PRS) CPP	
21 KEEPING THE FAITH	(Joel Songs, BMI) CPP/ABP	
63 KISS AND TELL	(April, ASCAP/IJI, ASCAP) CPP/ABP	
58 LET'S TALK ABOUT ME	(Woolfsongs/BMI/Careers, BMI) CPP	
76 LIKE A VIRGIN	(Billy Steinberg, ASCAP/Denise Barry, ASCAP)	
72 LOOK MY WAY	(April, ASCAP/Velongs, ASCAP) CPP/ABP	
97 LOVE LIGHT IN FLIGHT	(Jobete, ASCAP/Black Bull, ASCAP) CPP	
20 LOVER BOY	(Zomba, ASCAP/Wiltesden, BMI) CPP	
8 LOVER GIRL	(Midnight Magnet, ASCAP) CPP/ABP	
42 LUCKY	(Lexy Girl, ASCAP/Well Received, ASCAP)	
3 MATERIAL GIRL	(Minong, BMI)	
37 METHOD OF MODERN LOVE	(Hot-cha, BMI/Unichappell, BMI) CHA/HL	
13 MISLED	(Delightful, BMI) CPP	
26 MISSING YOU	(Brockman, ASCAP)	
100 MONEY CHANGES EVERYTHING	(ATV, BMI)	
31 MR. TELEPHONE MAN	(Raydiola, ASCAP)	
27 NAUGHTY NAUGHTY	(Carbert, BMI) HL	
12 NEUTRON DANCE	(Off Backstreet, ASCAP/Streamline Moderne, ASCAP/Unicity, ASCAP)	
60 NEW ATTITUDE	(Unicity, ASCAP/Music Of Backstreet, ASCAP/Brass Heart, BMI/Rockomatic, BMI)	
24 OBSESSION	(Rightsong, BMI/Franne Golde, BMI/Tunetworks, BMI/Walter Orange, ASCAP) CPP	
28 OBSESSION	(Pacific Island, BMI/Careers, BMI/Careers, BMI/Makiki, ASCAP/Arista, ASCAP) CPP	
19 THE OLD MAN DOWN THE ROAD	(Wenaha, ASCAP) CPP	
5 ONE MORE NIGHT	(Pun, ASCAP) WBM	
48 ONE NIGHT IN BANGKOK	(MCA, ASCAP) MCA	
84 ONE NIGHT IN BANGKOK	(MCA, ASCAP) MCA	
11 ONLY THE YOUNG	(Twist and Shout, ASCAP/Weedhigh Nightmare, ASCAP/Colegems-EMI, ASCAP) WBM	
98 OOH OOH SONG	(Big Tooth, ASCAP/Neil Geraldo, ASCAP/Rare Blues, ASCAP) CLM	
78 OPERATOR	(Hip Trip, BMI/Midstar, BMI) CPP	
87 PIECE BY PIECE	(Decomposition, BMI/Screen Gems-EMI, BMI/Boones Tunes, BMI/Snow Songs, BMI/Burning Bag O'Songs, BMI)	
86 PLAYING TO WIN		
(Australian Tumbleweed, BMI) HL		
9 PRIVATE DANCER	(Straitjacket, ASCAP/Almo, ASCAP) CPP/ALM	
40 RADIOACTIVE	(ASCAP)	
59 RAIN FOREST	(Oval, PRS)	
10 RELAX	(Perfect Songs, BMI/Island, BMI) WBM	
93 RESTLESS HEART	(Hudson Bay, BMI/Paperwaite, BMI) HL	
33 RHYTHM OF THE NIGHT	(Edition Sunset, ASCAP/Arista, ASCAP) CPP	
65 ROCK AND ROLL GIRLS	(Wenaha, ASCAP)	
73 ROCKIN' AT MIDNIGHT	(Fort Knox, BMI) HL	
77 ROXANNE, ROXANNE	(ADRA, BMI/K.E.D., BMI/Mokojumbi, BMI)	
16 SAVE A PRAYER	(Tritec) HL	
52 SAY IT AGAIN	(Black Mountain Road, ASCAP)	
83 SCIENTIFIC LOVE	(Hip Trip, BMI/Midstar, BMI) CPP	
43 SECOND NATURE	(Blackwood, BMI/Multi-Level, BMI/Janiceps, BMI) CPP/ABP	
53 SMALL TOWN BOY	(Bronski/William A. Bong)	
61 SMOOTH OPERATOR	(Adu, MCPS/St.John, MCPS)	
39 SOLID	(Nick-O-Val, ASCAP) CPP	
57 SOME LIKE IT HOT	(1985 Tritec, Ltd., ASCAP/Bungalow, ASCAP/N.V., ASCAP)	
23 SOMEBODY	(Adams Communications, BMI/Calypto Toonz, PROC/Irving, BMI) CPP/ALM	
55 SOMETHINGS ARE BETTER LEFT UNSAID	(Hot-cha, BMI/Unichappell Inc., BMI)	
17 SUGAR WALLS	(Tionna, ASCAP)	
30 TAKE ME WITH U	(Controversy, ASCAP) WBM	
85 TENDERNESS		
(In General, BMI/I.R.S., BMI) HL		
47 THAT WAS YESTERDAY	(Somerset SongsInc., ASCAP/Evansongs Ltd., ASCAP/Stray Notes Music, ASCAP)	
96 THIS IS MY NIGHT	(CBS, ASCAP/Science Lab, ASCAP) CPP/ABP	
34 THIS IS NOT AMERICA	(Donna-Dijon, ASCAP/Jones, ASCAP/Pat-Meth, ASCAP/OPC, BMI/Buttermilk, BMI) CPP	
90 TILL MY BABY COMES HOME	(April, ASCAP/Uncle Ronnie's Inc., ASCAP/Thriller, ASCAP)	
6 TOO LATE FOR GOODBYES	(Charisma, ASCAP/Chappell, ASCAP) CHA/HL	
80 TRAGEDY	(Poetic License, BMI/American League, BMI) HL	
91 TREAT HER LIKE A LADY	(Jobete, ASCAP/Tail Temptations, ASCAP) CPP	
29 TURN UP THE RADIO	(Hataber, BMI)	
56 WE CLOSE OUR EYES	(ATV, BMI)	
54 WHEN THE RAIN BEGINS TO FALL	(Edition Sunrise/BMI/Edition Sunset, ASCAP) CPP	
35 WHY CAN'T I HAVE YOU	(Rick Ocasek/ASCAP/Lido, ASCAP) WBM	
44 THE WORD IS OUT	(10/Nymph, BMI/Warner Bros., ASCAP) CPP	
75 YO LITTLE BROTHER	(Jobete, ASCAP/Not Fragile, BMI) CPP	
81 YOU SEND ME	(Abco, BMI) CPP	
68 YOU'RE THE INSPIRATION	(Double Virgo, ASCAP/Foster Frees, BMI) CPP	

SHEET MUSIC AGENTS

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

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

...newsline...

FIVE TOP MUSIC PUBLISHERS are members of a Music Publishers Forum panel in New York next Monday (18) that will discuss the state of music publishing. Housed at the Essex/Sussex Room of the Warwick Hotel starting at 3 p.m., the panel will hear from Dean Kay, The Welk Music Group; Chuck Kaye, Warner Bros. Music; Bill Lowery, The Lowery Music Group; Ralph Peer II, Peer-Southern Organization; and Irwin Robinson, Chappell/Intersong Music Group, U.S.A. These executives comprise the board of directors of the National Music Publishers Assn., sponsor of the MPF meetings.

ALMOST 3,300 SHOWS AND THEIR 2,800 SONGS form a comprehensive two-volume set, "American Song: The Complete Musical Theatre Companion, 1900-1984," from Facts On File (author: Ken Bloom; price: \$95). Arranged alphabetically, the tome offers not only the hit shows, but those that had but one performance or, worse yet, never made it to opening night.

DOCUMENTATION OF ROCK 'N' ROLL'S EARLY YEARS as viewed by rock publications of the '50s is available in "A Pictorial History Of Rock 'n' Roll Magazines" (Shake Books, New York; price: \$5). The publisher says it's distributing the book to record stores around the country; it can also be obtained by sending \$5 to Shake Books at 60 Gramercy Park, Apt. 7L, New York, N.Y. 10010.

TALENT/MANAGEMENT SERVICES GIANT Josephson International Inc. says Marvin Josephson, its chairman and CEO, has told the company's board he's decided to end efforts to formulate a proposal to acquire the company. Josephson, in a letter to the board, states the company's interests would be "better served by our devoting undivided time and attention to the company's operations and recently announced acquisitions." Latter includes WHFM-FM Rochester, N.Y. and ATI, the contemporary music-oriented talent agency.

EXECUTIVE TURNTABLE

(Continued from page 4)

He was associated with the law firm of Moses & Singer. Also, **Arthur Aaron** joins as vice president and treasurer. He was director of investment administration in the treasurer's department at CBS.

Media Home Entertainment promotes the following to sales manager: **Jules Abramson**, Eastern district; **Joe Halpin**, Central; and **Phillip Mandell**, Western. New sales representatives include: **David Butler**, Northwest; **Gary Costello**, Southeast; and **Jack Talley**, South Central. New merchandisers are: **Mitch Randall**, West Coast, and **Howard Balsam**, East Coast. Also, **Andi Whittington** is named customer service representative.

Video Arts International promotes **Glenn Smith** to marketing director and names **Marc Jacoby** product manager in New York. Smith has served in several capacities for the company. Jacoby joins from Cornell Univ.'s department of music.

PUBLISHING. **Mel Fuhrman** is named executive vice president of The New York Music Co. and New York Music Publishing Inc. In addition to his new appointment, he will continue as executive vice president of New York Music Distribution Inc.

Mason Cooper is appointed professional creative manager for the Merit Music office in Los Angeles, working with Mel Bly. Cooper joins Merit after serving as director of creative operations for Lenono Music, the John Lennon/Yoko Ono publishing arm.

Martha J. Douglas is elevated to assistant sales manager at Cherry Lane Music Co., Port Chester, N.Y. She was a sales representative.

RELATED FIELDS. **Kevin Metheny** becomes vice president, VH-1 production/music programming and MTV music programming in New York. He is a former director of programming and operations for radio station WNBC New York. Also, **Peter Einstein** is upped to account director, Eastern region for MTV Networks. He was sales manager for the same region.

Esther Gordy Edwards, senior vice president and corporate secretary of Motown Records, joins the board of trustees of the Interlochen Center for the Arts, Interlochen, Mich. Edwards is based in Detroit.

In Los Angeles, **Linda Rosenfield** is named music director for KWHY-TV's local rock video show, "Video 22." She was associate producer of the show. Also, **Cindy Wigdor** is appointed to the newly created position of segment coordinator. She was assistant editor of the syndicated television series "Tales From The Darkside."

Engineer/producer **Lincoln Clapp** is added to Bass Rocks Productions' management roster in New York, reporting to president Susan Planer. He served in a similar capacity at Mediasound.

Ted Mankin joins Jam Productions in Chicago, where he will be responsible for talent buying, production and special projects. He was vice president of New West Presentations.

Leslie Mercer joins Young & Rubicam Entertainment, where she will be handling music and entertainment related accounts. She was with Diener Hauser Bates.

Lifelines

BIRTHS

Girl, **Elise Michelle**, to **Jay and Lydia Rosenberg**, Feb. 11 in New York. He is director of purchasing for Benel Distributors. She is vice president/associate buying director for BBD&O Advertising.

Girl, **Jessica Anne**, to **Bill and Cindy Castle**, Feb. 13 in Grand Rapids, Mich. He is president of MidMichigan Music Inc.

Boy, **Peter Maurice**, to **Norman and Victoria Carver Gimbel**, Feb. 21 in Santa Monica. He is a lyricist/producer. She is an attorney.

DEATHS

Delores Marie Warren, 32, in a car accident Feb. 22 in Los Angeles. She was in the process of recording her second Epic album with her group Krystol. Warren, a former member of Alton McClain & Destiny, is survived by her parents and family.

Eddie Rogers, 67, of a heart attack Feb. 24 in Frome, Somerset, England. The former songplugger and music publisher was an accomplished arranger who spent much of his time developing and encouraging young musicians. He was the author of the book "Tin Pan Alley," a light look at the music business.

He is survived by his wife, Tricia.

Marion K. "Vic" Vickrey, 76, Feb. 24 in Decatur, Ala. He was a broadcast consultant for SESAC Inc. Prior to joining SESAC, Vickrey was executive vice president of the National Savings Life Insurance Co. and general manager of radio station WMSL in Decatur. He joined SESAC in 1946 as a field representative. He is survived by his wife, Anne.

A.J. "Decca Joe" Perry, 82, Feb. 24 in Los Angeles. A major a&r producer for almost 30 years on the West Coast, he was the driving force behind sessions by Bing Crosby, with whom he recorded "White Christmas," the Mills Brothers, Count Basie, Nat "King" Cole, Les Paul, Paul Whiteman, Dick Haymes, Ella Fitzgerald, the Ink Spots, Al Jolson, Guy Lombardo and Mary Martin, among others. Perry started in 1924 with Brunswick-Balke-Collander, a firm best known then as a bowling ball maker. In 1934, when Jack Kapp formed Decca Records, Perry joined him. He was credited with discovering Judy Garland, Deanna Durbin, Bobby Breen, Tony Martin and the Boswell Sisters. Perry retired in 1969. He is survived by his wife, Elsie.

Calendar

Weekly calendar of trade shows, conventions, award shows, seminars and other notable events. Send information to Calendar, Billboard, 1515 Broadway, New York, N.Y. 10036.

MARCH

March 10-13, **Rockers '85**, Sheraton Premiere Hotel, Universal City, Calif. (818) 343-3952.

March 13, 10th annual **Big Apple Radio Awards Ceremony**, New York Market Radio Broadcasters Assn., Sheraton Centre Imperial Ballroom. (212) 935-4477.

March 15-17, **Intercollegiate Broadcasting System National Convention**, Washington Hilton, Washington, D.C. (914) 565-6710.

March 18, **Songwriters Hall of Fame Dinner & Induction Ceremony**, Waldorf-Astoria Hotel, New York. (212) 944-1858.

March 20-23, **International Tape/Disc Assn. (ITA) Conference**, Saddlebrook Resort, Tampa, Fla.

March 23, **Eighth Annual Bay Area Music Awards**, Civic Auditorium, San Francisco. (415) 652-3810.

March 29-April 1, **1985 NARM Convention**, Diplomat Hotel, Hollywood, Fla. (609) 424-7404.

March 31-April 3, **Northeast Exhibitions, Softcon '85**, Georgia World Congress Center, Atlanta. (617) 739-2000.

March 31-April 3, **Gospel Music Week**, Hyatt Regency/Tennessee Performing Arts Center, Nashville.

APRIL

April 1-9, **World Youth Festival of Arts**, Kingston, Jamaica. (212) 593-6337.

April 3, **American Video Awards**, Santa Monica Civic, Los Angeles. (213) 936-9300.

April 9-10, **Yankee Group PC Seminar**, Plaza Hotel, New York. (617) 542-0100.

April 14-17, **63rd Annual National Assn. of Broadcasters Convention**, Las Vegas Convention Center. (202) 429-5300.

April 14-18, **Computer Graphics '85**, Dallas Convention Center. (703) 698-9600.

April 16-17, **Yankee Group PC Seminar**, Claremont Resort Hotel, Berkeley, Calif. (617) 542-0100.

April 21-23, **Amusement Business Seminar**, Hyatt Regency O'Hare, Chicago.

April 22-25, **Audio-Visual Exhibition**, Wembley Conference Centre, London. (212) 593-2258 or (212) 752-8400.

MAY

May 1, **Arthur Young's third annual Entertainment Industry Symposium**, Beverly Wilshire Hotel, Los Angeles.

May 4-6, **Audio Engineering Society Convention**, Disneyland Hotel, Anaheim, Calif. (212) 661-2355.

May 15-17, **Telemarketing/West Trade Expo**, Anaheim Convention Center. (800) 368-2066.

May 16-19, **NAIRD Convention**, Wyndham Franklin Plaza Hotel, Philadelphia. (609) 665-8085.

May 19-23, **National Public Radio Convention**, Marriott City Center, Denver.

New Companies

Blue Wave Productions, an independent record label and concert promotion company, formed by Greg Spencer. First recording project is a digital cassette release by the Kingsnakes entitled "Take A Chance." 3221 Perryville Rd., Baldwinville, N.Y. 13027; (315) 638-4286.

P.M.P. Records, formed by Oscar Richardson. C/o Enterprise Communications, 762 FDR Drive, New York, N.Y. 10150; (212) 652-5825.

Complete Music USA Inc. and In-

complete Music Inc., formed by Iain Macnay, Theo Chalmers and Martin Costello. Companies will administer American rights owned by U.K. affiliate, and plan to make American signings. Lipservices, 263 West End Ave., New York, N.Y. 10023; (212) 580-3030.

China Hall Productions, formed by Ron McGuckin and Billie G. Wurtenberg. Company promotes both national and regional entertainment. 726 Cedar Ave., Croydon, Pa.; (215) 788-1974.

Bubbling Under

THE TOP POP ALBUMS

- 201 **ROMAN HOLLIDAY** FIRE ME UP JIVE/ARISTA JLB-8252 (ARISTA)
- 202 **THE MOODY BLUES** VOICES IN THE SKY-BEST OF THRESHOLD 820155-1 (POLYGRAM)
- 203 **EDDIE MURPHY** COMEDIAN COLUMBIA FC 39005
- 204 **SHAKATAK** DOWN ON THE STREET POLYDOR 823304-1 (POLYGRAM)
- 205 **LINDA THOMPSON** ONE CLEAR MOMENT WARNER BROS. 1-25164
- 206 **THE NAILS** MOOD SWING RCA NFL 1-8037
- 207 **ANGEL CITY** TWO MINUTE WARNING MCA 5509
- 208 **DANNY SPANOS** LOOKS LIKE TROUBLE EPIC 39459
- 209 **THE BONGOS** BEAT HOTEL RCA 1-8043
- 210 **ROUGH CUTT** ROUGH CUTT WARNER BROS. 1-25268

THE HOT 100 SINGLES

- 101 **INJURED IN THE GAME OF LOVE** DONNIE IRIS HME 4-04734
- 102 **BAD HABITS** JENNY BURTON ATLANTIC 7-89583
- 103 **FOREVER YOUNG** ALPHAVILLE ATLANTIC 7-89578
- 104 **TONIGHT** READY FOR THE WORLD MCA 52507
- 105 **NEVER ENDING STORY** LIMAHIL EMI-AMERICA B-8230
- 106 **WILL THE WOLF SURVIVE** LOS LOBOS WARNER BROS. 7-29093
- 107 **NEVER YOU DONE THAT** GENERAL PUBLIC I.R.S. 9935 (A&M)
- 108 **I'LL STILL BE LOOKING UP TO YOU** WILTON FELDER WITH BOBBY WOMACK MCA 52467
- 109 **BELIEVE IN THE BEAT** CAROL LYNN TOWNES POLYDOR 881413-7 (POLYGRAM)
- 110 **CAN YOU FEEL IT** FAT BOYS SUTRA 139

SINGLES REVIEWS

(Continued from page 67)

TICKETS Next Time I Won't
Exit E-45-1001. Contact: (713) 337-1272.

SATURDAY NIGHT BATH Sunny
Bath B-102. Contact: (213) 371-5270.

TONY FABRY Gong, Gong, Gong, The Happy Song
A Flat & F Sharp A&F 18. Contact: (213) 465-9792.

CHARLIE MONK My Wife
Royce RR 25+1. Contact: (615) 244-5611.

MARCO VALENTI Make My World Beautiful
Fiat 111. Contact: (415) 758-1117.

COUNTRY

TIMOTHY THOMAS Like You Did
Country International 204. Contact: (615) 327-4656.

BRIMSTONE When A Cheat Cheats A Cheat
Jewel 8422. Label based in Cincinnati, Oh.

DEBBY DOBBINS Fallin' So In Love With You
Spirit 108. Label based in Charlotte, N.C.

AL WATKINS The Fires Out At My House
(May I Come To Yours)
S.M.A. 4509. Contact: (919) 395-5774.

BILLY PARKER Why Do I Keep Calling You Honey,
Honey?
Soundwaves 4746 Contact: NSD, Nashville.

TERRY DAN The Tender Side
Volant 103. Contact: NSD, Nashville.

RANDY BOUDREAUX Lonely Saturday Night
A.M.I. 1923. Label based in Hendersonville, Tenn.

CATHY BUCHANAN When You're Young And A Woman
Rustic 1024. Contact: (615) 833-1457.

J. DAVID SLOAN BAND I'm Bringing My Love Home
Chaton 30309.

KIT SMITH You Don't Love Me But I'll Always Care
Turquoise 121. Label based in Bakersfield, Calif.

DEBBIE SUE How Much Of You Did She Leave For Me
Country Star 1064.

SHANNON NESMITH Dry Run
First Touch 002. Contact: (205) 852-1517.

BEN SANDERS Good Advice
Sound On Sound 1016. Label based in Dallas.

DOUG PITTMAN I Wish It Were That Way Again
USA 186. Contact: (615) 758-2103.

SPED AND VIC Superstitious Cowboy
Dee Jay 376. Contact: NSD, Nashville.

TOMMY MERCER That Honky Tonk Call
Buckboard 118. Contact: IRC, P.O. Box 1645, Hurst,
Tex. 76053.

GENE WORDSMITH After The Fall
CreaCon 11585. Contact: (817) 923-0716.

BUDDY EMMONS & THE SWING SHIFT Big Beaver
Step One 3539. Label based in Nashville.

BUCKEYE Papermates
NSD 200. Label based in Nashville.

TREND I Need A Friend
End Of The Trail 3131.

PALOMINO Southland
New Frontier 222. Contact: (615) 791-1146.

DOYLE BRADY It's Such A Pretty World Today
Soundwaves 4747. Contact: NSD, Nashville.

SAM COLLINS Last Letter
Flying Ridge 851. Contact: NSD, Nashville.

CARLETTE Showdown
Luv 106. Label based in Dallas, Tex.

SKY DANCER Sweet Harmony
Comstock 1771. Contact: (913) 631-6060.

AVEADA JANE I Never Knew That Love
Could Hurt So Much
Dream 101. Contact: (205) 653-5208.

TERRY BELL A Date With Destiny
Down The Road 112. Label based in Bratenahl, Oh.

DIANE FISHER AND DANNY SHAFER
Swear I'm Fallin' In Love
Walking Tree 015. Contact: (313) 752-2475.

GEORGE PICKARD Call Me Up (And I'll Come By)
Stargem 2309. Contact: (615) 244-1028.

BILL PEASE Come Sundown
Transworld 096.

LEE WRIGHT (Fred) This Ain't 1963
Prairie Dust 2485. Label based in Nashville.

DIXIE LEE Daddy Put The Big Hurt On Mama
Alta 192. Contact: Midway-Alta, Box 148, Hurricane,
W.Va. 25526.

"LAURA LEE" REDDIG Guilty Conscience
Vokes 125. Label based in Kensington, Pa.

JANET McBRIDE & EMMA HERRON
The Wild Side Of Life
Brookhurst 21.

POP

STONE FURY Life Is Too Lonely
MCA 52523

BEN VAUGHN COMBO My First Band
Telstar TR-001. Contact: (201) 659-2461

FISSION Slayer
Boyd SI-85. Label based in Oklahoma City, Okla.

JONATHAN SPROUT The Shower Song
Sprout JS-033. Contact: (215) 295-6858.

JENKINS & COMPANY Blue Eyes Of Fire
P&N Artists CPI-10309. Contact: (616) 347-7518.

SAM Don't Be Afraid (Of Love)
Maverick International M7-101. Contact: (703) 522-2718.

BLACK

BMP Loc-It-Up
Epic 34-04837

MASS PRODUCTION Come Get Some Of This
Paran PR-0118 (12-inch single). Contact: (212) 362-0702.

YORK It's Only A Dream
Passion PRC-786-19. Label based in Brooklyn, N.Y.

INSIDE OUT What's Love Got To Do With It
Panoramic PRI-202. Label based in Hackensack, N.J.

KLOCKWIZE Kiss Me Now
Sinban JC0028. Contact: (212) 765-4088.

EXOUTICS Spring Time Love
EP 628. Contact: (716) 896-5971.

GRACE A Vote For Christ Is A Vote For Life
Matam M413 (12-inch single). Contact: P.O. Box
10671. Arlington, Va. 22210.

BOB HANNA

(Continued from page 12)

Bobo, is now a vice president with Blair.

"I use the same philosophies [in Las Vegas], but here I find luck with women salespeople. They're sharper and have a stronger desire to succeed. And the sales picture in this market has changed dramatically."

When Hanna owned KRAM, he says, "Television rates were low. It forced radio down further. Now that tv rates are up considerably, and advertisers are more sophisticated, radio is in a better position."

Though the population has increased threefold—from 180,000 to 550,000—Hanna still relies on the painful lessons he learned initially. "If you don't know the market, it's easy to be fooled. That was my first big mistake. I came in and programmed for the strip: ABC, great news, MOR programming. I promptly went from ninth to 11th place and lost \$200,000.

"You take away the strip, which isn't in the city limits anyway, and you've got a good average American town leaning to the rural side. These people see the strip as a factory. It's just another industry."

KEEPING SCORE

(Continued from page 60)

phenomenon point to the power of movies to influence choices in the cases of "Amadeus" and "Carmen." They also take realistic note of the superstar status of Wynton Marsalis.

Be that as it may, CBS Masterworks was understandably jubilant over its five Grammys (six if one includes Placido Domingo's Latin entry), and RCA Red Seal over its four wins (including the award to its distributed label, Erato).

Financial and scheduling problems wiped out the traditional New York dinner to celebrate the non-television awards, long a gathering place for those laboring in the classical vineyard. So, like others concerned with minority product, they watched a quick reading of winners on tv. But they also saw Julia Migenes-Johnson perform an aria from "Carmen," and Leonard Bernstein accept the academy's lifetime achievement award with the acknowledgement that music is either good or bad, whatever its genre.

January RIAA Totals Disney Video Cops 19 Certifications

NEW YORK Walt Disney Home Video led in both the theatrical and non-theatrical categories of the Recording Industry Assn. of America's video awards for January, bringing home three gold and three platinum theatrical certifications, and 13 gold and platinum non-theatrical.

The Disney numbers came out of a total of eight gold and six platinum theatrical awards and 22 gold and 16 platinum non-theatrical awards issued in January.

Winning precious metal for Disney were "Splash," "Robin Hood" and "Never Cry Wolf" in the theatrical category and a batch of titles mostly made up of its cartoon, Limited Gold, and DTV animated product in the non-theatrical area.

Independent manufacturers made a strong showing in the January theatrical awards, with Vestron

INDIE CD LABELS: WE CAN FILL ORDERS

(Continued from page 4)

CD, eight more than are available on analog. The firm was partially dependent upon supply from the CBS/Sony U.S. plant and has been told that source has slowed to a snail's pace.

Barbara Crofoot of Digital Music Products, Minneapolis, with 10 CD selections, was counting on Terre Haute help, although she does have an overseas source. Like many interviewed, she expresses hope that some of the rumored U.S. CD plant openings materialize.

Stan Marshall of Bainbridge here sees the crunch as fortuitous in that "it may act as a brake on the marketplace," echoing in part Johnson's stand. "It may feed the energy of the CD industry. It might make our market look more dynamic.

"I fear overstock when the manufacturing sources are able to meet demands," he continues. "The retail market for CDs is certainly heating up." Marshall got the CBS/Sony "not now" epistle and admits finding new CD sources is difficult.

"We have four CDs out now and expect the first shipments on six more," says Carl Jefferson of Concord Jazz. All the new titles were originally planned for shipment next month, but Jefferson doesn't expect the JVC plant to meet that deadline.

Jefferson points out that large labels are easing out smaller labels as they shift their CD production from the lagging Terre Haute operation. A number of other independents made similar comments in searching for available manufacturing time.

Rounder's Duncan Browne says JVC in Japan wrote him a letter two weeks ago, identical to one received by others interviewed who had hoped that plant would manufacture their orders. The letter stated that production was "greatly delayed" and October was the next time there would be openings for new manufacturing.

The present shortage in manufacturing facilities has others pondering whether the time is right to get into CD, among them Al Sherman, Alshire, Don Mupo, Palo Alto Jazz; Phil Jones, the Fantasy family of labels; Joe Fields, Muse; and Earl Ho-

Video and Thorn EMI/HBO Home Video taking home gold and silver for "The Adventures Of Buckaroo Banzai Across The Eighth Dimension." Majors taking home theatrical metal were Warner Home Video, which won gold and platinum for "Tightrope," and MCA, which garnered gold for "The Wild Life."

The RIAA non-theatrical awards showed strong signs of catch-up certification, with manufacturers putting titles that have been out on the market for considerable periods of time through the certification process.

After Disney, Karl/Lorimar Home Video was the next big non-theatrical winner, via three Jane Fonda titles and one Richard Simmons title. "Jane Fonda's Pregnancy Workout" took home gold, while "Jane Fonda's Workout Challenge" and "Jane Fonda's Prime Time

Workout" both won gold and platinum.

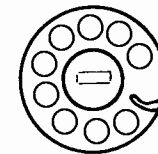
Exercise and children's titles dominated the non-theatrical awards, with Thorn EMI/HBO's "Duran Duran—Sing Blue Silver" the only music-only title certified. MCA's "Aerobic Dance" was also certified, as was one totally indie title, "Automatic Golf," manufactured by Automatic Golf.

Titles have to sell at least 20,000 units or take in at least \$800,000 at retail to win non-theatrical gold. Platinum comes with 40,000 units or \$1.6 million in sales.

For theatrical titles, gold takes 50,000 units or \$2 million in theatrical income. Platinum takes 100,000 units or \$4 million.

TOUCH That DIAL!

Get fast results with ACTION-MART, the Billboard Classified.



Call our Hotline at (800) 223-7524, and tell Jeff you want to see some Action!

PARALLEL IMPORTS

(Continued from page 6)

Scorpio manufacturer from which Scorpio had bought the albums a license to manufacture the disks; and that sale and importation was legitimized because of the First Sale Doctrine."

The defendant also said that Scorpio was not the importer, but merely the seller, according to Gerber. The court sided with CBS, finding, with respect to the third point, that the defendant "had set up the whole shooting match."

ODYSSEY

(Continued from page 6)

Most of our viewers are not cable households anyway.

"Besides, maybe a 24-hour music service will come along and offer record companies a better price for videos." Meanwhile, Odyssey prides itself on airing a combination of urban and suburban video fare not generally shown on MTV or its sister service VH-1.

WARNER BROS. MUSIC

(Continued from page 6)

New Order, Bananarama, Wang Chung, Modern English, the Human League, Madness, Howard Jones, Whitesnake, John Wetton, Trevor Rabin and the Clash.

U.S. songwriters signed for overseas representation include Lionel Richie, Bob Dylan and Neil Diamond, while domestic hits for Prince, Madonna and Talking Heads have capped income from American writers pacted to Warner Bros.

Gerber told the lawyers that in more recent cases, "only one new legal argument" had been advanced by defendants, that of a customs law allowing individuals "to bring in stuff with personal luggage." The dealer in question, however, "had brought in 1300 CDs, so that [argument] didn't go too far."

He also underlined that once customs officials inform record companies, "the companies can then bring forward civil and even criminal penalties" of infringement or contributory infringement under Section 501 of the Copyright Act.

Billboard TOP 40 TRIVIA

The game that chronicles 30 years of your favorite hits!

"Excellent Play is fast and simple Makes for wild scrambles at the finish The opportunity to select one's favorite musical era makes TOP 40 TRIVIA a two generation game" GAMES MAGAZINE April 85

It was inevitable that the Trivia craze would take on the music biz PLAYBOY MAGAZINE

An incredible 6400 questions NEW YORK POST

The hottest new board game on the market A musicologist's wonderland THE ROCKET

TOP 40 TRIVIA is a big hit! Our staff members have gone crazy over the game KFRG AM STEREO 610 San Francisco

• 6400 Questions and Answers • 40 musical categories • choice of 2 musical eras (50's-60's and 70's-80's)

\$29.95 plus shipping and handling
PHONE TOLL FREE: 800-525-2514
Mastercard, VISA and COO accepted
Dealers: (804) 738-5777

©Copyright 1985, 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
1	1	1	19	WHAM ▲ COLUMBIA FC39595 (CD) 3 weeks at No. One	MAKE IT BIG
2	2	4	8	JOHN FOGERTY WARNER BROS 1 25203 (8.98) (CD)	CENTERFIELD
3	4	3	39	BRUCE SPRINGSTEEN ▲ ³ COLUMBIA QC 38653 (CD)	BORN IN THE U.S.A.
4	3	2	16	MADONNA ▲ ³ SIRE 25157-1/WARNER BROS (8.98) (CD)	LIKE A VIRGIN
5	6	8	10	SOUNDTRACK ● MCA 5547 (8.98)	BEVERLY HILLS COP
6	5	5	11	FOREIGNER ▲ ATLANTIC 81999 (9.98) (CD)	AGENT PROVOCATEUR
7	8	12	17	REO SPEEDWAGON EPIC QC 39593 (CD)	WHEELS ARE TURNING
8	24	—	2	PHIL COLLINS ATLANTIC 81240 (8.98)	NO JACKET REQUIRED
9	9	9	40	TINA TURNER ▲ ³ CAPITOL ST-12330 (8.98) (CD)	PRIVATE DANCER
10	10	7	17	BRYAN ADAMS ▲ A&M SP5013 (8.98) (CD)	RECKLESS
11	7	6	23	NEW EDITION ▲ MCA 5515 (8.98)	NEW EDITION
12	17	18	69	POINTER SISTERS ▲ ² PLANET BXL1-4705/RCA (8.98) (CD)	BREAK OUT
13	14	14	14	DON HENLEY ● GEFEN GHS 24026/WARNER BROS (8.98) (CD)	BUILDING THE PERFECT BEAST
14	15	15	21	DARYL HALL & JOHN OATES ▲ RCA AFL1-5309 (9.98) (CD)	BIG BAM BOOM
15	16	16	4	DAVID LEE ROTH WARNER BROS 1-25222 (5.99)	CRAZY FROM THE HEAT
16	12	10	42	CHICAGO ▲ ³ FULL MOON/WARNER BROS 1-25060/WARNER BROS (8.98) (CD)	17
17	13	13	30	BILLY OCEAN ▲ JIVE/ARISTA JL 8-8213/ARISTA (8.98)	SUDDENLY
18	11	11	36	PRINCE & THE REVOLUTION ▲ ⁹ WARNER BROS. 25110-1 (8.98) (CD)	PURPLE RAIN
19	18	20	22	SHEENA EASTON ● EMI-AMERICA ST-17132 (8.98) (CD)	A PRIVATE HEAVEN
20	19	17	19	JULIAN LENNON ● ATLANTIC 80184-1 (8.98) (CD)	VALOTTE
21	20	19	71	LIONEL RICHIE ▲ ⁸ MOTOWN 6059 ML (8.98) (CD)	CAN'T SLOW DOWN
22	NEW			MICK JAGGER COLUMBIA 39940 (CD)	SHE'S THE BOSS
23	21	21	65	CYNDI LAUPER ▲ ² PORTRAIT BFR 38930 EPIC (CD)	SHE'S SO UNUSUAL
24	30	70	3	THE FIRM ATLANTIC 81239 (8.98)	THE FIRM
25	22	22	19	PHILIP BAILEY COLUMBIA BFC 39542	CHINESE WALL
26	23	23	16	DEEP PURPLE ● MERCURY 824003-1/POLYGRAM (8.98) (CD)	PERFECT STRANGER
27	25	24	34	THE TIME ▲ WARNER BROS 25109 1 (8.98)	ICE CREAM CASTLE
28	28	30	14	KOOL & THE GANG DE LITE 822943-1/POLYGRAM (8.98) (CD)	EMERGENCY
29	50	65	4	ALABAMA RCA AHL1-5339 (8.98) (CD)	40 HOUR WEEK
30	40	59	4	SADE PORTRAIT BFR-39581/EPIC (CD)	DIAMOND LIFE
31	33	34	11	AUTOGRAPH RCA NFL1 8040 (6.98)	SIGN IN PLEASE
32	31	28	76	HUEY LEWIS AND THE NEWS ▲ ⁵ CHRYSALIS FV 41412 (CD)	SPORTS
33	29	29	19	ASHFORD & SIMPSON CAPITOL ST-12366 (8.98)	SOLID
34	38	39	17	FRANKIE GOES TO HOLLYWOOD ISLAND 90232-1 (2-LPS)/ATLANTIC (12.98)	WELCOME TO THE PLEASURE DOME
35	37	38	14	TEENA MARIE EPIC FE 39528	STARCHILD
36	36	37	9	BRONSKI BEAT MCA 5538 (8.98)	THE AGE OF CONSENT
37	32	27	21	GENERAL PUBLIC I.R.S. SP-70046 A&M (8.98) (CD)	ALL THE RAGE
38	45	48	25	DIANA ROSS ● RCA AFL1-5009 (8.98) (CD)	SWEPT AWAY
39	39	42	25	SURVIVOR SCOTTI BROS FZ 39578 EPIC (CD)	VITAL SIGNS
40	35	35	15	TRIUMPH MCA 5537 (8.98) (CD)	THUNDER SEVEN
41	60	83	3	SOUNDTRACK GEFEN GHS-24063/WARNER BROS (9.98) (CD)	VISION QUEST
42	41	33	50	THE CARS ▲ ² ELEKTRA 60296 (8.98) (CD)	HEARTBEAT CITY
43	27	25	16	DURAN DURAN ▲ ² CAPITOL SWAV12374 (9.98) (CD)	ARENA
44	48	55	5	COMMODORES MOTOWN 6124ML (8.98)	NIGHTSHIFT
45	26	26	15	GIUFFRIA CAMEL/MCA 5524/MCA (8.98)	GIUFFRIA
46	54	40	22	U2 ▲ ISLAND 90231/ATLANTIC (8.98)	THE UNFORGETTABLE FIRE
47	47	51	14	LOS LOBOS WARNER BROS. 25177-1 (8.98)	HOW WILL THE WOLF SURVIVE
48	62	77	3	GEORGE THOROGOOD EMI AMERICA ST-17145 (8.98)	MAVERICK
49	49	50	14	JOHN PARR ATLANTIC 80180 (8.98)	JOHN PARR
50	46	46	17	WHODINI ● JIVE JL-8251/ARISTA (8.98)	ESCAPE
51	51	53	22	JEFFREY OSBORNE ● A&M SP-5017 (8.98) (CD)	DON'T STOP
52	52	52	4	RUN-D.M.C. PROFILE PRO1205 (8.98)	KING OF ROCK
53	34	32	17	PAT BENATAR ▲ CHRYSALIS FV41471 (CD)	TROPICO
54	42	31	22	THE HONEYDRIPPERS ▲ ES-PARANZA 90220/ATLANTIC (5.98)	VOLUME ONE
55	55	57	18	THE TEMPTATIONS GORDY 6119 GL/MOTOWN (8.98)	TRULY FOR YOU

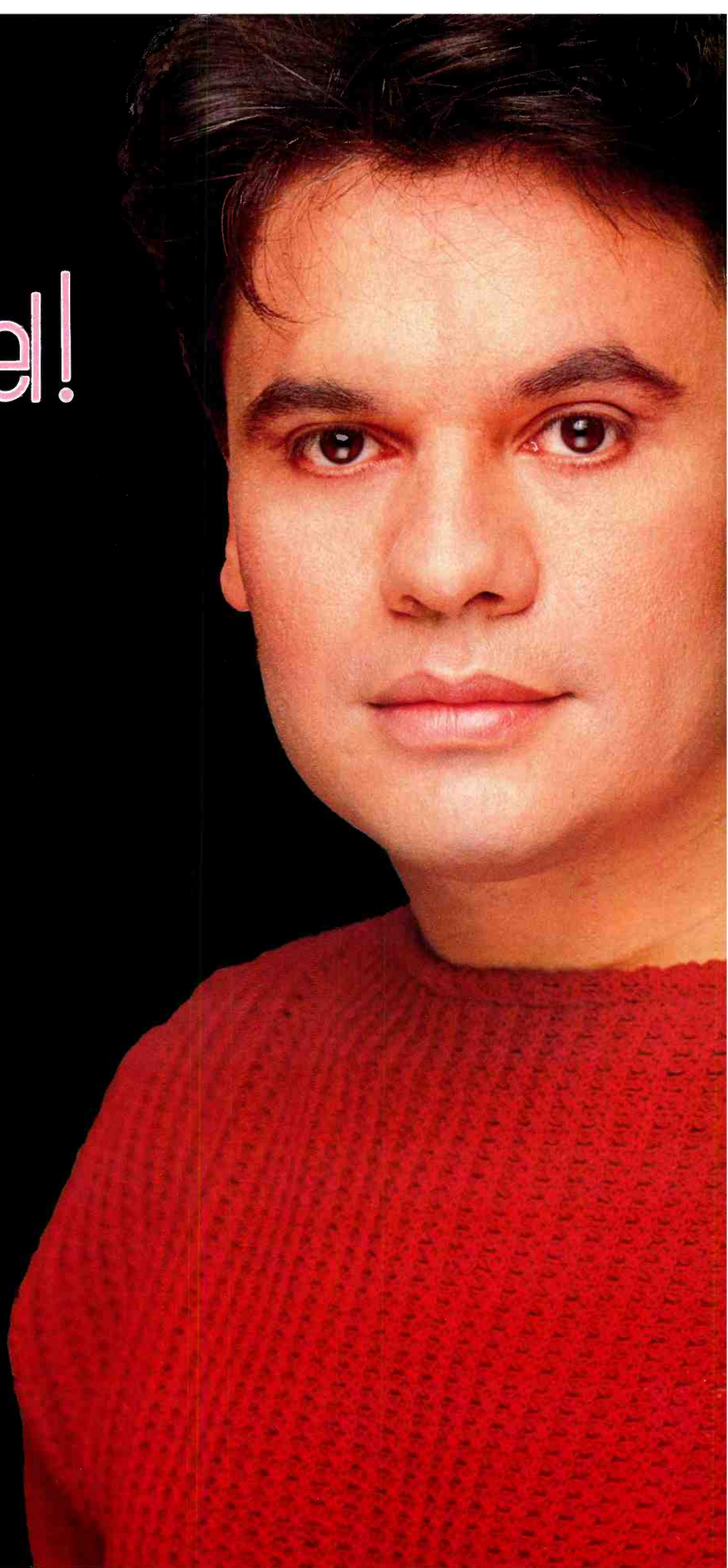
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
56	44	36	15	MIDNIGHT STAR ● SOLAR 60384/ELEKTRA (8.98) (CD)	PLANETARY INVASION
57	57	61	83	BILLY JOEL ▲ ⁴ COLUMBIA QC 38837 (CD)	AN INNOCENT MAN
58	43	43	47	STEVE PERRY ▲ COLUMBIA FC 39334 (CD)	STREET TALK
59	59	41	26	STEVIE WONDER ▲ MOTOWN 6108ML (8.98) (CD)	THE WOMAN IN RED-SOUNDTRACK
60	58	45	8	GEORGE BENSON WARNER BROS. 1-25178 (8.98)	20/20
61	90	—	2	ALAN PARSONS PROJECT ARISTA AL8-8263 (8.98) (CD)	VULTURE CULTURE
62	53	44	15	LINDA RONSTADT ▲ ASYLUM 60387/ELEKTRA (8.98)	LUSH LIFE
63	68	120	4	ANIMATION MERCURY 822580-1/POLYGRAM (8.98) (CD)	ANIMATION
64	61	49	24	KISS ▲ MERCURY 822495-1/POLYGRAM (8.98) (CD)	ANIMALIZE
65	56	47	22	CHAKA KHAN ▲ WARNER BROS. 25162-1 (8.98) (CD)	I FEEL FOR YOU
66	96	—	2	SOUNDTRACK EMI-AMERICA ST-17145 (8.98)	THE FALCON & THE SNOWMAN
67	63	60	81	MADONNA ▲ ² SIRE 1-23867/WARNER BROS (8.98) (CD)	MADONNA
68	70	72	26	TALKING HEADS SIRE 1-25186/WARNER BROS (8.98) (CD)	STOP MAKING SENSE
69	65	62	60	VAN HALEN ▲ ⁵ WARNER BROS. 1-23985 (8.98) (CD)	1984
70	119	—	2	SOUNDTRACK A&M SP-5045 (8.98)	THE BREAKFAST CLUB
71	69	68	74	SOUNDTRACK ▲ MOTOWN 6062ML (8.98) (CD)	THE BIG CHILL
72	66	56	11	FAT BOYS ● SUTRA SUS1015 (8.98)	FAT BOYS
73	78	79	17	SOUNDTRACK FANTASY WAM-1791 (2LPS)/RCA (19.98) (CD)	AMAEUS
74	98	—	2	VAN MORRISON MERCURY 822 895-1/POLYGRAM (8.98) (CD)	A SENSE OF WONDER
75	75	80	6	LRB CAPITOL ST-12365 (8.98)	PLAYING TO WIN
76	77	71	16	THE JUDDS RCA/CURB AHL1-5319/RCA (8.98) (CD)	WHY NOT ME
77	64	64	6	DAVID SANBORN WARNER BROS. 25150-1 (8.98)	STRAIGHT TO THE HEART
78	74	76	17	AL JARREAU WARNER BROS. 1-25106 (8.98) (CD)	HIGH CRIME
79	76	75	100	Z Z TOP ▲ ⁴ WARNER BROS. 1-23774 (8.98) (CD)	ELIMINATOR
80	80	84	36	JOHN WAITE ● EMI-AMERICA ST-17124 (8.98)	NO BRAKES
81	82	82	9	THE GAP BAND TOTAL EXPERIENCE TEL8-5705/RCA (8.98)	GAP BAND VI
82	83	81	37	SHEILA E. ● WARNER BROS 1-25107 (8.98)	THE GLAMOUROUS LIFE
83	85	91	23	KURTIS BLOW MERCURY 822420-1/POLYGRAM (8.98)	EGO TRIP
84	84	87	6	KIM WILDE MCA 5550 (8.98)	TEASES AND DARES
85	86	89	6	MARTIN BRILEY MERCURY 822423-1/POLYGRAM (8.98) (CD)	DANGEROUS MOMENTS
86	72	58	14	BARRY MANILOW ● ARISTA AL 8 8254 (8.98) (CD)	2:00 A.M. PARADISE CAFE
87	87	94	33	SCANDAL FEATURING PATTY SMYTH ● COLUMBIA FC 39173 (CD)	WARRIOR
88	92	99	73	PHIL COLLINS ● ATLANTIC SD16029 (8.98) (CD)	FACE VALUE
89	71	67	14	THE KINKS ARISTA AL 8-8264 (8.98) (CD)	WORD OF MOUTH
90	NEW			JESSE JOHNSON'S REVUE A&M SP-6-5024 (6.98)	JESSE JOHNSON'S REVUE
91	94	98	20	DAN HARTMAN MCA 5525 (8.98) (CD)	I CAN DREAM ABOUT YOU
92	95	101	7	KLYMAXX CONSTELLATION/MCA 5529/MCA (8.98)	MEETING IN THE LADIES ROOM
93	91	86	122	PRINCE ▲ ² WARNER BROS. 1-23720 (2LPS) (10.98) (CD)	1999
94	109	135	3	ANDREAS VOLLENWEIDER COLUMBIA FM 39963 (CD)	WHITE WINDS
95	73	63	37	TWISTED SISTER ▲ ATLANTIC 80156 (8.98) (CD)	STAY HUNGRY
96	104	130	3	VARIOUS ARTISTS ELEKTRA 60399 (9.98)	MTV'S ROCK 'N ROLL TO GO
97	101	106	8	EUGENE WILDE PHILLY WORLD 90239/ATLANTIC (8.98)	EUGENE WILDE
98	135	167	3	LOUDNESS ATCO 90246 (8.98)	THUNDER ON THE EAST
99	89	78	45	JOHN CAFFERTY/BEAVER BROWN BAND ▲ SCOTTI BROS. BFZ 38929/EPIC (CD)	EDDIE & THE CRUISERS-SOUNDTRACK
100	100	109	25	METALLICA ELEKTRA 60396 (8.98)	RIDE THE LIGHTNING
101	79	66	10	SOUNDTRACK POLYDOR 823696-1 POLYGRAM (9.98) (CD)	BREAKIN' 2 ELECTRIC BOOGALOO
102	99	69	44	JERMAINE JACKSON ● ARISTA AL88203-A (8.98) (CD)	JERMAINE JACKSON
103	126	159	3	JERMAINE STEWART ARISTA AL8-8261 (8.98)	THE WORD IS OUT
104	67	54	26	JACK WAGNER QWEST 1-25214/WARNER BROS (8.98)	ALL I NEED
105	129	170	4	RAY CHARLES COLUMBIA 39415	FRIENDSHIP
106	106	97	29	JULIO IGLESIAS ▲ ² COLUMBIA QC 39157 (CD)	1100 BEL AIR PLACE
107	102	104	68	BILLY IDOL ▲ ² CHRYSALIS FV 41450 (CD)	REBEL YELL
108	108	90	25	IRON MAIDEN ● CAPITOL SJ-12321 (8.98) (CD)	POWER SLAVE
109	88	93	16	THE WHISPERS SOLAR 60356-1/ELEKTRA (8.98) (CD)	SO GOOD
110	105	88	23	DOKKEN ELEKTRA 60376 (8.98)	TOOTH & NAIL

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

(Continued on page 75)

VIVA

Juan Gabriel!



"RECUERDOS II" ALBUM OVER 1'000,000 COPIES SOLD

MEXICO THE SONG "QUERIDA" 24 WEEKS AT THE FIRST SPOT IN POPULARITY CHARTS

PERU "QUERIDA" THE SONG OF THE YEAR

SANTO DOMINGO "QUERIDA" THE MOST POPULAR SONG OF THE YEAR

PUERTO RICO "QUERIDA" THE SONG THAT SOLD MORE SINGLES THAN ANY OTHER

COLOMBIA, VENEZUELA

ECUADOR AND PANAMA

"QUERIDA" FIRST SPOT IN POPULARITY CHARTS

"RECUERDOS II" ALBUM

NOMINATION FOR BEST MEXICAN-AMERICAN PERFORMANCE GRAMMY AWARD

CONGRATULATIONS,
WE FEEL VERY PROUD OF YOU

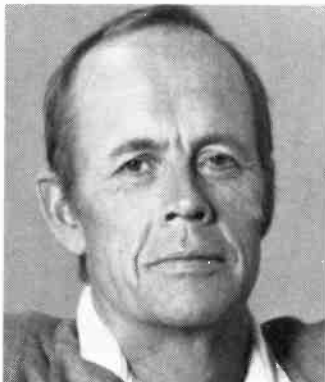


BMI SALUTES OUR GRAMMY WINNERS

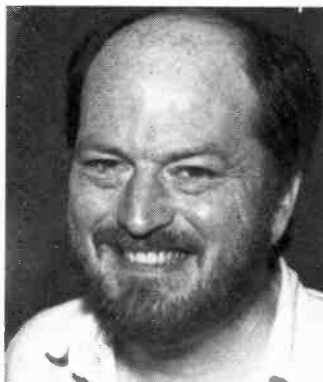
AWARD WINNING BMI WRITERS:



David Foster, Jeremy Lubbock,
HARD HABIT TO BREAK



Jeremy Lubbock,
GRACE
(GYMNASTICS THEME)



Graham Lyle, co-writer, PRS,
WHAT'S LOVE
GOT TO DO WITH IT?



The Pointer Sisters,
AUTOMATIC



John Williams,
OLYMPIC FANFARE
AND THEME

BMI MULTIPLE AWARD WINNERS:



Tina Turner



David Foster Jeremy Lubbock



The Pointer Sisters

BEST NEW ARTIST:



Cyndi Lauper

AND BMI WINNERS IN ALL CATEGORIES:



Al Green



Ron Haffkine



Merle Haggard



John Hammond



Herbie Hancock



J.B. Hutto



James Ingram



Michael Jackson



Luther "Guitar Junior"
Johnson



The Judds



Pat Metheny Group



Eddie Palmieri



Gunther Schuller



Thomas Z. Shepard



Shel Silverstein



Ricky Skaggs



"Weird Al" Yankovic



Yes: Trevor Rabin, BMI, Alan White, PRS, Chris Squire, PRS,
Jon Anderson, Tony Kaye, PRS



Wherever there's music, there's BMI.

Billboard TOP POP ALBUMS continued

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST	TITLE
				LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	
111	116	122	126	LIONEL RICHIE ▲4	MOTOWN 6007 ML (8.98) (CD) LIONEL RICHIE
112	81	74	25	BRUCE COCKBURN	GOLD MOUNTAIN GM 80012/A&M (8.98) STEALING FIRE
113	115	103	23	WYNTON MARSALIS	COLUMBIA FC39530 (CD) HOT HOUSE FLOWERS
114	103	92	21	BARBRA STREISAND ▲	COLUMBIA QC 39480 (CD) EMOTION
115	111	96	84	GEORGE WINSTON ●	WINDHAM HILL C-1025/A&M (9.98) (CD) DECEMBER
116	114	113	39	RUN-D.M.C. ●	PROFILE PRO 1201 (8.98) RUN D.M.C.
117	97	100	26	KENNY ROGERS ▲	RCA AFL1-5043 (8.98) (CD) WHAT ABOUT ME
118	107	73	22	TOMMY SHAW	A&M SP-5020 (8.98) (CD) GIRLS WITH GUNS
119	158	—	2	RICHARD THOMPSON	MERCURY 825 421-1/POLYGRAM (8.98) ACROSS A CROWDED ROOM
120	125	131	4	ROCKWELL	MOTOWN 6122 ML (8.98) CAPTURED
121	159	—	2	ELLIOT EASTON	ELEKTRA 60393 (8.98) CHANGE TO CHANGE
122	123	121	75	MOTLEY CRUE ▲2	ELEKTRA 60289 (8.98) (CD) SHOUT AT THE DEVIL
123	168	—	2	JEFF LORBER	ARISTA AL-8269 (8.98) STEP BY STEP
124	113	85	17	CULTURE CLUB ▲	VIRGIN/EPIC QE39881/EPIC (CD) WAKING UP WITH THE HOUSE ON FIRE
125	134	—	2	THE VELVET UNDERGROUND	VERVE 823 721-1/POLYGRAM (8.98) VU
126	152	—	2	WILTON FELDER	MCA 5510 (8.98) SECRETS
127	118	118	9	RAY STEVENS	MCA 5517 (8.98) HE THINKS HE'S RAY STEVENS
128	112	111	19	UB40	A&M SP-5033 (8.98) GEFREY MORGAN
129	110	107	32	SAMMY HAGAR ●	GEFFEN GHS24043/WARNER BROS. (8.98) (CD) VOA
130	145	187	3	DIONNE WARWICK	ARISTA AL-8262 (8.98) FINDER OF LOST LOVES
131	136	114	15	SHALAMAR	SOLAR 60385/ELEKTRA (8.98) (CD) HEARTBREAK
132	144	148	5	SOUNDTRACK	MOTOWN 6131 ML (9.98) THE FLAMINGO KID
133	133	136	563	PINK FLOYD ●	HARVEST SMA51163/CAPITOL (8.98) (CD) DARK SIDE OF THE MOON
134	93	95	9	SOUNDTRACK	GEFFEN GHS24062/WARNER BROS. (9.98) COTTON CLUB
135	137	139	40	VARIOUS ARTISTS	MOTOWN 6094 ML (9.98) MORE SONGS FROM THE BIG CHILL
136	149	133	25	SAM HARRIS ●	MOTOWN 6103 ML (8.98) (CD) SAM HARRIS
137	141	143	22	THE DAZZ BAND	MOTOWN 6117 ML (8.98) JUKEBOX
138	138	140	13	ARMORED SAINT	CHRYSALIS FV 41476 MARCH OF THE SAINT
139	132	134	86	MIDNIGHT STAR ▲2	SOLAR 60241/ELEKTRA (8.98) NO PARKING ON THE DANCE FLOOR
140	167	171	6	ISLEY/JASPER/ISLEY	CBS ASSOCIATED FZ 39873/EPIC BROADWAY'S CLOSER TO SUNSET BLVD.
141	130	126	57	BRUCE SPRINGSTEEN ●	COLUMBIA JC 33795 (CD) BORN TO RUN
142	127	129	24	W.A.S.P.	CAPITOL ST-12343 (8.98) W.A.S.P.
143	142	144	67	U2 ●	ISLAND 90127/ATLANTIC (5.98) UNDER A BLOOD RED SKY
144	131	105	11	SOUNDTRACK	RCA ABL1-5349 (8.98) (CD) EURYTHMICS (1984)
145	157	194	3	THE SMITHS	SIRE 1-25269/WARNER BROS. (8.98) MEAT IS MURDER
146	151	123	117	MICHAEL JACKSON ▲20	EPIC QE 38112 (CD) THRILLER
147	122	125	23	PAT METHENY GROUP	ECM 25008-1/WARNER BROS. (9.98) FIRST CIRCLE
148	148	151	22	VARIOUS ARTISTS	WINDHAM HILL WH-6-1035/A&M (9.98) (CD) SAMPLER '84
149	156	162	4	SAWYER BROWN	CAPITOL/CURB ST-12391/CAPITOL (8.98) SAWYER BROWN
150	NEW	NEW	NEW	MARY JANE GIRLS	GORDY 6092GL/MOTOWN (8.98) ONLY FOR YOU
151	155	160	6	JOHN HUNTER	PRIVATE 1BFZ 39626/EPIC FAMOUS AT NIGHT
152	180	—	2	KEEL	GOLD MOUNTAIN 6-5041/A&M (8.98) THE RIGHT TO ROCK
153	160	137	58	ALABAMA ▲2	RCA AHL1-4939 (8.98) (CD) ROLL ON
154	139	116	14	RAY PARKER JR.	ARISTA AL-8266 (8.98) CHARTBUSTERS
155	117	108	21	ROGER HODGSON	A&M SP-5004 (8.98) (CD) IN THE EYE OF THE STORM

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST	TITLE
				LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	
156	121	102	17	TOTO	COLUMBIA QC38962 (CD) ISOLATION
157	120	112	52	RATT ▲2	ATLANTIC 80143-1 (8.98) (CD) OUT OF THE CELLAR
158	163	192	54	TRIUMPH ●	MCA 5542 (8.98) (CD) ALLIED FORCES
159	146	146	6	EGYPTIAN LOVER	EGYPTIAN EMPIRE PMSR 0663 (8.98) ON THE NILE
160	165	155	85	JEFFREY OSBORNE ●	A&M SP-4940 (8.98) (CD) STAY WITH ME TONIGHT
161	161	147	19	GROVER WASHINGTON JR.	ELEKTRA 60318 (8.98) (CD) INSIDE MOVES
162	166	177	5	WHITE WOLF	RCA NFL-8042 (8.98) STANDING ALONE
163	RE-ENTRY	RE-ENTRY	RE-ENTRY	WHAM	COLUMBIA BFC 38911 FANTASTIC
164	143	110	22	DAVID BOWIE ▲	EMI-AMERICA SJ-17138 (8.98) (CD) TONIGHT
165	128	128	6	ERIC CARMEN	GEFFEN GHS 24055/WARNER BROS. (8.98) ERIC CARMEN
166	188	—	2	THE GAP BAND	TOTAL EXPERIENCE 343-1/POLYGRAM (8.98) GAP GOLD
167	171	154	15	THE JUDDS	RCA/CURB MHL1-8515/RCA (8.98) THE JUDDS
168	153	153	46	R.E.M.	I.R.S. SP-70044/A&M (8.98) (CD) RECKONING
169	154	164	3	ELVIS PRESLEY	RCA AFL1-5353 (8.98) A VALENTINE GIFT FOR YOU
170	124	119	77	LINDA RONSTADT ▲2	ASYLUM 60260/ELEKTRA (8.98) (CD) WHAT'S NEW
171	173	145	38	ORIGINAL BROADWAY CAST	GEFFEN GHS 2031/WARNER BROS. (16.95) CATS
172	169	117	18	ELVIS PRESLEY	RCA CPM6-5172 (49.95) (CD) A GOLDEN CELEBRATION
173	172	150	16	ANDREAS VOLLENWEIDER	COLUMBIA FM-37793 (CD) BEHIND THE GARDENS, BEHIND THE WALL . . .
174	162	127	11	THE MANHATTAN TRANSFER	ATLANTIC 81233 (8.98) (CD) BOP DOO-WOP
175	164	165	21	ANNE MURRAY	CAPITOL ST-12363 (8.98) (CD) HEART OVER MIND
176	RE-ENTRY	RE-ENTRY	RE-ENTRY	JOHN WAITE	CHRYSALIS FV 41376 IGNITION
177	176	149	14	ANDREAS VOLLENWEIDER	CBS FM 37827 (CD) CAVERNA MAGICA
178	178	180	89	U2 ▲	ISLAND 90067/ATLANTIC (8.98) (CD) WAR
179	150	132	36	COREY HART	EMI-AMERICA ST-17117 (8.98) FIRST OFFENSE
180	174	142	35	DIO ●	WARNER BROS. 25100-1 (8.98) (CD) THE LAST IN LINE
181	NEW	NEW	NEW	DONNIE IRIS	HME HFV-39949/CBS NO MUSS . . . NO FUSS
182	140	115	17	BIG COUNTRY	MERCURY 82283-1/POLYGRAM (8.98) (CD) STEELTOWN
183	186	163	28	THE FIXX ●	MCA MCA5507 (8.98) (CD) PHANTOMS
184	181	169	31	BOB MARLEY AND THE WAILERS	ISLAND 90169/ATLANTIC (8.98) LEGEND
185	195	—	2	RICKY SKAGGS	EPIC FE-39409 FAVORITE COUNTRY HITS
186	179	178	28	NEWCLEUS	SUNNYVIEW SUN 4901 (8.98) JAM ON REVENGE
187	190	—	10	JEAN-LUC PONTY	ATLANTIC 80185 (8.98) (CD) OPEN MIND
188	182	179	7	JULIE BROWN	RHINO 610 (5.98) GODDESS IN PROGRESS
189	198	161	18	SHADOWFAX	WINDHAM HILL WH-1038/A&M (9.98) (CD) THE DREAMS OF CHILDREN
190	NEW	NEW	NEW	UTOPIA	PASSPORT 6044 (8.98) P. O. V.
191	183	182	73	BRUCE SPRINGSTEEN ▲	COLUMBIA PC-2-36854 (CD) THE RIVER
192	191	196	62	PRINCE ▲	WARNER BROS. BSK 3601 (6.98) (CD) CONTROVERSY
193	170	124	24	DENNIS DEYOUNG	A&M SP-5006 (8.98) (CD) DESERT MOON
194	147	138	23	QUEENSRYCHE	EMI-AMERICA ST-17134 (8.98) THE WARNING
195	189	191	53	THE THOMPSON TWINS ▲	ARISTA AL-8200 (8.98) (CD) INTO THE GAP
196	NEW	NEW	NEW	VARIOUS ARTISTS	RCA CPL-2-5340 (12.98) (CD) CHESS
197	199	157	53	SCORPIONS ▲2	MERCURY 814981-1/POLYGRAM (8.98) (CD) LOVE AT FIRST STING
198	184	174	21	JOAN JETT & BLACKHEARTS	MCA MCA5476 (8.98) GLORIOUS RESULTS OF A MISSPENT YOUTH
199	196	198	82	BRUCE SPRINGSTEEN ▲	COLUMBIA JC 35311 (CD) DARKNESS AT THE EDGE OF TOWN
200	194	190	13	ALPHAVILLE	ATLANTIC 80166 (8.98) FOREVER YOUNG

TOP POP ALBUMS A-Z (LISTED BY ARTISTS)

- | | | | | | | | |
|------------------------------------|------------------------------|------------------------------|------------------------------|--------------------------------------|------------------------------------|-----------------------------------|--------------------|
| Bryan Adams 10 | Deep Purple 26 | Don Henley 13 | Julian Lennon 20 | John Parr 49 | Shalamar 131 | George Thorogood 48 | Eugene Wilde 97 |
| Alabama 29, 153 | Dennis DeYoung 193 | Roger Hodgson 155 | Huey Lewis & The News 32 | Alan Parsons Project 61 | Tommy Shaw 118 | Time 27 | Kim Wilde 84 |
| Alphaville 200 | Dio 180 | Honeydrippers 54 | Los Lobos 47 | Steve Perry 58 | Ricky Skaggs 185 | Toto 156 | George Winston 115 |
| Animotion 63 | Dokken 110 | John Hunter 151 | Jeff Lorber 123 | Pink Floyd 133 | The Smiths 145 | Triumph 40, 158 | Stevie Wonder 59 |
| Armored Saint 138 | Duran Duran 43 | Billy Idol 107 | Loudness 98 | Pointer Sisters 12 | SOUNDTRACKS | Tina Turner 9 | ZZ Top 79 |
| Ashford & Simpson 33 | Sheila E. 82 | Julio Iglesias 106 | Madonna 4, 67 | Jean-Luc Ponty 187 | Amadeus 73 | Twisted Sister 95 | |
| Autograph 31 | Eliot Easton 121 | Manhattan Transfer 174 | Manhattan Transfer 174 | Elvis Presley 169, 172 | Beverly Hills Cop 5 | U2 46, 143, 178 | |
| Philip Bailey 25 | Donnie Iris 181 | Barry Manilow 86 | Barry Manilow 86 | Prince 93, 192 | Big Chill 71 | UB40 128 | |
| Pat Benatar 53 | Iron Maiden 108 | Teena Marie 35 | Teena Marie 35 | Prince & The New Power Generation 18 | The Breakfast Club 70 | Utopia 190 | |
| George Benson 60 | Isley, Jasper, Isley 140 | Bob Marley & The Wailers 184 | Bob Marley & The Wailers 184 | Queensryche 194 | Breakin' 2 Electric Boogaloo 101 | Van Halen 69 | |
| Big Country 182 | Jermaine Jackson 102 | Wynton Marsalis 113 | Wynton Marsalis 113 | R.E.M. 168 | Cotton Club 134 | VARIOUS ARTISTS | |
| Kurtis Blow 83 | Michael Jackson 146 | Mary Jane Girls 150 | Mary Jane Girls 150 | REO Speedwagon 7 | The Falcon & The Snowman 66 | Chess 196 | |
| David Bowie 164 | Mick Jagger 22 | Pat Metheny Group 147 | Pat Metheny Group 147 | Kenny Rogers 117 | The Flamingo Kid 132 | More Songs From Big Chill 135 | |
| Martin Briley 85 | Al Jarreau 78 | Midnight Star 56, 139 | Midnight Star 56, 139 | Lionel Richie 21, 111 | 1984 144 | MTV's Rock & Roll To Go 96 | |
| Bronski Beat 36 | Joan Jett 198 | Van Morrison 74 | Van Morrison 74 | Rockwell 120 | Purple Rain 18 | Sampler '84 148 | |
| Julie Brown 188 | Billy Joel 57 | Motley Crue 122 | Motley Crue 122 | Lionel Richie 21, 111 | Stop Making Sense 68 | Velvet Underground 125 | |
| John Cafferty/Beaver Brown Band 99 | Jessie Johnson's Revue 90 | Anne Murray 175 | Anne Murray 175 | Rockwell 120 | Vision Quest 41 | Andreas Vollenweider 94, 173, 177 | |
| Eric Carmen 165 | Frankie Goes To Hollywood 34 | New Edition 11 | New Edition 11 | Diana Ross 38 | Woman In Red 59 | W.A.S.P. 142 | |
| Cars 42 | Gap Band 81, 166 | Newcleus 186 | Newcleus 186 | David Lee Roth 15 | Bruce Springsteen 3, 141, 191, 199 | Jack Wagner 104 | |
| Ray Charles 105 | General Public 37 | Billy Ocean 17 | Billy Ocean 17 | Run-D.M.C. 52, 116 | Ray Stevens 127 | John Waite 80, 176 | |
| Chicago 16 | Giuffria 45 | ORIGINAL CAST | ORIGINAL CAST | David Lee Roth 15 | Jermaine Stewart 103 | Dionne Warwick 130 | |
| Bruce Cockburn 112 | Sammy Hagar 129 | Cats 171 | Cats 171 | Jefferson Starship 197 | Barbra Streisand 114 | Grover Washington Jr. 161 | |
| Phil Collins 8, 88 | Daryl Hall & John Oates 14 | Jeffrey Osborne 57, 160 | Jeffrey Osborne 57, 160 | Scorpions 197 | Survivor 39 | Wham 1 | |
| Commodores 44 | Sam Harris 136 | Ray Parker Jr. 154 | Ray Parker Jr. 154 | Shadowfax 189 | Whispering 1 | The Whispers 109 | |
| Culture Club 124 | Corey Hart 179 | | | | White Wolf 162 | White Wolf 162 | |
| Dazz Band 137 | Dan Hartman 91 | | | | Whodini 50 | Whodini 50 | |

COUNTRY PERFORMANCE PICTURE CHANGES

(Continued from page 1)

such as conventions and benefits; co-sponsored dates; and closer liaison with record labels, to coordinate bookings with areas of greatest sales strength.

Big names in country music, most of whom established a following well before the "Urban Cowboy" craze of 1980-82, still sell a lot of tickets. Of the top 100 boxoffice takes of 1984, according to the trade publication Amusement Business, 14 were credited to country music shows headlined by Kenny Rogers, Willie Nelson, Alabama, the Oak Ridge Boys, Anne Murray and Eddy Arnold.

High prices may have impacted the drawing power of other acts, however. Prices for country talent escalated sharply in the early '80s, says Harry "Hap" Peebles, chairman of the board and executive director of the International Country Music Buyers Assn. (ICMBA), and consequently, so did the price of tickets. The upshot of this, he argues, is that "no more are families attending country music shows."

Addressing that issue and its effect on the clubs, George Mallard of ICM notes, "Either acts overpriced themselves and put the clubs out of business, or else the clubs didn't

know how to handle their talent and oversaturated the market."

The current campaigns to curb drunk driving have hit hard at clubs, too, Mallard observes. Faced with the prospect of being stopped at roadblocks, which, he says, are often set up near those venues, potential customers simply stay away.

The ICM executive estimates that club business is off for country acts by 25% from its 1983 level. Tony Conway of Buddy Lee Attractions also agrees that the club potential for country is dwindling.

Whether or not to counter this particular trend, talent prices are flattening out, observe both Conway and Mallard—and in some cases, they say, prices are decreasing. Peebles of the ICMBA agrees, noting that prices to promoters are frequently being lowered by as much as 20% (the issue will be among those discussed at association meetings in Buena Park, Calif., May 3-6, and in Nashville, June 7-10).

"Talent prices have pretty much levelled off," agrees Nick Dorr of Variety Attractions, Zanesville, Ohio. "For a while, they just went up and up." He continues, "We've noticed some decline in the overall

market, but country music is still doing very well for us."

Heavy hitters for Variety, which promotes more than 400 country music shows a year, mostly at small and midsize fairs, include the Statler Brothers, the Oak Ridge boys, Barbara and Louise Mandrell, and Charley Pride.

"Mid-level" acts that consistently fill 3,000- to 5,000-seat arenas, according to Dorr, are Boxcar Willie, Janie Fricke, Tom T. Hall, Jerry Reed and Mel Tillis. While record activity helps, he says of the country acts he promotes, "You get a name that's been around for a while, and it has good carryover for several years."

One promoter, who asks not to be identified, argues that Variety's success with fair dates is not a true test of country music's appeal—since the talent is merely part of the overall attraction, and not the sole attraction, as it would be in concert.

While this observation may be true, it also points to a second line of defense for talent sellers: the co-sponsored event. In the last two years, according to Top Billing's Jack Sublette, his agency has concentrated on developing such "soft ticket" markets as benefits, conventions and private events. This way, he explains, there is a relief from the make-or-break ticket-selling situation of a regularly promoted concert.

New means of sustaining and developing business are also identified by ICM's Mallard. He applauds the "innovative" promoters who tie into country acts that have other financial support to ease the talent fee, such as tour support or backing by merchant associations.

For Conway of Buddy Lee Attractions, the recent surge of activity for such acts as David Allan Coe, George Strait, Waylon Jennings and the team of Moe Bandy and Joe Stampley is partly attributable to the close contact between his agency and record labels.

"We're in touch with [them] weekly to find out where the artists are selling records and where they're not," Conway observes. Using this data, he can try to get bookings in areas that are having heavy record sales while developing areas in which the sales are slim. Still, he adds, "Airplay sells tickets more than album sales."

Exposure on a different medium, television, has had a good effect on the fair business, according to Variety's Dorr. "The more people see the acts on tv, the more they seem to want to see them in person." He reports that Variety's best country markets are outside the large cities in the Midwest and toward the East Coast.

By contrast, the Midwest concert business is off particularly in Harry Peebles' view. He attributes that to the weak farmland economy more than to the type of music. "Farmers are 99% country music-oriented," he states.

Concludes veteran Nashville promoter Lon Varnell: "Country music peaked in 1982. It reached its saturation point. What we need to do now is hold on to what we've got."

• *Holding on to what they've got is also a preoccupation for country music's publishers, whose strategies for the '80s will be outlined next week.*



Clay's Keys. Columbia Records pianist Richard Clayderman relaxes after a sold-out performance at Carnegie Hall in New York with international recording artist Asha Puthli. (Photo: Chuck Pulin)

VIDEO RENTAL SURVEY

(Continued from page 1)

inary survey Nielsen is conducting for its Nielsen Video Service, a series of monthly marketplace activity reports currently scheduled to begin in April. The total preliminary sample was 2,300 stores. Nielsen's Jim Cute says the initial results come from the data provided by about 750 outlets.

"These numbers may change from the numbers we get once the whole shooting match" has been fed into the computer, says Cute. No prior studies have been done to which the current data can be compared, he says, including a report issued at an early Video Software Dealers Assn. convention.

According to the survey, the average video store takes in \$140,200 in revenues per year; the median store takes in \$96,350.

Title inventories in these stores were in the 2,000 range, with the average number 1,956, divided into 1,292 VHS and 664 Beta, and the median outlet having 1,548 titles, 1,100 VHS and 448 Beta.

Videodisks made a weak showing in the survey, with the average store carrying 111 CED titles and 61 laser, and the median figures insignificant for both categories—a sure sign that a few stores are taking up the lion's share of the business.

The survey also measured videodisk rental, finding that average disk rentals came to 27 a week, with eight disks sold, a ratio many times more favorable towards sales than that found in videocassettes.

Nielsen's Cute warns that because the results are preliminary, it is impossible to determine the composition of the stores that make up the 750 in the sample. This may have caused the numbers to skew considerably to one side or the other, he says.

All of the 2,300 stores in the A.C. Nielsen sample are VSDA outlets, Cute says. The Nielsen Video Service will be an ongoing series of surveys exploring various trends in the home video industry, sponsored by home video manufacturers.

CBS INSTITUTES CD ALLOCATION

(Continued from page 1)

trations. The dearth of product by such artists as Bruce Springsteen, Billy Joel and Cyndi Lauper is noted with dismay, but the promise of equitable distribution of stock as it becomes available is of some comfort.

Says one account: "Of course, at this point we're all in the same boat, since nobody has Bruce Springsteen."

It's understood that CBS took its unprecedented action after serious questions had been raised on the reliability of towering back orders. Many obviously represented duplicates and triplicates and bore little relationship to retailers' actual needs. It's known that many accounts have been consciously inflating orders to all suppliers in hopes that fractional fulfillment would come close to satisfying their real requirements.

The shortfall is real, CBS spokesmen admit, but its dimensions may not be as large as back orders have indicated.

At DADC, plant chief Jim Frische says, "We are now approaching our first quarter goals." He pegs the goal at 300,000 CDs a month, a plateau that early predictions said

would be reached by the end of 1984. Trade estimates elsewhere place the current yield at about 200,000 units a month. Six presses are in place and are being operated three shifts a day, says Frische.

The DADC executive reiterates the company plan to bring up the production rate to one million a month by the end of the year, a level also projected by the CBS/Sony plant in Japan

NEW PRINCE ALBUM

(Continued from page 1)

WEA is also believed to be planning simultaneous release in LP, cassette and Compact Disc.

In confirming rumors of the new album, a Warner spokesman also confirmed speculation that present plans call for no single releases from "Around The World In A Day." One report, holding that the artist opted to forego singles in emulation of the Beatles' landmark 1967 album, "Sgt. Pepper's Lonely Hearts Club Band," was down-

played; however, the source did concede that Prince was aware of the precedent after the decision was made to sidestep single releases.

The new album was apparently completed some months ago and held to avoid competition from "Purple Rain," WEA's biggest seller and a boxoffice hit credited with more than \$70 million in ticket sales for the sister Warner Bros. Pictures theatrical division.

SOUND CHOICE?

CASSETTE INSERTS
7" SLEEVES
RECORD LABELS
JACKETS

Keystone Printed Specialties Co., Inc.
321 Pear Street
Scranton, PA. 18505
717-346-1761

STOCK RECORD COVERS

We call them "Instant Album Covers". We have 39 in full color (scenic views, graphic designs, religious, etc.) which can be imprinted with your own artist and title (& photo if you wish) at a fraction of the cost of a custom cover. (Of course we also do custom covers.)

Lee Myles Assoc., Inc.
160 East 56th Street Dept. N2
NYC, NY 10022 Tel: 758-3232

Serving the graphic needs of the music industry since 1962.

RGH Record Manufacturing Corp.

Audiophile Records Available

ALIVE & WELL

RGH RECORD MANUFACTURING CORP.
A FULL SERVICE COMPANY

226 West 47th Street, New York, NY 10036 • (212) 354-4336

Quality is our prime objective. If it's yours, call us.

Cutting, Plating, Labels, Jackets...

ACTIONMART

For fast action, use **ACTIONMART** the Billboard Classified.

Call Jeff Serette toll free at (800) 223-7524 (NY residents dial 764-7388).



Fuller Finds New Home. Veteran producer and songwriter Jerry Fuller relaxes with MCA Music executives in Los Angeles after signing a worldwide publishing agreement with the company. Seated from left are MCA's president Leeds Levy, vice president Rick Shoemaker and business manager Stan Schneider, Fuller, and MCA's creative services director Jonathan Stone.

Presser Plays Many Roles Macmillan's Perseverance Pays Off

LOS ANGELES Record pressing plant owner Don Macmillan wears many hats, ranging from album production chief to art director to national sales manager—all since last year's NAIRD independent label/distributor convention. These roles have enabled Macola Records, Macmillan's Hollywood plant, to double its volume in cassette production.

After his May visit to the NAIRD meet in San Francisco, Macmillan decided to enter the 12-inch single market and conferred with Greg Broussard of Freak Beat Records here. Broussard was a backup singer with Uncle Jamm's Army, which released a successful 12-inch Macmillan had manufactured. His first negotiation got him "Egypt, Egypt" by Egyptian Lover, Broussard's recording alter ego.

When the 12-incher started to move, Macmillan reached back into

his 23 years with Cadet Records and the Bihari brothers, for whom he had been general manager of manufacturing, to set up his own U.S. distributor list. It now includes: Jem, Grand Prairie, Tex., and here; Action, Cleveland; M.S., Chicago and Atlanta; House, Kansas City; Independent and Jerry Bassin, Miami; JDC, San Pedro, Calif.; Navarre, Minneapolis; Associated, Phoenix; Bib, Charlotte; Tara and Justin, Atlanta; All South, New Orleans; Stan's, Shreveport; Pearl, New York; Select-O-Hits, Memphis; Aquarius, East Hartford; and Universal, Philadelphia.

Macmillan's perseverance has paid off. "On The Nile," Egyptian Lover's first \$8.98 list album, stands at number 67 on this week's Top Black Albums chart and 159 on the Top Pop Albums. Macmillan says "Egypt, Egypt" has sold more than 425,000 units nationally.

For the "On The Nile" album cover, which Broussard and Macmillan maintained was not commercial enough, Macmillan costumed Broussard and rented the necessary Egyptian memorabilia and then hired a photographer to shoot the cover.

Macmillan's groundbreaking has attracted other producers. Russ Parr, a DJ at KDAY-AM and the host of "America Rocks" on NBC-TV, has brought his Rapsur Records to Macola. And Morris Diamond of Bourne Music here has brought two soundtracks from contemporary rock movies to the firm. Diamond represented Macola at Mi-

Ala. Hall of Fame Gets Museum Site

NASHVILLE The city of Tusculumbia, Ala., has donated 20 acres of a recently purchased 63-acre site to the Alabama Music Hall of Fame for the construction of a museum.

The property is located on U.S. Highway 72, the primary east/west route from Memphis to Birmingham through the Muscle Shoals area.

Tusculumbia has also given the Hall of Fame first refusal right to an additional adjacent 20 acres. The remaining part of the \$240,000 site will be used by the city for tourist-related development.

BY SAM SUTHERLAND

A weekly column focusing on developments in Compact Disc hardware and software.

AMONG JAPANESE ELECTRONICS FIRMS picking up the pace of their Compact Disc presence here is **Sanyo Electric**, already a supplier to a number of high-end and special market labels here, and now looking to bring its CD marketing effort directly onshore.

Last week, the corporation's U.S. consumer electronics division in Compton, Calif., unveiled a CD packaging center already in place at the Compton facility, even as it confirmed a claimed CD production capacity increase at its Gifu plant in Japan. With monthly output now pegged at 400,000 units, the U.S. packaging operation is being launched to buttress Sanyo's share of the CD manufacturing market.

Adding to the company's volley of new services here is availability of new custom CD formats, too. Sanyo is now offering graphics display disks in three resolution modes and its own shorter-length CD, similar

On the Beam

to PolyGram's projected "CD max-single" configuration.

In its graphic persona, the Compact Disc will be available for line graphic usage, offering a low resolution of 288 by 24 dots and limited color selection; basic tv graphics, offering text and graphics at a resolution of 288 by 192 dots with additional color options; advanced tv graphics with resolution equivalent to a conventional screen standard and a wide variety of colors.

Sanyo's shorter playing time standard will limit capacity to 12 minutes, and the company notes the option of adding laser engraving outside the program area, an interesting cosmetic twist.

That flood of activity has also prompted Sanyo to tap **Ken Kreisel**, president of **Miller & Kreisel Sound Corp.** and its two label subsidiaries, **RealTime** and **Perpetua**, as a U.S. technical consultant to the CD pressing division. Kreisel will also be liaison to record label customers, serving as conduit for such recent twists as the high-reliance **HR Compact Disc**, the graphics CD and the shorter playing time CD.

EYES HAVE IT: Sanyo's entry into video-capable Compact Discs seems timely indeed, in light of the news that the second edition of "**The Digital Domain**," the Elektra label demonstration CD, will add graphic data to its system-stretching audio program. Veteran producer **Elliot Mazer** reveals that synchronous video images will be programmed into the second volume of the "Domain" project, and contends that **Sony** and **Technics** are readying next-generation CD players with video output ports for graphic display. Mazer's comments are featured in a March interview with **Digital Audio** magazine.

That visual potential will doubtless figure in **Stan Cornyn's** upcoming keynote address at the **NARM Convention** in Hollywood, Fla., March 29-April 1. Cornyn's speech, titled "Eat Or Be Eaten," will reportedly focus on new, intermedia applications for Compact Disc. Given Cornyn's past notoriety for galvanizing the trade with past **NARM** talks, it's likely his CD spiel will be a compelling one.

Grass Route

BY KIM FREEMAN

A weekly column focusing on the activities of independent labels and distributors.

IT WAS NOT YOUR typical picket line that paraded outside of New York rock club **Trax** on March 1 and 2, passing out flyers headed "Trax Trashes Musicians." Serenaded by a violinist playing Tchaikovsky, approximately 30 members of the **Rock/R&B Organizing Committee** (a group sponsored by, but not an official part of, New York City's Musicians' Union Local 802) joined forces to protest and publicize the club's "pay to play" booking policy. Bands slated to play on Trax's usually triple-bills are charged \$55 for sound and lighting expenses and paid from a percentage of their door draw, as counted by Trax employees.

Unfortunately, the policy is not a unique one among the New York showcase venues, and it presents persistent difficulties for independent and unsigned bands struggling to break into the business via the club route. Local 802's treasurer **Barry Cornfeld**, who is spearheading the Committee's efforts, says Trax was chosen as a target because its owner, **Jimmy Pullis**, also owns the similarly-booked club **JP's**. A picketer himself on the 10 p.m. to midnight vigils, Cornfeld admits that rock members constitute a small, and subsequently neglected, minority of the Union, and says that rock club owners have come to believe they can ignore the Union's presence.

Cornfeld says last week's picketing came after a solid month of attempts to reach Pullis by mail and phone to "simply discuss the matter with the Committee. It's conceivable that Pullis could have convinced us that Trax's booking policy is completely fair." But, he says, the Committee's attempts were un-

swered.

At the root of this issue is the question of who's counting and recording an individual band's draw at the door. According to Cornfeld, Committee members doing "undercover" work witnessed several instances in which Trax ticket takers were neither asking customers whom they'd come to see, nor recording the responses of those who volunteered the information. The Committee does not have another picket planned at present, but Cornfeld maintains that further pressure and publicity against Trax could close the club down, which he views as an "absolute last resort." Cornfeld's hope is that Trax will develop a "more fair" payment policy, and that other clubs wishing to avoid negative fanfare will follow suit.

While Trax owner **Jimmy Pullis** was not available, a JP's spokesperson said Pullis "is not really sure what that [the picket] was about and is not ready to comment yet." Meanwhile, Trax manager **John Montgomery** says he was "instructed not to comment on it," but does add, "I'm sure you know Trax is not running around ripping people off."

SEEDS & SPROUTS: The sole indie entrant on the pop charts this week is **Passport/Jem**, (201) 753-6100, with **Utopia's** second label album, "P.O.V." Entering the chart at 190, the album sports a unique marketing concept with order forms for Utopia's two long-form videos. Jem's press man **Howard Waulfing** says the response has been "ten times" what's been generated from the company's normal marketing techniques, and Jem plans to continue the album sleeve ad campaign... Congratulations are also due to **Ray Daniels**, chief of **World Trade Records**, (212) 757-1220, for putting the label's debut release on the Black chart, where **Intrigue's** "Fly Girl" enters at 85. On the same

chart, **Emergency Records**, (212) 777-3200, proves that **Nolan Thomas** is not its only obsession by entering **Amii Stewart's** "Friends" there at 82.

Speaking of Thomases, **Evelyn Thomas**, whose **TSR** single "High Energy" was a pop, black and dance hit last year, now has an album coming out on New York's **Vanguard** label. Her Vanguard debut "Heartless" shipped last Friday (8), with an album to follow in two weeks. Other concerns at Vanguard include Latin dance artist **Tony Paris**, a featured artist at Miami's **Calle Ocho Festival** last weekend. Paris' debut single "Electric Automan" was produced by popular New York club DJ **Larry Levan**... Back at Los Angeles-based **TSR Records**, label president **Tom Hayden** has albums by top 40/dance act **Fun Fun** and former Warner Bros. and Prelude recording artist **Madleen Kane** planned for release soon.

Venerable New York rock hall **Irving Plaza** plays host to the **Reachout International Records/Goldmine**-sponsored "Battle Of The Garage Bands," slated for March 23. The event will feature New York's finest thrashers, the **Vipers**, **Fuzztones**, **Mosquitos**, and **Cheep-skates**, and is also a celebration of **ROIR's** recent release of the compilation cassette "Garage Sale."... In an ongoing effort to upgrade its status from a West Coast to a national distributor, **Torrance, Calif.**-based **Greenworld** adds three regional staffers. In its newly opened New York sales office, which is now stocking and shipping product, former college radio programmer **Pete Solomiti** joins **Greenworld** executive **Paul Marotta** as an assistant. In Seattle, **Chris White**, former domestic buyer for **Danjay**, joins as a marketing and promotion rep, while former **Record Factory** employee **Mollie Shragge** takes on similar duties in San Francisco.

Wholesalers Will Carry USA For Africa Single

BY FRED GOODMAN

NEW YORK Despite initial trepidation caused by unusually high manufacturer's prices and tight margins, record wholesalers have opted to carry the USA For Africa single, "We Are The World" (Billboard, March 9). The seven-inch single, which CBS is offering to wholesale accounts at \$1.73, is in turn being offered by wholesalers at prices between cost and list price.

Several one-stops which had at first demurred due to the exceptionally narrow margin had reversed their position by the single's release date last Thursday (7). "My initial reaction was, 'Why handle it?'" says one East Coast wholesaler. He adds that CBS eventually convinced him to take it, and that he has added a 10% markup to cover expenses. He predicts he will be wholesaling the 12-inch single and album at their list prices as well.

But Buffalo-based Transcontinent Record Sales, which is in rackjobbing and one-stopping as well as supplying its own Record Theater chain, is offering the USA For Africa titles to customers at cost. "We will sell from our one-stop to any of our accounts at the same price we paid for it," says David Colson, vice president and national buyer for Transcontinent. "The same with our rack accounts. I believe that as soon as the record takes off, they'll go with it 100%."

Retailers, however, seem eager to carry the titles, citing the charitable cause and increased store traffic. "We have to have it," says Fred Jeffery, owner of the Rockit Records shops in Nashua, N.H. and Saugus, Mass. Although undecided on a price for "We Are The World," he says his shops sold the Band Aid "Do They Know It's Christmas?" 12-inch at \$3.65, with the store matching the consumer markup and donating all income to charity.

Rebop Records in Ithaca, N.Y. had "real good traffic on the Band Aid single," according to owner Renee Baum. Rebop still stocks the Christmas record as well as a new British benefit import, "Starvation," featuring British and African

artists. "People around here have a lot of interest in this cause," she says of the Cornell Univ. community. "A lot of the African students studying here have made a point to buy the records."

Also coming is a Jamaican benefit single. "Land Of Africa" features Third World, Steel Pulse, Freddie McGregor, the I-Threes, Mutabaruka, Gregory Isaacs and others on the specially formed Music Is Life label, which will be pressed and distributed in the U.S. by RAS Records of Maryland.

RAS's Gary Himelfarb says the 12-inch, set for the end of March, will be available to distributors for \$2.50. "We want stores to sell it cheap," he says, adding that all RAS profits will go to the Music Is Life Foundation in Jamaica.

In a related development, Connecticut Attorney General Joseph I. Lieberman, who held that the wording on the sleeve of "Do They Know It's Christmas?" obliged record retailers in that state to donate all profits from the records' sale to charity, says he is satisfied with the wording on the USA For Africa records.

"CBS submitted the jackets and sleeves, and I appreciate their cooperation and approve of the wording," says Lieberman, who is also chairman of the national Charitable Trusts & Solicitation Committee of Attorney Generals. "It is clear by their wording that only CBS is obliged to donate their profits." However, Lieberman has also written a letter to retailers which CBS will include in shipments that says retailers are morally obliged to avoid profiteering.

Additionally, Lieberman's office, which announced last week that it is seeking to subpoena financial records from the discount department store Caldors, has also revealed that it is seeking to subpoena similar information from Musicland's Sam Goody stores. According to the Attorney General, neither retailer has complied with repeated requests for information on how much money they made on the Band Aid records and what they plan to do with those profits.

INSIDE TRACK

WESTWOOD ONE AND THE COCA-COLA CO. have joined in sponsoring Foreigner's 80-city U.S. tour, which opened Saturday (9) in Albany, Ga. The agreement reportedly marks the first time that a national radio network has joined with a national advertiser to sponsor a major concert tour. In addition, Westwood One reports that Coke and Sprite will beef up ad dollar contributions to the radio program supplier with the purchase of an extensive brand campaign on several Westwood One shows. Coca-Cola has sponsored the syndicator's "Superstar Concert Series" for the past three years.

WORD ON THE STREET says **IRS Records** will be distributed by **MCA**, beginning next month. The parties have apparently shaken hands on the deal, and only formalities remain. IRS's exit from **A&M** after six years (Billboard, Dec. 15) leaves the label's catalog with the **Alpert/Moss** enterprise, however.

AT PRESSTIME, it was learned that **CBS Records** had moved to adopt the **5-by-12 paperboard outer package for Compact Discs developed by Shorewood**. Although CBS had pressed for its adoption, it had indicated earlier that standardization was of prime concern, and that it would go along with the so-called 6-by-12 (actually 5 $\frac{5}{8}$ inches wide) **Ivy Hill** package if most in the industry favored it (Billboard, March 2). Both containers, of course, house the jewel box.

LARRY SMITH of **Bee Gee Distributing**, Albany, and **Dick Greenwald** of **Interstate Distributors Inc.**, Hagerstown, Md., have signed a letter of intent to merge the two regional rackjobbing concerns. . . Cross-merchandising continues to bolster lagging advertising allowances in the industry. Look for **Miller High Life** to appropriate a large part of its young adult marketing budget toward joint sponsorship of contemporary music concerts in major venues through **Gary Reynolds & Associates**. . . **Rip Pelley** of **Advance Marketing Concepts**, Tarzana, Calif., has worked out a deal with **Anheuser-Busch** whereby **Budweiser**, the flagship brew, co-sponsors the **Toto** U.S. tour, starting March 19 in Phoenix, working down to Miami April 13. The venture is unique in that **Toto** is raising \$100,000 on the junket to donate to the **USO**. **CBS Records** is cooperating with contests that send winners to **Toto** concerts and also providing album giveaways to area stations.

FUROR OVER Latin industryites bolting **NARAS** over the minimal three categories allotted Latin music accelerated last week, when founding president **Ray Terrace** of the **Latin Recording Artists** said he wishes to expand the present 300-member roster to 1,000 "and our own awards show." . . . Positive reaction from the south-of-the-border music contingent came from the **Grammy** awarded jointly to **Sheena Easton** and **Luis Miguel**, who's picking up more gigs now that he won. The 15-year-old is believed to be the first Mexican artist to win . . . **Track** erred! **Big State Distributing**, 35 years

an independent record label citadel in Dallas and Texas, is mulling a venture into home video distribution. **Boss Billy Emerson Jr.** stresses that if his firm adds pre-recorded video, he will still maintain his present full staff and total effort behind audio software, with a whole new staff coming in to handle video.

MILWAUKEE CAN LOOK for a marvelous new live performance venue, now that **Lloyd and Jane Pettit** of the **Allan Bradley** fortune have pledged up to \$40 million to subsidize a new arena out near the Stadium in suburban Wauwatosa, Wis. . . **Digital Audio** mag making a serious effort to reach readers through record/tape distribs and one-stops. . . **Artec Inc.**, the longtime Shelburne, Vt., distrib point, deleting its pre-recorded audio products inventory with a closeout sale that ends April 1. Firm is a major home video distributor. . . **Richy Richman**, the Richman brother of Pennsauken fame who runs the fraters' retail division, has been named to the **Villanova Univ. Hall of Fame**. Between 1959 and 1963, he won three letters as quarterback, three as first baseman and two as a guard in basketball. **Brother Jerry** says Richy missed the boat, though, by not signing a campus trio, composed of **Terry Cashman**, **Tommy West** and the late **Jim Croce**.

FILM VERSION OF "A Chorus Line," still on Broadway after more than a decade, goes to **Polydor Records**. **Marvin Hamlisch** and **Ed Kleban** have added two new songs to the score. Expect a track release about November, when the **Sir Richard Attenborough**-directed effort is ready for release through **Embassy Pictures**. . . **Ron Alexenburg** surfaced, partnered with producer/manager **Cecil Gorey** in **Allegory Entertainment**. They showcased their new group, **USA Band**, last week in New York. Group led by drummer **Harry Krebs** has its album ready, with label to be negotiated. Group has global tie with **Budweiser**.

TRACK FOUND veteran producer/publisher **Wes Farrell** in a Roanoke, Va. effort, wherein the **Vikings**, early '70s folk act, has been re-named **Roanoke**, prompting 35 members of that city's business community to raise a reported \$675,000 for the comeback. Farrell, a half-partner in the deal, has produced "A Little More Fire," released on their own **Big Bute** label. . . **Track's** editor moderates a panel on **Promotion Saturday (16)** at a day-long **Entertainment Law Symposium** on the Pepperdine Univ. campus, Malibu. The day includes panels on recordings with **Slash's Bob Biggs**, the **AFM's Vince DiBari**, **Capitol's John Ray** and attorney **Scott Brisbin**; music publishing with **Warner Bros.** Music's **Don Biederman**, **BMI's Marv Mattis** and attorneys **Ned Shankman** and **Robert Thorne**; and promotion with **WEA's Russ Bach**, **International Creative Management's Alex Hodges**, **IRS Records' Michael O'Brien**, **MTV's Ruth Robinson** and **Keefco Productions' John Weaver**. Stipend for professionals is \$100, for students \$45. Call (213) 456-4653 for reservations. Edited by **JOHN SIPPEL**



Global Grammy Concerns. Principals in the Columbia release of the USA For Africa "We Are The World" single and album project meet after the Grammy Awards in Los Angeles to discuss the effort. Pictured from left are Columbia senior vice president/general manager Al Teller, CBS Records president Walter Yetnikoff, the event's producer Ken Kragen and his wife Cathy Worthington.

Bogdanovich Suit Focuses on Springsteen

BY SAM SUTHERLAND

LOS ANGELES Recordings by Bruce Springsteen & the E Street Band are a primary issue in a \$17 million complaint filed here by film director Peter Bogdanovich against producer Martin Starger and Universal Pictures over disputed post-production changes to "Mask," the new Bogdanovich film that had its theatrical premiere Friday (8).

Underscoring the heightened importance of contemporary pop and rock music in major motion pictures, the Bogdanovich suit charges Starger and Universal with five counts including breach of contract and fraud. Pivotal to the action is Bogdanovich's claim that eight minutes of screen action and seven Springsteen songs—comprising a total of approximately 14 minutes on the film's sound track—were de-

leted without the director's approval, following delivery of his final version of the feature.

The film's producers substituted tracks by Bob Seger & the Silver Bullet Band for the Springsteen recordings. Bogdanovich is requesting in his suit that the disputed material be restored; the director has also demanded that his possessory title credit be deleted should Universal fail to reverse its amendments to the exhibited version.

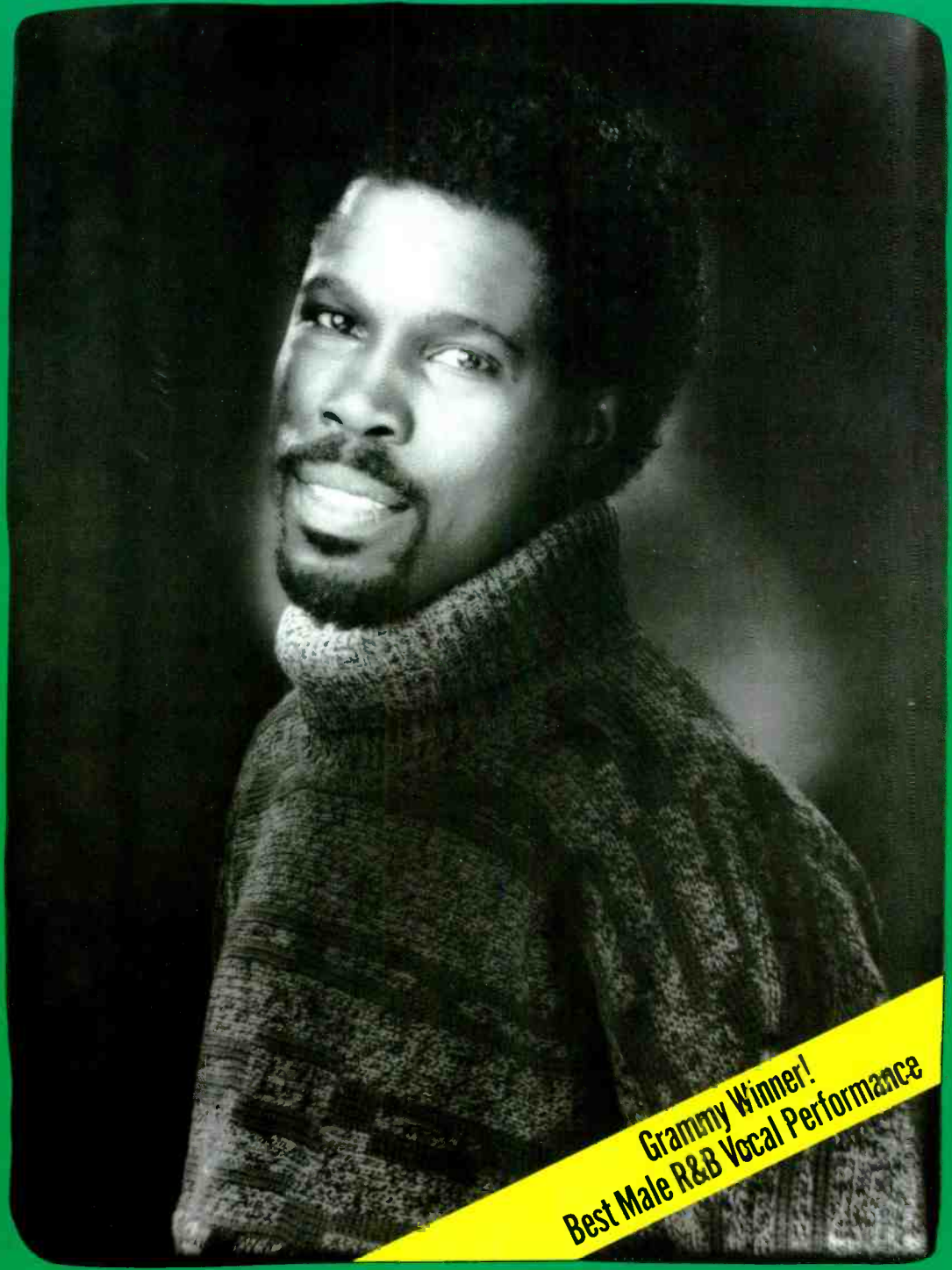
With "Mask" slated for a two-tiered rollout that will culminate in a total of more than 600 screens with a second wave of openings March 22, Bogdanovich held a press conference here Thursday (7) to publicize the battle. Because Rocky Dennis, the teenager whose true story provided the basis for the script, was a Bruce Springsteen fan, Bogdanovich asserted that Univer-

sal's substitution of Bob Seger recordings has yielded "far less meaningful music" for the studio's version of "Mask."

Universal's refusal to keep the Springsteen recordings is being attributed by studio sources to the high fee demanded by CBS Records and Springsteen himself, as well as to a demand for a share of videocassette sales from "Mask." In a prepared statement, Universal has charged that the Bogdanovich action is "completely without merit."

The complaint, filed in Superior Court, seeks \$10 million in damages for lost film profits and diminished commercial value due to the deletion of Springsteen's name from the credits. Pre-release screening materials for the film include no musical credit as of last week.

BILLY OCEAN



Grammy Winner!
Best Male R&B Vocal Performance

HE'S TAKING THE MUSIC WORLD BY STORM!

First, a #1 gold single,
"Caribbean Queen
(No More Love On The Run)."
Then, a #2 chart follow-up,
"Lover Boy,"*
A top 10 platinum album,
"Suddenly," JLB-8213
2 Grammy nominations...

And now, the new Billy Ocean hit,
"SUDDENLY," VSI-9323
The latest chapter
in what's become an eventful
Ocean voyage to the top.



SUDDENLY, IT'S ALL COME TOGETHER FOR BILLY OCEAN.

On Jive Records and Cassettes, distributed by **ARISTA**

And don't miss Billy Ocean live:
2/19 Kansas City, 2/20 Houston, 2/21 Denver, 2/23 Colorado Springs, 2/24 Greeley, 2/26 Salt Lake City, 2/28 Las Vegas, 3/1 San Diego,
3/2 Los Angeles, 3/3 Oakland, 3/4 Santa Rosa, 3/5 Santa Cruz, 3/6 Ventura, 3/8 Tucson, 3/9 Albuquerque, 3/11 Dallas, 3/12 Austin, 3/13
Shreveport, 3/15 Tampa, 3/16 Miami, 3/17 Greensboro, 3/18 Atlanta, 3/19, Savannah, 3/20 Bowie Creek, 3/22-3/23 Westbury, 3/24 Valley
Forge, 3/27 Miami, 3/28-3/30 Trinidad

Produced by Keith Diamond • Engineered by Bryan "Chuck" New
Management: Laurie Jay • Published by Zomba Enterprises, Inc./Willesden Music Inc.
*Executive Producer: Robert John "Mutt" Lange

The wolves came home last night, painted on the sidewalk.

Their names are David, Steve, Conrad, Cesar and Louie... Los Lobos.

After ten years on the club circuit, Los Lobos are what's right about American rock & roll: they're fun, smart and hard-working, serious about songwriting and performing.

It's good to see them on the sidewalk, good to hear them on the radio, good to find them in record stores.

This band is breaking, and it feels great.

