

Billboard

NEWSPAPER

CA 90807

LONG BEACH
3740 ELM
APT A
MONTY GREENLY
000817973 4401 8734 MAR88LHZ
908

NEWSPAPER

VIDEO
STARTS

ON PAGE 47

VOLUME 99 NO. 35

THE INTERNATIONAL NEWSWEEKLY OF MUSIC AND HOME ENTERTAINMENT

August 29, 1987/\$3.95 (U.S.), \$5 (CAN.)

Philips Adds New Math To CD Single: A 5-Incher

BY IS HOROWITZ

NEW YORK A decision by Philips Dupont Optical Co. to introduce a 5-inch audio-only compact disk single raises the specter of an industry format battle over dimensional standards.

PDO says that it is backing the "standard-size" CD single over a 3-inch version, bringing to an apparent end the uneasy truce between Philips and Sony on a common approach to the eventual replacement of the 45 rpm vinyl disk by a new la-

ser configuration.

The move by PDO also plays down Philips' former emphasis on the 5-inch CDV as its preferred candidate for a CD single. That format combines five minutes of video with up to 20 minutes of audio.

Hans Gout, PDO executive vice president, says his company is prepared to offer 5-inch CD singles to custom clients in the fall at a pressing cost of 98 cents each, including basic packaging, although he admits that "in the short term, this is obviously not a very profitable proposition."

He says that PDO is also prepared to manufacture a 3-inch alternative at label request. But he left no doubt as to which product he thought would win out in the market.

(Continued on page 87)

New Pressures Cited At VSDA Confab Vid Dealers Return To Reality

This story was prepared by Al Stewart, Geoff Mayfield, and Ken Schlager.

LAS VEGAS The harsh realities of an increasingly competitive marketplace stood in stark contrast to the glamour of Hollywood and the glitz of Las Vegas at the sixth annual Video

Software Dealers Assn. convention, held here Aug. 16-20.

Certainly many of the independent dealers who were among the 11,600 attendees at the five-day confab could feel the weight of heightened pressure, even more so

than a year ago. But even the larger players, including major chains, distributors, and studios, faced some discomforting realities.

With VCR sales slowing down to a 6% growth rate, the days of easy dollars are over. Dick Kerin, vice

president of video club sales for the 121-store Erol's, during his keynote presentation with Ron Castell, vice president of advertising for the chain, warned fellow retailers of the need to adapt.

(Continued on page 92)



Rental Activity Suffers, VSDA Hears Study Confirms PPV Fears

BY JIM McCULLAUGH

LAS VEGAS When consumers have a head-to-head choice between renting a title and watching it on pay-per-view, rental activity falls off 40%-60%.

Moreover, rental activity in PPV homes falls off to 5.1 rentals per month, down from a 6.5 average.

Even Paramount's "Top Gun," the industry's lead sell-through title of 1987, was off 40% in rentals in areas where PPV was accessible.

These were among the highlights of a new study conducted by the Fairfield Group and unveiled during the Video Software Dealers Assn. convention, held here Aug. 16-20. The findings demonstrate the corrosive effects of PPV (Billboard, Aug. 1).

If the still-fledgling PPV business is allowed to develop, said VSDA president Arthur Morowitz, the well will be "poisoned" for every participant in the industry.

It is estimated that only 3 million-4 million U.S. homes have access to PPV. VSDA members are concerned about the long-term effects of studios expanding on this activity in the nontheatrical area.

The VSDA is mounting an aggressive campaign, said Morowitz, whereby movie studio heads will be petitioned to keep the PPV window behind that of home video. The organization also plans to flood studio executives with tear sheets of objectionable advertisements that promote PPV and home taping. Home

(Continued on page 93)

Pied Piper Of 4th-Quarter Sales Is CBS

BY STEVE GETT

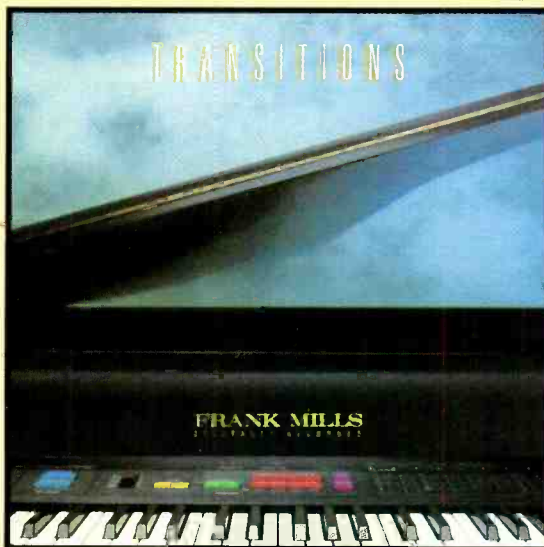
NEW YORK A barrage of sure-fire blockbuster albums assures CBS Records of a dominant role in fourth-quarter sales. Their drawing power at retail is, in turn, likely to create an even more favorable sales climate for major releases from other labels, perhaps propelling the industry to its best quarter ever.

Epic will set the ball rolling Aug. 31 with its release of Michael Jackson's long-awaited "Bad" album. Coming in September from Columbia are new albums by Pink Floyd, Mick Jagger, and Bruce Springsteen. At the end of October, Columbia plans to release the debut solo album, "Faith," by ex-Wham! vocalist George Michael.

Several labels will be issuing new product from platinum-plus acts before the end of the year, but at this juncture, no other major looks likely

(Continued on page 87)

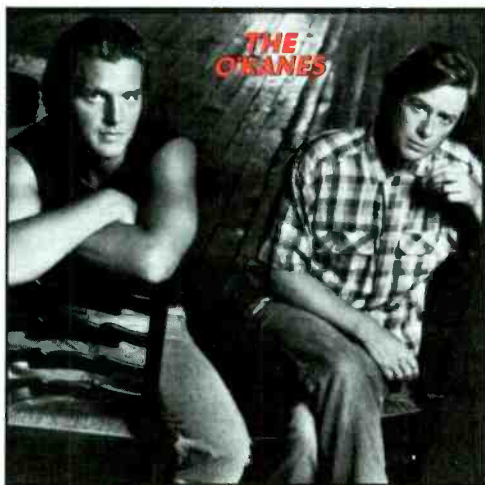
ADVERTISEMENTS



Only one song has sold more sheet music than White Christmas and Frank Mills wrote it—the famous *Music Box Dancer*. Now he's back with a whole new musical direction. From the jazzy single *Heart of The City* to the new age *Sketches of New England*, Frank Mills is breaking at A/C and New Age radio. Both singles are from the album *Transitions*. # CLT 46461 On Capitol.



Dirty Dancing 6408-1-R The hit soundtrack of '87. Thirty years of great music, featuring hits from The Five Satins, The Ronettes, Eric Carmen, Bill Medley/Jennifer Jones and Dr. Robert. A film "... as thrilling as any in a decade—and that includes such blockbusters as *Flashdance* and *Footloose*!"—Rolling Stone. RCA Records



86C 40489

EVERYTHING IS A-O'KANES!

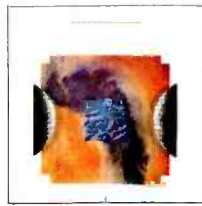
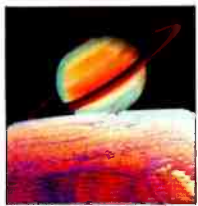
- ✓ "OH DARLIN'"—Top 10 single still getting tremendous radio and video play!
- ✓ "CAN'T STOP MY HEART FROM LOVIN' YOU"—#1 single!
- ✓ "DADDIES NEED TO GROW UP TOO"—current smash!

THE O'KANES ON COLUMBIA RECORDS, CASSETTES & COMPACT DISCS. "Columbia," are trademarks of CBS, Inc. © 1987 CBS Inc.

ADVERTISEMENT

A Progress Report from Cinema: The New Progressive Label.

After such positive response at radio and retail to Cinema's first two releases, *Seen One Earth* by Pete Bardens featuring the AOR hit "In Dreams," and

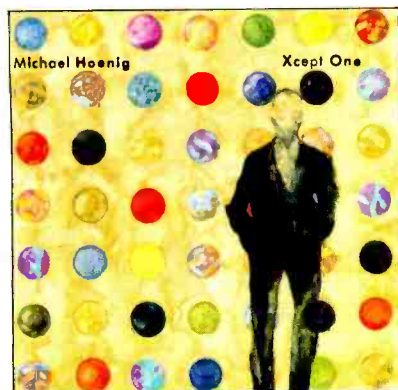


Human Interface by Patrick Moraz; Capitol is proud to announce the third and fourth Cinema releases: *Xcept One* by Michael Hoenig and *Interstellar Suite* by Amin Bhatia.



Michael Hoenig

Having scored such films as the controversial *9½ Weeks*, the critically acclaimed *Koyaanisquatsi*, and the highly regarded early summer film, *The Gate*, Michael Hoenig's debut lp is the latest in a series of startlingly original instrumental pieces.



Xcept One reveals his mastery of synthesized music, and defies all usual categorization—except one. It fits perfectly into Cinema's "New Progressive" concept.

Currently Hoenig is busy at work scoring the new Max Headroom TV series for ABC as well as a variety of other feature film projects.

Amin Bhatia



Interstellar Suite by Amin Bhatia could well be the soundtrack for a mega-budget outer space movie epic except that in this case, no pictures outside the listener's mind are needed. The power of the composition and the richness of its orchestration tell a vivid story-in-sound.

Bhatia's work with David Foster, including contributions to Foster's solo lp, *The Best of Me*, and Michael Jackson's *Thriller*—along with his award winning feature film scores, has laid important commercial and artistic

groundwork for his Cinema debut: *Interstellar Suite*.



Judging from the significant sales and radio-play, Cinema's "New Progressive" label is carving a fresh niche in the marketplace. And with continuing support by Capitol marketing resources directed at radio and retail levels; including a variety of in-store promotions, consumer print and radio advertising, Cinema's rapid growth is sure to continue.

If you haven't already, join in now and reap the rewards of Cinema: The New Progressive Label for the 80's—and beyond.



On Compact Discs, High Quality XDR® Cassettes and Records.

Capitol © 1987 Capitol Records, Inc.



Billboard CONTENTS

VOLUME 99 NO. 35

AUGUST 29, 1987

VSDA ROUNDUP

Billboard offers comprehensive coverage of the Video Software Dealers Assn. convention in Las Vegas, held Aug. 16-20. Stories addressing VSDA issues can be found on pages 1, 3, 4, 47, 51, and 92.

Music Video Firms Bullish On Future

Although the original high expectations for music video software were unrealistic, manufacturers are now better prepared to take advantage of the genre's potential, particularly through cross-promotions. Jim Bessman tells the story in the first of a two-part series. **Page 57**

AD CAMPAIGN HITS CHAPPELL BUY

A U.K. pressure group set up by SBK Songs has begun an advertising campaign opposing the planned takeover of Chappell & Co. by Warner Communications. **Page 77**

Convention Flap Over 'Platoon'

Retailers at the VSDA confab heard Vestron Video and HBO "Video trade" charges over the rights to the Hemdale Films video release of 'Platoon.' Billboard's Ken Schlager and Al Stewart report. **Page 92**

FEATURES

81 Album & Singles Reviews	71 La Radio Latina
46 The Beat	71 Latin Notas
45 Boxscore	86 Lifelines
6 Chartbeat	74 MTV Programming
72 Classical/Keeping Score	26 Nashville Scene
25 Dance Trax	84 Newsmakers
4 Executive Turntable	10 Out Of The Box
52 Gospel Lectern	17 Power Playlists
72 Grass Route	19 The Rhythm & the Blues
94 Inside Track	15 Vox Jox
52 Jazz/Blue Notes	

SECTIONS

19 Black	64 Pro Audio/Video
79 Canada	10 Radio
75 Classified Actionmart	68 Retailing
9 Commentary	44 Talent
26 Country	86 Update
57 Home Video	73 Video Music
77 International	47 Video Retailing

MUSIC CHARTS

Top Albums	Hot Singles
22 Black	16 Adult Contemporary
72 Classical	20 Black
66 Compact Disks	19 Black Singles Action
28 Country	30 Country
78 Hits of the World	26 Country Singles Action
52 Jazz	16 Crossover 30
15 Rock Tracks	24 Dance/Disco
88 Pop	78 Hits of the World
	82 Hot 100
	84 Hot 100 Singles Action
	71 Latin 50

VIDEO CHARTS

63 Hobbies And Crafts	63 Recreational Sports
47 Kid Video	51 Videocassette Rentals
58 Music Videocassettes	60 Videocassette Sales

Valenti Now A Home Vid Convert Seeks Ratings, More Sell-Through

BY JIM McCULLAUGH

LAS VEGAS Once a bitter foe of home video, Motion Picture Assn. of America chairman and president Jack Valenti made peace with the Video Software Dealers Assn. here in a convention keynote speech Aug. 17.



"We are allies for the simplest and grandest of reasons," he said. "As your business grows, so does ours."

Valenti, who led Hollywood's fight against the first-sale doctrine and at one time predicted that home video would turn the film community into a ghost town, conceded that he was willing to "pay credit to those who kick ass. And that's what you did in Washington."

Rather than dwell on the past, however, Valenti urged video dealers to move forward with sell-through, support MPAA antipiracy measures, and actively enforce the MPAA's film-rating system.

Ratings, he said, is a sensitive consumer issue, but "parents are growing uneasy about young people seeing movies on cassettes whose general creative content is not really known. If ever I learned a lesson in politics it is this: When there is unrest in the community for real or perceived cause, always move quickly to heal whatever ails the public."

State legislatures, he said, are "looking over our shoulder. Don't dally about this on the mistaken premise it is censorship. It is not. Voluntary self-regulation, which is what movie rating is all about, is light years ahead of rules written by legislators who don't know your business. It is both enlightened and prudent to sense public discomfort in advance and then press ahead to do something about it."

Valenti saluted the VSDA for joining MPAA's stepped-up, world-

wide war on piracy.

"There is no longer any doubt," he said, "that the legitimate, honest video dealer is wounded by those few who duplicate illegally. I think it's fair to say that VSDA and MPAA are bound and determined to wipe out every pirate enclave in this country. Under the new and tightened copyright laws, the first offenders are liable to go to the slammer. We aim to put them there."

As an example of piracy's "stun-
(Continued on page 93)

NARM, Import Group Offer Plan To Allow Parallels

BY LINDA MOLESKI

NEW YORK The National Assn. of Recording Merchandisers, in conjunction with the newly formed import trade group Recordings International Trade Committee, has submitted a proposal to the Recording Industry Assn. of America calling for it to authorize certain parallel imports with a stamping system. The RIAA response by its president, Jay Ber- man, has so far been lukewarm.

The proposal comes in the wake of a series of recent court actions designed to put a stop to the ille-

gal importation of European recordings whose copyrights are owned by U.S. companies.

"We're trying to establish a workable theme that will allow the American consumer to have the widest possible range of repertoire available," says Ed Grossi, vice president of Jem Records and a founding member of RITC. "Russ Solomon [president of Tower Records and NARM] asked us to help formulate a system similar to that in the U.K., whereby importers purchase a stamp, enabling companies to monitor

(Continued on page 93)

CONVENTION CAPSULES

MOROWITZ RE-ELECTED: Arthur Morowitz was elected to serve a second one-year term as president of the Video Software Dealers Assn. Other officers elected at a board meeting held Aug. 19 at the VSDA convention are Jack Messer, vice president; Brad Burnside, treasurer; and Joan Weisenberg, who was re-elected secretary.

WHAT PRICE SELL-THROUGH: A cab driver making the run from Las Vegas' McCarran Airport to VSDA hotels has been building his own home video library for a decade—by duping at home. Asked what list price for classic films would encourage him to become a sell-through customer, he replied, "Six dollars. I spend \$4 for the blank tape, and I figure the convenience is worth \$2."

THE BLACK CONSUMER: William Dorsey, publisher of Black Video Guide, and Oakland retailer Eugene Lemon of Video Network worked the show from an interesting angle—stimulating the black consumer market. After publishing a 200-page guide, Dorsey is now marketing prerecorded video while claiming the guide itself is a hit. Lemon is sold on the potential of reaching the black video renter/buyer. He said he has sold 80 regular-price copies of "The Color Purple" in his single store.

GOLDEN OPPORTUNITY: Gold-

en Book Video, the spin-off of Western Publishing that up to now catered mostly to toy and mass-market outlets, is about to woo home video distributors and retailers with a batch of kidvids ranging in price from \$8.95 to \$29.95, including a DIC line of 30-minute and long-form product based on the company's animated characters. Also, Golden has a lineup of VCR games that will retail for under \$20. Golden says it is also making new sales policies that will be attractive to the video specialty trade.



A STRATEGIC RETREAT: Asked about a reorganization of Elliot Kastner's Cinema Group when it evolved into a home video entity in partnership with Andre Blay, Blay noted that cutbacks were analogous to Gen. Douglas MacArthur's retreat from the Philippines to Australia in World War II. "He had to go back to Australia before returning to Bataan." The Cinema Group's press conference Aug. 17 also featured what may well have been an industry first. Attendees were politely told to choose sides—one side of the room for smokers, the other for nonsmokers.

GLOOM IN BOOM? Viewers of the "Today" show Monday morning were told to stay tuned for a view of

the home video industry that suggested that consumers were getting bored with their VCRs and that industry profits were down. Only two industryites were interviewed, Vestron president Jon Peisinger and the firm's senior vice president of sales, marketing, and distribution, Al Reuben. The execs of the financially beleaguered company said that diversity of product lines is an answer to the industry's purported ills.

TWENTY SECONDS OF FAME: Celebrity gave VSDA attendees a chance to spend 20 seconds recording a video with wrestler Sgt. Slaughter, a character on Celebrity's G.I. Joe series. On the first day alone, some 500 had their moment of glory documented... HBO Video plans to donate \$100,000 to families of Vietnam veterans in the wake of its "Platoon" program. Film director Oliver Stone will designate the specific charities... "Ishtar," Columbia's summer box-office disappointment, will ship Nov. 17 from RCA/Columbia. Supporting the release will be a Road To Riches Sweepstakes, which features two top prizes of eight-day vacations in Morocco.

QUOTA UNQUOTA: Reports have Paramount revenues dropping \$1.5 million because of a shift of 3% in wholesale price to equalize distributor and rackjobber pricing on "Crocodile Dundee." "They have to get
(Continued on page 93)

©Copyright 1987 by Billboard Publications Inc., a subsidiary of Affiliated Publications Inc. BILLBOARD MAGAZINE (ISSN 0006-2510) is published weekly (except for the first week in January) by Billboard Publications Inc., One Astor Plaza, 1515 Broadway, New York, N.Y. 10036. Subscription rate: annual rate, Continental U.S. \$170.00. Continental Europe £165. Billboard, Quadrant Subscription Service Ltd., Perrymount Road, Haywards Heath, West Sussex, England. Japan Y92,000. Music Labo, Inc., Dempa Building, 2nd Floor, 11-2, 1-Chome, Nigashi-Gotanda, Shinagawa-ku, Tokyo 141, Japan. Second class postage paid at New York, N.Y. and at additional mailing office. Current and back copies of Billboard are available on microfilm from Kraus Microform, One Water Street, White Plains, N.Y. 10601 or Xerox University Microfilms, 300 North Zeeb Road, Ann Arbor, Mich. 48106. Postmaster, please send changes of address to Billboard, P.O. Box 2071, Mahopac, N.Y. 10541-2071, (914) 628-7771.

Part Of 'Just Us' Promo From RCA Phoner Sampling Of Alabama Album

BY EDWARD MORRIS

NASHVILLE Consumers will be able to "sneak preview" Alabama's new RCA album via a special phone linkup that will be in place Sept. 11-19. Callers to the 900 number will hear segments of four songs from "Just Us," Alabama's 10th album for RCA.

For the first time, all the songs on the album are written by members of the band. "Just Us," which will be released Sept. 29, is being made available in several configurations. The compact disks and cassettes will carry extended versions of three of the nine songs—a total of about 10 more minutes of playing time than the regular LP. In addition, a special CD that is identical in length to the LP will be serviced to radio.

A video of "Tar Top," the first single from the album, will be sent to broadcasters by Sept. 1, a source at RCA reports.

Since signing with the label in 1980, Alabama has become the best-selling act in country music. Total album sales, including those through record clubs, now stand at 30 million.

To publicize the preview number and the album, RCA has readied a Coming Soon point-of-purchase campaign, available on request to all retail record stores. The centerpiece of the package is a double-sided banner. One side carries the name of the album and the phone number; the other is decorated with the Alabama logo, the album cover, and the statement: "Brand New Al-

bum Has Arrived."

Other p-o-p material consists of header cards, double-sided flats, posters, and cassette divider cards.

The phone line will open at 6 a.m. CST. Sept. 11 and close at noon CST Sept. 19. Callers to 900-976-BAMA will hear excerpts from "Tar Top," "I Can't Stop," "O' Man," and "Face To Face." The preview will

last approximately one minute, and callers will be charged 50 cents for each call.

Alabama is on an extensive fair and arena tour, during which the band has been visiting record stores to preview the album and talk about the songs.

Says lead singer Randy Owen, "I
(Continued on page 87)

Time-Proven Recordings To Be Honored By RIAA

NEW YORK The Recording Industry Assn. of America has instituted a new category of gold-record award, historical recordings, to honor records made before 1958. The first artist recognized under the new classification is Elvis Presley; on Aug. 12, Jack Soden, the executive director of Graceland, was presented with a plaque honoring 14 albums, 32 singles, and two EPs by the artist.

Angela Corio, the RIAA's gold and platinum trade representative, says the impetus for the program came from RCA Records vice president of communications Dennis Fine, who inquired whether there was some way to recognize Presley's recorded achievements before the RIAA began certifications in 1958. "The whole idea was we wanted to find a way to certify something that didn't have

precise sales figures," says Corio.

The historical recordings plaque will be awarded once a year to an artist chosen by a five-member committee, composed of two non-voting representatives from the RIAA and three members of the trade-publication community. Nominees will be selected from among record-company recommendations.

Although the criteria for eligibility in the category have yet to be finalized, one requirement is that a record must have reached Billboard's top 10 to be considered, says Corio.

The first meeting of the committee, which this year includes Billboard music research/analysis editor Paul Grein, is tentatively set to take place in New York in November. **JEAN ROSENBLUTH**

Orion Sets New Vid Labeling Process Said To Help In Identifying Pirated Cassettes

BY JIM McCULLAUGH

LAS VEGAS Taking a page from the recording industry's antipiracy measure, Orion Home Video is introducing a silk-screen labeling process for videocassettes.

By not using paper labels, the industry standard since home video's inception, pirated cassettes of Orion product will be more easily identifiable by the Federal Bureau of In-

vestigation, the Motion Picture Assn. of America, and consumers, the company says.

The approach is complementary to such anticopying techniques as Macrovision, a system that Orion is planning to use, says Len White, Orion president.

The process itself comes from Apex Machines Co., Fort Lauderdale, Fla. Company founder Bob Coningsby patented an audiocas-

sette silk-screen technology 18 years ago. Apex received a roto-screening patent for videocassettes in 1984.

Orion has purchased three custom-made machines from Apex for an amount said to be in six figures.

Two machines will be installed in the plant run by Orion's U.S. duplicator, Premiere, based in Livonia, Mich., while the third will go to the duplicator of its Canadian distributing agent, JLB Associates.

Orion has no financial or proprietary interest in Apex. In addition, the technology is not exclusive to Orion. Because of the custom-made nature of the machines, however, Orion is believed to have a six-month window on any other video company interested in using the technology.

The process is also said to be cheaper than manufacturing and applying paper labels, which cost on average 1-2 cents each. Writing down the cost of the Apex equipment over one year, the per-cassette labeling cost drops below that of paper labels.

The process can also remove information from the face of a cassette should that cassette ever be degaussed and taped over.

Orion's first product under the system will be the Oct. 29 release of Burt Reynolds' "Malone." In January the company will release "RoboCop" using the process.

Carrie McDowell, and Chico DeBarge. According to Miller, Motown is blueprinting some "innovative" marketing approaches, which the company will detail in the near future.

In addition to domestic considerations, the new management team intends to place stronger emphasis on international operations. Young says the first indication of such a move is the signing of Chris Rea, who has done well in the U.K., Germany, France, Belgium, and Holland, among other countries. His first Motown single is "Let's Dance," and he has an album due in September.

Both Young and Miller are long-
(Continued on page 86)



Silver and Gold. Arista recording artist Kenny G receives both gold and platinum LPs for his hit album, "Duotones," at a recent Arista party in his honor before he opened the JVC Jazz Festival in New York. Shown, from left: Rick Bisceglia, director national top 40 promotion; Roy Lott, sr. vice president, operations; Clive Davis, president; Tony Anderson, vice president, r&b promotion; Kenny G; Jeff Backer, national director, singles promotion; Dennis Turner, Kenny's manager (Fritz-Turner); Jim Cawley, vice president, sales & marketing; and Abbey Konowitch, vice president, video & artist development.

EXECUTIVE TURNTABLE

DISTRIBUTION/RETAILING. Pete Jones is promoted to president of RCA/A&M/Arista Distribution in New York. He was senior vice president.

Cliff Schultz is named director of sales and marketing, distributed labels, for the Capitol/EMI America/Manhattan/Angel Records Group Services in Los Angeles. He was national sales director for EMI America.

WEA's Dallas branch appoints **Cathy Chancellor** field merchandiser for the Houston market. She was with Hastings in Stillwater, Okla.



JONES



DENIGRIS



RANDOLPH



TRIM-DACOSTA

RECORD COMPANIES. Lee Young Jr. is named president of the Motown Records Music Group in Los Angeles. He was executive vice president for the company. Also, **Alvin "Skip" Miller** is appointed president of Motown Records. He was executive vice president for the label.

Dan DeNigris is promoted to vice president of promotion for Epic/Portrait/CBS Associated in New York. He was director of national pop promotion. Also, **Madeline Randolph** is named associate director of black music a&r for Epic/Portrait. She was executive assistant and vice president of Quincy Jones Productions/Qwest Entertainment in Los Angeles.

Columbia Records in New York appoints **Sandra Trim-DaCosta** East Coast director of product marketing. She was director of artist development/press information for the label.

RCA Records in New York makes the following appointments: **Wendy Goldstein** as director of a&r, East Coast; **Daryl Booth**, director of sales; **Don Wardell**, director of catalog music marketing, based in Los Angeles; **Mark Eichner**, manager of a&r; and **Barry Elert**, local promotion repre-



PINI



CHIN



HAVERTY



KRUMPER

sentative, based in Minneapolis. Goldstein was upped from manager of a&r. Booth was branch manager for the label's Cleveland office. Wardell was upped from product director. Eichner recently graduated from Fairleigh-Dickinson. Elert was with Navarre Distributing.

I.R.S. Records in Universal City, Calif., makes the following appointments: **Michael Garbe** to vice president of finance; **Lavonne Murlowski**, director of advertising & marketing projects; and **Ron Scarselli**, art director. Garbe was director of finance. Murlowski was coordinator of marketing/sales/merchandising. Scarselli was a graphic artist.

Profile Records in New York promotes **Gary Pini** to a&r director. He was a&r manager. Pini is succeeded by **Brian Chin**, who wrote Billboard's weekly Dance Trax column.

Rhonda Shore has resigned from Island Records in New York as national director of press and media relations to pursue other interests. She can be reached after Sept. 1 at 617-666-0191.

Doug Haverty is promoted to international publicity/merchandising director for A&M Records International in Los Angeles. He was international
(Continued on page 86)



Songwriters at a Loss

We are composers and lyricists who are being unfairly treated and financially penalized by Broadcast Music, Inc. for having left BMI in the past to become members of ASCAP.

We thought we had an agreement with BMI to continue to receive 100% of our royalties as long as our songs stayed at BMI. Even if we left. BMI has

previously honored this agreement.

Now however, BMI has unilaterally decided to "rewrite" the agreement and cut our royalty payments up to 80% of what we would have received if we were still with BMI or if we agree to go back.

We believe that BMI should honor its agreements and treat all BMI writers, past and present, alike.

While this reduced royalty scheme does not affect current BMI composers and lyricists, it does trap them economically into staying at BMI.

Our counsel, the law firm of Paul, Weiss, Rifkind, Wharton & Garrison, has commenced arbitration proceedings against BMI to protect our rights. ASCAP is backing us and paying our legal expenses.

**John Addison
John Beal
Walter Becker
Bruce Broughton
Larry Cansler
Michel Colombier
Carol Connors
James Di Pasquale**

**Donald Fagen
Emmylou Harris
Mark Hudson
Jerrold Immel
Fred Karlin
Marcy Levy
Ron Mael
Russell Mael
J.D. Martin**

**Jim McBride
Parker McGee
Jack Nitzsche
Nan O'Byrne
John C. Parker
Don Pfrimmer
Chick Rains
Melvin Riley
Jim Rushing**

**Ed Sanford
Lisa Silver
Sonny Throckmorton
Dan Tyler
Rafe VanHoy
Joe Walsh
Larry Weiss
Bernie Worrell**

**If you want to join us, call in New York state: 1-800/248-6878;
from all other states call: 1-800/962-0036.**

Denon Titles See LP, Tape Release

Blue Note, Passport Pick Up Rights

BY JIM BESSMAN

NEW YORK Under an unusual arrangement, the CD-only label Denon America has granted exclusive vinyl and cassette licensing rights for two of its jazz albums to another party, which has in turn licensed the product to two record companies.

The albums, former Weather Report drummer Peter Erskine's "Transition" and ex-Steps Ahead keyboardist Eliane Elias' "Illusions," recently released in CD form by Denon, have been licensed to Passport Records and Blue Note, respectively, outside of Japan. The

two separate deals were arranged by Christine Martin, the manager of both artists, who secured the licensing rights from Denon America.

Denon America is owned by the Japanese company Nippon Columbia, which releases recorded product in all configurations in that country but deals in CD software and hardware in the U.S. According to Martin, who had worked with Nippon Columbia when it released three Japanese albums by Steps Ahead, a former client, the company contacted her in connection with expanding its jazz catalog in the U.S.

"Since it was a CD-only project, I wanted rights for album and cas-

sette licensing because people still buy LPs," says Martin. "It's difficult here for a new artist to get a record deal in the jazz world, especially with enough money to make any impact. Since these are two new solo artists, we wanted to see if two different companies could co-market the same product."

Denon America's general manager of promotion, Ken Furst, says that such co-marketing maximizes exposure of the CD releases by allowing "other record companies that believe in the artists as much as we do" to sell to those consumers who don't have CD players.

Michael Cuscuna, Blue Note's label manager, says that the Denon America deal—under which Elias' "Cross Currents" album will be released in early 1988—enables Blue Note to release an album for a "small portion" of Denon America's original production cost.

He says all configurations of "Illusions" carry a tag trumpeting the
(Continued on page 92)



Doors Awards. Marking the 20th anniversary of the Doors' debut, Hale Milgrim, left, Elektra Records' senior vice president of marketing, presents John Densmore, center, and Ray Manzarek of the Doors with gold, platinum, and multiplatinum albums on the set of MTV. The honored albums are "L.A. Woman," multiplatinum; "The Doors," multiplatinum; "The Doors' Greatest Hits," multiplatinum; "Waiting For The Sun," platinum; "The Best Of The Doors," platinum; "The Soft Parade," platinum; "The Doors—13," platinum; "Alive She Cried," gold; "Absolutely Live!," gold; "Morrison Hotel," gold; and "Strange Scenes Inside The Goldmine," gold. The awards represent albums sold after 1973. The RIAA does not have figures for earlier years.

CBS Promotes Sweethearts' Cuts From 'Nadine' Feature

BY EDWARD MORRIS

NASHVILLE CBS Records is continuing to push the tie-in between the Tri-Star movie "Nadine" and the Sweethearts Of The Rodeo self-titled album, which has three cuts on the movie soundtrack. In the first phase of the co-promotion, which led up to the movie's release in individual markets, Tri-Star incorporated the Sweethearts' music in all its radio and TV spots and used the act's albums and T-shirts as promotional prizes.

CBS has incorporated footage from "Nadine" into a music video for the Sweethearts' single, "Since I Found You," and has hired Aristo

Video Promotions here to work it on both country and pop outlets. The original music video for the song, originally released in the summer of 1986, was worked primarily on country outlets.

The revised video is also being serviced to CBS field reps for in-store use. Account service reps have been provided one-sheets on "Nadine" to incorporate into Sweethearts displays in record stores.

The "Sweethearts Of The Rodeo" album has been stickered to spotlight the three "Nadine" cuts: "Since I Found You," "Midnight Girl/Sunset Town," and "I Can't Resist."

(Continued on page 87)

Founder Still Willing To Negotiate

Antar Drops Crazy Eddie Bid

BY STEVEN DUPLER

NEW YORK The controversy surrounding the fate of electronics retailer Crazy Eddie Inc. has taken a new turn, with the withdrawal of a bid by founder Eddie Antar to negotiate a \$7-per-share buyout of the financially distressed firm.

Antar's group sent a letter to Crazy Eddie, a copy of which was filed with the Securities and Exchange Commission, indicating that it might have had difficulty financing the buyout, which would have cost it about \$186 million for the 26.7 million shares outstanding.

However, Antar's group said it is still willing to negotiate "a mutually acceptable transaction" with the

Edison, N.J.-based chain.

Antar's initial \$7-per-share bid, made in May, came at a time when the chain's stock was trading at a then all-time low of about \$7.50 per share (Billboard, June 6). When Antar sold his controlling interest in the company in January, he received \$13.86 per share.

The situation heated up in mid-June, when a competing bid of \$8 per share was filed by Houston-based Entertainment Marketing, which now holds 1.7 million shares, or 5.5%, of Crazy Eddie stock.

When Crazy Eddie's stock continued to drop in price, Entertainment Marketing, which specializes in discounting discontinued electronics
(Continued on page 92)

SSL Exec Dead At 35

NEW YORK Doug Dickey, a senior executive with Solid State Logic Ltd. and a noted figure in the professional audio world, died Aug. 8 in Washington, D.C., following a long illness. Dickey was 35 years old.

During his 10 years with SSL—generally considered to be the world's foremost manufacturer of computer-assisted recording consoles—Dickey played a major role in the development and success of various SSL products, most notably

the SSL Stereo Video System for the production of audio for stereo television.

At the time of his death, he was also involved in guiding the firm into the motion picture industry and was working on SSL's first all-digital audio system. Dickey moved from Washington, D.C., to SSL's headquarters in Oxford, England, in 1986.

Dickey is survived by his mother, two brothers, and a sister.

'La Bamba' Gives Valens His 1st No. 1 Hit; Def Leppard's 'Hysteria' Album In Top 10

LOS LOBOS' "La Bamba" jumps to No. 1 on this week's Hot 100, giving songwriter **Ritchie Valens** his first No. 1 hit. Valens' highest-charting single as an artist, "Donna," peaked at No. 2 in February 1959—three weeks after he died in a plane crash.

"La Bamba" is the first song sung entirely in a foreign language to reach No. 1 since the **Singing Nun's** "Dominique" in 1963. A few other foreign-language hits have topped the chart in the rock era, including **Domenico Modugno's** "Volare" and **Kyu Sakamoto's** "Sukiyaki."

"La Bamba" is the first song sung entirely in Spanish to hit No. 1. **Freddy Fender's** 1975 chart-topper, "Before The Next Teardrop Falls," was part English and part Spanish, as is **Madonna's** "Who's That Girl," which was last week's No. 1. It dips to No. 2 this week, giving the top two a Spanish flavor.

"La Bamba" is the fifth No. 1 hit taken from a movie directed or produced by **Taylor Hackford**. Two of his previous toppers ("Up Where We Belong" and "Say You, Say Me") won the Oscar for best song; the two others ("Against All Odds" and "Separate Lives") were both nominated for the award. ("La Bamba" won't be eligible, because it's an oldie.) But "La Bamba" marks the first time that a Hackford film has spawned a top five soundtrack album. The "La Bamba" soundtrack leaps to No. 4 this week.

"La Bamba" also moves up to No. 75 on the Hot Country Singles chart. It's the second No. 1 pop hit so far this year to become a "reverse crossover" country hit. The first was **Billy Vera & the Beaters'** "At This Moment."

FAST FACTS: **Def Leppard's** long-awaited "Hysteria" leaps to No. 9 in its second week on the Top Pop Albums chart. This shaves four weeks off the climb of the band's last album, "Pyromania," which cracked the top 10 in its sixth chart week in March 1983. "Pyromania" peaked at No. 2 in May of that year behind **Michael Jackson's** "Thriller." The Aug. 31 release of Jackson's follow-up album, "Bad," will provide an interesting rematch.

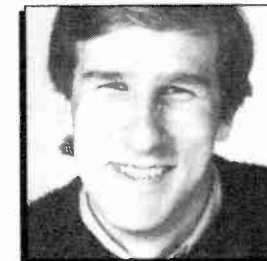
Whitney Houston's "Whitney" logs its 10th week at No. 1 on the Top Pop Albums chart, which means

that Houston now has two of the three longest-running No. 1 albums by female artists in the rock era. The champ is **Carole King's** "Tapestry," which had 15 weeks at No. 1; runner-up is "Whitney Houston," with 14 weeks.

Huey Lewis & the News' "Doing It All For My Baby," which jumps five notches to No. 14, is the fifth top 20 hit from the group's album "Fore!" The band also pulled five top 20 hits from its previous album, "Sports." The only other act to earn five top 20 hits

from back-to-back albums is **Lionel Richie**.

RANDOM THOUGHTS: This must be some sort of cultural signpost: The **Grateful Dead** have the best-selling CD in the country. The veteran group's "In The Dark" jumps to No. 1 on the Top Pop Compact Disks chart. We can see the



by Paul Grein

headline now: "'60s Hippies Become '80s Yuppies."

Ray Parker Jr.'s "I Don't Think That Man Should Sleep Alone," which debuts on the Hot 100 at No. 88, would have seemed a lot more daring if it had been released before **George Michael's** "I Want Your Sex." Now, instead of bucking a social trend, he seems to be following in somebody else's footsteps.

How important is timing in capitalizing on a pop phenomenon? Consider the fate of two similarly formatted soundtracks to hot television shows. MCA's "Miami Vice" soundtrack—released in late 1985, just as the NBC-TV show was cresting—logged 11 weeks at No. 1. The same label's "Moonlighting" soundtrack—released six months after series star **Bruce Willis** scored a top five single—loses its bullet at No. 50 this week. Moral: When you're seeking to catch a wave, timing is everything.

WE GET LETTERS: Eric Fader of Peekskill, N.Y., makes an interesting point. "Isn't it strange that on a chart with intentional misspellings ('Wot's It To Ya'), tiresome 'cute' spellings ('U Got The Look'), and bad grammar ('Don't Mean Nothing'), there's a case of a group going out of its way to correct the accepted rendering of a phrase? I'm talking about **Starship's** hit 'It's Not Over ('Til It's Over),' which cleans up—and corrupts—**Yogi Berra's** famous expression, 'It ain't over 'til it's over.'"

THE U2

EVENT OF THE YEAR

September 8, 1987



Just days before the second U.S. leg of the "Joshua Tree Tour" kicks off, the DIR Radio Network will present U2 LIVE via satellite from New York. Bono, The Edge, Adam Clayton and Larry Mullen — 90 minutes of LISTENER CALL-INS and LIVE MUSIC recorded on their current tour, plus music from their multi-platinum album "Joshua Tree". All from U2 — the artists you and your listeners requested most.

If you would like to join this growing list of stations, contact Michael Abramson, DIR Affiliate Relations (212) 371-6850.

New York, NY
 Los Angeles, CA
 Philadelphia, PA
 Boston, MA
 Detroit, MI
 Dallas-Ft. Worth, TX
 Houston, TX
 Miami, FL
 Seattle/Tacoma, WA
 Tampa/St. Petersburg, FL
 Denver, CO
 Indianapolis, IN
 San Diego, CA
 Portland, OR
 Orlando-Daytona Beach, FL
 Kansas City, KS
 Raleigh/Durham, NC
 Memphis, TN
 Providence, RI
 New Bedford, MA
 Harrisburg/York/Lancaster/Lebanon, PA

WNEW-FM
 KLDF-FM
 WMMR-FM
 WBCN-FM
 WRIF-FM
 KTTC-FM
 KLOL-FM
 WZLZ-FM
 KPLZ-FM
 WYNF-FM
 KAZY-FM
 WFBC-FM
 KGE-FM
 KGDN-FM
 WDIZ-FM
 KYYZ-FM
 WRDZ-FM
 KWLX-FM
 WHJY-FM
 WHTF-FM

A baby-Scherectady-Troy, NY
 Mobile, AL/Pensacola, FL
 Richmond, VA
 Knoxville, TN
 Fresno, CA
 Syracuse, NY
 Lincoln/Hastings/Kearney, NE

WEQX-FM
 WZEW-FM
 WRXL-FM
 WOKI-FM
 KKDJ-FM
 WAQX-FM
 KQKY-FM

Salinas-Monterey, CA
 Lafayette, LA
 Reno, NV
 Eugene, OR
 Wheeling/Steubenville, WV
 Ft. Smith, AR
 Wilmington, NC
 Bangor, ME
 Sarasota, FL
 Utica, NY
 Greenwood/Greenville, MS
 Gainesville, FL
 Missoula, MT
 Grand Junction, CO
 Great Falls, MT
 Roswell, NM
 Palm Springs, CA
 Alexandria, MN
 Marquette, MI
 Cheyenne, WY
 San Angelo, TX

KMBY-FM
 KRKR-AM
 KOZZ-FM
 KZEL-FM
 WTCS-AM
 KKEG-FM
 WTOS-FM
 WHSL-FM
 WSRZ-FM
 WOUR-FM
 WSWG-FM
 WRUF-FM
 KZOQ-FM
 KISZ-FM
 KMON-FM
 KBIM-FM
 KCHV-FM
 KKBJ-FM
 WMQT-FM
 KRQU-FM
 KBIL-FM



WHO
 COULD ASK TOYOTA
 FOR ANYTHING
 MORE!



“MARSALIS STANDARD TIME-VOL. 1.
EVERY MOMENT IS PERFECTION.”

Seven-time Grammy-winner Wynton Marsalis draws on his deep sense of jazz history to infuse music's most enduring standards with a revitalized spirit all his own.

To announce this important new release, a major marketing campaign is now in place.

“Marsalis Standard Time-Vol. 1.” It's Wynton's most timeless album ever.

FC 40461

Marsalis Standard Time-Vol. 1.




WYNTON MARSALIS.

“Marsalis Standard Time-Vol. 1.” Featuring “Caravan,” “Foggy Day,” “April In Paris” and “Autumn Leaves.”

On Columbia Records, Cassettes and Compact Discs.



Produced by Steve Epstein.
Exclusive Management by AMG International.
Edward C. Arrendall, II and Vernon H. Hammond, III—Partners.
“Columbia,”  are trademarks of CBS Inc. © 1987 CBS Inc.

Competition With Honor

PRESSING AN UNFAIR CD ADVANTAGE

BY JEFFREY M. WILKINS

If capital is the lifeblood of the U.S. economic system, then competition is the adrenaline that keeps it pumping.

Fair competition, however intense, helps everyone, spurring technical development and process innovation, resulting in lower-cost/higher-quality products. In the compact disk business, everyone from the raw-material supplier and the creative talent through to the consumer benefits.

But unfair competition is a poison that threatens the health of our industry. Our competitive system must remain ethical in order to function effectively.

As a new participant in the entertainment industry, I am still learning about its diversity and energy. But I am no stranger to competition.

I founded and led a company in the computer services industry that eventually grew to generate more than \$100 million in sales. That industry is characterized by a rapidly growing number of suppliers, prices that drop dramatically, and intense competition. Competitors include well-financed, multinational corporations as well as start-ups funded by venture capital.

I have found a number of similarities in the CD manufacturing business. However, some important factors that differ from my previous experience are also apparent. CD manufacturing is truly a worldwide business, and pressing plants are located in most of the major developed countries. International fac-

tors like language, currency, exchange rates, and ethical practices all come into play.

In the past year, a number of the U.S.-based CD manufacturing facilities have come on line, and there has been a strong movement on the part of U.S. record companies to

damage customer relationships and the reputation of our company by giving false information to our clients.

I was forced to defend our company to each of our valued customers, and their response was one of full support.

others are going to great lengths to help our customers understand each step of the line production process and to assist them in achieving success.

We believe in and promote value-added services to customers. This service-oriented approach is our idea of fair competition, and through these means and others we have been able to favorably establish ourselves in the industry in a very short time.

This is in contrast to some foreign suppliers whose concept of marketing is a fax machine and a new price schedule. While foreign suppliers will no doubt adapt to new market conditions with U.S.-based support groups, it is now the domestic companies that are setting the standards for service and effectiveness.

With the prices for CD manufacturing down significantly over the past year, it is now possible for prices at retail to achieve a range that can stimulate unit volume. As total industry unit volume grows, aggressive pricing will become less extreme and price decreases will tend to be driven by additional production efficiency rather than marginal pricing of excess capacity.

The future is very bright for CD users and manufacturers alike. The increase in ethical competition is bringing great benefit to us all.

However, we must all deplore and vigorously oppose the aberrant ethical practices of a few in order to preserve a healthy industry and a robust environment for growth.

'Marketing with a fax machine and a new price schedule'

Jeffrey Wilkins is president of Discovery Systems, the CD manufacturer in Dublin, Ohio.



move their production to domestic suppliers. This has naturally caused concern among foreign suppliers who had previously enjoyed relatively little competition in selling to U.S. customers.

Now, in addition to declining prices because of production improvements as well as exchange-rate fluctuations, foreign concerns have seen disk manufacturing evolving into a service business rather than a commodity manufacturing business.

While the response by most foreign suppliers has been honorable, there are serious exceptions.

Unfortunately, I had to deal with one of those recently. A foreign competitor attempted to seriously

This was a dishonorable act—the kind that poisons the health of an industry. I was outraged, as we must all be. No one desires to be in a position of defense, but, if necessary, we must and will defend ourselves.

We will take appropriate and ethical steps to defend our company and industry and the ethics on which they are built, by public statements, political action, or recourse to the law.

Success in a business with intense competition requires a company to understand its value to its customers. For all but the very largest record companies, the production of CD-based product is still a complex process that requires special care and attention. In the U.S., we and

tion is again very limited.

I wonder if consumers feel it was worth the savings. Now they have to travel more than 100 miles, to the Dallas/Fort Worth area, to obtain a good selection of CDs.

David F. Gossom
Compact Discovery Inc.
Wichita Falls, Texas

VINYL: BAIT FOR CD

Here's a marketing concept consumers of CDs would appreciate:

Why not let LPs be exchanged within a week of purchase for a CD of the same work? The customer would have to pay only the difference (usually about \$7) but would have improved sound quality.

As many CD buyers know, it is too extravagant to try a new artist for \$15 without hearing the music first. But New York radio stations don't play "newer" artists, making it a gamble to pay even \$7 for the LP.

Lately I have bought wonderful new LPs—based on word of mouth or pure faith—by Chris Isaak, Marianne Faithful, Marshall Crenshaw, Echo & the Bunnymen, John Hiatt, and Mason Ruffner, among others, only to find I would have preferred the CD. But it's too late now. I'm not going to spend \$22 on a single recording. I'm stuck with the LP.

The price of CDs inhibits new-music purchases. I own about 200 CDs,

and roughly two-thirds of them are back-list, greatest-hits sets, or compilations. But there is only so much back-list material I'm going to buy on CD.

In order to continue buying CDs, especially by unknown new groups, there has to be an enticement. That lure should be the old standby—the LP.

Roger Friedman
ITC Entertainment Inc.
New York

COMMUNICATING PROMO NEEDS

I'd like to correct some remarks attributed to me in error in an article on the dance retail panel at the New Music Seminar (Billboard, Aug. 8).

As a participant, I intended my remarks to clarify the difference between the promotional function of a label and its distribution web (in my case, WEA).

Distribution organs of the major labels have to maintain cutoff levels in the number and type of accounts they deal with directly. Others must rely on one-stops, but in most cases they still receive promotional support from the labels.

It is in everyone's interest to keep small, specialized retailers from "falling through the cracks," and it was to this end that I said at the seminar that communications with both the labels and their distribution wings

would help any store receive greater attention. It is as much the responsibility of retailers to communicate with the labels as the other way around.

What ended up in print totally misconstrued what I said and unfairly singled out WEA for criticism. My intent was to defend the label and WEA for the aggressive stance we have taken in reaching out to specialized retail accounts. The meaning and intent of my comments were lost.

David E. Shaw
Dance Music Marketing Manager
Warner Bros. Records
New York

THUMBS UP, 'ON THE ROAD'

I just wanted to let you know how interesting and informative I find Linda Moleski's "On The Road" [column in the talent section]. It is well-written, and I look forward to it weekly.

Marty Klein
William Morris Agency
New York

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

Los Angeles
9107 Wilshire Blvd.
Beverly Hills, Calif. 90210
213 273-7040
telex 66-4969

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
71 Beak St.
W1R 3LF
01 439-9411
telex 262100

Tokyo
19-16 Jingumae 6-Chome
Shibuya-ku, Tokyo 150
03 498-4641
telex J25735

Publisher & Editor-In-Chief:
SAM HOLDSWORTH

Associate Publisher/Director of Research:
MARTY FEELY

Associate Publisher/Director of Marketing & Sales:
GENE SMITH

General Manager/Directories Publisher:
JOHN BABCOCK JR.

International Editorial Director:
MIKE HENNESSEY

General Manager/Nashville:
GERRY WOOD

Editorial

Managing Editor: KEN SCHLAGER
Deputy Editor: Irv Lichtman
Executive Editor: Is Horowitz
News Editor: Jean Rosenbluth
Art Director: Jeff Nisbet
Senior Copy Editor: Peter Kobel

Special Issues:
Editor: Ed Ochs (Los Angeles)
Assistant Editor: Robyn Wells (N.Y.)

Bureau Chiefs:
Dave DiMartino (Los Angeles)
Bill Holland (Washington)

Editors:
Radio: Kim Freeman (N.Y.)
Talent: Steve Gett (N.Y.)
Black Music: Nelson George (N.Y.)
Retailing: Earl Paige (L.A.), Geoff Mayfield (N.Y.), Ed Morris (Nashville), Chris Morris (L.A.)
Home Entertainment: Jim McCullough (L.A.)
Home Video: Al Stewart (N.Y.)
Music Video: Steven Dupler (N.Y.)
Pro Audio/Video: Steven Dupler (N.Y.)
International: Peter Jones (London)
Music Research/Analysis: Paul Grein (L.A.)
Album Reviews: Jean Rosenbluth (N.Y.), Chris Morris (L.A.), Ed Morris (Nashville)
Singles Reviews: Bill Coleman (N.Y.)
Reporter: Linda Moleski (N.Y.)
Administrative Assistants: Debbie Holley (Nashville), Valerie Bisharat (L.A.)

Contributors: Brian Chin (Dance), Bob Darden (Gospel), Peter Koopnews (Jazz), Kirk LaPointe (Canada), Peter Ludwig (Radio), Moira McCormick (Chicago), Tony Sabourin (Latin)

Charts & Research

Associate Publisher/Director of Charts:
THOMAS NOONAN

Asst. Director of Charts: Michael Ellis
Manager, Country Charts: Marie Ratliff
Manager, Black/Jazz/Crossover Charts: Terri Rossi
Manager, Dance/Disco Charts: Sharon Russell
Manager, Latin Charts: Carlos Agudelo
Systems Manager: JoDean Adams

New York: Harry Michel (retail supervisor), Ron Cerrito (radio supervisor), Marisol Camacho, Jim Canosa, Ed Coakley, Eleanore Greenberg, Cathy Kaslow, Robert Martucci, Rosemary Perez, Marc Zubatkin

Marketing & Sales

Director of Sales, Video/Sound: Ron Willman
Promotion Director: Phyllis Goldberg
Radio/Singles Mgr.: Margaret Lo Cicero

N.Y.: Norm Berkowitz, Ken Karp, Amy Laurie, Karen O'Callaghan, Peggy Dold, Jeff Serrette (classified)
L.A.: Christine Matuchek, Mickey Grennan, Michele J. Gambardella, Colette Kreins, Marv Fisher

Nashville: John McCartney
London: Patrick Campbell
Tokyo: Hugh Nishikawa
Amsterdam: Ron Betist, 0-20-628483
Milan: Germano Ruscitto, 28-29-158
Sydney: Mike Lewis, 612 412-4626

Production

Director: MARIE R. GOMBERT
Advertising Production Mgr.: John Wallace
Adv'tg. Production Coordinator: Michael D. Small
Atex System Manager: Raymond H. Hertzman
Edit. Production Manager: Terrence C. Sanders
Asst. Edit. Production Mgr.: Renate L. Foster
Directories Production Mgr.: Len Durham

Administration

V.P. & Executive Editorial Director: Lee Zhitto
Divisional Controller: Peter Phillips
Distribution Manager: Edward Skiba
Circulation Manager: Eileen Bell
Dealer Copy Sales: Brad Lee
License & Permissions Mgr.: Georgina Challis
Directories Editor: Leslie Shaver
Credit Manager: Jerry Mannion
Asst. to Publisher & Gen. Mgr.: Cary Fagan

Billboard Publications Inc.

President & Chief Executive Officer:
GERALD S. HOBBS

Executive Vice President: Sam Holdsworth
Senior Vice President: Ann Haire
Vice Presidents: Paul Curran, Rosalee Lovett, Martin R. Feely, Lee Zhitto, John Babcock Jr., Glenn Heffernan
Managing Director, Billboard Ltd.:
R. Michael Hennessey

Billboard Operations Europe:
Theo Roos
Chairman Emeritus: W.D. Littleford



A COSTLY EXPERIENCE

I read John Ridgway's letter (Aug. 8) with interest. My own experience was similar to his in that we finally had to close our compact disk store.

However, I might add that part of the problem, in addition to pricing discrimination, was credit. We were forced to operate on a COD basis. Small businesses cannot afford the expense of letters of credit required by the major labels for direct purchases.

I think that ultimately the consumer suffers. When we opened our CD-only store, the options in our city of 100,000 consisted of one record specialty shop and a discount department store with a small stock of CDs. Within two months both stores added extensive inventory to compete with the wide and varied selection we offered.

Of course, we could not compete on the basis of price, and consumers opted to save \$2 or \$3 on CD purchases. It was also a time of weak economic conditions here.

Our store has been closed for five months now. Both the specialty shop and the discount store have reduced their inventories of CDs, and selec-

WIKS Comes On Strong In 1st Arbs Research, Requests, Promos Set Tone

BY KIM FREEMAN

NEW YORK "We knew there was a niche here," says Ceaser Gooding, PD of WIKS-FM "Kiss 102" New Bern, N.C. That's sort of an understatement from a PD who just exploited that niche to pull a 24.5, 12-plus Arbitron share in spring book, the station's first ratings period.

Kiss 102, which services much of North Carolina's coastal region, signed on in January of this year after drawing a 4.9 fall 1986 share in its previous incarnation as WAZZ.

Gooding says the success of the market's sole urban outlet, WQDW, with only 3,000 watts pointed to the potential for an urban-oriented outlet with 100,000 watts, which Kiss 102 has. (WQDW's 12-plus share dropped to a 2.9 from an 11.7 after Kiss 102 went on the air.)

Gooding's goal, however, was and is mass appeal. As such, he viewed top 40 station WDLX as Kiss 102's main competition. To pull those broad demographics, Gooding adopted the urban rock handle and assembled a music mix based on 60% up-tempo urban songs and 40% pop crossovers. Daypart spice elements include an occasional rock ballad like "Every Breath You Take" and "Eyes Without A Face." Kiss 102's "Late Show" follows a quiet-storm approach. Gooding says he stays away from rap, except at night.

Gooding says he considers Kiss 102 a "break-out" outlet for new music, and he relies heavily on requests and retail and club research in making playlist decisions. Album cuts help maintain the perception that Kiss 102 is exposing plenty of fresh music.

A key factor in Kiss 102's out-of-the-box success is a high-profile promotional stance. Spring giveaways totaled more than \$40,000 and were awarded to listeners who had sent in postcards with their names and those of three friends, who were called at random and stood to win if

they answered the phone with Kiss 102's phrase that says: "The power's on you at Kiss 102."

Often, new stations maintain a low profile during their first six months and count on word of mouth while fine-tuning the product. Kiss 102 took the opposite approach.

The station is one of three owned by the young Joyner Broadcast Group, based in Cary, N.C. "[Company president] Tom Joyner isn't

'Other stations haven't let listeners in'

one of those managers to sit back, see how we did in the first book, then give us some station jackets," says Gooding. "He came with all the money up front."

Coming on big guns promotion-wise was especially effective in the coastal North Carolina market, the PD says. "This area is not used to having big promotions. When we came in with the \$40,000 giveaway, nobody could really compete with it."

The Joyner Broadcast Group is in business for the long run, says Gooding, which translates into taking good care of personnel. When the spring ratings came out, Joyner issue \$700 bonuses to every jock on staff. "I've never had that happen to me in my entire career," Gooding says. "It helps that Joyner came up as a jock, and he's very concerned with keeping the staff together."

Kiss 102's morning show is hosted by Tony Richards (who is also MD), who sets a tone of listener participation that Kiss 102 maintains throughout the day. Richards' music-intensive show features questions of the day, corny listener jokes, and other elements aimed at making its audience feel as if it is a part of the station, a quality that other market stations have neglect-

ed, says Gooding. "I don't think other stations have let listeners in," he says.

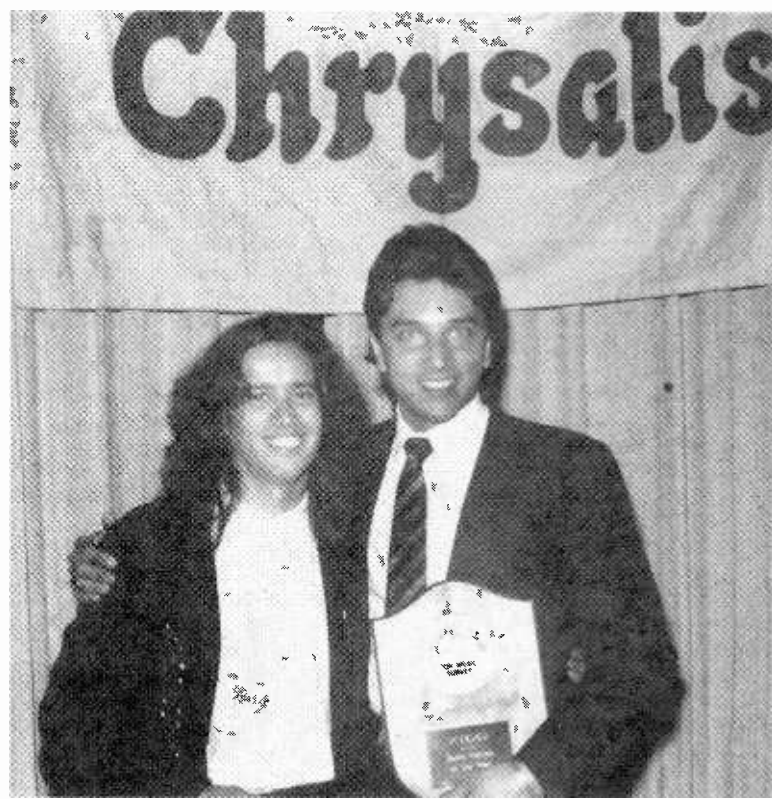
Gooding hosts Kiss 102's afternoon show, and all dayparts pulled above-20 shares in the spring Arbitrons. Its 7 p.m.-midnight "Late Show" drew a whopping 36.9 share in the spring Arbitrons.

The coastal North Carolina metro area includes the cities of Jacksonville, Greenville, and Wilmington. Accordingly, Kiss 102 is charged with covering numerous locales.

"All of our jocks are out at clubs almost every night of the week," says Gooding. Song dedications and the Kissline provide plenty of opportunities to mention various towns and cities on air, he adds.

In following up its spectacular spring sweep, consistency will be the key, according to Gooding. The upbeat morale at Kiss 102 is now being applied to capitalizing on spring gains, rather than resting on laurels.

Gooding came to start up Kiss 102 from WOWI Norfolk, Va. He counts urban radio veterans Roschan Vance, Frankie Crocker, Bob Lawrence, and Don Early Allen as educational and inspirational forces in his career.



Killer B's. Bronx-born bad boys and longtime buddies Frankie Blue, right, MD at WHTZ "Z-100" New York, and Jellybean Benitez compared notes on career achievements during the Bobby Poe Convention in Washington, D.C. Blue celebrated the Poe Awards that Z-100 snagged, and Benitez touted his Chrysalis album "Just Visiting This Planet."

Crystal Awards Set For NAB Convention

NEW YORK The Crystal Radio Awards will grace the National Assn. of Broadcasters' convention, Radio '87, for the first time in the meet's history. The awards are for outstanding local achievement, and top honors will be given to 10 stations during the Sept. 9-12 event in Anaheim, Calif.

Fifty semifinalist stations will be given merit awards after a panel of nonindustry judges evaluates contributions made by the entrants to their communities. The Crystal Awards grew out of the NAB's longtime emphasis on public service in broadcasting.

The NAB's Radio Award will be presented to CBS News correspondent Douglas Edwards.

Attendance at the management, programming, sales, and engineering convention is expected to top 6,000, and 140-plus companies had booked exhibiter space at press time.

The issue of tax deductibility of advertising is expected to be a hot topic for management attendees. On the programming side, government's role in regulating what broadcasters say and do is expected to generate interest.

A total of 77 sessions will be held, with six running simultaneously. Some panels will feature a new twist: having a member of the press on hand ready to ask questions.



Programmers reveal why they have jumped on certain new releases.

TOP 40

MTV is flexing its muscle in Norfolk, Va., where WGH PD Tony Macrini says that the play the channel is giving Curiosity Killed The Cat's "Misfit" (Mercury) is generating strong requests for and instant familiarity with the song, which he describes as a "more sophisticated Duran Duran sound, with an older appeal." Also pulling a lot of calls is Poison's latest, "I Won't Forget You" (Enigma/Capitol). "This one is a far cry from 'Talk Dirty To Me,'" says Macrini. "It almost borders on a Merseybeat/mid-'60s sound." The PD says the single is doing especially well with females 18-24, most of whom seem to be as impressed with the song itself as they are with Poison's track record. "It's got a great hook, and it appeals to an older audience than 'Talk Dirty,'" he says. Finally, Macrini raves about Donna Summer's "Dinner With Gershwin" (Geffen), another track with a tantalizing hook. "I think this will have universal appeal to all formats, and it's interesting to me because the lyrics appear to be about God."

COUNTRY

WTQR Winston-Salem, N.C., PD Les Acree says Hank Williams Jr.'s "Born To Boogie" (Warner Bros./Curb) is still burning things up in the market. The track is doing especially well with younger-end males, and Williams' album continues to be a big seller. Bringing the females to the phones in force is the Judd "Turn It Loose" (RCA). Also doing well with WTQR's lady listeners is the Bellamy Brothers' "Crazy From The Heart" (MCA). Rounding out the crop of hot performers for the station are the latest offerings by Conway Twitty and George Strait.

newsline...

VERNERS J. ORE is named president/GM of Cap Cities/ABC outlet WKHX-AM-FM Atlanta. Ore was a VP for Cap Cities/ABC and replaces Norm Schrutt, president of the group's Owned Stations—Group I.

JOHN BLASSINGAME is named GM of WGAR-AM-FM Cleveland. A 10-year veteran with WGAR's parent, Nationwide Communications, Blassingame was most recently the combo's general sales manager.

WBBG Cleveland, a big band outlet, will be sold to Larry Robinson by Jacor Communications. In 1984, Robinson sold WBBG and WMJI to Jacor. Jacor will keep the AC-formatted WMJI.

BILL KIRK is appointed VP/GM of Van Wagner Broadcasting, which owns country outlet KEBC Oklahoma City. Kirk was executive VP of Summit Communications, owner of KXXY Oklahoma City, the country station that Kirk put on the air in 1982.

JOE MITCHELL joins top 40 outlet WMVB-FM "B-97" Millville, N.J., as general manager. Most recently, Mitchell was local sales manager of WFPG Atlantic City, N.J.

"Every mother's nightmare

Every schoolboy's dream"

LOVERBOY

"WILDSIDE"

OC 40893

The new album from the multi-

platinum masters of hard hits.

Featuring the first single

"NOTORIOUS," written by Paul Dean,

38 417724

Mike Reno, Jon Bon Jovi,

Richie Sambora and Todd Cerney.



On Columbia Records, Cassettes and Compact Discs.

Produced by Bruce Fairbairn.

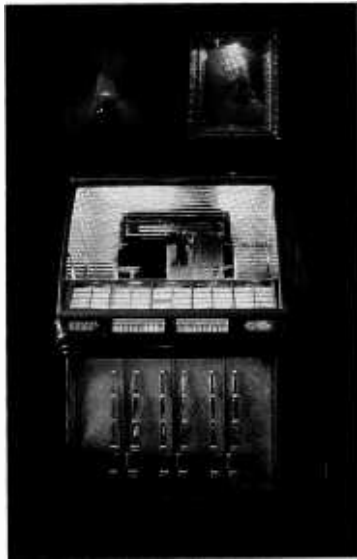


"Columbia,"  are trademarks of CBS Inc. © 1987 CBS Inc.



J O H N C O U G A R

**PAPER IN FIRE
DOWN AND OUT IN PARADISE
CHECK IT OUT
THE REAL LIFE
CHERRY BOMB**



**WE ARE THE PEOPLE
EMPTY HANDS
HARD TIMES FOR AN HONEST MAN
HOTDOGS AND HAMBURGERS
ROOTY TOOT TOOT**



M E L L E N C A M P



T H E L O N E S O M E J U B I L E E

832 465-1 Q-1

FEATURED PROGRAMMING

WITH RADIO FORMATS starting to show signs of shaking loose and with the steady popularity of TV soap operas, Alan Cohen and Bandwidth Productions of Stamford, Conn., is convinced the time is right for "Metro Beat." The question is, is contemporary commercial radio ready for a daily drama serial?

"Metro Beat" is 23 minutes of intrigue, plot twists, and cliffhangers in a daily half-hour program. The story revolves around the personal and professional lives of the journalists of a national multimedia news organization.

The overlapping stories will evolve in short episodes as they do in soap operas. It's interesting to remember that such TV-soap-opera classics as "Search For Tomorrow" and the still-airing "Guiding Light" began as 15-minute radio shows. The characters of the "Metro Beat" pilot resemble those of the "Max Headroom" show being permanently admitted to "General Hospital."

Executive co-producers Peter Weissman and Cohen have three experienced writers, a director, a cast of 10 players, and an original music director under contract. They're hoping to debut the series in late fall. Bandwidth is expecting to offer the show on a barter basis.

The pilot program was recently sneak-previewed on the full-service WPTF, Raleigh/Durham, N.C. The station heavily solicited listener response both before and after the airing, and Cohen says that respondents were interviewed in-depth. He says that he was not surprised by the three-to-one ratio of callers in favor of a daily airing of the show, but was surprised to find that 75% were "extremely enthusiastic."

Cohen believes that the current dearth of quality early-evening TV programs makes "Metro Beat" ideal for radio's afternoon drive time. He says that "the show was conceived to help restore programming originality to the AM band," but is quick to point out that he is looking hard at FM stations as well. Bandwidth can be contacted at 203-972-3437.

TELEPROGRAMS INC. of West Hollywood is offering its first special of 1987 with "#1 America." The three-hour Labor Day feature is an all-American look at the nation's top rockers, targeted for album rock and top 40 stations.

"#1 America" looks at the struggles behind the success stories of our country's stars and reminds listeners of America's tremendous contribution to contemporary music.

With tongue in cheek, Teleprograms president Jim Hampton says, "If Ollie North was in this business, he'd produce a show like this one!" Teleprograms can be reached at 213-854-4475.

STARMAGIC RADIO Teaneck, N.J., is readying its "Third Dimension" for an autumn debut and hopes to have the new one-hour weekly cleared and growing by the time the company celebrates its first birthday in November. "Third



Rock's Best Shots. Bob Costas, NBC Sports' resident rock aficionado, gets a few pregame pointers before he tackles the host's seat for NBC's "Great Moments In Rock." Pictured, from left, are Burkhart/Abrams consultants Greg Gillespie and Dwight Douglas; Costas; Burkhart/Abrams' Lee Abrams; and The Source/NBC's program manager Michael Hughes and network PD Andy Denmark.

Dimension" aims to showcase the Caribbean side of urban contemporary and features reggae, calypso, and island jazz and gospel.

The show will be the fourth weekly to come from Starmagic. The company currently has an urban music magazine, a weekend dance show, and a strong gospel program. "Third Dimension" is offered on a market-exclusive barter basis, with Koma Cologne as host. Starmagic can be reached at 201-833-8333.

FINAL NOTES. DIR Broadcasting will stop the hands on its "Rock Clock" at the end of August. The weekly bowed in early June as the natural outgrowth of DIR's "Pioneers In Music" and its extensive "King Biscuit" archives. Each one-hour show offered listeners three short, live sets from three different

artists, with Cheap Trick's Rick Nielson as host. PETER J. LUDWIG

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

- Aug. 24, Starship, Line One, Westwood One, one hour.
- Aug. 24, John Kay plus additional guest, Rockline, Global Satellite/ABC Radio Networks, 90 minutes.
- Aug. 24-30, Lakeside, Special Edition, Westwood One, one hour.
- Aug. 24-30, Roger Daltrey, Off The Record With Mary Turner, Westwood One, one hour.
- Aug. 24-31, Keith Richards, Classic Cuts, MJI Broadcasting, one hour.
- Aug. 24-31, Moody Blues/Alice Cooper/John

- Waite, Rock Clock, DIR Broadcasting, one hour.
- Aug. 24-31, Fleetwood Mac, Rock Today, MJI Broadcasting, one hour.
- Aug. 28-29, Steve Winwood, On The Radio, On The Radio Broadcasting, one hour.
- Aug. 28-29, Oak Ridge Boys, Country Today, MJI Broadcasting, one hour.
- Aug. 28-29, Patti LaBelle, Star Beat, MJI Broadcasting, one hour.
- Aug. 28-30, Andy Narell, The Jazz Show With David Sanborn, NBC Radio Entertainment, two hours.
- Aug. 28-30, Billy Idol, Superstars Concert Series, Westwood One, 90 minutes.
- Aug. 28-30, Chicago/Lindsey Buckingham, Cruisin' America, CBS RadioRadio, three hours.
- Aug. 28-30, Night Ranger, Hot Rocks, United Stations, 90 minutes.
- Aug. 29-30, Dan Seals, Country Close-Up, Pro-Media, one hour.
- Aug. 29-31, Paul McCartney—Close Up, Beatles Silver Anniversary Series, United Stations Special, 90 minutes.
- Aug. 29-31, Summer Encore 1987, United Stations Special, three hours.
- Aug. 29-31, Twenty Years Of Great Entertainers, Country Six Pack Special, United Stations Series Special, three hours.
- Aug. 29-31, The Stevie Wonder Silver Anniversary Special, United Stations Special, three hours.
- Aug. 29-31, Billboard's Official To 40 Hits Of The Beatles, United Stations Special, three hours.
- Aug. 30, the Cars, Hitline U.S.A., James Paul Brown Entertainment, one hour.
- Aug. 30, Cutting Crew, King Biscuit Flower Hour, DIR Broadcasting, one hour.
- Aug. 30, the Cars/Def Leppard, Powercuts, Global Satellite/ABC Radio Networks, two hours.
- Aug. 30-31, Michael Sterns, Musical Starstreams, Frank Forest Productions, two hours.
- Aug. 30-31, Sexuality In Music, RadioScope, Lee Bailey Broadcasting, one hour.
- Aug. 30-Sept. 5, Graham Gouldman of Wax, Rock Over London, Radio International, one hour.
- Aug. 31, the Outfield, Line One, Westwood One, one hour.
- Aug. 31, R.E.M. plus additional guest, Rockline, Global Satellite/ABC Radio Networks, 90 minutes.
- Aug. 31-Sept. 6, John Waite, Off The Record With Mary Turner, Westwood One, one hour.

PROMOTIONS

ENGLISH LESSONS AND PIGSKIN

KOA Denver was a station of Anglophiles in early August as it tied its live broadcast of the America Bowl in London to a week of decidedly English activities. The America Bowl is the recently inaugurated annual mauling that two National Football League teams give each other in Wembley Stadium to the delight of our English cousins. Since KOA was planning to air live coverage of the Denver Broncos in this year's match, KOA's morning crew, Kelley & Company, decided to do a week of live broadcasts from London.

The "KOA English Lesson" consisted of 10 English words the meanings of which were unfamiliar to American ears—such as lorry, loo, lift, and tube—given out over the course of the week's live remotes. Listeners were told to compile a list of the 10 and send it in on a postcard. Kelley & Company then choose a grand-prize winner from among the entries for a trip to London, including a shopping spree at Harrod's and a year's supply of English tea. By George, I think they've got it.



Help For The Homeless. KBTS "B-93" Austin staffers took time out to aid the disadvantaged after Mayor Frank Cooksey made an official proclamation establishing a day to help the homeless. From left are Cooksey and KBTS personality Dave Dawson and PD Lisa Tonacci.

BENEFITING

When Duran Duran decided that it wanted to finish up its recent tour in New York and do a benefit concert for the city's homeless, it knew it would need the assistance of an area rock station. So bass player John Taylor approached granddaddy rocker WNEW-FM, which has for years produced an annual

Christmas benefit for the United Cerebral Palsy group, a 24-hour Hungerthon for UNICEF, and a number of other events to aid the T.J. Martell Foundation for Cancer and Leukemia Research.

A station is a local resource in its market, and if that station is active in that market's social programs, it

(Continued on page 16)

YesterHits

Hits From Billboard 10 and 20 Years Ago This Week

POP SINGLES—10 Years Ago

1. **Best Of My Love**, Emotions, COLUMBIA
2. **(Your Love Has Lifted Me) Higher And Higher**, Rita Coolidge, A&M
3. **I Just Want To Be Your Everything**, Andy Gibb, RSO
4. **Handy Man**, James Taylor, COLUMBIA
5. **Float On**, Floaters, ABC
6. **Don't Stop**, Fleetwood Mac, WARNER BROS
7. **Easy**, Commodores, MOTOWN
8. **Strawberry Letter 23**, Brothers Johnson, A&M
9. **Telephone Line**, Electric Light Orchestra, UNITED ARTISTS
10. **Smoke From A Distant Fire**, Sanford-Townsend Band, WARNER BROS

POP SINGLES—20 Years Ago

1. **Ode To Billie Joe**, Bobbie Gentry, CAPITOL
2. **All You Need Is Love**, Beatles, CAPITOL
3. **Reflections**, Diana Ross & the Supremes, MOTOWN
4. **Light My Fire**, DOORS, ELEKTRA
5. **Baby I Love You**, Aretha Franklin, ATLANTIC
6. **Come Back When You Grow Up**, Bobby Vee & the Strangers, LIBERTY
7. **Cold Sweat**, James Brown & the Famous Flames, KING
8. **Pleasant Valley Sunday**, Monkees, COLGEMS
9. **You're My Everything**, Temptations, GORDY
10. **I Was Made To Love Her**, Stevie Wonder, TAMLA

TOP ALBUMS—10 Years Ago

1. **Rumours**, Fleetwood Mac, WARNER BROS
2. **Star Wars Soundtrack**, 20th CENTURY
3. **CSN**, Crosby, Stills & Nash, ATLANTIC
4. **J.T.**, James Taylor, COLUMBIA
5. **Elvis Presley**, Moody Blue, RCA
6. **Commodores**, MOTOWN
7. **Emotions**, Rejoice, COLUMBIA
8. **Shaun Cassidy**, WARNER/CURB
9. **I'm In You**, Peter Frampton, A&M
10. **Foreigner**, Foreigner, ATLANTIC

TOP ALBUMS—20 Years Ago

1. **Sgt. Pepper's Lonely Hearts Club Band**, Beatles, CAPITOL
2. **Headquarters**, Monkees, COLGEMS
3. **Flowers**, Rolling Stones, LONDON
4. **the Doors**, ELEKTRA
5. **Surrealistic Pillow**, Jefferson Airplane, RCA VICTOR
6. **Groovin'**, Young Rascals, ATLANTIC
7. **Insight Out**, Association, WARNER BROS
8. **Release Me**, Engelbert Humperdinck, PARROT
9. **I Never Loved A Man The Way I Love You**, Aretha Franklin, ATLANTIC
10. **With A Lot O' Soul**, Temptations, GORDY

COUNTRY SINGLES—10 Years Ago

1. **Don't It Make My Brown Eyes Blue**, Crystal Gayle, UNITED ARTISTS
2. **I've Already Loved You In My Mind**, Conway Twitty, MCA
3. **Way Down/Pledging My Love**, Elvis Presley, RCA
4. **Daytime Friends**, Kenny Rogers, UNITED ARTISTS
5. **Southern California**, George Jones & Tammy Wynette, EPIC
6. **Sunflower**, Glen Campbell, CAPITOL
7. **That's The Way Love Should Be**, Dave & Sugar, RCA
8. **Ramblin' Fever/When My Blue Moon Turns To Gold Again**, Merle Haggard, MCA
9. **Y'All Come Back Saloon**, Oak Ridge Boys, ABC/DDT
10. **Why Can't He Be You**, Loretta Lynn, MCA

SOUL SINGLES—10 Years Ago

1. **Float On**, Floaters, ABC
2. **L.A. Sunshine**, War, UNITED ARTISTS
3. **Strawberry Letter 23**, Brothers Johnson, A&M
4. **Let's Clean Up The Ghetto**, Philadelphia International All Stars, EPIC
5. **I Believe You**, Dorothy Moore, MALACO
6. **The Greatest Love Of All**, George Benson, ARISTA
7. **Work On Me**, O'Jays, EPIC
8. **Boogie Nights**, Heatwave, EPIC
9. **Devil's Gun**, C.J. & Co., ATLANTIC
10. **Best Of My Love**, Emotions, COLUMBIA

Sherman Joins The Troops At WIGO; Lisa Dent Accepts KKLQ's MD Offer

LEE SHERMAN arrives at urban outlet **WIGO** Atlanta as PD and morning man. Moving into new duties there is **Mike Jamison**, who shifts from nights to afternoon drive and the MD position. Sherman comes from **WUSS** Atlantic City, N.J., and replaces **Kevin Brown**.

Lisa Dent fills the long-open position of MD at hot hit outlet **KKLQ-AM-FM "Q-106"** San Diego. Dent arrives from the MD/midday post at **WZOK** Rockford, Ill. According to Q-106 PD **Garry Wall**, she comes with all the right stuff—from computer skills to great ears . . . Getting another hip top 40 slot is **Sharon LePere**, who is now the MD at **KITY "Power 93"** San Antonio, Texas. She's a four-year market veteran and holds down **KITY's** late-night slot.



by Kim Freeman

JAY ALBRIGHT will resign from his PD post at super successful country combo **KMPS-AM-FM** Seattle some time next month. Word is that Albright is pursuing his longtime interest in programming/research consulting on his own. Before signing on at the then-troubled **KMPS** three years ago, Albright was a national consultant for **Drake-Chenault**, so he's certainly well-prepared.

Mark Thompson and **Brian Phelps** will indeed be the new morning team at album rocker **KLOS** Los Angeles. The duo is expected to arrive from **WAPI-FM** Birmingham, Ala., sometime next month.

"**IT FOUND ME**," says **David Lawrence** of his new gig at **MJI Broadcasting** in New York. The former American Comedy Network producer—prior to a brief stint at **WLWQ** Columbus, Ohio—will arrive in late September as program development consultant. Lawrence's forte in dance music will most likely be put to good use on **MJI's** newest baby, "Direct Hits."

David Rockwell, operations manager for country **FM WQIX** and **AC/MOR AM WIQT** Elmira, N.Y., has three weekend openings, two of which could develop into full-time slots. He can be reached before noon EST.

MUTUAL ADMIRATION rarely surfaces in the radio biz, but new age innovator **KTWV "the Wave"** Los Angeles and all-news **AM KFVB** have begun airing commercials for each other. The spots on the Wave feature a familiar **KFVB** voice telling listeners, "Listen to the Wave all you want, but when you need news, tune in **KFVB**," before intoning the station's familiar slogan, "Give us 22 minutes, and we'll give you the world."

"People who listen to us are looking for a very specific mood," says **KTWV PD Frank Cody**. "The people are also looking for specific sources of information, like news radio stations. We figure it will increase TSL for both stations. It's a synergistic arrangement."

Sort of a yin-yang relationship? "More of an ooh-ah situation," Cody says. "The nature of today's news makes people flinch and say 'ooh.' But they can improve their mood by switching to the Wave, relaxing, and saying 'ah.'"

KLBJ-FM Austin, Texas, sends out news of two arrivals: **Don Gilmore** as MD and **Bruce Walden** as promotions director. Gilmore's post became open when former MD **Jeff Carroll** was elevated to PD, after former PD **Clark Ryan** was upped to operations manager . . . **Bill Gardner** has left his personality post at **KZBS-FM** Oklahoma City. The veteran air talent, programmer, and pilot can be reached at 405-755-1496.

WOKQ Dover, N.H., ups two people. The country/pop/personality outlet has promoted **Jim Murphy**,

who will add operations manager duties to his existing PD responsibilities. Also, production director **Mark Jensen** takes on additional work as assistant PD . . . **Matt Brown** is named assistant PD of **WKMF** Flint, Mich. He had been afternoon driver on **WKMF's** sister **AM, WCRZ**, and production director for both stations.

ONE FINAL ROUND of guest **Vox Jox** contributors:



J.B. BRENNER, senior national album promotion director for **A&M**: "Imagine we're both listening to your station and hear a back announcement like this, 'Hey! That sounded so hot I bet you thought we played it on CD. Would you believe my kid brother ran it off on his

new DAT? We'll be back with more surprises after this."

"Can we share some anger here? Digital audio-tape is more than the tail on the home-taping dog. It's changing into a pit bull and handing the leash over to the mass counterfeiter. Uncoded **DAT** technology and a bunch of new CD plants make a deadly team. [The situation is] putting digital masters into the paws of illegal duplicators and equipping them to take their biggest bite yet out of the industry.

"If our injuries are massive enough we lose much more than profits. We lose our very lifeblood—the strength to invest in talent. Your programming. Our lives. To find the healthiest hits each week, you take the pulse of my business. Unless you look forward to working with corpses, stop the pit bull now.

"Say no to **DAT**. Not just on the air, but in your letters to senators and congressmen. You can't be an innocent bystander on the **DAT** fence when the pit bull's got his side covered."

DAVE LOGAN, PD of **KFOG** San Francisco:

"My pet peeve currently resides with record companies who decry the loss of **AOR** support for their projects. At the same time they are pouring tons of money into other formats. We're told that **AOR** is supposed to stand for *album*, yet every representative we speak with tells us that the companies' priorities are focused on the *single*. I think everyone knows that's where the money is for record companies, and if that's the case, fine—just quit holding album radio responsible for failed projects.

"In the past, tour support and artist support—both with time buys and in market promotion—were given to album radio. This is simply no longer the case. With the average video costing at least \$50,000 today, that's money spent away from support services on the radio level. We wholeheartedly reject the premise that album radio does not contribute to the overall health of artists.

"It's foolish to talk to us about goofing up your 'marketing plan' when we are not included in it in the first place. There are a few great managers out there who understand the need for a relationship that's supportive of album rock, and we will always assist those that help us. We're not asking for everything. Just our fair share."

TOM EVANS, PD of **WIYY** Baltimore:

"Maybe this problem is just germane to the Baltimore/Washington area, but whenever major shows go on sale—like **Pink Floyd** or **David Bowie**—the major charge-by-phone people do a wonderful job of publicizing the shows but refuse to answer the phone. Our listeners call us to complain. Why not hire enough help to man the phones, have a recording that says shows are sold out, and/or let us tell our listeners that there's no charge-by-phone for that particular show."

ALBUM ROCK TRACKS™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL	TITLE
				Compiled from national album rock radio airplay reports.	
				★★ NO. 1 ★★	
1	1	2	3	JOHN COUGAR MELLENCAMP MERCURY	PAPER IN FIRE 2 weeks at No. One
2	2	1	9	GRATEFUL DEAD ARISTA	TOUCH OF GREY
3	3	5	8	HOOTERS COLUMBIA	JOHNNY B.
4	5	10	6	GRATEFUL DEAD ARISTA	HELL IN A BUCKET
				★★★ FLASHMAKER ★★★	
5	NEW▶		1	THE CARS ELEKTRA	YOU ARE THE GIRL
6	4	4	14	WHITESNAKE GEPHEN	HERE I GO AGAIN
7	9	12	8	JON ASTLEY ATLANTIC	JANE'S GETTING SERIOUS
8	16	25	4	RICHARD MARX MANHATTAN	SHOULD'VE KNOWN BETTER
9	10	13	9	GREAT WHITE CAPITOL	ROCK ME
10	7	8	5	DEF LEPPARD MERCURY	WOMEN
11	17	20	18	U2 ISLAND	WHERE THE STREETS HAVE NO NAME
12	24	—	2	LOVERBOY COLUMBIA	NOTORIOUS
13	NEW▶		1	AEROSMITH GEPHEN	DUDE (LOOKS LIKE A LADY)
14	14	17	4	BRYAN ADAMS A&M	VICTIM OF LOVE
15	6	6	10	CRUZADOS ARISTA	BED OF LIES
16	29	42	3	DEF LEPPARD MERCURY	ANIMAL
17	15	18	7	ROGER WATERS COLUMBIA	SUNSET STRIP
18	8	3	13	HEART CAPITOL	WHO WILL YOU RUN TO
19	23	31	3	INSIDERS EPIC	GHOST ON THE BEACH
20	25	30	4	DAVID BOWIE EMI-AMERICA	NEVER LET ME DOWN
21	21	29	4	PAUL KELLY & THE MESSENGERS A&M	DARLING IT HURTS
22	11	11	8	LOS LOBOS WARNER BROS.	LA BAMBA
23	19	19	5	TOM PETTY & THE HEARTBREAKERS MCA	ALL MIXED UP
24	18	14	6	JOE WALSH FULL MOON/WARNER BROS.	IN MY CAR
25	28	34	5	THE SILENCERS RCA	PAINTED MOON
26	30	35	3	THE PRETENDERS WARNER BROS.	WHERE HAS EVERY BODY GONE
27	27	36	4	THE BEAT FARMERS MCA	DARK LIGHT
28	31	43	3	THE FABULOUS THUNDERBIRDS CBS ASSOCIATED	HOW DO YOU SPELL LOVE
				★★★ POWER TRACK ★★★	
29	41	—	2	FLEETWOOD MAC WARNER BROS.	LITTLE LIES
30	13	9	11	INXS & JIMMY BARNES ATLANTIC	GOOD TIMES
31	12	7	10	38 SPECIAL A&M	BACK TO PARADISE
32	20	15	6	SAMMY HAGAR GEPHEN	BOY'S NIGHT OUT
33	22	22	7	CHARLIE DANIELS EPIC	BOGGED DOWN IN LOVE
34	43	—	2	MR. MISTER RCA	SOMETHING REAL (INSIDE ME, INSIDE YOU)
35	49	—	2	GLEN BURTNICK A&M	FOLLOW YOU
36	33	37	5	DIO WARNER BROS.	I COULD HAVE BEEN A DREAMER
37	50	—	2	HOOTERS COLUMBIA	SATELLITE
38	39	38	5	EUROPE EPIC	CARRIE
39	NEW▶		1	MELVIN JAMES MCA	WHY WON'T YOU STAY
40	NEW▶		1	WHITESNAKE GEPHEN	IS THIS LOVE
41	NEW▶		1	SAMMY HAGAR GEPHEN	RETURNING HOME
42	26	28	6	PATTY SMYTH COLUMBIA	ISN'T IT ENOUGH
43	NEW▶		1	SUZANNE VEGA A&M	SOLITUDE STANDING
44	36	27	10	U2 ISLAND	SPANISH EYES
45	48	50	3	CROWDED HOUSE CAPITOL	WORLD WHERE YOU LIVE
46	40	41	4	GRATEFUL DEAD ARISTA	WEST LA FADEAWAY
47	47	48	3	JON BUTCHER CAPITOL	WISHES
48	45	44	3	WARREN ZEVON VIRGIN	DETOX MANSION
49	NEW▶		1	PETE BARDESS CAPITOL	IN DREAMS
50	NEW▶		1	STEPPENWOLF QUIP	HOLD ON

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



DAT's One Small Step For Technology. WFMT Chicago recently enjoyed the distinction of being the first radio station to broadcast using digital audiotape. The station broadcast one hour of its classical fare using the Sony rotary DAT concept. From left are WFMT VP/GM Richard Marschner, WFMT president Ray Nordstrand, Sony High Fidelity's N. Hasagawa, and WFMT VP/PD Norm Pellegrini.

FOR WEEK ENDING AUGUST 29, 1987



©Copyright 1987, 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 CROSSOVER 30™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL	TITLE
1	1	1	7	MADONNA SIRE	★★ No. 1 ★★ WHO'S THAT GIRL 3 wks. at No. One
2	2	4	5	LOS LOBOS WARNER BROS.	LA BAMBA
3	4	9	4	MICHAEL JACKSON EPIC	I JUST CAN'T STOP LOVING YOU
4	3	5	5	L.L. COOL J DEF JAM	I NEED LOVE
5	8	19	5	LISA LISA & CULT JAM COLUMBIA	LOST IN EMOTION
6	7	12	5	FAT BOYS & THE BEACH BOYS TIN PAN APPLE	WIPE OUT
7	10	15	4	WHITNEY HOUSTON ARISTA	DIDN'T WE ALMOST HAVE IT ALL
8	9	17	4	LEVERT ATLANTIC	CASANOVA
9	12	16	6	JELLYBEAN CHRYSALIS	WHO FOUND WHO
10	13	14	6	SMOKEY ROBINSON MOTOWN	ONE HEARTBEAT
11	11	10	10	WILL TO POWER EPIC	DREAMIN'
12	17	20	4	FORCE M.D.'S TOMMY BOY	LOVE IS A HOUSE
13	19	23	5	DIONNE WARWICK & JEFFREY OSBORNE ARISTA	LOVE POWER
14	5	2	13	GEORGE MICHAEL COLUMBIA	I WANT YOUR SEX
15	21	22	5	ABC MERCURY	WHEN SMOKEY SINGS
16	26	—	2	PRINCE PAISLEY PARK	U GOT THE LOOK
17	6	7	6	NATALIE COLE MANHATTAN	JUMP START
18	15	3	14	JANET JACKSON A&M	THE PLEASURE PRINCIPLE
19	14	8	11	THE JETS MCA	CROSS MY BROKEN HEART
20	22	30	3	HERB ALPERT A&M	MAKING LOVE IN THE RAIN
21	NEW ▶	1	1	EXPOSE ARISTA	LET ME BE THE ONE
22	18	11	15	THE WHISPERS SOLAR	ROCK STEADY
23	29	—	2	BANANARAMA LONDON	I HEARD A RUMOUR
24	NEW ▶	1	1	NOEL 4TH & B'WAY	SILENT MORNING
25	24	29	3	ATLANTIC STARR WARNER BROS.	ONE LOVER AT A TIME
26	27	18	10	ALEXANDER O'NEAL TABU	FAKE
27	NEW ▶	1	1	PEPSI & SHIRLIE POLYDOR	HEARTACHE
28	NEW ▶	1	1	THE SYSTEM ATLANTIC	NIGHTTIME LOVER
29	23	21	6	LIVING IN A BOX CHRYSALIS	LIVING IN A BOX
30	20	6	9	FREDDIE JACKSON CAPITOL	JAM TONIGHT

PROMOTIONS

(Continued from page 14)

can not only initiate events but also act as a liaison between sponsors and organizations. WNEW suggested that the band contact the Assn. to Benefit Children. As a result, proceeds from the Aug. 31 concert at the Beacon Theatre will be earmarked for the association's Transitional Housing Program for Homeless Families.

CABIN IN THE SKY

Top 40 KBTS "B-93" Austin, Texas, recently put air personality "Dr." Dave Dawson on a stairway to heaven to help raise Austin's awareness of its homeless problem. Dawson broadcast live from atop a 30-foot billboard encouraging listeners to donate nonperishable food items, clothing, or cash. Representatives of the Salvation Army collected and distributed the donations.

The billboard, paid for by the local firm currently advertising on it, was a 3-D representation of a brick house, complete with windows, lights, and a front yard. Dawson broadcast directly from the platform beside the house.

WALL-TO-WALL NOSTALGIA

There have been a lot of air personalities on WALL Middletown, N.Y. during the past nearly 50 years. WALL marked its 45th anniversary by bringing back many of those personalities.

PD Rob Dillman says the planning for the weekendlong event began when 38-year WALL veteran Joe Ryan brought in a newspaper clipping about the station's first air date, Aug. 1, 1942. Unfortunately, Ryan passed away before the reunion date arrived.

More than 30 former morning men, jocks, and newscasters returned to take part and pay tribute to Ryan. There were far too many to mention them all, but here are a few and some of their current affiliations: Al Faust, producer at West Glen Communications; Ken Medick, WQHQ Salisbury, Md., PD; veteran Gotham jocks "Cousin" Bruce Morrow and Dan Ingram; WPLJ New York's Larry "Michaels" Berger; and Pulse publisher Tom Shovan. PETER J. LUDWIG

12 FOR 12

"LA BAMBA" HITS No. 1...

Every record awarded the combined Power Pick/Sales & Airplay on the Hot 100 Singles Chart has reached No. 1...

Billboard Bats 1,000!

FOR WEEK ENDING AUGUST 29, 1987



©Copyright 1987, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

HOT ADULT CONTEMPORARY™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	5	11	4	★★ No. 1 ★★ I JUST CAN'T STOP LOVING YOU EPIC 34-07253/E.P.A. 1 week at No. One	MICHAEL JACKSON
2	1	2	9	LOVE POWER ARISTA 1-9567	DIONNE WARWICK & JEFFREY OSBORNE
3	4	5	6	ONE HEARTBEAT MOTOWN 1897	◆ SMOKEY ROBINSON
4	8	12	5	DIDN'T WE ALMOST HAVE IT ALL ARISTA 1-9616	WHITNEY HOUSTON
5	7	7	7	WHO'S THAT GIRL SIRE 7-28341/WARNER BROS.	◆ MADONNA
6	6	6	10	MARY'S PRAYER VIRGIN 7-99465	◆ DANNY WILSON
7	10	19	5	LA BAMBA SLASH 7-28336/WARNER BROS.	◆ LOS LOBOS
8	2	1	12	BACK IN THE HIGHLIFE AGAIN ISLAND 7-28472/WARNER BROS.	◆ STEVE WINWOOD
9	11	17	6	DOING IT ALL FOR MY BABY CHRYSALIS 43143	◆ HUEY LEWIS & THE NEWS
10	3	3	10	LUKA A&M 2937	◆ SUZANNE VEGA
11	9	4	14	ALONE CAPITOL 44002	◆ HEART
12	14	18	6	LONELY IN LOVE FULL MOON/EPIC 34-07275/E.P.A.	◆ DAN FOGELBERG
13	12	8	19	CAN'T WE TRY COLUMBIA 38-07050	◆ DAN HILL (DUET WITH VONDA SHEPARD)
14	13	14	9	SEVEN WONDERS WARNER BROS. 7-28317	◆ FLEETWOOD MAC
15	25	32	3	WHEN SMOKEY SINGS MERCURY 888 604-7/POLYGRAM	◆ ABC
16	21	24	6	I STILL HAVEN'T FOUND WHAT I'M LOOKING FOR ISLAND 7-99430/ATLANTIC	◆ U2
17	22	25	6	NO ONE IN THE WORLD ELEKTRA 7-69456	◆ ANITA BAKER
18	15	13	16	I WANNA DANCE WITH SOMEBODY (WHO LOVES ME) ARISTA 1-9598	◆ WHITNEY HOUSTON
19	16	10	16	I'D STILL SAY YES CONSTELLATION 53028/MCA	KLYMAXX
20	18	15	11	SOMETHING SO STRONG CAPITOL 5695	◆ CROWDED HOUSE
21	17	9	13	MOONLIGHTING (THEME) MCA 53124	◆ AL JARREAU
22	20	20	8	FATAL HESITATION A&M 2942	CHRIS DE BURGH
23	23	21	22	SONGBIRD ARISTA 1-9588	◆ KENNY G.
24	37	—	2	THE STUFF THAT DREAMS ARE MADE OF ARISTA 1-9619	◆ CARLY SIMON
25	32	—	2	WHY DOES IT HAVE TO BE (WRONG OR RIGHT) RCA 5132	◆ RESTLESS HEART
26	31	38	3	MAKING LOVE IN THE RAIN A&M 2949	HERB ALPERT
27	24	22	14	LIES JIVE 1038/RCA	◆ JONATHAN BUTLER
28	29	33	4	SHATTERED GLASS ATLANTIC 7-89245	◆ LAURA BRANIGAN
29	19	16	17	EVERY LITTLE KISS RCA 14361	◆ BRUCE HORNSBY & THE RANGE
30	26	26	19	IN TOO DEEP ATLANTIC 7-89316	◆ GENESIS
31	28	27	20	MEET ME HALF WAY COLUMBIA 38-06690	◆ KENNY LOGGINS
32	38	—	2	HAPPY TOGETHER OPEN AIR 0024/A&M	THE NYLONS
33	34	36	3	THIN LINE MTM 72087	◆ IN PURSUIT
34	27	23	16	GIVE ME ALL NIGHT ARISTA 1-9587	◆ CARLY SIMON
35	36	39	3	IN MY DREAMS EPIC 34-07255/E.P.A.	◆ REO SPEEDWAGON
36	NEW ▶	1	1	TOUCH OF GREY ARISTA 1-9606	◆ GRATEFUL DEAD
37	33	29	16	KISS HIM GOODBYE OPEN AIR 0022/A&M	THE NYLONS
38	30	28	23	ALWAYS WARNER BROS. 7-28455	◆ ATLANTIC STARR
39	35	31	7	RHYTHM IS GONNA GET YOU EPIC 34-07059/E.P.A.	◆ GLORIA ESTEFAN & MIAMI SOUND MACHINE
40	NEW ▶	1	1	BETTER WAY (FROM "BEVERLY HILLS COP II") MCA 53125	JAMES INGRAM

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

POWER PLAYLISTS™

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

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

PLATINUM

POWER 93
WJPL-FM RADIO

New York P.D.: Larry Berger

- 1 Los Lobos, La Bamba
- 2 Madonna, Who's That Girl
- 3 Suzanne Vega, Luka
- 4 Michael Jackson, I Just Can't Stop Lo
- 5 T'Pau, Heart And Soul
- 6 Michael Jackson, I Just Can't Stop Lo
- 7 U2, I Still Haven't Found What I'm Looking For
- 8 The Whispers, Rock Steady
- 9 Gloria Estefan & Miami Sound Machine, Heart, Alone
- 10 Noel, Silent Morning
- 11 The Jets, Cross My Broken Heart (From "Beverly Hills Cop")
- 12 Dionne Warwick & Jeffrey Osborne, Love
- 13 Bob Seger, Shakedown (From "Beverly Hills Cop")
- 14 L.L. Cool J, I Need Love
- 15 LeVert, Casanova
- 16 Lisa Lisa & Cult Jam, Lost In Emotion
- 17 Whitney Houston, I Wanna Dance With Somebody
- 18 Will To Power, Dreamin'
- 19 Rickie Lee Jones, Don't Mean Nothing
- 20 Dan Hill (Duet With Vonda Shepard), C
- 21 Klymaxx, I'd Still Say Yes
- 22 Kenny G, Songbird
- 23 Steve Winwood, Back In The High Life
- 24 ABC, When Smokey Sings
- 25 Bananarama, I Heard A Rumour
- 26 Peppy & Shirlee, Heartache
- 27 Whitesnake, Here I Go Again
- 28 Jellibean featuring Elisa Fiorillo, W

400
WHTZ FM

New York P.D.: Scott Shannon

- 1 Los Lobos, La Bamba
- 2 Madonna, Who's That Girl
- 3 George Michael, I Want Your Sex (From "Duck Soup")
- 4 Suzanne Vega, Luka
- 5 Michael Jackson, I Just Can't Stop Lo
- 6 T'Pau, Heart And Soul
- 7 The Whispers, Rock Steady
- 8 Heart, Alone
- 9 U2, I Still Haven't Found What I'm Looking For
- 10 Whitney Houston, Didn't We Almost Have A Heart
- 11 Gloria Estefan & Miami Sound Machine, Noel, Silent Morning
- 12 The Jets, Cross My Broken Heart (From "Beverly Hills Cop")
- 13 Bob Seger, Shakedown (From "Beverly Hills Cop")
- 14 Whitney Houston, I Wanna Dance With Somebody
- 15 L.L. Cool J, I Need Love
- 16 Dionne Warwick & Jeffrey Osborne, Love
- 17 Will To Power, Dreamin'
- 18 Janet Jackson, The Pleasure Principle
- 19 Lisa Lisa & Cult Jam, Lost In Emotion
- 20 Richard Marx, Don't Mean Nothing
- 21 Kenny G, Songbird
- 22 LeVert, Casanova
- 23 Europe, Carrie
- 24 Bananarama, I Heard A Rumour
- 25 Steve Winwood, Back In The High Life
- 26 Dan Hill (Duet With Vonda Shepard), C
- 27 Klymaxx, I'd Still Say Yes
- 28 Atlantic Starr, Always
- 29 Whitesnake, Here I Go Again

WLS
AM 89.1

Chicago P.D.: John Gehron

- 1 Los Lobos, La Bamba
- 2 Suzanne Vega, Luka
- 3 Bob Seger, Shakedown (From "Beverly Hills Cop")
- 4 Michael Jackson, I Just Can't Stop Lo
- 5 Dan Hill (Duet With Vonda Shepard), C
- 6 Grateful Dead, Touch Of Grey
- 7 Danny Wilson, Mary's Prayer
- 8 Steve Winwood, Back In The High Life
- 9 Whitney Houston, Didn't We Almost Have A Heart
- 10 Kenny G, Songbird
- 11 Madonna, Who's That Girl
- 12 Huey Lewis & The News, Doing It All F
- 13 Dionne Warwick & Jeffrey Osborne, Love
- 14 Crowded House, World Where You Live
- 15 LeVert, Casanova
- 16 Whitney Houston, I Wanna Dance With Somebody
- 17 Smokey Robinson, One Heartbeat
- 18 Jonathan Butler, Lies
- 19 Heart, Alone
- 20 Fleetwood Mac, Little Lies

WBBM-FM
108.5 FM

Chicago P.D.: Buddy Scott

- 1 Los Lobos, La Bamba
- 2 Madonna, Who's That Girl
- 3 Michael Jackson, I Just Can't Stop Lo
- 4 Debbie Gibson, Only In My Dreams
- 5 Dionne Warwick & Jeffrey Osborne, Love
- 6 Living In A Box, Living In A Box
- 7 Laura Branigan, Shattered Glass
- 8 Herb Alpert, Making Love In The Rain
- 9 Michael Jackson, I Just Can't Stop Lo
- 10 Alexander O'Neal, Fake
- 11 Bananarama, I Heard A Rumour
- 12 Natalie Cole, Jump Start
- 13 Prince, U Got The Look
- 14 Jonathan Butler, Lies
- 15 Sammy Hagar, Give To Live
- 16 Jellibean featuring Elisa Fiorillo, W
- 17 Huey Lewis & The News, Doing It All F
- 18 L.L. Cool J, I Need Love
- 19 Dan Hill (Duet With Vonda Shepard), C
- 20 Starship, It's Not Over (Til It's Over)
- 21 Lisa Lisa & Cult Jam, Lost In Emotion
- 22 Whitesnake, Here I Go Again
- 23 Smokey Robinson, One Heartbeat
- 24 David Bowie, Never Let Me Down
- 25 Grateful Dead, Touch Of Grey
- 26 The Pointer Sisters, Be There (From "The Sister Act")
- 27 Prince, U Got The Look
- 28 Level 42, Running In The Family
- 29 Danny Wilson, Mary's Prayer
- 30 Exposé, Let Me Be The One
- 31 Donna Summer, Dinner With Gershwin
- 32 The New City Rockers, Rev It Up
- 33 Curiosity Killed The Cat, Misfit
- 34 A —
- 35 U2, I Still Haven't Found What I'm Looking For
- 36 David Bowie, Never Let Me Down
- 37 Kim Wilde, Say You Really Want Me
- 38 Whitney Houston, I Wanna Dance With Somebody
- 39 Heart, Who Will You Run To
- 40 Donna Summer, Dinner With Gershwin
- 41 Atlantic Starr, One Lover At A Time
- 42 Danny Wilson, Mary's Prayer

KIIS
FM 102.7
AM 1150

Los Angeles P.D.: Steve Rivers

- 1 Los Lobos, La Bamba
- 2 Suzanne Vega, Luka
- 3 Madonna, Who's That Girl
- 4 Debbie Gibson, Only In My Dreams
- 5 Michael Jackson, I Just Can't Stop Lo
- 6 U2, I Still Haven't Found What I'm Looking For
- 7 T'Pau, Heart And Soul
- 8 Dan Hill (Duet With Vonda Shepard), C
- 9 The Whispers, Rock Steady
- 10 ABC, When Smokey Sings
- 11 George Michael, I Want Your Sex (From "Duck Soup")
- 12 Jellibean featuring Elisa Fiorillo, W
- 13 Heart, Alone
- 14 Noel, Silent Morning
- 15 The Jets, Cross My Broken Heart (From "Beverly Hills Cop")
- 16 Dionne Warwick & Jeffrey Osborne, Love
- 17 Bob Seger, Shakedown (From "Beverly Hills Cop")
- 18 L.L. Cool J, I Need Love
- 19 LeVert, Casanova
- 20 Lisa Lisa & Cult Jam, Lost In Emotion
- 21 Whitney Houston, I Wanna Dance With Somebody
- 22 Will To Power, Dreamin'
- 23 Rickie Lee Jones, Don't Mean Nothing
- 24 Dan Hill (Duet With Vonda Shepard), C
- 25 Klymaxx, I'd Still Say Yes
- 26 Kenny G, Songbird
- 27 Steve Winwood, Back In The High Life
- 28 ABC, When Smokey Sings
- 29 Bananarama, I Heard A Rumour
- 30 Peppy & Shirlee, Heartache
- 31 Whitesnake, Here I Go Again
- 32 Jellibean featuring Elisa Fiorillo, W

104.5
WJLA

Boston P.D.: Harry Nelson

- 1 Los Lobos, La Bamba
- 2 George Michael, I Want Your Sex (From "Duck Soup")
- 3 Richard Marx, Don't Mean Nothing
- 4 Jon Astley, Jane's Getting Serious
- 5 Madonna, Who's That Girl
- 6 Sammy Hagar, Give To Live
- 7 The Whispers, Rock Steady
- 8 Huey Lewis & The News, Doing It All F
- 9 Suzanne Vega, Luka
- 10 Gloria Estefan & Miami Sound Machine, Debbie Gibson, Only In My Dreams
- 11 Whitney Houston, Didn't We Almost Have A Heart
- 12 Freddie Jackson, Jam Tonight
- 13 Living In A Box, Living In A Box
- 14 Michael Jackson, I Just Can't Stop Lo
- 15 ABC, When Smokey Sings
- 16 Grateful Dead, Touch Of Grey
- 17 L.L. Cool J, I Need Love
- 18 Smokey Robinson, One Heartbeat
- 19 John Cougar Mellencamp, Paper In Fire
- 20 Danny Wilson, Mary's Prayer
- 21 Natalie Cole, Jump Start
- 22 Bananarama, I Heard A Rumour
- 23 Whitesnake, Here I Go Again
- 24 Dan Hill (Duet With Vonda Shepard), C
- 25 Heart, Who Will You Run To
- 26 Fat Boys & The Beach Boys, Wipeout
- 27 Prince, U Got The Look
- 28 Dionne Warwick & Jeffrey Osborne, Love
- 29 The New City Rockers, Rev It Up
- 30 Crowded House, World Where You Live
- 31 David Bowie, Never Let Me Down
- 32 ABC, When Smokey Sings
- 33 EX Grateful Dead, Touch Of Grey
- 34 Jellibean featuring Elisa Fiorillo, W
- 35 Bryan Adams, Victim Of Love
- 36 The Cars, You Are The Girl
- 37 Lovelorn, Notorious
- 38 A —
- 39 Go West, Don't Look Down - The Sequel
- 40 Curiosity Killed The Cat, Misfit
- 41 Herb Alpert, Making Love In The Rain
- 42 EX 38 Special, Back To Paradise (From "Rising Dimes")
- 43 EX Alexander O'Neal, Fake
- 44 EX Europe, Carrie
- 45 EX Great White, Rock Me

108 FM

Boston P.D.: Sunny Joe White

- 1 Madonna, Who's That Girl
- 2 Whitney Houston, Didn't We Almost Have A Heart
- 3 ABC, When Smokey Sings
- 4 Debbie Gibson, Only In My Dreams
- 5 Los Lobos, La Bamba
- 6 Dionne Warwick & Jeffrey Osborne, Love
- 7 Living In A Box, Living In A Box
- 8 Laura Branigan, Shattered Glass
- 9 Herb Alpert, Making Love In The Rain
- 10 Michael Jackson, I Just Can't Stop Lo
- 11 Alexander O'Neal, Fake
- 12 Bananarama, I Heard A Rumour
- 13 Natalie Cole, Jump Start
- 14 Prince, U Got The Look
- 15 Jonathan Butler, Lies
- 16 Sammy Hagar, Give To Live
- 17 Jellibean featuring Elisa Fiorillo, W
- 18 Huey Lewis & The News, Doing It All F
- 19 L.L. Cool J, I Need Love
- 20 Dan Hill (Duet With Vonda Shepard), C
- 21 Starship, It's Not Over (Til It's Over)
- 22 Lisa Lisa & Cult Jam, Lost In Emotion
- 23 Whitesnake, Here I Go Again
- 24 Smokey Robinson, One Heartbeat
- 25 David Bowie, Never Let Me Down
- 26 Grateful Dead, Touch Of Grey
- 27 The Pointer Sisters, Be There (From "The Sister Act")
- 28 Prince, U Got The Look
- 29 Level 42, Running In The Family
- 30 Danny Wilson, Mary's Prayer
- 31 Exposé, Let Me Be The One
- 32 Donna Summer, Dinner With Gershwin
- 33 The New City Rockers, Rev It Up
- 34 Curiosity Killed The Cat, Misfit
- 35 A —
- 36 U2, I Still Haven't Found What I'm Looking For
- 37 David Bowie, Never Let Me Down
- 38 Kim Wilde, Say You Really Want Me
- 39 Whitney Houston, I Wanna Dance With Somebody
- 40 Heart, Who Will You Run To
- 41 Donna Summer, Dinner With Gershwin
- 42 Atlantic Starr, One Lover At A Time
- 43 Danny Wilson, Mary's Prayer

96.1
FM

Hartford P.D.: Lyndon Abell

- 1 Los Lobos, La Bamba
- 2 Madonna, Who's That Girl
- 3 Michael Jackson, I Just Can't Stop Lo
- 4 L.L. Cool J, I Need Love
- 5 The Whispers, Rock Steady
- 6 Whitney Houston, Didn't We Almost Have A Heart
- 7 Richard Marx, Don't Mean Nothing
- 8 Bob Seger, Shakedown (From "Beverly Hills Cop")
- 9 Smokey Robinson, One Heartbeat
- 10 Natalie Cole, Jump Start
- 11 Starship, It's Not Over (Til It's Over)
- 12 Huey Lewis & The News, Doing It All F
- 13 Bananarama, I Heard A Rumour
- 14 Bob Seger, Shakedown (From "Beverly Hills Cop")
- 15 Dionne Warwick & Jeffrey Osborne, Love
- 16 Lisa Lisa & Cult Jam, Lost In Emotion
- 17 Whitney Houston, I Wanna Dance With Somebody
- 18 L.L. Cool J, I Need Love
- 19 Freddie Jackson, Jam Tonight
- 20 Herb Alpert, Making Love In The Rain
- 21 The Jets, Cross My Broken Heart (From "Beverly Hills Cop")
- 22 Grateful Dead, Touch Of Grey
- 23 Curiosity Killed The Cat, Misfit
- 24 Prince, U Got The Look
- 25 Exposé, Let Me Be The One
- 26 Whitesnake, Here I Go Again
- 27 A —
- 28 Swing Out Sister, Breakout
- 29 EX David Bowie, Never Let Me Down
- 30 EX Fleetwood Mac, Little Lies
- 31 EX Alexander O'Neal, Fake

96.1
FM

Washington P.D.: Chuck Morgan

- 1 T'Pau, Heart And Soul
- 2 Debbie Gibson, Only In My Dreams
- 3 Madonna, Who's That Girl
- 4 The Whispers, Rock Steady
- 5 Los Lobos, La Bamba
- 6 Steve Winwood, Back In The High Life
- 7 Richard Marx, Don't Mean Nothing
- 8 George Michael, I Want Your Sex (From "Duck Soup")
- 9 L.L. Cool J, I Need Love
- 10 Michael Jackson, I Just Can't Stop Lo
- 11 Whitney Houston, Didn't We Almost Have A Heart
- 12 U2, I Still Haven't Found What I'm Looking For
- 13 Whitesnake, Here I Go Again
- 14 Huey Lewis & The News, Doing It All F
- 15 Dan Hill (Duet With Vonda Shepard), C
- 16 Janet Jackson, The Pleasure Principle
- 17 Danny Wilson, Mary's Prayer
- 18 Heart, Alone
- 19 Fat Boys & The Beach Boys, Wipeout
- 20 Bananarama, I Heard A Rumour
- 21 Europe, Carrie
- 22 Lisa Lisa & Cult Jam, Lost In Emotion
- 23 The Jets, Cross My Broken Heart (From "Beverly Hills Cop")
- 24 Fat Boys & The Beach Boys, Wipeout
- 25 ABC, When Smokey Sings
- 26 Grateful Dead, Touch Of Grey
- 27 Living In A Box, Living In A Box
- 28 The Cars, You Are The Girl
- 29 EX John Cougar Mellencamp, Paper In Fire
- 30 EX Exposé, Let Me Be The One
- 31 Alexander O'Neal, Fake
- 32 A —
- 33 Jellibean featuring Elisa Fiorillo, W
- 34 LeVert, Casanova
- 35 Natalie Cole, Jump Start
- 36 David Bowie, Never Let Me Down
- 37 EX Smokey Robinson, One Heartbeat
- 38 EX David Hallyday, He's My Girl
- 39 EX Herb Alpert, Making Love In The Rain

98!
WCAU-FM

Philadelphia P.D.: Scott Walker

- 1 Los Lobos, La Bamba
- 2 Madonna, Who's That Girl
- 3 The Whispers, Rock Steady
- 4 Richard Marx, Don't Mean Nothing
- 5 Grateful Dead, Touch Of Grey
- 6 Jellibean featuring Elisa Fiorillo, W
- 7 Suzanne Vega, Luka
- 8 Starship, It's Not Over (Til It's Over)
- 9 ABC, When Smokey Sings
- 10 Sammy Hagar, Give To Live
- 11 U2, I Still Haven't Found What I'm Looking For
- 12 Dan Hill (Duet With Vonda Shepard), C
- 13 Jonathan Butler, Lies
- 14 Dionne Warwick & Jeffrey Osborne, Love
- 15 Huey Lewis & The News, Doing It All F
- 16 Michael Jackson, I Just Can't Stop Lo
- 17 Bananarama, I Heard A Rumour
- 18 Whitesnake, Here I Go Again
- 19 Danny Wilson, Mary's Prayer
- 20 Alexander O'Neal, Fake
- 21 REO Speedwagon, In My Dreams
- 22 David Bowie, Never Let Me Down
- 23 Smokey Robinson, One Heartbeat
- 24 Lisa Lisa & Cult Jam, Lost In Emotion
- 25 Natalie Cole, Jump Start
- 26 The Pointer Sisters, Be There (From "The Sister Act")
- 27 David Bowie, Never Let Me Down
- 28 Exposé, Let Me Be The One
- 29 EX Noel, Silent Morning
- 30 Prince, U Got The Look
- 31 Heart, Who Will You Run To
- 32 John Cougar Mellencamp, Paper In Fire
- 33 Herb Alpert, Making Love In The Rain
- 34 LeVert, Casanova
- 35 EX Giorgio, Tina Cherry
- 36 EX Autograph, She Never Looked That Good
- 37 A —
- 38 Fat Boys & The Beach Boys, Wipeout
- 39 L.L. Cool J, I Need Love
- 40 Donna Summer, Dinner With Gershwin
- 41 Europe, Carrie
- 42 A —
- 43 Mr. Mister, Something Real (Inside Me)
- 44 Chris Reo, Let's Dance
- 45 Bryan Adams, Victim Of Love
- 46 A —
- 47 Michael Bolton, That's What Love Is A

Power Hits B94
FM

Pittsburgh P.D.: Jim Richards

- 1 The Whispers, Rock Steady
- 2 A —
- 3 Starship, It's Not Over (Til It's Over)
- 4 Debbie Gibson, Only In My Dreams
- 5 Richard Marx, Don't Mean Nothing
- 6 Fat Boys & The Beach Boys, Wipeout
- 7 Whitesnake, Here I Go Again
- 8 Huey Lewis & The News, Doing It All F
- 9 The Jets, Cross My Broken Heart (From "Beverly Hills Cop")
- 10 Madonna, Who's That Girl
- 11 Whitney Houston, Didn't We Almost Have A Heart
- 12 Klymaxx, I'd Still Say Yes
- 13 Smokey Robinson, One Heartbeat
- 14 Michael Jackson, I Just Can't Stop Lo
- 15 Europe, Carrie
- 16 Suzanne Vega, Luka
- 17 U2, I Still Haven't Found What I'm Looking For
- 18 Dan Hill (Duet With Vonda Shepard), C
- 19 L.L. Cool J, I Need Love
- 20 Dionne Warwick & Jeffrey Osborne, Love
- 21 Heart, Who Will You Run To
- 22 Bananarama, I Heard A Rumour
- 23 Fleetwood Mac, Seven Wonders
- 24 ABC, When Smokey Sings
- 25 John Cougar Mellencamp, Paper In Fire
- 26 EX Grateful Dead, Touch Of Grey
- 27 T'Pau, Heart And Soul
- 28 Steve Winwood, Back In The High Life
- 29 Bob Seger, Shakedown (From "Beverly Hills Cop")
- 30 Lisa Lisa & Cult Jam, Lost In Emotion
- 31 A —
- 32 A —
- 33 A —
- 34 A —
- 35 A —
- 36 A —
- 37 A —
- 38 A —
- 39 A —
- 40 A —
- 41 A —
- 42 A —
- 43 A —
- 44 A —
- 45 A —
- 46 A —
- 47 A —
- 48 A —
- 49 A —
- 50 A —

WJLA

Washington P.D.: Mark St. John

- 1 The Whispers, Rock Steady
- 2 Debbie Gibson, Only In My Dreams
- 3 L.L. Cool J, I Need Love
- 4 Los Lobos, La Bamba
- 5 Exposé, Let Me Be The One
- 6 T'Pau, Heart And Soul
- 7 George Michael, I Want Your Sex (From "Duck Soup")
- 8 Madonna, Who's That Girl
- 9 Steve Winwood, Back In The High Life
- 10 Fat Boys & The Beach Boys, Wipeout
- 11 Richard Marx, Don't Mean Nothing
- 12 Heart, Alone
- 13 Bananarama, I Heard A Rumour
- 14 Whitney Houston, Didn't We Almost Have A Heart
- 15 Dan Hill (Duet With Vonda Shepard), C
- 16 Janet Jackson, The Pleasure Principle
- 17 Crowded House, Something So Strong
- 18 Dionne Warwick & Jeffrey Osborne, Love
- 19 Peppy & Shirlee, Heartache
- 20 The Jets, Cross My Broken Heart (From "Beverly Hills Cop")
- 21 Michael Jackson, I Just Can't Stop Lo
- 22 Exposé, Let Me Be The One
- 23 T'Pau, Heart And Soul
- 24 George Michael, I Want Your Sex (From "Duck Soup")
- 25 Madonna, Who's That Girl
- 26 Steve Winwood, Back In The High Life
- 27 Fat Boys & The Beach Boys, Wipeout
- 28 Richard Marx, Don't Mean Nothing
- 29 Heart, Alone
- 30 Bananarama, I Heard A Rumour
- 31 Whitney Houston, Didn't We Almost Have A Heart
- 32 Dan Hill (Duet With Vonda Shepard), C
- 33 Janet Jackson, The Pleasure Principle
- 34 Danny Wilson, Mary's Prayer
- 35 Heart, Alone
- 36 Fat Boys & The Beach Boys, Wipeout
- 37 Prince, U Got The Look
- 38 Dionne Warwick & Jeffrey Osborne, Love
- 39 The New City Rockers, Rev It Up
- 40 Crowded House, World Where You Live
- 41 David Bowie, Never Let Me Down
- 42 ABC, When Smokey Sings
- 43 EX Grateful Dead, Touch Of Grey
- 44 Jellibean featuring Elisa Fiorillo, W
- 45 Bryan Adams, Victim Of Love
- 46 The Cars, You Are The Girl
- 47 Lovelorn, Notorious
- 48 A —
- 49 Go West, Don't Look Down - The Sequel
- 50 Curiosity Killed The Cat, Misfit
- 51 Herb Alpert, Making Love In The Rain
- 52 EX 38 Special, Back To Paradise (From "Rising Dimes")
- 53 EX Alexander O'Neal, Fake
- 54 EX Europe, Carrie
- 55 EX Great White, Rock Me

493
ATLANTA'S HOT 93

Atlanta P.D.: Bob Case

- 1 Fat Boys & The Beach Boys, Wipeout
- 2 Los Lobos, La Bamba
- 3 L.L. Cool J, I Need Love
- 4 Madonna, Who's That Girl
- 5 Debbie Gibson, Only In My Dreams
- 6 Whitesnake, Here I Go Again
- 7 Suzanne Vega, Luka
- 8 Whitney Houston, Didn't We Almost Have A Heart
- 9 Richard Marx, Don't Mean Nothing
- 10 The Whispers, Rock Steady
- 11 Michael Jackson, I Just Can't Stop Lo
- 12 ABC, When Smokey Sings
- 13 Living In A Box, Living In A Box
- 14 Sammy Hagar, Give To Live
- 15 Dionne Warwick & Jeffrey Osborne, Love
- 16 Huey Lewis & The News, Doing It All F
- 17 Prince, U Got The Look
- 18 Europe, Carrie
- 19 Starship, It's Not Over (Til It's Over)
- 20 Jellibean featuring Elisa Fiorillo, W
- 21 Bananarama, I Heard A Rumour
- 22 The Other Ones, Holiday
- 23 Smokey Robinson, One Heartbeat
- 24 Grateful Dead, Touch Of Grey
- 25 Natalie Cole, Jump Start
- 26 38 Special, Back To Paradise (From "Rising Dimes")
- 27 Exposé, Let Me Be The One
- 28 Lisa Lisa & Cult Jam, Lost In Emotion
- 29 Swing Out Sister, Breakout
- 30 Heart, Who Will You Run To
- 31 John Cougar Mellencamp, Paper In Fire
- 32 Atlantic Starr, One Lover At A Time
- 33 EX LeVert, Casanova
- 34 EX Bryan Adams, Victim Of Love
- 35 EX Donna Summer, Dinner With Gershwin
- 36 EX Alexander O'Neal, Fake
- 37 A —
- 38 A —
- 39 A —
- 40 A —
- 41 A —
- 42 A —
- 43 A —
- 44 A —
- 45 A —
- 46 A —
- 47 A —
- 48 A —
- 49 A —
- 50 A —

Q103
TAMPA BAY

Tampa P.D.: Maud Dixon

- 1 U2, I Still Haven't Found What I'm Looking For
- 2 Richard Marx, Don't Mean Nothing
- 3 Bob Seger, Shakedown (From "Beverly Hills Cop")
- 4 Steve Winwood, Back In The High Life
- 5 Madonna, Who's That Girl
- 6 Los Lobos, La Bamba
- 7 Fat Boys & The Beach Boys, Wipeout
- 8 Debbie Gibson, Only In My Dreams
- 9 Dan Hill (Duet With Vonda Shepard), C
- 10 George Michael, I Want Your Sex (From "Duck Soup")
- 11 L.L. Cool J, I Need Love
- 12 The Whispers, Rock Steady
- 13 Whitesnake, Here I Go Again

100
AMERICA'S MOST LISTENED TO

Miami P.D.: Rick Stacy

- 1 Los Lobos, La Bamba
- 2 Madonna, Who's That Girl
- 3 L.L. Cool J, I Need Love
- 4 T'Pau, Heart And Soul
- 5 Fat Boys & The Beach Boys, Wipeout
- 6 Lisa Lisa & Cult Jam, Lost In Emotion
- 7 The Jets, Cross My Broken Heart (From "Beverly Hills Cop")
- 8 Suzanne Vega, Luka
- 9 Jellibean featuring Elisa Fiorillo, W
- 10 Michael Jackson, I Just Can't Stop Lo
- 11 Sa-Fire, Let Me Be The One
- 12 ABC, When Smokey Sings
- 13 Noel, Silent Morning
- 14 Europe, Carrie
- 15 George Michael, I Want Your Sex (From "Duck Soup")
- 16 Dionne Warwick & Jeffrey Osborne, Love
- 17 Curiosity Killed The Cat, Misfit
- 18 Whitney Houston, Didn't We Almost Have A Heart
- 19 The Whispers, Rock Steady
- 20 Whitesnake, Here I Go Again
- 21 Exposé, Let Me Be The One
- 22 Smokey Robinson, One Heartbeat
- 23 Herb Alpert, Making Love In The Rain
- 24 Alexander O'Neal, Fake
- 25 Regina Belle, Show Me The Way
- 26 Richard Marx, Don't Mean Nothing
- 27 Laura Branigan, Shattered Glass
- 28 EX U2, I Still Haven't Found What I'm Looking For
- 29 Donna Summer, Dinner With Gershwin
- 30 Anita Baker, No One In The World
- 31 LeVert, Casanova
- 32 Bananarama, I Heard A Rumour
- 33 EX Level 42, Running In The Family
- 34 EX Sammy Hagar, Give To Live
- 35 EX Natalie Cole, Jump Start

7.1
WITZ

Chicago P.D.: Ric Lippincott

- 1 Madonna, Who's That Girl
- 2 Los Lobos, La Bamba
- 3 Suzanne Vega, Luka
- 4 Debbie Gibson, Only In My Dreams
- 5 George Michael, I Want Your Sex (From "Duck Soup")
- 6 Richard Marx, Don't Mean Nothing
- 7 Danny Wilson, Mary's Prayer
- 8 The Whispers, Rock Steady
- 9 Whitesnake, Here I Go Again
- 10 U2, I Still Haven't Found What I'm Looking For
- 11 Yello, Oh Yeah
- 12 T'Pau, Heart And Soul
- 13 Dionne Warwick & Jeffrey Osborne, Love
- 14 Bob Seger, Shakedown (From "Beverly Hills Cop")
- 15 Sammy Hagar, Give To Live
- 16 Whitney Houston, I Wanna Dance With Somebody
- 17 Michael Jackson, I Just Can't Stop Lo
- 18 ABC, When Smokey Sings
- 19 The Outfield, Since You've Been Gone
- 20 Grateful Dead, Touch Of Grey
- 21 Pseudo Echo, Funkytown
- 22 Prince, U Got The Look
- 23 Janet Jackson, The Pleasure Principle
- 24 Whitney Houston, Didn't We Almost Have A Heart
- 25 The Other Ones, Holiday
- 26 Dan Hill (Duet With Vonda Shepard), C
- 27 Exposé, Point Of No Return
- 28 Starship, It's Not Over (Til It's Over)
- 29 Huey Lewis & The News, Doing It All F
- 30 L.L. Cool J, I Need Love
- 31 Kenny G, Songbird
- 32 Tiffany, I Think We're Alone Now
- 33 Europe, Carrie
- 34 Bob Seger, Shakedown (From "Beverly Hills Cop")
- 35 Bon Jovi, Edge Of A Broken Heart
- 36 EX Exposé, Let Me Be The One
- 37 EX Lisa Lisa & Cult Jam, Lost In Emotion
- 38 EX Whitney Houston, Didn't We Almost Have A Heart
- 39 EX LeVert, Casanova
- 40 EX Fleetwood Mac, Little Lies
- 41 EX Fat Boys & The Beach Boys, Wipeout

WMMS
100.7 FM

Cleveland P.D.: Kid Leo

- 1 Grateful Dead, Touch Of Grey
- 2 Huey Lewis & The News, Doing It All F
- 3 Whitesnake, Here I Go Again
- 4 Los Lobos, La Bamba
- 5 Herb Alpert, Making Love In The Rain
- 6 Jonathan Butler, Lies
- 7 Sammy Hagar, Give To Live
- 8 Starship, It's Not Over (Til It's Over)
- 9 ABC, When Smokey Sings
- 10 John Cougar Mellencamp, Paper In Fire
- 11 Danny Wilson, Mary's Prayer
- 12 Heart, Who Will You Run To
- 13 INXS & Jimmy Barnes, Good Times
- 14 Richard Marx, Don't Mean Nothing
- 15 The Other Ones, Holiday
- 16 REO Speedwagon, In My Dreams
- 17 Living In A Box, Living In A Box
- 18 38 Special, Back To Paradise (From "Rising Dimes")
- 19 Whitney Houston, Didn't We Almost Have A Heart
- 20 Maxon Butler, Lies
- 21 Europe, Carrie
- 22 The Outfield, Since You've Been Gone
- 23 Go West, Don't Look Down - The Sequel
- 24 Prince, U Got The Look
- 25 U2, I Still Haven't Found What I'm Looking For
- 26 Michael Jackson, I Just Can't Stop Lo
- 27 The Cure, Why Can't I Be You?
- 28 David Bowie, Never Let Me Down
- 29 The Breakfast Club, Kiss And Tell
- 30 The Silencers, Painted Moon
- 31 The Pointer Sisters, Be There (From "The Sister Act")
- 32 Tom Petty And The Heartbreakers, All Shook Up
- 33 EX Loverboy, Notorious
- 34 EX De Leppard, Women
- 35 EX Curiosity Killed The Cat, Misfit
- 36 EX Mr. Mister, Something Real (Inside Me)
- 37 EX John Cougar Mellencamp, Paper In Fire
- 38 EX David Bowie, Never Let Me Down
- 39 EX Crowded House, World Where You Live

POWER 104
KRBE-FM

Houston P.D.: Paul Christy

- 1 U2, I Still Haven't Found What I'm Looking For
- 2 Los Lobos, La Bamba
- 3 Madonna, Who's That Girl
- 4 George Michael, I Want Your Sex (From "Duck Soup")
- 5 Debbie Gibson, Only In My Dreams
- 6 Suzanne Vega, Luka
- 7 Richard Marx, Don't Mean Nothing
- 8 The Whispers, Rock Steady
- 9 Jellibean featuring Elisa Fiorillo, W
- 10 Whitney Houston, Didn't We Almost Have A Heart
- 11 T'Pau, Heart And Soul
- 12 Bananarama, I Heard A Rumour
- 13 John Cougar Mellencamp, Paper In Fire
- 14 Europe, Carrie
- 15 Natalie Cole, Jump Start
- 16 Starship, It's Not Over (Til It's Over)
- 17 Alexander O'Neal, Fake
- 18 L.L. Cool J, I Need Love
- 19 Jonathan Butler, Lies
- 20 Grateful Dead, Touch Of Grey
- 21 Dan Hill (Duet With Vonda Shepard), C
- 22 Yello, Oh Yeah
- 23 Danny Wilson, Mary's Prayer
- 24 Prince, U Got The Look
- 25 Smokey Robinson, One Heartbeat
- 26 EX Whitney Houston, Didn't We Almost Have A Heart
- 27 EX Tiffany, I Think We're Alone Now
- 28 EX The Other Ones, Holiday
- 29 EX Regina Belle, Show Me The Way
- 30 EX Exposé, Let Me Be The One
- 31 EX Lisa Lisa & Cult Jam, Lost In Emotion
- 32 EX Tom Petty And The Heartbreakers, All Shook Up
- 33 EX ABC, When Smokey Sings
- 34 EX The Pointer Sisters, Be There (From "The Sister Act")
- 35 EX Freddie Jackson, Jam Tonight
- 36 EX Herb Alpert, Making Love In The Rain
- 37 EX John Cougar Mellencamp, Paper In Fire
- 38 EX David Bowie, Never Let Me Down
- 39 EX Crowded House, World Where You Live
- 40 EX A —

Mike Chapman Makes WUBE Tough Competition

BY KIM FREEMAN

"COUNTRY RADIO is growing like never before," says Mike Chapman, PD of WUBE Cincinnati. "We've just had our first crossover to top 40 with Restless Heart, and we're seeing artists like Steve Earle and Dwight Yoakam getting played on album rock. No, I don't think country radio will ever go through the 'Urban Cowboy' phase again, but I think the acceptance of the music can go through that same kind of stimulant again."



Chapman's confidence in the potential of country radio fits in nicely with his longtime quote: "I have a top 40 station that just happens to play country music." Part of that success is surely a result of Chapman's top 40 background, but most of it is due to the PD's philosophy that country radio can be just as slick and sophisticated as any format.

"What I call howdy-friends-and-neighbors radio will be passé by the '90s," he says. Chapman says he sees positive parallels in country radio's directional splits and the variations in top 40 and adult contemporary formats. "I think two types of country radio are emerging, which will allow stations to lean one way or another," he predicts.

"I think there's maybe 15 of us around the country—most of whom have backgrounds in top 40—that lean much more progressive," Chapman says. That progressive attitude is most important in presentation, the PD says. "The best [printable] quote I ever made is 'There's only two types of radio, good and bad.' And the things that apply to a good station are applicable to any format. "At WUBE, we're not afraid to step out of the format's typical realm. We got into lotteries and direct mail two or three years ago. I remember bringing some direct-mail pieces to a country convention, and people said, 'Gee, that's pretty good for a country station.' I had to laugh. The perception of country as hillbilly is still out there."

For the most part, Chapman applies his top 40 concepts to creating an overall foreground presentation at WUBE. The station's Waking Crew, for example, is a six-person team featuring Roger Naylor, whom Chapman calls the most recognized comedian in Cincinnati. WUBE's promotions lean heavily on fun, high visibility, and community involvement. Off-air promotions range from events involving the Cincinnati Reds and the city's park departments to a television campaign during which WUBE gave away \$40,000.

On the air, WUBE's main positioner is "10 country songs in a row." "That's an interesting one," says Chapman, "because most people think that means no talk. But, it

may or may not change my mind, but at least they'll understand why we did whatever we did."

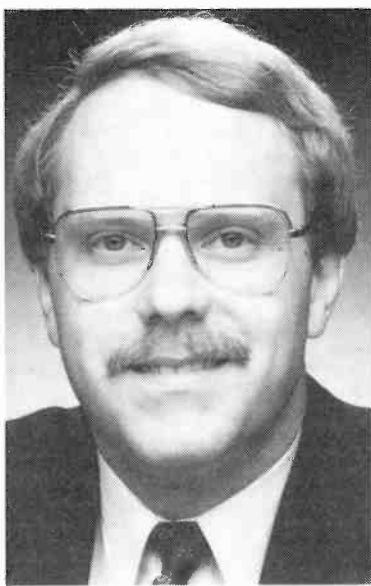
CHAPMAN CAME to WUBE in late 1984, when the station had a 4.2 share. "My main job was to stop the slide of this station," he recalls. For the past year, WUBE has been steadily hovering around the 60s, even as WBVE arrived to challenge WUBE's previously exclusive corner on the country market. Apparently, there's room for two country outlets in Cincinnati, as WBVE has grown tremendously without taking a bite out of WUBE.

When WBVE came on the air a year ago, Chapman was in the familiar position of having to choose whether or not to respond to the newcomers' on-air references to 18-year-old country outlet WUBE. "They just wanted us to respond on air so they could get credibility on our air," says Chapman. "I battled them off the air."

BORN IN CHARLESTON, W.Va., Chapman blew his way into the music business in the late '60s as a horn player in a top 40 cover band. While at college in Hunington, W.Va., Chapman caught Bob Dearborn doing a live spot for a broadcast school about the "swinging, swirling world of radio" on WCFL Chicago. A call to WCFL landed Dearborn himself, who advised Chapman to skip broadcast academy in favor of the school of hard knocks and firsthand, small-market experience. "So,

naturally, I entered a broadcast school in Atlanta in 1970," Chapman reminisces. That didn't allow him to skip small-market radio while back in college in Hunington. That was at WKEE, where Chapman held various posts for three years. He prides himself on being the first overnight man the market had on the FM band. Chapman's top 40 experience at WKEE lead him to the PD post at WKYX Padoka, Kan. From the late '70s to the early '80s, Chapman moved around a fair amount and built up a résumé that includes WKAZ Charleston; WNDE Indianapolis, where he witnessed the Great Windy Walk Out; WDRQ Detroit; WMC-FM Memphis, Tenn.; WAEB Allentown, Pa.; and WKIX Raleigh, N.C. During that period, Chapman's record at one station was 3-1/2 years. "I think I'll surpass that here," he says. "For one thing, I grew up just about 150 miles from Cincinnati, so it's sort of home for me. Secondly, DKM, and now our new owner, American Media, have given me the leeway to do this job right. They back me totally."

As for the future, Chapman says he's sure of only two things: "I want to die in Myrtle Beach, S.C. Once this job isn't fun anymore I'll quit." Chapman is less sure of what his next career move will be, but says that group programming, consulting, and/or a general management position are all possibilities.



Mike Chapman. Program director of country outlet WUBE Cincinnati and Billboard's PD of the week.

doesn't have to. At WUBE, it means no commercials, and that allows us to stay a foreground, personality outlet while playing the 10 in a row."

Chapman calls his staff "probably the best in the world," but says, "I think the people who say their teams are 'one big, happy family' are full of it. We have our differences, but we work them out." An open door is the key to Chapman's management philosophy. "They

all hit
97.1 KEGL
The Eagle

Dallas P.D.: John Roberts

1	Whitesnake, Here I Go Again
2	Richard Marx, Don't Mean Nothing
3	T'Pau, Heart And Soul
4	The Outfield, Since You've Been Gone
5	Sammy Hagar, Give To Live
6	Heart, Alone
7	Crowded House, Something So Strong
8	George Michael, I Want Your Sex (From Boston, Holly Ann)
9	Huey Lewis & The News, Doing It All F
10	U2, I Still Haven't Found What I'm Looking For
11	Steve Winwood, Back In The High Life
12	Europe, Carrie
13	Heart, Who Will You Run To
14	John Waite, These Times Are Hard For Me
15	Eddie Money, Endless Nights
16	Huey Lewis & The News, Doing It All F
17	Journey, Why Can't This Night Go On Forever (Part I: Moonlighting)
18	Dan Hill (Duet With Vonda Shepard), C
19	Bryan Adams, Hearts On Fire
20	Starship, It's Not Over ('Til It's Over)
21	Night Ranger, Hearts Away
22	Fleetwood Mac, Seven Wonders
23	Suzanne Vega, Luka
24	REO Speedwagon, In My Dreams
25	INXS & Jimmy Barnes, Good Times
26	Whitesnake, Still Of The Night
27	38 Special, Back To Paradise (From "R
28	Autograph, She Never Looked That Good
29	Grateful Dead, Touch Of Grey
30	Bob Seger, Shakedown (From "Beverly H
31	Bryan Adams, Victim Of Love
32	Crowded House, World Where You Live
33	Danny Wilson, Mary's Prayer
34	Motley Crue, Girls, Girls, Girls
35	John Cougar Mellencamp, Paper In Fire
36	Def Leppard, Women
37	Genesis, Anything She Does
38	Twisted Sister, Hot Love
39	David Bowie, Never Let Me Down
40	Bon Jovi, Edge Of A Broken Heart
A	U2, Where The Streets Have No Name
A	The Cars, You Are The Girl
A	Mr. Mister, Something Real (Inside Me
A	Great White, Rock Me

93Q

Houston P.D.: Ron Parker

1	Los Lobos, La Bamba
2	George Michael, I Want Your Sex (From
3	Madonna, Who's That Girl
4	Debbie Gibson, Only In My Dreams
5	Whitesnake, Here I Go Again
6	L.L. Cool J, I Need Love
7	The Whispers, Rock Steady
8	T'Pau, Heart And Soul
9	Gloria Estefan & Miami Sound Machine,
10	Sammy Hagar, Give To Live
11	Bananarama, I Heard A Rumour
12	Europe, Carrie
13	Fat Boys & The Beach Boys, Wipeout
14	U2, I Still Haven't Found What I'm Looking
15	Richard Marx, Don't Mean Nothing
16	Michael Jackson, I Just Can't Stop Lovin'
17	Whitney Houston, Didn't We Almost Have
18	Dan Hill (Duet With Vonda Shepard), C
19	ABC, When Smokey Sings
20	Lisa Lisa & Cult Jam, Lost In Emotion
21	Starship, It's Not Over ('Til It's Over)
22	Alexander O'Neal, Fake
23	Living In A Box, Living In A Box
24	Jellybean featuring Elisa Fiorillo, W
25	Natalie Cole, Jump Start
26	John Cougar Mellencamp, Paper In Fire
27	Heart, Who Will You Run To
28	Grateful Dead, Touch Of Grey
29	Smokey Robinson, One Heartbeat
30	Alisha, Into My Secret
31	Yello, Oh Yeah
32	Expose, Let Me Be The One
33	Heart, Who Will You Run To
34	The Other Ones, Holiday
A35	Bryan Adams, Victim Of Love
A	Hooters, Johnny B
A	Kenny G, Don't Make Me Wait For Love
A	The Cars, You Are The Girl
A	Autograph, She Never Looked That Good
EX	Danny Wilson, Mary's Prayer
EX	David Bowie, Never Let Me Down
EX	Herb Alpert, Making Love In The Rain
EX	Swing Out Sister, Breakout

KMEL 100

San Francisco P.D.: Keith Naftaly

1	Los Lobos, La Bamba
2	Crosby, Stills & Nash, Helplessly In Love
3	Dan Hill (Duet With Vonda Shepard), C
4	Madonna, Who's That Girl
5	Lisa Lisa & Cult Jam, Lost In Emotion
6	ABC, When Smokey Sings
7	Will To Power, Dream
8	Herb Alpert, Making Love In The Rain
9	Jellybean featuring Elisa Fiorillo, W
10	Pepsi & Shirlee, Heartache
11	Alexander O'Neal, Fake
12	Smokey Robinson, One Heartbeat
13	Regina Belle, Show Me The Way
14	Bananarama, I Heard A Rumour

94-Q

Atlanta P.D.: Fleetwood Gruver

1	Madonna, Who's That Girl
2	Steve Winwood, Back In The High Life
3	Heart, Alone
4	Michael Jackson, I Just Can't Stop Lovin'
5	Bob Seger, Shakedown (From "Beverly H
6	Richard Marx, Don't Mean Nothing
7	Whitney Houston, Didn't We Almost Have
8	Dan Hill (Duet With Vonda Shepard), C
9	Dionne Warwick & Jeffrey Osborne, Lov
10	Los Lobos, La Bamba
11	Smokey Robinson, One Heartbeat
12	The Whispers, Rock Steady
13	Grateful Dead, Touch Of Grey
14	Huey Lewis & The News, Doing It All F
15	U2, I Still Haven't Found What I'm Looking
16	Suzanne Vega, Luka
17	I Still Haven't Found What I'm Looking
18	Freddie Jackson, Jam Tonight
19	T'Pau, Heart And Soul
20	ABC, When Smokey Sings
21	Al Jarreau, Moonlighting (Theme)
22	Living In A Box, Living In A Box
23	The Outfield, Since You've Been Gone
24	Heart, Who Will You Run To
25	Fleetwood Mac, Seven Wonders
26	Robbie Nevil, Wol's It To Ya
27	Go West, Don't Look Down - The Sequel
28	John Cougar Mellencamp, Paper In Fire
A28	Bananarama, I Heard A Rumour
A	Kenny G, Don't Make Me Wait For Love
A	Swing Out Sister, Breakout
A	Fleetwood Mac, Little Lies
EX	Mr. Mister, Something Real (Inside Me
EX	EX Dan Fogelberg, Lonely In Love

BIO 4

Baltimore P.D.: Brian Thomas

1	Madonna, Who's That Girl
2	U2, I Still Haven't Found What I'm Looking
3	Dan Hill (Duet With Vonda Shepard), C
4	Suzanne Vega, Luka
5	Debbie Gibson, Only In My Dreams
6	Los Lobos, La Bamba
7	The Whispers, Rock Steady
8	George Michael, I Want Your Sex (From
9	Michael Jackson, I Just Can't Stop Lovin'
10	The J. Geils, Cross My Broken Heart (From
11	Steve Winwood, Back In The High Life
12	T'Pau, Heart And Soul
13	Heart, Alone
14	Richard Marx, Don't Mean Nothing
15	Bob Seger, Shakedown (From "Beverly H
16	Dionne Warwick & Jeffrey Osborne, Lov
17	Kenny Loggins, Meet Me Half Way
18	L.L. Cool J, I Need Love
19	Gloria Estefan & Miami Sound Machine,
20	Whitney Houston, Didn't We Almost Have
21	Klymaxx, I'd Still Say Yes
22	Whitesnake, Here I Go Again
23	Janet Jackson, The Pleasure Principle
24	Europe, Carrie
25	Living In A Box, Living In A Box
26	Lisa Lisa & Cult Jam, Lost In Emotion
27	Fat Boys & The Beach Boys, Wipeout
28	Kenny Loggins, Meet Me Half Way
29	Smokey Robinson, One Heartbeat
A30	Starship, It's Not Over ('Til It's Over)
A	Prince, U Got The Look
A	Heart, Who Will You Run To
A	Jellybean featuring Elisa Fiorillo, W
EX	EX Grateful Dead, Touch Of Grey

KDWB 101

St. Paul P.D.: David Anthony

1	REO Speedwagon, In My Dreams
2	The Whispers, Rock Steady
3	Los Lobos, La Bamba
4	Whitesnake, Here I Go Again
5	Dan Hill (Duet With Vonda Shepard), C

94-Q

Atlanta P.D.: Fleetwood Gruver

1	Madonna, Who's That Girl
2	Steve Winwood, Back In The High Life
3	Heart, Alone
4	Michael Jackson, I Just Can't Stop Lovin'
5	Bob Seger, Shakedown (From "Beverly H
6	Richard Marx, Don't Mean Nothing
7	Whitney Houston, Didn't We Almost Have
8	Dan Hill (Duet With Vonda Shepard), C
9	Dionne Warwick & Jeffrey Osborne, Lov
10	Los Lobos, La Bamba
11	Smokey Robinson, One Heartbeat
12	The Whispers, Rock Steady
13	Grateful Dead, Touch Of Grey
14	Huey Lewis & The News, Doing It All F
15	U2, I Still Haven't Found What I'm Looking
16	Suzanne Vega, Luka
17	I Still Haven't Found What I'm Looking
18	Freddie Jackson, Jam Tonight
19	T'Pau, Heart And Soul
20	ABC, When Smokey Sings
21	Al Jarreau, Moonlighting (Theme)
22	Living In A Box, Living In A Box
23	The Outfield, Since You've Been Gone
24	Heart, Who Will You Run To
25	Fleetwood Mac, Seven Wonders
26	Robbie Nevil, Wol's It To Ya
27	Go West, Don't Look Down - The Sequel
28	John Cougar Mellencamp, Paper In Fire
A28	Bananarama, I Heard A Rumour
A	Kenny G, Don't Make Me Wait For Love
A	Swing Out Sister, Breakout
A	Fleetwood Mac, Little Lies
EX	Mr. Mister, Something Real (Inside Me
EX	EX Dan Fogelberg, Lonely In Love

WJOL 99.1

Minneapolis P.D.: Gregg Swedberg

1	REO Speedwagon, In My Dreams
2	Whitesnake, Here I Go Again
3	Jellybean featuring Elisa Fiorillo, W
4	The Outfield, Since You've Been Gone
5	Huey Lewis & The News, Doing It All F
6	ABC, When Smokey Sings
7	Whitney Houston, Didn't We Almost Have
8	Dan Hill (Duet With Vonda Shepard), C
9	Los Lobos, La Bamba
10	Bananarama, I Heard A Rumour
11	George Michael, I Want Your Sex (From
12	Michael Jackson, I Just Can't Stop Lovin'
13	Europe, Carrie
14	Natalie Cole, Jump Start
15	Danny Wilson, Mary's Prayer
16	Madonna, Who's That Girl
17	Grateful Dead, Touch Of Grey
18	Prince, U Got The Look
19	Starship, It's Not Over ('Til It's Over)
20	L.L. Cool J, I Need Love
21	Suzanne Vega, Luka
22	Alexander O'Neal, Fake
23	The Pointer Sisters, Be There (From "
24	Jonathan Butler, Lies
25	Yello, Oh Yeah

94-Q

Atlanta P.D.: Fleetwood Gruver

1	Madonna, Who's That Girl
2	Steve Winwood, Back In The High Life
3	Heart, Alone
4	Michael Jackson, I Just Can't Stop Lovin'
5	Bob Seger, Shakedown (From "Beverly H
6	Richard Marx, Don't Mean Nothing
7	Whitney Houston, Didn't We Almost Have
8	Dan Hill (Duet With Vonda Shepard), C
9	Dionne Warwick & Jeffrey Osborne, Lov
10	Los Lobos, La Bamba
11	Smokey Robinson, One Heartbeat
12	The Whispers, Rock Steady
13	Grateful Dead, Touch Of Grey
14	Huey Lewis & The News, Doing It All F
15	U2, I Still Haven't Found What I'm Looking
16	Suzanne Vega, Luka
17	I Still Haven't Found What I'm Looking
18	Freddie Jackson, Jam Tonight
19	T'Pau, Heart And Soul
20	ABC, When Smokey Sings
21	Al Jarreau, Moonlighting (Theme)
22	Living In A Box, Living In A Box
23	The Outfield, Since You've Been Gone
24	Heart, Who Will You Run To
25	Fleetwood Mac, Seven Wonders
26	Robbie Nevil, Wol's It To Ya
27	Go West, Don't Look Down - The Sequel
28	John Cougar Mellencamp, Paper In Fire
A28	Bananarama, I Heard A Rumour
A	Kenny G, Don't Make Me Wait For Love
A	Swing Out Sister, Breakout
A	Fleetwood Mac, Little Lies
EX	Mr. Mister, Something Real (Inside Me
EX	EX Dan Fogelberg, Lonely In Love

94-Q

Atlanta P.D.: Fleetwood Gruver

1	Madonna, Who's That Girl
2	Steve Winwood, Back In The High Life
3	Heart, Alone
4	Michael Jackson, I Just Can't Stop Lovin'
5	Bob Seger, Shakedown (From "Beverly H
6	Richard Marx, Don't Mean Nothing
7	Whitney Houston, Didn't We Almost Have
8	Dan Hill (Duet With Vonda Shepard), C
9	Dionne Warwick & Jeffrey Osborne, Lov
10	Los Lobos, La Bamba
11	Smokey Robinson, One Heartbeat
12	The Whispers, Rock Steady
13	Grateful Dead, Touch Of Grey
14	Huey Lewis & The News, Doing It All F
15	U2, I Still Haven't Found What I'm Looking
16	Suzanne Vega, Luka
17	I Still Haven't Found What I'm Looking
18	Freddie Jackson, Jam Tonight
19	T'Pau, Heart And Soul
20	ABC, When Smokey Sings
21	Al Jarreau, Moonlighting (Theme)
22	Living In A Box, Living In A Box
23	The Outfield, Since You've Been Gone
24	Heart, Who Will You Run To
25	Fleetwood Mac, Seven Wonders
26	Robbie Nevil, Wol's It To Ya
27	Go West, Don't Look Down - The Sequel
28	John Cougar Mellencamp, Paper In Fire
A28	Bananarama, I Heard A Rumour
A	Kenny G, Don't Make Me Wait For Love
A	Swing Out Sister, Breakout
A	Fleetwood Mac, Little Lies
EX	Mr. Mister, Something Real (Inside Me
EX	EX Dan Fogelberg, Lonely In Love

94-Q

Atlanta P.D.: Fleetwood Gruver

1	Madonna, Who's That Girl
2	Steve Winwood, Back In The High Life
3	Heart, Alone
4	Michael Jackson, I Just Can't Stop Lovin'
5	Bob Seger, Shakedown (From "Beverly H
6	Richard Marx, Don't Mean Nothing
7	Whitney Houston, Didn't We Almost Have
8	Dan Hill (Duet With Vonda Shepard), C
9	Dionne Warwick & Jeffrey Osborne, Lov
10	Los Lobos, La Bamba
11	Smokey Robinson, One Heartbeat
12	The Whispers, Rock Steady
13	Grateful Dead, Touch Of Grey
14	Huey Lewis & The News, Doing It All F
15	U2, I Still Haven't Found What I'm Looking
16	Suzanne Vega, Luka
17	I Still Haven't Found What I'm Looking
18	Freddie Jackson, Jam Tonight
19	T'Pau, Heart And Soul
20	ABC, When Smokey Sings
21	Al Jarreau, Moonlighting (Theme)
22	Living In A Box, Living In A Box
23	The Outfield, Since You've Been Gone
24	Heart, Who Will You Run To
25	Fleetwood Mac, Seven Wonders
26	Robbie Nevil, Wol's It To Ya
27	Go West, Don't Look Down - The Sequel
28	John Cougar Mellencamp, Paper In Fire
A28	Bananarama, I Heard A Rumour
A	Kenny G, Don't Make Me Wait For Love
A	Swing Out Sister, Breakout
A	Fleetwood Mac, Little Lies
EX	Mr. Mister, Something Real (Inside Me
EX	EX Dan Fogelberg, Lonely In Love

94-Q

Atlanta P.D.: Fleetwood Gruver

1	Madonna, Who's That Girl
2	Steve Winwood, Back In The High Life
3	Heart, Alone
4	Michael Jackson, I Just Can't Stop Lovin'
5	Bob Seger, Shakedown (From "Beverly H
6	Richard Marx, Don't Mean Nothing
7	Whitney Houston, Didn't We Almost Have
8	Dan Hill (Duet With Vonda Shepard), C
9	Dionne Warwick & Jeffrey Osborne, Lov
10	Los Lobos, La Bamba
11	Smokey Robinson, One Heartbeat
12	The Whispers, Rock Steady
13	Grateful Dead, Touch Of Grey
14	Huey Lewis & The News, Doing It All F
15	U2, I Still Haven't Found What I'm Looking
16	Suzanne Vega, Luka
17	I Still Haven't Found What I'm Looking
18	Freddie Jackson, Jam Tonight
19	T'Pau, Heart And Soul
20	ABC, When Smokey Sings
21	Al Jarreau, Moonlighting (Theme)
22	Living In A Box, Living In A Box
23	The Outfield, Since You've Been Gone
24	Heart, Who Will You Run To
25	Fleetwood Mac, Seven Wonders
26	Robbie Nevil, Wol's It To Ya
27	Go West, Don't Look Down - The Sequel
28	John Cougar Mellencamp, Paper In Fire
A28	Bananarama, I Heard A Rumour
A	Kenny G, Don't Make Me Wait For Love
A	Swing Out Sister, Breakout
A	Fleetwood Mac, Little Lies
EX	Mr. Mister, Something Real (Inside Me
EX	EX Dan Fogelberg, Lonely In Love

94-Q

Atlanta P.D.: Fleetwood Gruver

1	Madonna, Who's That Girl
2	Steve Winwood, Back In The High Life
3	Heart, Alone
4	Michael Jackson, I Just Can't Stop Lovin'
5	Bob Seger, Shakedown (From "Beverly H
6	Richard Marx, Don't Mean Nothing
7	Whitney Houston, Didn't We Almost Have
8	Dan Hill (Duet With Vonda Shepard), C
9	Dionne Warwick & Jeffrey Osborne, Lov
10	

Billboard Hot Black Singles SALES & AIRPLAY™

A ranking of the top 40 black singles by sales and airplay, respectively, with reference to each title's composite position on the main Hot Black Singles chart.

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT BLACK POSITION
1	2	CASANOVA	LEVERT	1
2	3	ONE HEARTBEAT	SMOKEY ROBINSON	3
3	4	LOVE IS A HOUSE	FORCE M.D.'S	2
4	1	JUMP START	NATALIE COLE	5
5	12	I JUST CAN'T STOP LOVING YOU	MICHAEL JACKSON	4
6	6	TINA CHERRY	GEORGIO	12
7	11	LET'S TALK IT OVER	VANESE THOMAS	17
8	15	LOVE POWER	DIONNE WARWICK & JEFFREY OSBORNE	6
9	14	CROSS MY BROKEN HEART	THE JETS	11
10	5	JAM TONIGHT	FREDDIE JACKSON	24
11	20	WIPEOUT	FAT BOYS & THE BEACH BOYS	21
12	7	I REALLY DIDN'T MEAN IT	LUTHER VANDROSS	28
13	17	HOLIDAY	KOOL & THE GANG	9
14	10	FAKE	ALEXANDER O'NEAL	32
15	22	MAKING LOVE IN THE RAIN	HERB ALPERT	13
16	23	DIVAS NEED LOVE TOO	KLYMAXX	15
17	27	TELL IT LIKE IT IS	DIMPLES	23
18	18	I LOVE YOU BABE	BABYFACE	8
19	8	THE PLEASURE PRINCIPLE	JANET JACKSON	35
20	28	HOW SOON WE FORGET	COLONEL ABRAMS	16
21	31	DIDN'T WE ALMOST HAVE IT ALL	WHITNEY HOUSTON	19
22	21	ONE LOVER AT A TIME	ATLANTIC STARR	10
23	24	NIGHTTIME LOVER	THE SYSTEM	7
24	9	IF YOU WERE MINE	CHERYL LYNN	36
25	29	TEAR JERKER	J. BLACKFOOT FEATURING ANN HINES	41
26	—	I NEED LOVE	L.L. COOL J	14
27	32	LAST TIME	THERESA	20
28	30	TRAMP	SALT-N-PEPA	31
29	35	NO ONE IN THE WORLD	ANITA BAKER	18
30	13	JAMMIN' TO THE BELLS	CHUCK STANLEY	47
31	—	SUMMER NIGHTS	GROVER WASHINGTON JR.	46
32	26	SMOOTH SAILIN' TONIGHT	THE ISLEY BROTHERS	59
33	—	GIVIN' YOU BACK THE LOVE	ISLEY/JASPER/ISLEY	22
34	16	I'M IN LOVE	LILLO THOMAS	66
35	—	LOST IN EMOTION	LISA LISA & CULT JAM	25
36	—	(YOU'RE PUTTIN') A RUSH ON ME	STEPHANIE MILLS	26
37	—	CINDERELLA DANA DANE	DANA DANE	40
38	—	U GOT THE LOOK	PRINCE	27
39	—	DANCE ALL NIGHT	DEBARGE	33
40	19	THIGH RIDE	TAWATHA	57

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT BLACK POSITION
1	1	CASANOVA	LEVERT	1
2	3	LOVE IS A HOUSE	FORCE M.D.'S	2
3	5	I JUST CAN'T STOP LOVING YOU	MICHAEL JACKSON	4
4	4	ONE HEARTBEAT	SMOKEY ROBINSON	3
5	7	NIGHTTIME LOVER	THE SYSTEM	7
6	8	I LOVE YOU BABE	BABYFACE	8
7	6	ONE LOVER AT A TIME	ATLANTIC STARR	10
8	2	JUMP START	NATALIE COLE	5
9	11	LOVE POWER	DIONNE WARWICK & JEFFREY OSBORNE	6
10	13	I NEED LOVE	L.L. COOL J	14
11	14	NO ONE IN THE WORLD	ANITA BAKER	18
12	10	HOLIDAY	KOOL & THE GANG	9
13	15	GIVIN' YOU BACK THE LOVE	ISLEY/JASPER/ISLEY	22
14	19	HOW SOON WE FORGET	COLONEL ABRAMS	16
15	17	LAST TIME	THERESA	20
16	21	MAKING LOVE IN THE RAIN	HERB ALPERT	13
17	16	DIVAS NEED LOVE TOO	KLYMAXX	15
18	23	LOST IN EMOTION	LISA LISA & CULT JAM	25
19	26	DIDN'T WE ALMOST HAVE IT ALL	WHITNEY HOUSTON	19
20	24	(YOU'RE PUTTIN') A RUSH ON ME	STEPHANIE MILLS	26
21	18	CROSS MY BROKEN HEART	THE JETS	11
22	27	U GOT THE LOOK	PRINCE	27
23	28	JUST CALL	SHERRICK	30
24	29	HELPLESSLY IN LOVE	NEW EDITION	29
25	30	JUST THAT TYPE OF GIRL	MADAME X	34
26	22	TELL IT LIKE IT IS	DIMPLES	23
27	34	WE'VE ONLY JUST BEGUN	GLENN JONES	37
28	35	WIPEOUT	FAT BOYS & THE BEACH BOYS	21
29	33	BULLSEYE	LAKESIDE	38
30	31	DANCE ALL NIGHT	DEBARGE	33
31	32	GIRL PULLED THE DOG	GENERAL KANE	39
32	39	LATELY	SURFACE	42
33	37	TRAMP	SALT-N-PEPA	31
34	—	COME OVER	4 BY FOUR	44
35	9	TINA CHERRY	GEORGIO	12
36	20	LET'S TALK IT OVER	VANESE THOMAS	17
37	—	THE MORE WE LOVE	STARPOINT	45
38	40	ANYTHING CAN HAPPEN	PATRICE RUSHEN	51
39	12	JAM TONIGHT	FREDDIE JACKSON	24
40	—	HEART ON THE LINE	JENNIFER HOLLIDAY	50

©Copyright 1987, 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 BY LABEL

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

LABEL	NO. OF TITLES ON CHART
COLUMBIA (8)	10
Def Jam (2)	10
MCA (9)	10
Constellation (1)	8
WARNER BROS. (4)	8
Paisley Park (1)	8
Qwest (1)	8
Sire (1)	8
Tommy Boy (1)	8
E.P.A.	7
Epic (5)	7
CBS Associated (1)	7
Tabu (1)	7
GEFFEN	6
ATLANTIC (4)	6
Omni (1)	6
CAPITOL	5
MANHATTAN (2)	5
EMI-America (2)	5
P.I.R. (1)	5
MOTOWN	5
SOLAR	5
ARISTA	4
ELEKTRA	4
RCA (1)	4
Jive (2)	4
Total Experience (1)	4
A&M	3
POLYGRAM	3
Mercury (1)	3
Polydor (1)	3
Tin Pan Apple (1)	3
FANTASY (1)	2
Danya (1)	2
PROFILE	2
CHRYSALIS	1
EDGE	1
ICHIBAN	1
MACOLA	1
PJ (1)	1
NEXT PLATEAU	1
PRIORITY	1
SELECT	1
SLEEPING BAG	1
SOUNDTOWN	1
STRIPED HORSE	1
T.T.E.D.	1
TRIPLE T	1

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

TITLE	(Publisher - Licensing Org.)	Sheet Music Dist.
52 AIN'T NO NEED TO WORRY	(Marvin L. Winans, ASCAP)	(Rightsong, BMI/Franne Gee, BMI/Ardavan, ASCAP/Intersong, ASCAP)
89 ALL THE WAY WITH YOU	(Baby Love, ASCAP/Clarity, BMI)	53 DREAMIN' (Thrust, BMI)
51 ANYTHING CAN HAPPEN	(Ensign, BMI/Stone Diamond, BMI/Matak, ASCAP/MCA, ASCAP) CPP	32 FAKE (Flyte Tyme, ASCAP/Avant Garde, ASCAP)
62 BABY GO GO	(Parisongs, ASCAP)	39 GIRL PULLED THE DOG (Jobete, ASCAP/Gentle General, ASCAP/Churchout, ASCAP/Mad Inspector, BMI) CPP
90 BACK UP	(Jobete, ASCAP/R.K.S., ASCAP)	22 GIVIN' YOU BACK THE LOVE (J.J., ASCAP/WB, ASCAP)
48 BETCHA DON'T KNOW	(Bush Burnin', ASCAP)	64 HEART OF GOLD (Black Lion, ASCAP/Captain Z, ASCAP/Billy Osborne, ASCAP)
38 BULLSEYE	(Kenny Nolan, ASCAP)	50 HEART ON THE LINE (Glasshouse, BMI/Irving, BMI) CPP/ALM
88 CALL ME UP	(Stone City, ASCAP/National League, ASCAP)	29 HELPLESSLY IN LOVE (Johnnie Mae, BMI/Bush Burnin', ASCAP)
43 (CAN'T) GET YOU OUT OF MY SYSTEM	(Bush Burnin', ASCAP/Vinewood, BMI)	9 HOLIDAY (Delightful, BMI)
49 CAN-U-DANCE	(Hip Trip, BMI/Hip Chic, BMI) CPP	16 HOW SOON WE FORGET (MCA, ASCAP/Unicity, ASCAP/Moonwalk, ASCAP)
1 CASANOVA	(Caloco, BMI/Hip Trip, BMI) CPP	70 I CAN DO BAD BY MYSELF (Zee-Kidd, BMI/Triple Scale, BMI/Iwebbi, BMI)
40 CINDERELLA DANA DANE	(Protons, ASCAP/Turn Out Brothers, ASCAP)	63 I CONFESS (Realsongs, ASCAP)
61 CIRCUMSTANTIAL EVIDENCE	(Hip Trip, BMI/Hip Chic, BMI) CPP	72 I DON'T THINK THAT MAN SHOULD SLEEP ALONE (Raydiola, BMI)
99 COME BACK TO ME LOVER	(Mardago, BMI/Pera, BMI)	69 I FEEL GOOD ALL OVER (Gabeson, BMI/On The Move, BMI/Secret Lady, BMI)
44 COME OVER	(Deadlee Dee, ASCAP/MCA, ASCAP/Unicity, ASCAP/Moonwalk, ASCAP/Ready Ready, ASCAP)	4 I JUST CAN'T STOP LOVING YOU (Mijac, BMI/Warner-Tamerlane, BMI)
91 CONVERSATION	(Romeo Dancer, BMI)	8 I LOVE YOU BABE (Hip Trip, BMI/Hip Chic, BMI) CPP
11 CROSS MY BROKEN HEART	(Famous, ASCAP/Black Lion, ASCAP) CPP	14 I NEED LOVE (Def Jam, ASCAP)
33 DANCE ALL NIGHT	(Zebra Discorde, BMI/Simple Songs, BMI)	28 I REALLY DIDN'T MEAN IT (April, ASCAP/Uncle Ronnie's, ASCAP/MCA, ASCAP/Sunset Burgundy, ASCAP)
19 DIDN'T WE ALMOST HAVE IT ALL	(Prince Street, ASCAP/Willin' David, BMI/Blue Sky Rider, BMI) CPP	55 I THINK I'M OVER YOU (Digital Soul, BMI/Montique, BMI)
58 DINNER WITH GERSHWIN	(WB, ASCAP/Geffen, ASCAP/Rutland Road, ASCAP)	92 I WANT YOUR SEX (Chappell, ASCAP/Morrison Leahy, ASCAP)
15 DIVAS NEED LOVE TOO	(Spectrum VII, ASCAP/Klymaxx, ASCAP) CPP	74 IF WALLS COULD TALK (Sloopus, BMI/Cold Horizon, BMI/Shakin' Baker, BMI/RC Songs, ASCAP/MCA, ASCAP) CPP
70 DO YOU HAVE TO GO	(WB, ASCAP/Silver Sun, ASCAP)	36 IF YOU WERE MINE (Music Corp. Of America, BMI/Bayjun Beat, BMI/MCA, ASCAP)
77 DON'T TURN AWAY	(Rikbo, BMI)	66 I'M IN LOVE (Bush Burnin', ASCAP/Willesden, BMI/Johnnie Mae, BMI)
54 DON'T YOU WANT ME		93 I'M STILL WAITING (Wird, ASCAP)
		79 IT'S A THANG (Willesden, BMI)
		24 JAM TONIGHT (Wavemaker, ASCAP)
		47 JAMMIN' TO THE BELLS (Def Jam, ASCAP/First Impulse, BMI)
		97 JUICY-O (Lunch Money, BMI/Webster House, ASCAP/On Your Mark, ASCAP)
		5 JUMP START (Colloco, BMI) CPP
		30 JUST CALL (Hits 'N Mo' Hits, BMI/Venus Three, BMI/WB, ASCAP/Warner-Tamerlane, BMI)
		65 JUST GETS BETTER WITH TIME (Morning Crew, BMI/Irving, BMI) CPP/ALM
		34 JUST THAT TYPE OF GIRL (Slap One, ASCAP/Cornelio Carlos, ASCAP/Spectrum VII, ASCAP) CPP
		78 JUST THE FACTS (THEME FROM DRAGNET) (MCA, ASCAP/Flyte Tyme, ASCAP)
		20 LAST TIME (Jay King IV, BMI)
		42 LATELY (Colgems-EMI, ASCAP)
		87 LET IT BE (MacLen, BMI)
		17 LET'S TALK IT OVER (Bush Burnin', ASCAP/KMA, ASCAP)
		68 LIFETIME LOVE (Beach House, ASCAP/Tawanne Lamont, ASCAP)
		82 LIVING IN A BOX (WB, ASCAP/Brampton, PRS)
		25 LOST IN EMOTION (Forceful, BMI/Willesden, BMI/Myl Myl, BMI/Careers, BMI) CPP
		2 LOVE IS A HOUSE (Tee Girl, BMI)
		6 LOVE POWER (New Hidden Valley, ASCAP/Carole Bayer Sager, BMI)
		60 LOVIN' YOU (Downstairs, BMI/Piano, BMI/Mighty Three, BMI)
		98 LOW RIDER (Far Out, ASCAP) CPP
		13 MAKING LOVE IN THE RAIN (Flyte Tyme, ASCAP)
		95 MIXED UP WORLD (Danica, BMI)
		45 THE MORE WE LOVE (Philesto, BMI/Harrindur, BMI) CPP
		83 MS. X (David Alexander, BMI)
		86 MY LOVE IS ON THE MONEY (Forceful, BMI/Willesden, BMI)
		7 NIGHTTIME LOVER (Science Lab, ASCAP)
		18 NO ONE IN THE WORLD (ATV, BMI/Welbeck, ASCAP)
		3 ONE HEARTBEAT (Le Gassick, BMI/Who-Ray, BMI/Chubu, BMI/Smokey, BMI) CPP
		10 ONE LOVER AT A TIME (Trinifold, ASCAP/Sweet Karol, ASCAP/Orca, ASCAP/Virgin, ASCAP) CPP
		71 OOO BABY BABY (Jobete, ASCAP) CPP
		84 OUT FOR THE COUNT (MCA, ASCAP/Brampton, ASCAP)
		35 THE PLEASURE PRINCIPLE (Flyte Tyme, ASCAP)
		100 POUR IT ON (Pizzazz, BMI/Rightsong, BMI/Memphomaniac, BMI)
		80 RED HOT (Virgin, ASCAP) CPP
		56 THE ROCK (Ivory Palace, ASCAP/Ruby Holland, ASCAP/Zomba, ASCAP)
		76 SAY AMEN (WB, ASCAP/E/A, ASCAP/Make It Big, ASCAP)
		96 SECRET AFFAIR (Any Kind Of Music, ASCAP)
		67 SHOW ME THE WAY (Almo, ASCAP/He Gave Me, ASCAP/Don't You Know, ASCAP/Pomerants, BMI) CPP/ALM
		85 SLEEPING ALONE (Groovesville, BMI/Creative Entertainment, BMI)
		59 SMOOTH SAILIN' TONIGHT (Angel Notes, ASCAP/USA Exotic, ASCAP)
		46 SUMMER NIGHTS (Sunset Burgundy, ASCAP/MCA, ASCAP)
		94 SURF OR DIE (Protons, ASCAP/Yeah Right, ASCAP/Calif-For-Ya, ASCAP/D-Minus, ASCAP)
		41 TEAR JERKER (A.Naga, BMI)
		23 TELL IT LIKE IT IS (Conrad, BMI/ARC, BMI/Ol Rapp, BMI)
		57 THIGH RIDE (Mtume, BMI/Do Drop In, BMI)
		12 TINA CHERRY (Georgio's, BMI/Stone Diamond, BMI) CPP
		31 TRAMP (Modern)
		27 U GOT THE LOOK (Controversy, ASCAP)
		37 WE'VE ONLY JUST BEGUN (THE ROMANCE IS NOT OVER) (Willesden, BMI/Johnnie Mae, BMI/Lu Ella, ASCAP/WB, ASCAP)
		81 WHO'S THAT GIRL (WB, ASCAP/Bleu Disque, ASCAP/Webo Girl, ASCAP/Johnny Yuma, BMI)
		21 WIPEOUT (Miraleste, BMI/Robin Hood, BMI)
		73 YA COLD WANNA BE WITH ME (ADRA, BMI/Kadoc/Forceful, BMI/Willesden, BMI)
		26 (YOU'RE PUTTIN') A RUSH ON ME (Johnnie Mae, BMI/Willesden, BMI/Bush Burnin', 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 Moguil
BP Bradley	MCA MCA
CHA Chappell	PSP Peer Southern
CLM Cherryl Lane	PLY Plymouth
CPI Cimino	WBM Warner Bros.

PUBLICITY PRINTS

Lithographed On Heavy Gloss Stock
BLACK & WHITE 8x10's
 500 - \$60.00 1000 - 85.00
COLOR
 1000 - \$388.00
 Above Prices Include Typesetting & Freight
Send 8x10 Photo - Check or M.O.
 Full Color & B/W Posters
 Composites - Cards - Other Sizes
Send For Catalog & Samples
ABC PICTURES
 1867 E. Florida, Dept. BB
 Springfield, MO 65803
 (417) 869-9433 or 869-3456

RHYTHM & BLUES

(Continued from page 19)

label with the album "Man Of Stone." Future can be reached at 312-941-3193... Paul Laurence is working on Meli'sa Morgan's second Capitol album... The Fat Boys' "Disorderlies," while no gem cinematically, does successfully move the Tin Pan Apple recording trio from the world of hip-hop into competition with Mr. T and Fat Albert. The question now is not whether there will be a Fat Boys cartoon show, but why there isn't one already... People who have heard Michael Jackson's "Bad" album have been struck by how many of the up-tempo tracks seem to be in-

fluenced by mid-'70s funk. The title song, which this writer has heard, definitely fits that description. Word is that Jackson has already shot at least four videos for the album, including one lengthy video containing two songs. Reportedly, Jackson has spent enough money on videos to finance several low-budget feature films... Mission, a seven-piece self-contained band from Philadelphia, has just finished work on its second Columbia album, titled "Search." The first single, produced by Nick Martinelli, is "Show A Little Love." Mission is managed by Kee Management in New York.



Money Talks. Run-DMC has pledged to help the National Assn. for the Advancement of Colored People increase its membership among black youth. As a sign of the rap act's commitment, the group's Run, right, gives NAACP chairman Dr. Benjamin Hooks a check for \$5,000.

FOR WEEK ENDING AUGUST 29, 1987

Billboard

TOP BLACK ALBUMS™

©Copyright 1987, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
				★ ★ NO. 1 ★ ★	
1	1	1	11	LL COOL J ▲ DEF JAM FC 47093/COLUMBIA (CD) 8 weeks at No. One	BIGGER & DEFFER
2	3	3	10	STEPHANIE MILLS MCA 5996 (8.98) (CD)	IF I WERE YOUR WOMAN
3	2	2	10	WHITNEY HOUSTON ▲ ³ ARISTA 8405 (8.98) (CD)	WHITNEY
4	4	4	14	THE WHISPERS ● SOLAR ST 72554 (8.98) (CD)	JUST GETS BETTER WITH TIME
5	5	5	12	THE FAT BOYS ● TIN PAN APPLE 831 948-1/POLYDOR (8.98) (CD)	CRUSHIN'
6	6	6	43	FREDDIE JACKSON ▲ CAPITOL ST 12495 (8.98) (CD)	JUST LIKE THE FIRST TIME
7	9	9	23	SMOKEY ROBINSON MOTOWN 6626 ML (8.98) (CD)	ONE HEARTBEAT
8	7	7	11	THE ISLEY BROTHERS WARNER BROS. 25586-1 (8.98) (CD)	SMOOTH SAILIN'
9	8	8	51	KENNY G. ▲ ARISTA AL8-8427 (8.98) (CD)	DUOTONES
10	35	—	2	LEVERT ATLANTIC 7-89217 (8.98)	THE BIG THROWDOWN
11	11	10	19	LILLO THOMAS CAPITOL ST-12450 (8.98) (CD)	LILLO
12	10	12	22	HERB ALPERT ● A&M SP-5125 (8.98) (CD)	KEEP YOUR EYE ON ME
13	19	21	22	SALT-N-PEPA NEXT PLATEAU PL 1007 (8.98)	HOT, COOL & VICIOUS
14	15	14	12	JONATHAN BUTLER JIVE 1032-1-J/RCA (8.98) (CD)	JONATHAN BUTLER
15	16	17	21	MARVIN SEASE LONDON 830 794-1/POLYGRAM	MARVIN SEASE
16	12	11	18	ATLANTIC STARR ● WARNER BROS. 1-25560 (8.98) (CD)	ALL IN THE NAME OF LOVE
17	30	—	2	ALEXANDER O'NEAL TABU FZ 40320/E.P.A.	HEARSAY
18	13	13	23	JODY WATLEY ● MCA 5898 (8.98) (CD)	JODY WATLEY
19	20	25	7	NATALIE COLE MANHATTAN ST 53051 (8.98)	EVERLASTING
20	32	39	3	ERIC B. & RAKIM 4TH & B'WAY B'WAY 4005/ISLAND (8.98) (CD)	PAID IN FULL
21	17	16	18	PRINCE ▲ PAISLEY PARK 1-25577/WARNER BROS. (15.98) (CD)	SIGN 'O' THE TIMES
22	21	20	16	LISA LISA & CULT JAM ▲ COLUMBIA FC 40477 (CD)	SPANISH FLY
23	14	19	11	REGINA BELLE COLUMBIA BFC 49537 (CD)	ALL BY MYSELF
24	22	22	79	JANET JACKSON ▲ ⁴ A&M SP-5106 (9.98) (CD)	CONTROL
25	28	42	3	FORCE M.D.'S TOMMY BOY TBLP 25631/WARNER BROS. (8.98)	TOUCH AND GO
26	18	15	45	LUTHER VANDROSS ▲ EPIC FE 40415/E.P.A. (CD)	GIVE ME THE REASON
27	24	23	73	ANITA BAKER ▲ ² ELEKTRA 60444 (8.98) (CD)	RAPTURE
28	29	30	15	BABYFACE SOLAR ST-72552 (8.98)	LOVERS
29	33	24	22	SURFACE COLUMBIA 40374 (CD)	SURFACE
30	23	18	25	THE SYSTEM ATLANTIC 81691 (8.98) (CD)	DON'T DISTURB THIS GROOVE
31	27	27	19	GEORGIO MOTOWN 6229 (8.98)	SEXAPPEAL
32	25	29	37	CLUB NOUVEAU ▲ WARNER BROS. 25531-1 (8.98) (CD)	LIFE, LOVE & PAIN
33	34	28	8	GEORGE BENSON/EARL KLUGH WARNER BROS. 25580-1 (9.98) (CD)	COLLABORATION
34	31	31	11	THE O'JAYS P.L.R. ST 53036/MANHATTAN (8.98)	LET ME TOUCH YOU
35	26	26	36	NAJEE EMI AMERICA ST 17241/MANHATTAN (8.98) (CD)	NAJEE'S THEME
36	46	65	4	DAVY D DEF JAM BFC 40657/COLUMBIA	DAVY'S RIDE
37	NEW ▶	—	1	UTFO SELECT SEL 12619 (8.98) (CD)	LETHAL
38	43	37	17	PUBLIC ENEMY DEF JAM BFC 49658/COLUMBIA	YO! BUM RUSH THE SHOW

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
39	52	66	4	ICE-T SIRE 25602-1/WARNER BROS. (8.98)	RHYME PAYS
40	38	35	39	KLYMAXX CONSTELLATION 5832/MCA (8.98) (CD)	KLYMAXX
41	41	36	8	SOUNDTRACK ▲ MCA 6207 (9.98) (CD)	BEVERLY HILLS COP II
42	42	38	7	BILLY MITCHELL VISTA/OPTIMISM 2501 (8.98) (CD)	FACES
43	37	33	10	4 BY FOUR CAPITOL ST 12560 (8.98) (CD)	4 BY FOUR
44	36	34	8	TAWATHA EPIC BFE 40355/E.P.A.	WELCOME TO MY DREAM
45	45	60	4	VANESE THOMAS GEFEN GHS 24141 (8.98)	VANESE
46	75	—	2	GROVER WASHINGTON JR. COLUMBIA FC 40510	STRAWBERRY MOON
47	40	40	5	MC SHAN COLD CHILLIN CCLP 500/PRISM (8.98)	DOWN BY LAW
48	61	74	4	SLAVE ICHIBAN ICH 1009 (8.98)	MAKE BELIEVE
49	65	56	26	EXPOSE ● ARISTA AL 8441 (8.98) (CD)	EXPOSURE
50	49	45	21	AL GREEN A&M SP 5150 (8.98) (CD)	SOUL SURVIVOR
51	51	50	39	TIMEX SOCIAL CLUB DANYA F 9645/FANTASY (8.98)	VICIOUS RUMORS... THE ALBUM
52	48	54	5	SHALAMAR SOLAR ST 72556 (8.98)	CIRCUMSTANTIAL EVIDENCE
53	44	49	14	MC SHY-D LUKE SKYY WALKER XR-1004 (8.98)	GOT TO BE TOUGH
54	53	52	39	KOOL & THE GANG ● MERCURY 830-398-1-M/POLYGRAM (CD)	FOREVER
55	56	46	13	ISLEY/JASPER/ISLEY CBS ASSOCIATED FZ 40409/E.P.A.	DIFFERENT DRUMMER
56	NEW ▶	—	1	DIONNE WARWICK ARISTA AL 8446 (8.98) (CD)	RESERVATIONS FOR TWO
57	47	43	49	CAMEO ▲ ATLANTA ARTISTS 830-265-1/POLYGRAM (CD)	WORD UP
58	54	44	51	PHYLLIS HYMAN P.I.R. ST 53029/MANHATTAN (9.98) (CD)	LIVING ALL ALONE
59	64	41	56	SHIRLEY MURDOCK ● ELEKTRA 9 60443-1 (8.98) (CD)	SHIRLEY MURDOCK!
60	63	—	2	DIMPLES COLUMBIA BFC 40859	TELLIN' IT LIKE IT IS
61	55	47	14	STETSASONIC TOMMY BOY TB 1012 (8.98)	ON FIRE
62	67	67	4	BEBE & CECE WINANS CAPITOL ST 12573 (8.98)	BE BE & CE CE WINANS
63	58	63	18	LAKESIDE SOLAR ST-72553 (8.98) (CD)	POWER
64	72	61	26	D.J. JAZZY JEFF & THE FRESH PRINCE JIVE 1026-1-J/RCA (8.98)	ROCK THE HOUSE
65	39	32	53	MELBA MOORE CAPITOL ST 12471 (8.98) (CD)	A LOT OF LOVE
66	57	59	26	2 LIVE CREW LUKE SKYY WALKER XR 100 (8.98)	2 LIVE CREW IS WHAT WE ARE
67	73	73	3	J. BLACKFOOT EDGE EDLP 001 (8.98)	NO U TURN
68	59	57	40	BEASTIE BOYS ▲ ³ DEF JAM BFC 40238/COLUMBIA (CD)	LICENSED TO ILL
69	50	51	45	LOOSE ENDS MCA 5745 (8.98) (CD)	THE ZAGORA
70	66	62	32	ROBERT CRAY ● HIGHTONE/MERCURY 830 568-1/POLYGRAM (CD)	STRONG PERSUADER
71	68	53	25	DAVID SANBORN WARNER BROS. 1-25479 (9.98) (CD)	A CHANGE OF HEART
72	69	64	16	CHUCK STANLEY DEF JAM BFC 40514/COLUMBIA (8.98)	THE FINER THINGS IN LIFE
73	62	48	22	KOOL MOE DEE JIVE 1025-1-J/RCA (8.98)	KOOL MOE DEE
74	NEW ▶	—	1	DANA DANE WITH FAME PROFILE PRO 1233 (8.98)	DANA DANE WITH FAME
75	60	55	11	CHERYL LYNN MANHATTAN ST-53035 (8.98) (CD)	START OVER

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

G O S P E L

THE WORLD OF
GOSPEL MUSIC

ILLUSTRATION: RICHARD AYALA

JOIN BILLBOARD'S 5TH ANNUAL ON GOSPEL!

Today more Gospel records are being sold than ever before. In this issue, Billboard will discuss the future direction of Christian music . . . as well as who may be tomorrow's top Gospel stars with a wider audience. Your Gospel ad in this issue will be read by Billboard's worldwide readership — over 200,000 prime decision-makers. Spread the word!

IN THIS ISSUE:

- Gospel labels — records are moving at a record clip
- Independent labels — finding exposure in a changing marketplace
- Mainstream (major) labels and the cross-over connection
- Black Gospel — working its way up
- Religious merchandising (from t-shirts to videos)
- Talent & management
- Christian rock

ISSUE DATE: OCTOBER 10
AD CLOSING: SEPTEMBER 15

FOR AD DETAILS CONTACT:

LYNDA EMON (612) 333-4002
CAROLE EDWARDS (615) 748-8100

HOT DANCE/DISCO™

©Copyright 1987, 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 LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
CLUB PLAY Compiled from a national sample of dance club playlists.					
★ ★ NO. 1 ★ ★					
1	2	5	7	WHEN SMOKEY SINGS/CHICAGO MERCURY 888 726-1/POLYGRAM	◆ ABC 1 week at No. One
2	3	4	9	HEARTACHE (REMIX) POLYDOR 885 929-1/POLYGRAM	◆ PEPSI & SHIRLIE
3	5	6	8	WHO FOUND WHO CHRYSALIS 4V9 43089	◆ JELLYBEAN FEATURING ELISA FIORILLO
4	6	7	6	HOW SOON WE FORGET (REMIX) MCA 23763	◆ COLONEL ABRAMS
5	1	3	10	TINA CHERRY (REMIX) MOTOWN 4586MG	◆ GEORGIO
6	12	14	6	CATCH ME I'M FALLING (REMIX) VIRGIN 0-96752/ATLANTIC	◆ PRETTY POISON
7	9	12	8	SILENT MORNING 4TH & B'WAY BWAY-439/ISLAND	NOEL
8	14	17	5	I HEARD A RUMOUR LONDON 886 188-1/POLYGRAM	◆ BANANARAMA
9	13	13	10	INTO MY SECRET (REMIX) RCA 6432-1-RD	◆ ALISHA
10	4	2	10	I WANT YOUR SEX/HARD DAY COLUMBIA 44 06814	◆ GEORGE MICHAEL
11	11	10	7	BE MINE TONIGHT ATLANTIC 0-86675	PROMISE CIRCLE
12	10	11	7	WOT'S IT TO YA (REMIX) MANHATTAN V-56056	◆ ROBBIE NEVIL
13	8	9	7	CROSS MY BROKEN HEART (REMIX) MCA 23767	◆ THE JETS
14	16	20	6	SHATTERED GLASS ATLANTIC 0-86699	◆ LAURA BRANIGAN
15	17	18	8	DREAMIN' EPIC 49-06830	WILL TO POWER
16	7	1	11	STRANGELOVE (REMIX) SIRE 0-20696/WARNER BROS.	◆ DEPECHE MODE
17	19	29	4	MIND OVER MATTER (REMIX) A&M SP-12246	E.G. DAILY
18	18	25	4	FULL CIRCLE ATLANTIC 0-86674	COMPANY B
19	24	39	3	VICTIM OF LOVE (REMIX) SIRE 0-20740/WARNER BROS.	◆ ERASURE
20	20	23	5	BREAKOUT MERCURY PROMO/POLYGRAM	◆ SWING OUT SISTER
21	21	24	5	ONE LOVER AT A TIME (REMIX) WARNER BROS. 0-20699	◆ ATLANTIC STARR
22	25	37	4	GOOD INTENTIONS (REMIX) CAPITOL V-15308	◆ AVA CHERRY
23	23	33	5	LEAVE MY MONKEY ALONE VIRGIN 0-96762/ATLANTIC	WARREN ZEVON
24	15	8	10	FAKE TABU 479-06788	◆ ALEXANDER O'NEAL
25	26	35	5	LOOKING FOR A LOVER (REMIX) COOLTEMPO 4V9 43127/CHRYSALIS	TAURUS BOYZ
26	28	34	5	SINFUL VIRGIN 0-96777/ATLANTIC	PETE WYLIE
27	36	46	3	FUNKY NASSAU VIRGIN 0-96776/ATLANTIC	◆ BLACK BRITAIN
28	34	—	2	PUT THE NEEDLE TO THE RECORD CRIMINAL CR12-014	CRIMINAL ELEMENT ORCHESTRA
29	33	43	3	DESIRE FIERCE FR 104	CANDY J
30	32	36	6	SHOCK (REMIX) COLUMBIA 44 06862	◆ PSYCHEDELIC FURS
31	29	27	7	BIG DECISION POLYDOR PROMO/POLYGRAM	THAT PETROL EMOTION
32	NEW ▶	1	1	STRIP THIS HEART A&M SP-12241	JOHN ADAMS
33	37	42	4	DO IT PROPERLY GROOVELINE GRL 5001	2 PUERTO RICANS A BLACKMAN & A DOMINICAN
34	42	47	3	TOY BOY OMNI 0-96751/ATLANTIC	SINITTA
35	27	22	6	THE ROCK (REMIX) A&M SP-12242	TRAMAINÉ
36	35	44	3	CASANOVA ATLANTIC 0-86673	◆ LEVERT
37	NEW ▶	1	1	LOST IN EMOTION (REMIX) COLUMBIA 44 06872	LISA LISA & CULT JAM
38	31	30	6	RED HOT (REMIX) POLYDOR 885 885-1/POLYGRAM	PRINCESS
39	40	50	3	I KNOW EPIC 49-6866	PAUL KING
40	47	—	2	(YOU'RE PUTTIN') A RUSH ON ME (REMIX) MCA 23774	STEPHANIE MILLS
41	43	—	2	THAT'S WHERE THE HAPPY PEOPLE GO/HERE IN THE DARKNESS DICE TGR 1015	GREG STONE
42	NEW ▶	1	1	TRUE FAITH (REMIX) QWEST 0-20733/WARNER BROS.	NEW ORDER
43	NEW ▶	1	1	SOONER OR LATER (REMIX) WARNER BROS. 0-20729	SYLVESTER
44	48	—	2	BABY GO-GO EMI-AMERICA V-19261/MANHATTAN	NONA HENDRYX
45	49	—	2	EVERYTHING I OWN (REMIX) VIRGIN 0-96765/ATLANTIC	◆ BOY GEORGE
46	45	49	4	WHATEVER SATISFIES YOU/CAUGHT IN THE ACT WARNER BROS. 0-20705	JOCELYN BROWN
47	NEW ▶	1	1	LET ME BE THE ONE (REMIX) ARISTA ADI-9618	◆ EXPOSE
48	NEW ▶	1	1	ALWAYS DOESN'T MEAN FOREVER CAPITOL V-15328	HAZELL DEAN
49	44	—	2	WHO'S THAT GIRL (REMIX) SIRE 0-20692/WARNER BROS.	◆ MADONNA
50	22	15	10	LET IT BE WITH YOU CAPITOL V-15310	◆ BELOUIS SOME
BREAKOUTS	Titles with future chart potential, based on club play this week.			1. HOLIDAY (REMIX) KOOL & THE GANG MERCURY 2. MY LOVE IS GUARANTEED SYBIL NEXT PATEAU	

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
12-INCH SINGLES SALES Compiled from a national sample of retail store sales reports.					
★ ★ NO. 1 ★ ★					
1	2	2	10	FAKE TABU 479-06788	◆ ALEXANDER O'NEAL 1 week at No. One
2	3	5	8	WHO FOUND WHO CHRYSALIS 4V9 43089	◆ JELLYBEAN FEATURING ELISA FIORILLO
3	4	3	9	TINA CHERRY (REMIX) MOTOWN 4586MG	◆ GEORGIO
4	5	4	9	DREAMIN' (REMIX) EPIC 49-06830	WILL TO POWER
5	1	1	10	I WANT YOUR SEX/HARD DAY COLUMBIA 44 06814	◆ GEORGE MICHAEL
6	6	7	10	STRANGELOVE (REMIX) SIRE 0-20696/WARNER BROS.	◆ DEPECHE MODE
7	8	8	4	WHO'S THAT GIRL (REMIX) SIRE 0-20692/WARNER BROS.	◆ MADONNA
8	7	11	8	HEARTACHE (REMIX) POLYDOR 885 929-1/POLYGRAM	◆ PEPSI & SHIRLIE
9	9	13	6	WHEN SMOKEY SINGS/CHICAGO MERCURY 888 726-1/POLYGRAM	◆ ABC
10	13	17	5	CASANOVA ATLANTIC 0-86673	◆ LEVERT
11	11	16	6	BE MINE TONIGHT ATLANTIC 0-86675	PROMISE CIRCLE
12	10	12	10	SILENT MORNING (REMIX) 4TH & B'WAY BWAY-439/ISLAND	NOEL
13	14	19	5	FULL CIRCLE ATLANTIC 0-86674	COMPANY B
14	15	18	6	HOW SOON WE FORGET (REMIX) MCA 23763	◆ COLONEL ABRAMS
15	18	23	5	SHATTERED GLASS ATLANTIC 0-86675	◆ LAURA BRANIGAN
16	17	15	9	INTO MY SECRET (REMIX) RCA 6432-1-RD	◆ ALISHA
17	16	24	6	LIVING IN A BOX CHRYSALIS 4V9 43119	◆ LIVING IN A BOX
18	12	10	8	THREE TIME LOVER SYNTHICIDE 71300-0	BARDEUX
19	19	30	4	CATCH ME I'M FALLING (REMIX) VIRGIN 0-96752/ATLANTIC	◆ PRETTY POISON
20	20	27	4	I HEARD A RUMOUR LONDON 886 188-1/POLYGRAM	◆ BANANARAMA
21	21	25	28	ONLY IN MY DREAMS (REMIX) ATLANTIC 0-86744	DEBBIE GIBSON
22	28	35	6	PLAY WITH ME ATLANTIC 0-86693	ABBY LYNN
23	42	—	2	(YOU'RE PUTTIN') A RUSH ON ME MCA 23774	STEPHANIE MILLS
24	NEW ▶	1	1	LOST IN EMOTION (REMIX) COLUMBIA 44-06872	LISA LISA & CULT JAM
25	23	22	12	LIFETIME LOVE SLEEPING BAG SLX-0024	JOYCE SIMS
26	30	—	2	SECRET AFFAIR (REMIX) EPIC 49 06837	◆ CLAUDJA BARRY
27	31	—	2	U GOT THE LOOK/HOUSEQUAKE PAISLEY PARK 0-20727/WARNER BROS.	◆ PRINCE
28	33	—	2	CRAZY LOVE ATLANTIC 0-86779	NANCY MARTINEZ
29	24	20	7	CROSS MY BROKEN HEART (REMIX) MCA 23767	◆ THE JETS
30	25	9	13	INSECURITY ATLANTIC 0-86716	STACEY Q
31	26	21	9	TOUCH EPIC 49-06817	NOHO
32	22	14	13	WHY CAN'T I BE YOU (REMIX) ELEKTRA 0-66810	◆ THE CURE
33	32	28	15	ROCK STEADY (REMIX) SOLAR V-71153	◆ THE WHISPERS
34	48	—	2	WIPEOUT TIN PAN APPLE 885-960-1/POLYGRAM	◆ THE FAT BOYS
35	35	39	6	DO IT PROPERLY GROOVELINE GRL 5001	2 PUERTO RICANS A BLACKMAN & A DOMINICAN
36	45	—	2	PARTY YOUR BODY LMR 4000	STEVIE B
37	NEW ▶	1	1	MIND OVER MATTER (REMIX) A&M SP-12246	E.G. DAILY
38	40	48	3	JUMP START MANHATTAN V-56053/CAPITOL	◆ NATALIE COLE
39	36	34	11	THE PLEASURE PRINCIPLE (REMIX) A&M SP-12230	◆ JANET JACKSON
40	44	—	2	I KNOW EPIC 49-6866	◆ PAUL KING
41	46	—	2	VICTIM OF LOVE (REMIX) SIRE 0-20740/WARNER BROS.	◆ ERASURE
42	37	33	12	COMMUNICATE (REMIX) EPIC 49 06842	FULL HOUSE
43	27	6	10	RHYTHM IS GONNA GET YOU EPIC 49-06772	◆ GLORIA ESTEFAN & MIAMI SOUND MACHINE
44	39	37	6	BAILA BOLERO ZYX 6621	FUN FUN
45	NEW ▶	1	1	MISFIT MERCURY 888 752-1/POLYGRAM	◆ CURIOSITY KILLED THE CAT
46	NEW ▶	1	1	POUR IT ON (REMIX) ELEKTRA 0-66795	MASON
47	34	31	14	FUNKY TOWN (REMIX) RCA 6431-1-RD	◆ PSEUDO ECHO
48	NEW ▶	1	1	FUNKY NASSAU VIRGIN 0-96776/ATLANTIC	◆ BLACK BRITAIN
49	NEW ▶	1	1	I LOVE YOU BABE SOLAR V-71156	BABYFACE
50	50	41	3	LOOKING FOR A LOVER (REMIX) COOLTEMPO 4V9 43127/CHRYSALIS	TAURUS BOYZ
BREAKOUTS	Titles with future chart potential, based on sales reported this week.			1. LET ME BE THE ONE (REMIX) EXPOSE ARISTA 2. LAST TIME (REMIX) THERESA RCA	

○ Titles with the greatest sales or club play increase this week. ◆ Videoclip availability. • Recording Industry Assn. Of America (RIAA) certification for sales of 1 million units. ▲ RIAA certification for sales of 2 million units. Records listed under Club Play are 12-inch unless indicated otherwise.

Cover Hits Reaffirm The Scarcity Of A Good Song

This week's column was written by David Peaslee.

IS A HIT RECORD more the function of the singer or the song? That Zenlike question continues to puzzle producers, a&r executives, critics, and the music industry in general.

Of course, the industry tends to emphasize the role of the singer as artist/star—to the degree that we all know the names and styles of many, if not most, of the top 40 recording artists, but few can name the writers and composers of those same artists' hits. Yet in this year of popular re-makes—with reworked hits by such artists as **Bananarama**, **Club Nouveau**, **Los Lobos**, **Run-D.M.C.**, and **New Edition** as well as respectable showings by the **Force M.D.'s**, **Pseudo Echo**, **Cyndi Lauper**, **Oran "Juice" Jones**, and the **Fat Boys**—it behooves us to re-emphasize the importance of a well-crafted song.

AMONG THE pop hits covered recently are two of this week's favorites. One is the Supremes' "My World Is Empty Without You" (Rockwell) by Miami's **Hardcore Jazz**, more sparsely arranged and club-oriented but otherwise similar in its thrust and appeal to the recent **Kim Wilde** remake of the Supremes' "You Keep Me Hangin' On," proving once again the value of the **Holland/Dozier/Holland** catalog. The other is an unexpectedly successful rearrangement of "Born To Be Wild" by **Jo-Carol & Modern Rocketry**, on which Megatone producers **Ken Kessie** and **Morey Goldstein** mold the **Steppenwolf** power-chord howler into their familiar synthesized hi-NRG form, thankfully managing to avoid the obvious clichés in an enjoyable and spirited '60s revival.

A revival of an entirely different sort is "La Bamba '87" (Del-Fi, 213-653-2444), on which original producer **Bob Keane** retained the lead and re-recorded the tracks of the **Ritchie Valens** hit as he felt they would have been recorded and arranged today. While the potentially exploitative aspect of this endeavor might be considered offensive—and possibly objectionable on the same artistic grounds as colorized films—the single and its various dance mixes are rather enjoyable. With the current popularity of the film and the **Los Lobos** cover, this release should find substantial mainstream club support. In addition, we are also expecting the imminent rerelease of the **Antonio Rodriguez** ver-

sion of the tune to capitalize on recent strong import sales.

More typical of the recent covers, however, are the jittery Latin percussion and Miami-sound production and vocals of "I'm Gonna Make You Love Me" by **Deco At Heart** (Traxx); the sincere, albeit overly melodramatic, version of "Hurts So Bad" by Brooklyn's **Magnetic Touch** (Cheryl); an oddly phrased although otherwise faithful rerecording of "Blueberry Hill" by **Yellowman** (Rohit), whose overly extended dance mix of the gently ambling chords and bass line illustrates the wisdom of the three-minute single; and the necessarily simplified cover of **P-Funk's** "Flashlight" by **General Kane**, from his "Wide Open" album (Motown). A more effective funk acknowledgment on "Wide Open" is embodied in Kane's collaboration with **Norman Whitfield** on "Girl Pulled A Dog," with its obvious rhythmic nod to **George Clinton's** "Atomic Dog" and a sassy **Morris Day**-style rap.

Much of the current street product also recycles past hits by utilizing and repeating those tunes' musical phrases and/or rhythm tracks. Some of the more potentially successful of these recent efforts include the boisterous, shouted group rhyme of the **Crash Crew** on "The Crash Crew's Back" (World To World), which imaginatively utilizes **KC & the Sunshine Band**-style breaks along with an oddly effective Tinkertoy drum sound. In the same vein is **Super Lover C & Casanova Rud** with the DNA-produced, dance-theme rap "Do The James" (Citibeat, 212-694-1234), set to a medley of such beats as the **James Brown/Bobby Byrd** "Get Involved" and "Sex Machine" along with riffs from the **Honeydrippers** and the **World Famous Supreme Team**. Similarly, in a re-creation of his own stage performances, **DJ Hollywood** reprises his career on "Hollywood's World" (Abdul Akbar, 212-222-7331), which opens with riffs from "Shout," "Games People Play," a rearranged version of "Umtang, Umtang" with new backing vocals from keyboardist **Teddy Riley**, and a revived rap set to the familiar "Love Is The Message," one of the earliest and most popular uptown rap tracks.

NEW AND ORIGINAL: Following the dance-chart-topping remake of "Funkytown," **Pseudo Echo's** "Listening" (RCA) features the group's angst-laden European-style vocals set to an energetic synthesized pro-



duction by **Mark Berry**, whose variety of mixes acknowledges the group's disco debt with an abundance of highly mixable disco-style breakdowns... The **Talking Heads'** "Radio Head" (Warner Bros.), as remixed by **Full Force** from the movie soundtrack "True Stories," is still most appealing for its unusual lyric imagery and astonishing blending of Cajun, calypso, and country, although the additional instrumental dropouts, scratch-ins, and the inevitable **Full Force** cameo may help return this tune to normalcy... From Belgium, **Ivan Ivan's** production of the **Hood** (Les Disques du Crepuscule) delivers the classy title hook of "Tough Guys Don't Dance" in the most world-weary **Thin White Duke** manner while the oppressively moody synthesized drones, prominent snare backbeat, and synclavier chords on the unrelenting **John Robie** mix provide the necessary degree of claustrophobic menace.

In mainstream r&b, a recommended new release is **Pauli Carman's** "In The Heat Of The Night" (CBS), in which his vocal resemblance to **Fredde Jackson** is only further accentuated by this tune's remarkable similarities in chordal progression, tempo, and mood to Jackson's "I Don't Want To Lose Your Love" for obvious radio appeal... The **Fatback Band**, which recently saw its own "Found Loving" bass line revived by the **Masters Of Ceremony**, returns with the busy percussion, catchy synth phrases, and midtempo groove of "Naughty Dancer" (Vista Sounds, 201-568-0040), marred by lyrical simplicity but redeemed by a smooth female chorus and jazz-tinged piano solo... Also good is "If Walls Could Talk" from **Rose Royce** (Omni/Atlantic), in which the usually effective signature production of **Arthur Baker** just avoids overwhelming the familiar lead vocal and catchy title chorus... Also recommended is **Steve Levine's** production of underrated vocalist **Deniece Williams** on "I Confess" (CBS), which presents her distinctive birdlike vocal with an up-tempo, pop-oriented production and **Chic**-style rhythm guitars... And this week's left-field house entry

is "Fix It Man" by **Ragtime** (Bright Star), which marries a thumping house beat with a salacious semi-rapped vocal whose obvious lyrical double-entendres predate the jazz era. As produced by **Byrons Stingily** and **Burke** with a vocal mix by **Marshall Jefferson**, this should prove to be quite a hoot in the underground venues.

AND, FINALLY, there is **Donna Summer**, a name once synonymous with the best in dance-oriented pop.

She returns with an unexpectedly new, up-to-date sound on "Dinner With Gershwin" (Geffen). As written by singer **Brenda Russell** and produced by **Richard Perry**, this release presents Summer in a production style and restrained alto vocal similar to **Jody Watley's** "Still A Thrill," with its dominant Milwaukee funk groove embellished with unexpected Perry-esque flourishes.

DISCO & DANCE 12"
U.S.A. & 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.

Send for our free flyer listing all titles we stock. U.S. & Imports. We specialize in U.S. small label product. call us for best service and information.

US & CANADIAN 12"

Left Me Lonely—McShan One In—Nezz Martin Turn On The Night—Lois + Lane Breathless (rmx)—Gina Desire Dont Wait—Hotline Run To Me—Tony Caso I'm Not Afraid—Free Enterprise Dont Take Your Love—Lydia No More No More—LA Girls Number One—Cindy Jansen Shut Up Already—Pluse Living Out A Fantasy—Oh Romeo Head Over Heels—Citrus Sweet Love—Monte Negro Gimme Some Lovin'—Fun Fun Lets Do It—Mario Diaz Freedom—Children Jack Mix 2&3—Mirage If You Need A Friend—Blaze	Oh Lala—Left Lane Alright—Masters At Work Come Get It—Jomanda Get Into It—Big Daddy Kane I'm Strong—Robert Owens On The Loose—Jasmin Keep In Touch—Klein + Mbo Don't Cry (Can rmx)—K. Laslow Power Mixer—Vanous You Set My Heart—Evens + Fisher Love Attack—Louisa Florio Wild Thing—Remix—Amanda Lear I Need A Man—Remix—Man To Man Deeper + Deeper—Mod. Rocketry Why You Wanna—Fascination Your Move—Bamboo	You're My First Love—New Romance Nowhere To Run—One AM Turn Me On Again—Astaire Hot Mix One—Boot Leggers Boys—Sabrina Do You Wanna Funk—Rim—Lan Ross Love In The Night—VHF Heart Of Gold—Tom Perfume Of Love—Scala Rock Me Tonight—Chip Chip
---	--	---

EUROPEAN 12'S

Gonna Get You—M. Fortunati
 Fashion—Tom Spencer
 Italo Boot Mix #9

DISCO CLASSICS

LET'S ALL CHANT—MICHAEL ZAGER
 ALL ZYX 12"
 ALL BOBBY ORLANDO 12"+Productions
 ALL JDC 12"
 ALL DIVINE 12"
 ALL LIME 12"+Lps

+ OVER 500 OTHER CLASSICS

UNIQUE RECORD DIST.
 110 DENTON AVE., NEW HYDE PARK, NEW YORK 11040
 UNIQUE PHONE (516) 294-5900 FAX # (516) 741-3584
 MAIL OR DISC PHONE (516) 294-5111 TELEEX # 475824 IMPD DISC

New Labels:
Send your
Cassettes &
Test
Pressings

ZYX America
NEWS

Record Dealers... ask for free catalogues

ZYX - records domestic releases ZYX 5688-US EDDY HUNTINGTON—Meet My Friend ZYX 6622-US FUN FUN—Gimme Some Loving ZYX 6621-US FUN FUN—Baila Bolero ZYX 6620-US TOM HOOKER—Looking For Love ZYX 5629-US MOZZART—Money ZYX 5619-US CHIP CHIP—Never Say Goodbye ZYX 5571R-US PAUL LEKAKIS—Boom Boom (Remix) ZYX 5548-US OFF—Electrica Salsa ZYX 5558-US NASTY BOYS—I Was Made For Lovin' You ZYX 6603-US MIKE MAREEN—Love Spy ZYX 20076-US THE BEST OF EUROBEAT VOL. 1 (LP) also avail Cass & CD	MELP 005 ZYX 5710 ZYX 5702 ZYX 5655-R ZYX 5704 ZYX 5685 ZYX 5694 ZYX 5693 MEM 061 ZYX 5666 ZYX 5665 ZYX 5658 ZYX 5649 ZYX 5648 ZYX 5645 ZYX 5635 ZYX 5637 ZYX 5615 ZYX 5680 ZYX 5677 ZYX 5672 ZYX 5654	— KEN LASZLO—1st Album — ITALO BOOT MIX VOL. 9 — GLEN WHITE—TV Lover — OFF—Step By Step (Remix) — MARY WILSON—Don't Get Mad — INCELA—Do The Melton — MIKO MISSION—Toc Toc Toc — ALBERT ONE—Hopes + Dreams — KEN LASZLO—1,2,3,4,5,6,7,8 — SOLID STRANGERS—Gimme The Light — ITALIAN BOYS—Forever Lovers — SCOTCH—Pictures (Remix) — PLASTIC AGE—Interface — SCOTT STRYKER—Less Than Lovers — MIQUEL BROWN—Footprints In The Sand — GRANT MILLER—Wings Of Love — DANITA—Touch My Heart — JOY PETERS—One Night In Love — SILVER POZZOLI—Chica Boom — SEVENTH AVENUE—Armed Robbers — MORGANA—Ready For Love — SCALA—Perfume Of Love
--	---	--

BERNHARD MIKULSKI
DISTRIBUTION LIMITED

Airport Industrial Office Park
 145th Ave. and Hook Creek Blvd Valley Stream, New York 11581
 Telefax 516-568-1125 Tel 516-568-3777 Manager Gunter Blum

We are
only 2.2
miles
away from
JFK Airport

Radio Stations... please ask for free promotion copies !!!

Dean Releases 1st Single in 3 Years

BY BRIAN CHIN

NEW YORK British singer Hazell Dean's Capitol single "Always Doesn't Mean Forever"/"They Say It's Gonna Rain" is her first U.S. release in nearly three years. But during that time, her popularity internationally and in U.S. dance clubs has not waned.

"I worked off 'They Say It's Gonna Rain' for a year and a half," says Dean, who recently completed her fourth club tour of the U.S. That late-1985 release only got to No. 58 on the pop chart in her homeland, but it topped the charts in Scandinavia, Iceland, and South Africa.

Although Dean was signed to

EMI's U.K. branch, none of the CEMA labels here exercised the option to release her records until the arrival of Frank Murray as Capitol's director of national dance promotion. At Quality Records, Murray had released Dean's last U.S. single, "Jealous Love," backed with a hi-NRG remake of "Evergreen." Greatly aiding the case for the Capitol deal was radio play on the import "Rain" earlier this year in the Miami area.

Dean had enjoyed two massive club crossover pop hits, "Searchin'," and "Whatever I Do, Wherever I Go," on the independent U.K. label Proto early in the '80s, when orchestrated Eurodisco was transformed into a much tighter, more sophisticat-

ed and powerful electronic form popularly called Boystown.

Dean is "very, very pleased" that Capitol has requested that she record some ballads for her upcoming album along with new mixes of her hit material: As a songwriter, she says that ballads are her forte. She admits, incidentally, that she is "disappointed" that her producers and managers, the noted Stock-Aitken-Waterman team, recut "Whatever I Do" on Laura Branigan's new album, since Dean's original version of the song had never been released in the U.S. But Dean is preparing some of her own co-productions, on other artists, in the 24-track studio where she prepares her own demos.

The New Crop from
the Orlando Vineyard:

"Run To Me"
 "I'm Not Afraid To Love You"
 "Don't Wait"
 "Breathless" (remix)
 "Sweet Love"
 "Head Over Heels"
 "Living In A Fantasy"
 "Passion" (remix)

BOBBY ORLANDO

1650 BROADWAY SUITE 505 N.Y., N.Y., 10019
 PHONE (212) 245-7000 FAX 5829194

MEMO RECORDS

telafon

NATIVE

INTELLIGENT

MenOvision

obscure

BASIC

PGT

MIXWITH

EURO BEAT

BioVista

CMA Award Finalists Announced

Travis Nominated In Five Categories



Walking The Way Of Stars. Grand Ole Opry star Jeanne Pruett accepts a plaque commemorating her induction into the Country Music Hall of Fame and Museum's Walkway of Stars. Making the presentation is Bill Ivey, director of the hall of fame.

NASHVILLE Warner Bros. Records' platinum prodigy Randy Travis has been nominated for five Country Music Assn. Awards, including the entertainer-of-the-year prize. Travis, whose first two albums have sold more than a million copies each in a little more than a year, was last year's CMA Horizon Award winner.

Other multiple-award nominees are Reba McEntire, George Strait, and the O'Kanes, with four each; Hank Williams Jr., George Jones, and Holly Dunn, with three each; and the Judds, Kathy Mattea, and Restless Heart, with two each.

Travis, who is one of the hottest standard bearers for the traditionalist movement in country music, also got the nod for top male vocalist, top single, top album, and top music video. Nominations are made and voted on by the CMA's 7,000-plus member-

ship.

The nominees were announced at a media presentation at Union Station here Aug. 17 by Hank Williams Jr. A perennial top record and ticket seller, Williams has been largely overlooked by CMA voters until this year.

The winners will be announced during the 21st annual "CMA Awards Show," Oct. 12, which will be broadcast on CBS-TV.

Here is a complete list of the finalists:

The winners will be announced Oct. 12

Entertainer of the year: the Judds (Wynonna and Naomi), RCA; Reba McEntire, MCA; George Strait, MCA; Randy Travis, Warner Bros.; and Hank Williams Jr., Warner Bros.

Female vocalist of the year: Rosanne Cash, Columbia; Emmylou Harris, Warner Bros.; Kathy Mattea, Mercury; Reba McEntire; and Dolly Parton, Columbia (currently on the charts via the Warner Bros. "Trio" album).

Male vocalist of the year: George Jones, Epic; Ricky Scaggs, Epic; George Strait; Randy Travis; and Hank Williams Jr.

Single of the year: "All My Ex's Live In Texas," George Strait; "Can't Stop My Heart From Loving You," the O'Kanes, Columbia; "Forever And Ever, Amen," Randy Travis; "The Right Left Hand," George Jones; and "Walk The Way The Wind Blows," Kathy Mattea.

Album of the year: "Always And

Forever," Randy Travis; "Ocean Front Property," George Strait; "Trio," Dolly Parton, Emmylou Harris, Linda Ronstadt; "What Am I Gonna Do About You," Reba McEntire; and "Wine Colored Roses," George Jones.

Song of the year: "All My Ex's Live In Texas," written by Sanger Shafer and Lynda Shafer; "Can't Stop My Heart From Loving You," Jamie O'Hara and Kieran Kane; "Daddy's Hands," Holly Dunn; and "Forever And Ever, Amen" and "On The Other Hand," by Paul Overstreet and Don Schlitz.

Vocal group of the year: Alabama, RCA; Asleep At The Wheel, Epic; Exile, Epic; the Judds (Wynonna and Naomi); and Restless Heart, RCA.

Vocal duo of the year: Earl Thomas Conley & Anita Pointer, RCA; Crystal Gayle & Gary Morris, Warner Bros.; Michael Martin Murphey & Holly Dunn, Warner Bros. and MTM, respectively; Marie Osmond & Dan Seals, Capitol/Curb and EMI America; Ricky Scaggs & Sharon White, Epic and MCA/Curb.

Instrumentalist of the year: Jerry Douglas, MCA; Mark O'Connor, Warner Bros.; and Johnny Gimble.

Horizon Award: T. Graham Brown, Capitol; Holly Dunn; the O'Kanes; Restless Heart; and Sweethearts Of The Rodeo, Columbia.

Music video of the year: "A Long Line Of Love," Michael Martin Murphey; "Forever And Ever, Amen," Randy Travis; "My Name Is Bocephus," Hank Williams Jr.; "Oh Darlin'," the O'Kanes; and "What Am I Gonna Do About You," Reba McEntire.

EDWARD MORRIS

Diversity Of Members Contributes To Unique Sound Highway 101 Creates Chart Excitement

THE CLICHÉS are everywhere if you want one: "Highway 101 is on the road to success" ... "Highway 101 is on the high road to the top of the Billboard charts" ... "Four well-traveled musicians, road weary but not road worn, are deserting the blue highways for the interstates of music biz success." Of course, Nashville Scene never deals in clichés, so let's forget this first paragraph (tempting as these morsels may be) and crank this column into overdrive with the following lead sentence:

Highway 101 is simply one of the greatest new groups to enter the country music world in the last decade.

Thank God we didn't have to use all those clichés. Without clichés and with creativity, the Warner Bros. Records foursome has made one of the highest and strongest penetrations for a new group in the history of the Billboard country charts. With "Whiskey, If You Were A Woman" peaking at No. 2 on the Hot Country Singles chart and the debut LP climbing to a bullet No. 8 on the Top Country Albums chart, the group has had an immediate and profound impact.

This is not your typical group. Paulette Carlson, the predominate presence, hails from Minnesota. Her emotional, sensitive voice is perfect for country music. As a writer she has scored success with Gail Davies and Tammy Wynette. As a solo act, she hit with three singles and an album on RCA.

Cactus Moser has drummed around the world with the likes of Bernie Leadon and Chris Hillman and percussioned his way through countless Los Angeles pop sessions. "I have high goals as to what this band should do," says Moser. "I'd love to see us sell records like rock acts do."

Curtis Stone contributes on bass and continues the Stone music business legacy launched by his father, Cliffie, former owner of publishing giant Central Songs. Stone calls himself "an industry child."

With the perfect name for a musician trying to make it from Tennessee, Jack Daniels plays lead guitar. He is a veteran of L.A. sessions, including work with such acts as Glen Hardin and Albert Lee. Daniels credits an important "fifth member" of the group: "Paul Worley, our producer, has let us all play and bring out the best in everybody and has not tried to mold us into something else. It was uninhibiting in the

studio, so we don't sound like a lot of churned-out things you've heard before."

And Nashville Scene would like to applaud the "sixth member" of the band: Chuck Morris, the Denver-based manager of the group. Explains Moser, "Chuck had this concept to put together a band with a girl singer." Morris did it, the concept worked, and all parties—band members, Warner Bros., and Morris (formerly of Feyline, if the name sounds familiar)—are enthused over the chart success, radio airplay, and sales (one source claimed the LP has reached the 127,000 mark). The group soon heads to Canada for a series of September dates with label mate Randy Travis.



by Gerry Wood

ter or two with her mother ("We watched the winter roll in and hibernated"), and moved to California in the fall of 1986. "This business can be a lot of work with many disappointments," says Carlson.

But her voice, the creativity of all the Highway 101 members, and the thrust provided by those behind the group indicate that this is the time for Highway 101 to veer down a one-way street to success.

And I almost ended this piece without a cliché.

MEMPHIS NEWS: Will the Elvis legacy turn Graceland into an Opryland? Graceland attracts more than 500,000 tourists a year, and that number is expected to continue to climb. Plans are under way for a \$35 million Graceland Hotel to accommodate the growth.

The number of events that take place during Elvis Presley International Tribute Week is also growing fast. This year's Elvis tribute week ran Aug. 8-16 and marked the 10th anniversary of Presley's death. Activities sponsored by Graceland, a division of Elvis Presley Enterprises Inc., included an Elvis nostalgia concert, a guided tour of the King's high school, an Elvis trivia contest, a fan-appreciation social, and a candlelight vigil. Among other sponsored activities in the area were tours of Sun Studio, where Elvis' first recording, "That's All Right Mama," was made; an Elvis Legacy In Light laser-light show; an Elvis window-decorating contest; a "Heartbreak Hotel" hop; an Elvis Presley International 5K run; and tours of the Tupelo, Miss., house where Presley was born.



FOR WEEK ENDING AUGUST 29, 1987

Billboard

©Copyright 1987, 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 COUNTRY SINGLES ACTION

RADIO MOST ADDED

	GOLD ADDS 26 REPORTERS	SILVER ADDS 57 REPORTERS	BRONZE/ SECONDARY ADDS 63 REPORTERS	TOTAL ADDS 146 REPORTERS	TOTAL ON
I WON'T NEED YOU... RANDY TRAVIS WARNER BROS.	14	31	43	88	96
IF THERE'S ANY JUSTICE LEE GREENWOOD MCA	3	16	22	41	41
AM I BLUE GEORGE STRAIT MCA	7	15	17	39	123
MAYBE YOUR BABY'S GOT... THE JUDDS RCA/CURB	6	14	15	35	116
ONLY WHEN I LOVE HOLLY DUNN MTM	3	14	18	35	42
SOMEBODY LIED RICKY VAN SHELTON COLUMBIA	0	10	23	33	54
WOULD THESE ARMS BE... KEITH WHITLEY RCA	0	10	23	33	34
TAR TOP ALABAMA RCA	5	8	13	26	116
CRAZY FROM THE HEART BELLAMY BROTHERS MCA/CURB	6	9	11	26	111
SOMEWHERE IN THE NIGHT SAWYER BROWN CAPITOL/CURB	2	7	14	23	47

Radio Most Added is a weekly national compilation of the ten records most added to the playlists of the radio stations reporting to Billboard. The full panel of radio reporters is published periodically as changes are made, or is available by sending a self-addressed stamped envelope to: Billboard Chart Dept., 1515 Broadway, New York, N.Y. 10036.

LOOKING

FOR

THE

NEW

HIT

RECORD

BY

Sawyer Brown

?



WELL, LOOK NO MORE. IT'S

SOMEWHERE IN THE NIGHT.

PRODUCED BY RON CHANCEY

ON COMPACT DISCS, HIGH QUALITY XDR[®] CASSETTES AND RECORDS.

CURB
RECORDS

Capitol
©1987 CAPITOL RECORDS, INC.

Bluegrass Trade Event Features Varied Panels And Entertainment

NASHVILLE Several panelists have been chosen to speak to registrants at the International Bluegrass Music Assn.'s trade show set for Sept. 23-26 at the Executive Inn, Owensboro, Ky. Nearly 30 bluegrass acts will perform at Owensboro's English Park during the event.

Panelists will be held on record labels and albums, contract negotiations and riders, band marketing, radio and records, promoting, insurance, bluegrass associations, and show and festival planning.

According to talent and program coordinator Keith Case, head of

the Case Co. booking agency, the panelists secured so far are Dan Dewayne, Strawberry Festival; Fred Schellman, Telluride Festival; Orin Friesen, producer of a syndicated bluegrass show; Andy Ridenour, representative of the "Mountain Stage" syndicated public radio show; Pete Kuykendall, publisher of Bluegrass Unlimited magazine; Rich Adler, recording engineer; Barry Poss, Sugar Hill Records; Ken Irwin, Rounder Records; Dave Freeman, County Records; and Case himself.

Registrants for the four days of panel discussions will be charged

an \$85 fee. The IBMA is also selling display booth spaces at \$175, a fee that includes a ticket for one to the trade show.

Acts booked to perform in a series of concerts during the event are the McLain Family, Summer Wages, Special Consensus, Bluegrass Young'uns, Norman & Nancy Blake, the Whitstein Brothers, Lonesome River Band, Virginia Squires, Union Station, Bill Harrell & the Virginians, C.W. Brock Family, Randall Hylton, the Country Gentlemen, Dry Branch Fire Squad, Wayne Lewis Band, Brush Fire, Buck Trent & the Reno

Brothers, Piper Road String Band, Eddie Adcock & Talk Of The Town, Lost & Found, Seldom Scene, Tony Rice Unit, Doug Dillard Band, Peter Rowan, Jerry Douglas, Mark Schatz, J.D. Crowe & the New South, Doyle Lawson & Quicksilver, and Nashville Bluegrass Band.

Income from the concerts will be donated to a trust fund for needy bluegrass musicians.

Daily tickets for the concerts are \$5 each for Sept. 23 and Sept. 26 and \$8 each for Sept. 24-25. Four-day passes are \$25 each at the gate and \$20 each in advance.

The climax of the concert series is a free show called Bluegrass With Class. It is sponsored by the Owensboro/Davies County Tourist Commission and will be held at English Park, beginning at 4 p.m., Sept. 26. The featured acts are the Osborne Brothers, John Hartford, Hot Rize, the Bluegrass Album Band, and the Owensboro Symphony.

Details on the trade show and concert series are available from Art Menius, IBMA executive director, at 919-542-3997.

EDWARD MORRIS

FOR WEEK ENDING AUGUST 29, 1987

Billboard®

TOP COUNTRY ALBUMS™

©Copyright 1987, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
				★ ★ NO. 1 ★ ★	
1	2	5	5	HANK WILLIAMS, JR. WARNER/CURB 25593-1/WARNER BROS. (8.98) (CD)	BORN TO BOOGIE <small>1 week at No. One</small>
2	1	1	14	RANDY TRAVIS ▲ WARNER BROS. 25568-1 (8.98) (CD)	ALWAYS & FOREVER
3	4	2	16	REBA MCENTIRE MCA 5979 (8.98) (CD)	GREATEST HITS
4	5	4	16	DWIGHT YOAKAM REPRISE 25567-1/WARNER BROS. (8.98) (CD)	HILLBILLY DELUXE
5	3	3	29	GEORGE STRAIT ● MCA 5913 (8.98) (CD)	OCEAN FRONT PROPERTY
6	6	6	38	RESTLESS HEART RCA 5648 (8.98) (CD)	WHEELS
7	9	10	5	ROSANNE CASH COLUMBIA 40777 (CD)	KING'S RECORD SHOP
8	10	11	6	HIGHWAY 101 WARNER BROS. 25608-1 (8.98) (CD)	HIGHWAY 101
9	8	8	27	THE JUDDS ● RCA/CURB 5916-1/RCA (8.98) (CD)	HEART LAND
10	12	12	4	K.T. OSLIN RCA 5924-1 (8.98) (CD)	80'S LADIES
11	7	7	23	DOLLY PARTON, LINDA RONSTADT, EMMYLOU HARRIS ▲ WARNER BROS. 1-25491 (9.98) (CD)	TRIO
12	11	9	62	RANDY TRAVIS ▲ WARNER BROS. 1-25435 (8.98) (CD)	STORMS OF LIFE
13	15	22	5	VINCE GILL RCA 5923-1 (8.98)	THE WAY BACK HOME
14	13	13	15	ANNE MURRAY CAPITOL 12562 (8.98) (CD)	HARMONY
15	17	23	7	WILLIE NELSON COLUMBIA 40487 (CD)	ISLAND IN THE SEA
16	19	15	12	STEVE EARLE & THE DUKES MCA 5998 (8.98) (CD)	EXIT 0
17	18	17	25	RICKY VAN SHELTON COLUMBIA 40602 (CD)	WILD EYED DREAM
18	31	—	2	THE STATLER BROTHERS MERCURY 832 404-1/POLYGRAM (CD)	MAPLE STREET MEMORIES
19	14	14	25	MOE BANDY MCA/CURB 5914/MCA (8.98)	YOU HAVEN'T HEARD THE LAST OF ME
20	26	26	17	NITTY GRITTY DIRT BAND WARNER BROS. 1-25573 (8.98) (CD)	HOLD ON
21	16	16	54	SWEETHEARTS OF THE RODEO COLUMBIA 40406 (CD)	SWEETHEARTS OF THE RODEO
22	20	20	40	THE O'KANES COLUMBIA BL 40459 (CD)	THE O'KANES
23	27	27	6	EMMYLOU HARRIS WARNER BROS. 25585-1 (8.98) (CD)	ANGEL BAND
24	21	19	29	HANK WILLIAMS, JR. ● WARNER/CURB 1-25538/WARNER BROS. (8.98) (CD)	HANK "LIVE"
25	22	21	72	DWIGHT YOAKAM ● REPRISE 25372/WARNER BROS. (8.98) (CD)	GIUITARS, CADILLACS, ETC., ETC.
26	23	18	41	KATHY MATTEA MERCURY 830 405-1/POLYGRAM (CD)	WALK THE WAY THE WIND BLOWS
27	25	29	10	T. GRAHAM BROWN CAPITOL 12552 (8.98) (CD)	BRILLIANT CONVERSATIONALIST
28	29	25	10	HOLLY DUNN MTM 71063 (8.98) (CD)	CORNERSTONE
29	24	31	79	ALABAMA ▲ RCA AHL-1-7170 (8.98) (CD)	GREATEST HITS
30	28	24	14	CHARLEY PRIDE 16TH AVENUE 70550/CAPITOL (8.98)	AFTER ALL THIS TIME
31	30	30	23	STEVE WARINER MCA 5926 (8.98) (CD)	IT'S A CRAZY WORLD
32	33	34	22	MICHAEL MARTIN MURPHEY WARNER BROS. 1-25500 (8.98)	AMERICANA
33	37	39	4	CRYSTAL GAYLE AND GARY MORRIS WARNER BROS. 25507-1 (8.98) (CD)	WHAT IF WE FALL IN LOVE
34	34	28	22	ASLEEP AT THE WHEEL EPIC 40681 (CD)	ASLEEP AT THE WHEEL
35	35	33	93	THE JUDDS ▲ RCA/CURB AHL-1-7042/RCA (8.98) (CD)	ROCKIN' WITH THE RHYTHM
36	36	36	11	THE DESERT ROSE BAND MCA/CURB 5991/MCA (8.98) (CD)	DESERT ROSE BAND
37	32	32	10	RAY STEVENS MCA 42020 (8.98)	CRACKIN' UP
38	39	38	127	GEORGE STRAIT ▲ MCA 5567 (8.98) (CD)	GEORGE STRAIT'S GREATEST HITS

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
39	49	—	2	THE FORESTER SISTERS WARNER BROS. 25571 (8.98) (CD)	YOU AGAIN
40	47	—	2	BARBARA MANDRELL EMI-AMERICA 46956 (8.98) (CD)	SURE FEELS GOOD
41	45	—	2	TANYA TUCKER CAPITOL 46870 (8.98) (CD)	LOVE ME LIKE YOU USED TO
42	42	49	4	GIRLS NEXT DOOR MTM 71062 (8.98) (CD)	WHAT A GIRL NEXT DOOR COULD DO
43	44	44	6	TAMMY WYNETTE EPIC 40832 (CD)	HIGHER GROUND
44	38	37	43	GEORGE JONES EPIC 40413 (CD)	WINE COLORED ROSES
45	40	35	45	ALABAMA ▲ RCA 5649-1-R (8.98) (CD)	THE TOUCH
46	48	46	23	JUDY ROOMAN MTM 71060/CAPITOL (8.98) (CD)	A PLACE CALLED LOVE
47	41	41	16	JOHNNY CASH MERCURY 832 031-1/POLYGRAM (CD)	JOHNNY CASH IS COMING TO TOWN
48	46	43	5	MEL MCDANIEL CAPITOL 12572 (8.98)	GREATEST HITS
49	43	40	16	JANIE FRICKIE COLUMBIA 40666 (CD)	AFTER MIDNIGHT
50	51	42	22	JOHN CONLEE COLUMBIA 40442 (CD)	AMERICAN FACES
51	53	53	8	THE KENDALLS STEP ONE 0023 (8.98) (CD)	BREAK THE ROUTINE
52	52	45	45	EARL THOMAS CONLEY RCA 5619-1-R (8.98) (CD)	TOO MANY TIMES
53	50	52	8	LEE GREENWOOD MCA 5999 (8.98) (CD)	IF THERE'S ANY JUSTICE
54	57	57	38	HOLLY DUNN MTM ST 1052/CAPITOL (8.98)	HOLLY DUNN
55	55	60	57	EXILE EPIC FE 40401 (CD)	GREATEST HITS
56	59	62	36	PATSY CLINE ● MCA 12 (8.98)	GREATEST HITS
57	60	69	42	LARRY GATLIN AND THE GATLIN BROTHERS COLUMBIA 40431 (CD)	PARTNERS
58	58	58	310	WILLIE NELSON ▲ ² COLUMBIA KC 237542 (CD)	GREATEST HITS
59	61	47	69	STEVE EARLE MCA 5713 (8.98) (CD)	GITAR TOWN
60	65	59	146	HANK WILLIAMS, JR. ▲ WARNER/CURB 60193/WARNER BROS. (8.98) (CD)	GREATEST HITS, VOLUME 1
61	62	64	8	SYLVIA RCA 5618-1 (8.98) (CD)	GREATEST HITS
62	54	51	21	RAY STEVENS MCA 5918 (8.98) (CD)	GREATEST HITS
63	72	61	485	WILLIE NELSON ▲ ³ COLUMBIA FC 35305 (CD)	STARDUST
64	73	71	26	THE OAK RIDGE BOYS MCA 5945 (8.98) (CD)	WHERE THE FAST LANE ENDS
65	RE-ENTRY			THE STATLER BROTHERS MERCURY 422-826 710-1/POLYGRAM (8.98) (CD)	RADIO GOSPEL FAVORITES
66	64	56	45	REBA MCENTIRE ● MCA 5807 (8.98) (CD)	WHAT AM I GONNA DO ABOUT YOU
67	56	50	11	MERLE HAGGARD, GEORGE JONES, WILLIE NELSON EPIC 40821 (CD)	WALKING THE LINE
68	RE-ENTRY			DONNA FARGO MERCURY 422 830236-1/POLYGRAM	WINNERS
69	69	65	11	RATTLESNAKE ANNIE COLUMBIA 40678	RATTLESNAKE ANNIE
70	70	—	19	CHARLY MCCLAIN EPIC 40534 (CD)	STILL I STAY
71	66	55	26	KRIS KRISTOFFERSON MERCURY 830 406-1/POLYGRAM (CD)	REPOSSESSED
72	71	66	145	THE JUDDS ▲ RCA/CURB AHL-1-5319/RCA (8.98) (CD)	WHY NOT ME
73	68	72	15	JOHN SCHNEIDER MCA 5973 (8.98) (CD)	YOU AIN'T SEEN THE LAST OF ME
74	67	67	44	RICKY SKAGGS EPIC FE 40309 (CD)	LOVE'S GONNA GET YA
75	74	63	32	EDDY RAVEN RCA 5728-1-R (8.98) (CD)	RIGHT HAND MAN

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



MORE DIVERSE THAN EVER BEFORE — COUNTRY BREAKS NEW RECORDS — REACHES NEW HIGHS!

Country's strong and proud as the world turns once again to Country's unique sound. This has been a great year—and next promises to be even better. Whether traditional or pop-oriented, Country is crossing-over. It's "in" to be Country! Here's your chance to send your important ad message around the globe to Billboard's 200,000 U.S. and international weekly readers—in a totally Country environment! Keep those sales rolling in!

IN THIS ISSUE: A LOOK AT THE YEAR'S BIG SUCCESSSES!

- Explosion of new talent
- Appearance of independent product on the charts
- Importance of videos and cable
- Influx of new young producers
- New digital studios in Nashville leading the way
- Recent changes in publishing
- Rundown of Country festivals
- Overview of the most successful radio markets

PLUS: Review of Country Music Foundation, celebrating its 20th Anniversary

EXTRA: Billboard salutes the Nashville Songwriters Association International on its 20th Anniversary

FOR AD DETAILS CONTACT:
JOHN McCARTNEY, NASHVILLE
(615) 748-8100

HOT COUNTRY SINGLES

©Copyright 1987, 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.

Table with 5 columns: THIS WEEK, LAST WEEK, 2 WKS. AGO, WKS. ON CHART, TITLE, ARTIST. Contains chart data for 'HOT COUNTRY SINGLES' including 'BORN TO BOOGIE', 'SHE'S TOO GOOD TO BE TRUE', etc.

Table with 5 columns: THIS WEEK, LAST WEEK, 2 WKS. AGO, WKS. ON CHART, TITLE, ARTIST. Contains chart data for 'HOT COUNTRY SINGLES' including 'LOVE SOMEONE LIKE ME', 'FALLIN' OUT', etc.

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

COUNTRY CORNER



by Marie Ratliff

BOOGIE HAS DOUBLE WHAMMY: Hank Williams Jr. moves to the top of the country album chart in just five weeks with "Born To Boogie" (Warner/Curb); meanwhile, the title cut captures the same position on the Hot Country Singles chart.

"AN ABSOLUTE HIT" is how MD Johnny Gray of WKHX Atlanta describes the Foster & Lloyd RCA debut disk, "Crazy Over You." "It was a long shot when we went on it, but it's proving out." Adds MD Carl Brown of KNEW Oakland, Calif., "They are smokin' out here." The record is also getting good phone response in Memphis, Tenn., primarily from the younger demos, says WMC MD Jim Tabor. It moves into the upper reaches of this week's chart, settling at No. 20.

NOTES ON A NEWCOMER: "It's a good beach-type party song," says PD Dave Wright of WPCV Lakeland, Fla., about Savannah's "I'm Up For Gettin' Down Tonight" (Southern Tracks). "We're getting heavy request action, especially in the evenings and on weekends." At WUSY Chattanooga, Tenn., MD Joe Blair calls it "a hit happening number, the people really like it."

"IT'S JUST LIKE THE OLD DAYS," says PD Ken Carlile of WPNX Columbus, Ga., about Tammy Wynette's "Your Love" (Epic). "She's doing so great here." MD Joey Garcia of KRYS Corpus Christi, Texas, agrees, adding, "I hope she continues in this direction—it sure is working in this market."

ALBUM INTEREST: Dwight Yoakam's remake of Stonewall Jackson's 1959 hit "Smoke Along The Track," off his "Hillbilly Deluxe" package (Warner/Reprise), is getting lots of calls at KXEL Waterloo, Iowa, says MD Bill James. The cut is also quite popular at WPNX. "Every cut in that album is getting lots of programming," says PD Carlile.

Carlile also calls attention to the "Buck Naked" cut from Williams' "Born To Boogie" album. "When we first aired it, our sister station—rocker WMKS-FM—heard it and picked it up to air on their morning drive show. It's going crazy over there, too."

MD Bozz Collins of KVOC Casper, Wyo., raves about a cut from John Schneider's "You Ain't Seen The Last Of Me" (MCA), which he says draws a strong audience reaction. "Schneider's voice has been put to its best use on the song, 'Angelena'; it's powerful, emotional, commercial."

FOR WEEK ENDING AUGUST 29, 1987

Billboard HOT COUNTRY SINGLES™

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

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT CTRY POSITION
1	2	BORN TO BOOGIE	HANK WILLIAMS, JR.	1
2	1	WHISKEY, IF YOU WERE A WOMAN	HIGHWAY 101	9
3	6	SHE'S TOO GOOD TO BE TRUE	EXILE	2
4	8	MAKE NO MISTAKE, SHE'S MINE	KENNY ROGERS & RONNIE MILSAP	3
5	5	WHY DOES IT HAVE TO BE (WRONG OR RIGHT)	RESTLESS HEART	7
6	4	TRAIN OF MEMORIES	KATHY MATTEA	15
7	11	I'LL NEVER BE IN LOVE AGAIN	DON WILLIAMS	5
8	3	BRILLIANT CONVERSATIONALIST	T. GRAHAM BROWN	19
9	13	THREE TIME LOSER	DAN SEALS	6
10	12	HOUSE OF BLUE LIGHTS	ASLEEP AT THE WHEEL	31
11	14	THE WAY WE MAKE A BROKEN HEART	ROSANNE CASH	11
12	7	ONE PROMISE TOO LATE	REBA MCENTIRE	35
13	15	I'LL BE THE ONE	THE STATLER BROTHERS	14
14	22	I'LL BE YOUR BABY TONIGHT	JUDY RODMAN	13
15	27	YOU AGAIN	THE FORESTER SISTERS	8
16	21	THE HAND THAT ROCKS THE CRADLE	GLEN CAMPBELL	10
17	20	DADDIES NEED TO GROW UP TOO	THE O'KANES	18
18	—	THIS CRAZY LOVE	THE OAK RIDGE BOYS	4
19	25	FISHIN' IN THE DARK	NITTY GRITTY DIRT BAND	12
20	9	A LONG LINE OF LOVE	MICHAEL MARTIN MURPHEY	21
21	26	LITTLE WAYS	DWIGHT YOAKAM	23
22	16	CINDERELLA	VINCE GILL	57
23	30	CHILD SUPPORT	BARBARA MANDRELL	17
24	24	ISLAND IN THE SEA	WILLIE NELSON	42
25	19	80'S LADIES	K.T. OSLIN	80
26	—	MAMA'S ROCKIN' CHAIR	JOHN CONLEE	25
27	10	TELLING ME LIES	D. PARTON, L. RONSTADT, E. HARRIS	43
28	—	MEMBERS ONLY	DONNA FARGO AND BILLY JOE ROYAL	27
29	29	FOREVER AND EVER, AMEN	RANDY TRAVIS	88
30	—	I WANT TO KNOW YOU BEFORE WE MAKE LOVE	CONWAY TWITTY	16

©Copyright 1987, 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 the number of titles they have on the Hot Country Singles chart.

LABEL	NO. OF TITLES ON CHART
CAPITOL (10)	21
MTM (5)	
EMI-America (3)	
Capitol/Curb (2)	
16th Avenue (1)	
MCA (12)	17
MCA/Curb (5)	
RCA (14)	16
RCA/Curb (2)	
WARNER BROS. (10)	13
Reprise (1)	
Slash (1)	
Warner/Curb (1)	
COLUMBIA	8
EPIC	7
POLYGRAM	7
Mercury (5)	
Advantage (1)	
Compleat (1)	
ATLANTIC	2
Atlantic America (2)	
19TH AVENUE	1
ALPINE	1
AMOR	1
BERMUDA DUNES	1
BLACK HAT	1
CANYON CREEK	1
EVERGREEN	1
NSD	1
MSR (1)	1
STEP ONE	1

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

TITLE	PUBLISHER - LICENSING ORG.	SHEET MUSIC DIST.
76 255 HARBOR DRIVE	(Ensign, BMI/Tuggay, BMI/Opryland, BMI/Acuff-Rose, BMI) CPP	
80 80'S LADIES	(Wooden Wonder, SESAC)	
100 AIN'T WE GOT LOVE	(Blackwood, BMI/April, ASCAP/Keith Stegall, ASCAP) HL	
37 AM I BLUE	(Milene-Dpryland, ASCAP)	
65 AND THEN SOME	(Irving, BMI/King Cole, ASCAP)	
96 ANGER & TEARS	(MCA Music) HL	
82 ANYONE CAN DO THE HEARTBREAK	(Snow, BMI/Tasteful, BMI)	
84 ARE YOU STILL IN LOVE WITH ME	(Edition Sunrise, BMI/Young Musikverlag, GEMA) CPP	
66 BABY I WAS LEAVING ANYHOW	(Tree, BMI)	
77 BABY YOU'RE GONE	(Tom Collins, BMI/Tapadero, BMI)	
62 BONNIE JEAN (LITTLE SISTER)	(Mighty Nice, ASCAP/Hat Band, BMI)	
1 BORN TO BOOGIE	(Bocopus, BMI) CPP	
19 BRILLIANT CONVERSATIONALIST	(Tree, BMI/Cross Keys, ASCAP) HL	
46 CHANGIN' PARTNERS	(Larry Gatlin, BMI)	
17 CHILD SUPPORT	(Screen Gems-EMI, BMI/Writer's Group, BMI/Bethlehem, BMI)	
57 CINDERELLA	(Englishtown, BMI)	
91 COLD HEARTS/CLOSED MINDS	(Wing And Wheel, BMI/Bug, BMI)	
40 CRAZY FROM THE HEART	(Bellamy Bros., ASCAP/MCA, ASCAP/Don Schlitz, ASCAP)	
20 CRAZY OVER YOU	(Uncle Artie, ASCAP/Lawyer's Daughter, BMI) CPP	
86 CRY JUST A LITTLE	(Web IV, BMI)	
18 DADDIES NEED TO GROW UP TOO	(Cross Keys, ASCAP/Tree, BMI/Kieran Kane, ASCAP) HL	
73 DANCIN' IN THE MOONLIGHT	(Flagship, BMI/Second Serve, ASCAP/Very Merrie, BMI/Barry Schleckler, BMI)	
79 DANCIN' WITH MYSELF TONIGHT	(Almarie, BMI/Millstone, ASCAP)	
87 DEEP DOWN (EVERYBODY WANTS TO BE FROM DIXIE)	(Tapadero, BMI)	
52 EVERYBODY NEEDS A HERO	(WB, ASCAP/Two Sons, ASCAP/Tree, BMI)	
51 FALLIN' OUT	(Keith Sykes, BMI)	
30 FIRST TIME CALLER	(Englishtown, BMI)	
12 FISHIN' IN THE DARK	(Screen Gems-EMI, BMI/Moon & Stars, BMI/Burger Bits, ASCAP)	
88 FOREVER AND EVER, AMEN	(Writer's Group, BMI/Scarlet Moon, BMI/MCA, ASCAP/Don Schlitz, ASCAP) CPP/HL	
67 GERONIMO'S CADILLAC	(Mystery, BMI)	
10 THE HAND THAT ROCKS THE CRADLE	(Contention, SESAC)	
49 HE'S LETTING GO	(Warner-Tamerlane, BMI/Hear Wheel, BMI)	
31 HOUSE OF BLUE LIGHTS	(CBS Robbins, ASCAP) CPP/B-3	
33 HYMNE	(Spheric B.V., BUMA/WB, ASCAP)	
74 I DON'T FEEL MUCH LIKE A COWBOY TONIGHT	(Tree, BMI/Cross Keys, ASCAP/O'Lyric, BMI)	
94 I KNOW WHERE I'M GOING	(MCA, ASCAP/Don Schlitz, ASCAP/Colgems-EMI, ASCAP/April, ASCAP/Welbeck, ASCAP/Blue Quill, ASCAP) HL	
89 I TURN TO YOU	(Tree, BMI) HL	
16 I WANT TO KNOW YOU BEFORE WE MAKE LOVE	(Irving, BMI/Beckaroo, BMI) CPP/ALM	
45 I WON'T NEED YOU ANYMORE (ALWAYS AND FOREVER)	(Warner-Tamerlane, BMI/Face The Music, ASCAP/Blue Lake, BMI)	
64 IF THERE'S ANY JUSTICE	(WB, ASCAP/Bob Montgomery, ASCAP/Warner-Tamerlane, BMI/Writers House, BMI/Warner Bros. Music)	
34 IF YOU STILL WANT A FOOL AROUND	(Irving, BMI) CPP/ALM	
14 I'LL BE THE ONE	(Statler Brothers, BMI) CPP	
13 I'LL BE YOUR BABY TONIGHT	(Dwarf, ASCAP)	
5 I'LL NEVER BE IN LOVE AGAIN	(Sabal, ASCAP) HL	
42 ISLAND IN THE SEA	(Willie Nelson, BMI) CPP	
93 IT'S ONLY OVER FOR YOU	(Lodge Hall, ASCAP/Chappell, ASCAP/R.M.B., ASCAP) CPP/HL	
75 LA BAMBA	(Picture Our Music, BMI)	
23 LITTLE WAYS	(Coal Dust West, BMI)	
21 A LONG LINE OF LOVE	(Writer's Group, BMI/Scarlet Moon, BMI/Bethlehem, BMI) CPP	
83 LOVE CAN'T EVER GET BETTER THAN THIS	(Silver Rain, ASCAP/Jack & Gordon, ASCAP)	
63 LOVE IS EVERYWHERE	(Dennis Linde, BMI)	
29 LOVE ME LIKE YOU USED TO	(Web IV, BMI/Paul & Jonathan, BMI/Rightsong, BMI/Attadoo, BMI) HL	
22 LOVE REUNITED	(Bug, BMI/Bar None, BMI)	
50 LOVE SOMEONE LIKE ME	(Lawyer's Daughter, BMI/Uncle Artie, ASCAP) CPP	
69 LOVE WILL NEVER SLIP AWAY	(Desert Rose, BMI/Millhouse, BMI)	
70 (LOVER OF THE) OTHER SIDE OF THE HILL	(Bee & Flower, BMI)	
3 MAKE NO MISTAKE, SHE'S MINE	(Moonwindow, ASCAP) CPP	
25 MAMA'S ROCKIN' CHAIR	(Music City, ASCAP/Intersong, ASCAP/Dig-A-Bone, ASCAP) HL	
39 MAYBE YOUR BABY'S GOT THE BLUES	(WB, ASCAP/Two Sons, ASCAP/Good Single, BMI/Irving, BMI)	
27 MEMBERS ONLY	(Malaco, BMI)	
92 NEXT TIME I MARRY	(WB, ASCAP)	
55 NO EASY HORSES	(Writer's Group, BMI/Bethlehem, BMI/Lawyer's Daughter, BMI/A Little More Music, ASCAP/Uncle Artie, ASCAP/MCA, ASCAP) CPP	
32 NOBODY SHOULD HAVE TO LOVE THIS WAY	(Bibo, ASCAP/Chappell, ASCAP/R.M.B., ASCAP) HL	
28 NOWHERE ROAD	(Goldline, ASCAP) HL	
97 OH HEART	(Colgems-EMI, ASCAP/MCA, ASCAP/Don Schlitz, ASCAP) HL	
90 ONCE A FOOL, ALWAYS A FOOL	(Blackwood, BMI/Larry Butler, BMI/Southwing, ASCAP)	
35 ONE PROMISE TOO LATE	(MCA, ASCAP/Patchwork, ASCAP/Don Schlitz, ASCAP/Music Corp. Of America, BMI) HL	
61 ONLY WHEN I LOVE	(Lawyer's Daughter, BMI/Tree, BMI/Cross Keys, ASCAP)	
71 PONIES	(April, ASCAP)	
95 REAL GOOD HEARTACHE	(Tree, BMI/Cross Keys, ASCAP)	
81 RENTED ROOM	(Jeanne Pruett, BMI)	
47 RESTLESS ANGEL	(Life Of The Record, ASCAP/Malchak, ASCAP)	
26 RIGHT FROM THE START	(Ensign, BMI/Red Ribbon, BMI) CPP	
2 SHE'S TOO GOOD TO BE TRUE	(Tree, BMI/Pacific Island, BMI) CPP/HL	
24 SHINE, SHINE, SHINE	(April, ASCAP/Butler's Bandits, ASCAP/Next-O-Ken, BMI/Ensign, BMI) CPP/HL	
56 SNAP YOUR FINGERS	(Acuff-Rose, BMI/Opryland, BMI) CPP	
59 SOMEBODY LIED	(Galleon, ASCAP)	
98 SOMEONE	(Chappell, ASCAP/Chriswald, ASCAP/Hopi Sound, ASCAP/Peso, BMI) HL	
60 SOMEWHERE IN THE NIGHT	(Tree, BMI/Cross Keys, ASCAP)	
78 SUSANNAH	(April, ASCAP/Swallowfork, ASCAP)	
38 TAR TOP	(Maypop, BMI)	
43 TELLING ME LIES	(Chappell, ASCAP/Firesign Music Ltd., PRS) HL	
54 THEY DON'T MAKE LOVE LIKE WE USED TO	(Fame, BMI)	
4 THIS CRAZY LOVE	(Tom Collins, BMI) CPP	
6 THREE TIME LOSER	(Pink Pig, BMI)	
99 TIL' I'M TOO OLD TO DIE YOUNG	(Tree, BMI/Cross Keys, ASCAP) HL	
53 TORN UP	(Bibo, ASCAP/Chappell & Col, ASCAP/Chriswald, ASCAP/Hopi Sound, ASCAP) HL	
15 TRAIN OF MEMORIES	(Goldline, ASCAP) HL	
11 THE WAY WE MAKE A BROKEN HEART	(Bug, BMI/Bit, BMI)	
68 THE WEEKEND	(Screen Gems-EMI, BMI)	
85 WHAT A GIRL NEXT DOOR COULD DO	(Uncle Artie, ASCAP) CPP	
36 WHEN THE RIGHT ONE COMES ALONG	(MCA, ASCAP/Hot Little Numbers, ASCAP) HL	
9 WHISKEY, IF YOU WERE A WOMAN	(Southern Nights, ASCAP)	
7 WHY DOES IT HAVE TO BE (WRONG OR RIGHT)	(Warner-Tamerlane, BMI/Rumble Seat, BMI/Sheddhouse, ASCAP)	
48 WHY I DON'T KNOW	(Michael H. Goldsen, ASCAP/Lyle Lovett, ASCAP)	
58 WILL YOU STILL LOVE ME TOMORROW	(Screen Gems-EMI, BMI)	
72 WOULD THESE ARMS BE IN YOUR WAY	(Tree, BMI/Hookem, ASCAP)	
8 YOU AGAIN	(MCA, ASCAP/Don Schlitz, ASCAP/Writer's Group, BMI/Scarlet Moon, BMI) CPP/HL	
44 YOU HAVEN'T HEARD THE LAST OF ME	(Snow, ASCAP/April, ASCAP/Kaz, ASCAP) HL	
41 YOUR LOVE	(Bibo, ASCAP/Screen Gems-EMI, BMI) HL	

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.

Will Mr. Mister 'Go On'?

BY STEVE GETT



ONE TO ONE

Marty Callner discusses the state of the video music art

Video director Marty Callner has enjoyed great success with recent videos by Heart, Whitesnake, Fleetwood Mac, and Stephanie Mills. He also created Twisted Sister's classic "We're Not Gonna Take It" clip. Callner's latest project is a new Aerosmith video. In this week's 'One To One' interview, Callner discusses the current state of rock video with Billboard's Los Angeles bureau chief, Dave DiMartino.

Q: Do you think a good video alone is enough to break a song?

A: Obviously, as a video director, I believe it is. You talk to the record companies—they probably underestimate it a little bit, and we probably overestimate it a little bit. I think it's somewhere in the middle.

I can only go by what's happened with the bands I've worked with. And it's happened to us so many times, where all of a sudden it'll break and sell 2

million-4 million records—Whitesnake, Heart, Twisted Sister, or any of those groups—and you have to say to yourself it's got to be [the video]. Especially with Whitesnake—the single really wasn't on the radio, and the album's double platinum right now. I mean, where else are the kids getting exposed to it? Quite honestly, I'm actually to the point where I'm thinking that maybe we should start our own record label, just to show that there are a lot of great young bands out there that can really be helped along with video exposure.

Q: What do you think about rock video's influence on commercials?

A: I get approached all the time about doing commercials. Eventually, I'm going to have to say yes, because I'd like to get a hold of one of those budgets and see what I can do for 30 seconds. But I want it to be something serious—because they're not only copying the form, it's to the point where I can't even tell the difference sometimes between the commercials and the music videos.

Q: So you'd like to do commercials yourself?

A: There's no question in my mind that I'll have to do those in order to support my music video habit. Music videos right now are not a great source of income. But, artistically, they're so much fun that it's almost like having a smorgasbord, and you can't stop—a creative smorgasbord. But the budgets [for commercials] are fantastic. There's more money spent on 30 seconds for most commercials than we spend for four

to five minutes of a music video, and our production values are certainly as high, if not higher.

Q: What do you think about the prospects for compact disk video, where consumers can actually buy one of your videos outright?

A: I think once that happens, then it'll be like record producers. I think that they'll have to give the video producers a percentage of the album. Otherwise, I think there won't be any video directors left. I mean, they'll be there, but all the good ones will go. It's hard now for a video director to go in and ask for points on an album, because a precedent was set a long time ago, and it's subjective. The argument is, how much does video help? Anyone can make an argument that the music's there, and if the music's there,

it doesn't matter. But once CDV starts coming out and they're buying them, I think that's going to have to change. At least it's going to have to change for

me or my videos won't be out there.

Q: Has it gotten to the point where this has been discussed with you by people in the business?

A: There are certain bands where I am getting percentages right now. And I know that that would probably shake up some people—but it's so far out there, we'll have to sell quite a few records. It's very slowly changing. It has to change. It won't change until the people in the record business start understanding and appreciating the power of the visual element.

Q: Perhaps the presence of CDV in the marketplace will speed the process up.

A: That may in fact be the one thing that changes it. I'd like to see it. I also think it would attract better people. Music videos are only as good as their product. We need the guys like Russell Mulcahy, David Mallet, and Tim Newman to be doing music videos—the guys that did the old ZZ Top stuff, the Duran Duran stuff. Some are doing commercials now, some are doing movies. I believe that financially they just couldn't make it doing music videos. I know how tough it is, even for us. Our company, Creamcheese, is probably one of the busiest companies in the country doing this stuff, and I know how difficult it is for us. It's so intoxicating to be able to make your own film that you always end up spending the extra money to make it really great. It's got to attract the good people back, otherwise the form will be hurt. MTV is only as good as the videos that are played on it.

NEW YORK "We're at the point where we're just one or two hits away from being a really big act." That's the message from Mr. Mister manager George Ghiz as the band's latest RCA album, "Go On," hits the street.

Worldwide sales of Mr. Mister's breakthrough album, 1985's "Welcome To The Real World," have passed the 3.6 million mark, with more than 1.9 million copies sold in the U.S. alone, according to Ghiz. The success of that album was fueled by a succession of hit singles, "Kyrie," "Is It Love?" and the chart-topping "Broken Wings."

Was the group under pressure to sustain that momentum while making the new album? "We felt it from time to time," says vocalist/principal songwriter Richard Page. "But that kind of pressure is natural because it comes from wanting to continue to succeed. For the major part,

though, while we were recording we were so absorbed in the music that we were able to put the business aside."

Mr. Mister co-produced "Go On" with Kevin Killen, the engineer of Peter Gabriel's "So" album. "We cut one track, 'Dusk,' with Kevin last November just to see if we would get along," says Page. "It worked out fine, but then we had to lay off because he was trying to finish off [Bryan] Ferry. Finally we started our album at the beginning of February. Kevin's sound is very punchy, and I think you can hear that this album isn't quite as glossy. This is rawer—it's much more in the face."

The band spent some five months working on the new album. "It was about the same time as the last one took," says Page. "The basic idea of 'Go On' is moving ahead, even at the cost of people not hearing another 'Broken Wings.'"

When Mr. Mister hit the road in

support of "Welcome To The Real World," the band posted a number of disappointing box-office figures. Page says the problem may have been that the band moved into large venues a bit prematurely.

"I think we learned an important lesson," says Page. "We thought we were ready for it but we weren't. In the future, we'll have to be more aware and consider our options. This time, we're not going out until November, and we'll be starting in Europe first."

According to manager Ghiz, plans call for Mr. Mister to hit the North American concert circuit on Jan. 15. However, he says the size of the venues will be determined largely by the new album's success. "I definitely want them to headline because this act is very strong live," says Ghiz. "We have two different types of buildings on hold—anywhere from 3,000-seaters to arenas."

ARTIST DEVELOPMENTS

SWEET SIXTEEN

Debbie Gibson has scored her first top 10 hit with "Only In My Dreams," a track off her recently released Atlantic debut album, "Out Of The Blue." Far from being a puppet on a string, Gibson wrote all the material on her album and co-produced a number of songs. What's more, she's only 16 years old.

"I started writing when I was 12 years old," says Gibson, who got her break by hooking up with entertainment lawyer Doug Breitbart. "He took an interest in management and contacted Atlantic for me," she says. "At the time, I had a 4-track studio at home and was making demos. When Atlantic saw my material shaping up, it signed me."

Gibson is not exactly a newcomer to the entertainment industry, however. "I've been working since I was 4 years old, so I don't feel like a kid who just did it this year," she says. "I used to do commercials and plays, which helped prepare me for the competition."

Playing a key role in breaking "Only In My Dreams" were live performances—"getting exposure where ever I could," says Gibson. "I've been doing shows all over the place for the past few months. The video gave it an extra boost, too."

The follow-up to "Only In My Dreams" will be the track "Shake Your Love," which has been remixed for single release within the next few weeks.

VIVA VEGA!

If the familiar voice of Suzanne Vega sings slightly unfamiliar lyrics next time you hear "Luka"—with lines like "Me llamo Luka/El nino del piso dos"—you're probably hearing the newly recorded Spanish version of the track.

"Basically it was A&M's idea," says producer Steve Addabbo, who went in the studio with Vega to re-



Medicine Man. Vocalist Robert Smith led the Cure through a sold-out performance Aug. 10 at New York's Madison Square Garden. (Photo: Chuck Pulin)

cut the track. "They have a pretty strong international department, and they felt the song would really go well in their Latin American countries and even in the Latin markets in America."

Label co-founder Herb Alpert was so impressed with the resulting track, says Addabbo, that "he called us up and said, 'You want to do the whole album in Spanish?'"

Vega reworked the "Luka" lyrics slightly, says Addabbo, "because she felt if they were just translated word-for-word, the feeling of the song would not come across the same way." Helping her was her stepfather, he adds, who is of Puerto Rican descent.

"We really wanted to make a Spanish record that would be well-

received in a lot of different markets, that wasn't one type of Spanish—like Mexican Spanish or Puerto Rican Spanish," adds Addabbo. "Suzanne was very concerned that the translation really work."

Plans are already afoot for a U.S. release of the track, says Addabbo. Also, A&M has serviced the title track from Vega's "Solitude Standing" album as a new single.

TAKING THE LEAD

After penning tunes for the likes of Jeffrey Osborne, Tina Turner, and Tammy Wynette, Canadian singer/songwriter Dan Hill has landed his own top 15 hit with "Can't We Try," a duet with newcomer Vonda Sheppard. The single is the leadoff track from his self-titled Columbia debut album, No. 12 with a bullet in its fourth week on the Top Pop Albums chart.

Columbia's strategy to break "Can't We Try" called for "building airplay through a strong AC development, and then the base grew from there," according to Jack Rovner, the label's East Coast vice president of marketing. "Then, once the airplay solidified at top 40, we start exploiting the video. We went out of the box with it at VH-1 and other video outlets. It was perfect timing."

As for choosing a duet to be the first single, Rovner says, "Anyone who hears it knows it's a smash single. There are quite a few other hit songs on the record, but we haven't chose a follow-up yet."

At this juncture, there are no plans for Hill to tour. "Right now we're working at national and local television appearances to establish his image," says Rovner. "We're putting all the artist-development wheels in motion."

SOUND OF I.R.S.

The dB's have just issued their debut I.R.S. album, "The Sound Of Music," which is—ironically enough, considering the band was formed in 1979—only their second release in

(Continued on page 46)



BOXSCORE TOP CONCERT GROSSES

AMUSEMENT BUSINESS®

ARTIST(S)	Venue	Date(s)	Gross Ticket Price(s)	Attendance Capacity	Promoter
DAVID BOWIE SIOUXIE & THE BANSHEES	Anaheim Stadium Anaheim, Calif.	Aug. 8-9	\$1,782,540 \$22.50	84,062 90,457	Avalon Attractions
MADONNA LEVEL 42	Pontiac Silverdome Pontiac, Mich.	Aug. 7	\$881,866 \$21.50	41,017 44,556	Brass Ring Prods.
DAVID BOWIE X	Spartan Stadium San Jose State Univ. San Jose, Calif.	Aug. 7	\$739,958 \$22.50	32,887 34,001	Bill Graham Presents
DAVID BOWIE DURAN DURAN THE OUTFIELD	Mile High Stadium Denver, Colo.	Aug. 12	\$731,938 \$21.45	34,123 57,000	Fey Concert Co.
BON JOVI KEEL	Great Woods Center for the Performing Arts Mansfield, Mass.	July 27-29	\$702,948 \$18.50/\$13.50	45,000 sellout	Don Law Co.
BON JOVI KEEL	Meadowlands Arena East Rutherford, N.J.	Aug. 6-7	\$684,696 \$18.50	38,284 41,056	Monarch Entertainment Bureau John Scher Presents
DAVID BOWIE DURAN DURAN	Civic Stadium, Memorial Coliseum Complex Portland, Ore.	Aug. 14	\$511,786 \$22.50	24,621 29,100	Pacificconcerts
MADONNA LEVEL 42	Richfield Coliseum Richfield, Ohio	Aug. 4-5	\$497,250 \$22.50	22,100 23,216	Belkin Prods.
GRATEFUL DEAD	Red Rocks Amphitheatre Denver, Colo.	Aug. 11-13	\$466,734 \$17.60	27,000 sellout	Fey Concert Co.
WHITNEY HOUSTON KENNY G	Jones Beach Theatre Wantagh, N.Y.	Aug. 16-17	\$409,600 \$20	20,480 sellout	Ron Delsener Enterprises
TINA TURNER WANG CHUNG	Jones Beach Theatre Wantagh, N.Y.	Aug. 12-13	\$400,000 \$20	20,000 sellout	Ron Delsener Enterprises
WHITNEY HOUSTON KENNY G	Hersheypark Stadium Hershey, Pa.	Aug. 13	\$377,055 \$17	22,000 sellout	Electric Factory Concerts
MOTLEY CRUE WHITESNAKE	The Centrum in Worcester Worcester, Mass.	Aug. 10-11	\$374,055 \$17.50/\$15	22,372 sellout	Don Law Co.
ANITA BAKER RHONDA HANSOME	Merrifield Post Pavilion Columbia, Md.	Aug. 15-16	\$356,723 \$22.50/\$15	18,754 26,344	Nederlander Organization
WHITNEY HOUSTON KENNY G	The Spectrum Philadelphia, Pa.	Aug. 14	\$348,674 \$20/\$17.50/\$15.50	18,800 sellout	Electric Factory Concerts
MOTLEY CRUE WHITESNAKE	Meadowlands Arena East Rutherford, N.J.	Aug. 13	\$332,636 \$18.50/\$16.50	18,607 sellout	Monarch Entertainment Bureau John Scher Presents
BON JOVI KEEL	Nassau Veterans Memorial Coliseum Uniondale, N.Y.	Aug. 9	\$304,050 \$18.50/\$16.50	16,547 sellout	Monarch Entertainment Bureau John Scher Presents Larry Vaughn Presents
RUN-D.M.C. BEASTIE BOYS DAVY D	The Spectrum Philadelphia, Pa.	Aug. 16	\$286,556 \$16.50	17,779 sellout	G Street Express
BILLY IDOL THE CULT	Arena, Madison Square Garden Center New York, N.Y.	Aug. 5	\$277,140 \$20/\$18.50	13,928 15,886	Monarch Entertainment Bureau John Scher Presents
BON JOVI KEEL	Erie Veterans Memorial Stadium Erie, Pa.	July 25	\$249,728 \$16	15,608 sellout	Belkin Prods.
HUEY LEWIS & THE NEWS DELBERT McCLINTON	Met Center Bloomington, Minn.	Aug. 7	\$238,368 \$17.50	13,621 15,000	Jam Prods. Ltd. Company 7
ALABAMA RESTLESS HEART	Cal Expo Amphitheatre Sacramento, Calif.	Aug. 16	\$225,700 \$18.50	12,200 sellout	Bill Graham Presents
JIMMY BUFFETT & THE CORAL REEFER BAND	Irvine Meadows Amphitheatre Terrace Laguna Hills, Calif.	Aug. 16	\$216,631 \$18.50/\$14	12,466 sellout	Avalon Attractions
HUEY LEWIS & THE NEWS DELBERT McCLINTON	McNichols Sports Arena Denver, Colo.	Aug. 3	\$202,085 \$18.15/\$17.05/\$15.95	11,331 15,000	Fey Concert Co.
BRYAN ADAMS HOOTERS	The Forum Los Angeles, Calif.	Aug. 15	\$201,985 \$17.50	12,820 sellout	Avalon Attractions
MOTLEY CRUE WHITESNAKE	Providence Civic Center Providence, R.I.	Aug. 15	\$201,795 \$16.50	12,230 sellout	Frank J. Russo
WHITNEY HOUSTON KENNY G	Richmond Coliseum Richmond, Va.	Aug. 12	\$175,945 \$17.50	10,386 sellout	Dimensions Unlimited
THE CURE	The Centrum in Worcester Worcester, Mass.	Aug. 7	\$172,106 \$16.50/\$14	10,735 sellout	Don Law Co.
NEIL YOUNG & CRAZY HORSE	Red Rocks Amphitheatre Denver, Colo.	Aug. 15	\$166,750 \$19.25/\$18.15	9,000 sellout	Fey Concert Co.
LUTHER VANDROSS SHIRLEY MURDOCK	Baltimore Arena Baltimore, Md.	Aug. 6	\$159,950 \$17.50	9,140 13,975	Stageright Prods.
BRYAN ADAMS HOOTERS	Coliseum, Seattle Center Seattle, Wash.	Aug. 8	\$153,912 \$16.50	9,398 10,000	Beaver Prods.
ALABAMA RESTLESS HEART	Concord Pavilion Concord, Calif.	Aug. 15	\$151,193 \$20.50/\$16.50	8,356	in-house
HUEY LEWIS & THE NEWS DELBERT McCLINTON	Casper Events Center Casper, Wyo.	Aug. 4	\$150,314 \$17	8,970 9,960	United Concerts
ALABAMA RESTLESS HEART	Lawlor Events Center Univ. of Nevada-Reno Reno, Nev.	Aug. 13	\$149,485 \$17.50	8,542 9,000	Bill Graham Presents
ROGER WATERS	Providence Civic Center Providence, R.I.	Aug. 14	\$140,448 \$16.50	8,512 9,400	Frank J. Russo
BRYAN ADAMS HOOTERS	Cal Expo Amphitheatre Sacramento, Calif.	Aug. 12	\$137,462 \$20/\$17.50	7,711 10,000	Bill Graham Presents
JIMMY BUFFETT & THE CORAL REEFER BAND	Mississippi Coast Coliseum & Convention Center Biloxi, Miss.	Aug. 7	\$136,462 \$15.50	9,318 10,458	PACE Concerts
JIMMY BUFFETT & THE CORAL REEFER BAND	Concord Pavilion Concord, Calif.	Aug. 14	\$135,528 \$17.50/\$15.50	8,321 sellout	in-house
BRYAN ADAMS HOOTERS	Arena, Memorial Coliseum Complex Portland, Ore.	Aug. 6	\$128,981 \$16.50	7,817 10,000	Beaver Prods.
DAVID SANBORN LEE RITENOUR	Greek Theatre Univ. of California-Berkeley Berkeley, Calif.	Aug. 15	\$121,154 \$18.50/\$16.50	7,204 8,500	Bill Graham Presents

Copyrighted and compiled by Amusement Business, A Billboard Publications, Inc. publication. Boxscores are compiled every Tuesday and should be submitted to Kathy Vandercook in Nashville at 615-748-8138; Ray Waddell in Los Angeles at 213-859-5338; Louise Zepp in Chicago at 312-236-2085; or Melinda Newman in New York at 212-764-7314. For research information contact Karen Oertley in Nashville at 615-748-8120.

TALENT

U2 Is Back In The U.S.; Mellencamp Tour Jubilee

BY LINDA MOLESKI

WELCOME BACK: U2 returns to the North American concert scene Sept. 10 at New York's Nassau Coliseum, supporting its multiplatinum Island album, "The Joshua Tree."

Earlier this year, the Irish rockers set attendance records on the first leg of their world tour, which began in the U.S. on April 2 in Phoenix.

The latest trek will include some 35 stadium dates, Toronto's CNE (Oct. 3) and Montreal's Olympic Stadium (Oct. 6) among them. The itinerary also includes two shows at Manhattan's Madison Square Garden (Sept. 28 and 29). The tour will wrap up Dec. 11 in Hampton, Va.

LONESOME tour: John Cougar Mellencamp is backing his new Mercury release, "The

Lonesome Jubilee," with an extensive North American tour that begins Oct. 30 in Terre Haute, Ind. Dates are booked through Dec. 15 and include a Sept. 19 appearance at this year's Farm Aid festival as well as three Canadian shows. No opening act has been confirmed.

DIFFERENT BEAT: The Ramones had to postpone two recent dates at Manhattan's Ritz after drummer Richie Reinhardt (aka Richie Ramone) quit the band following an Aug. 12 club gig in Long Island. The group has been playing a number of dates in the New York area in preparation for a U.S. tour.

Reinhardt, who was with the group for 4½ years, will be replaced by former Blondie/Eurythmics drummer Clem Burke. The Ritz shows have been rescheduled for Sept. 10 and 11.

SHORT TAKES: Twisted Sister is slated to kick off U.S. tour dates in the Northeast Sept. 17 in support of its recently released Atlantic album, "Love Is For Suckers." The bill will also feature fellow

rockers Great White and TNT... On The Road caught Motley Crue's Aug. 13 concert at New Jersey's Meadowlands Arena. As always, the show was entertaining—to say the least—but particularly worth noting was special guest Whitesnake's opening set, in which the group proved it is definitely ripe for headline status. Hopefully we'll see some such dates before year's end... Speaking of Whitesnake, the rockers are scheduled to perform at this year's MTV Video Music Awards show, which will be broadcast live from Los Angeles' Universal Amphitheater Sept. 11. Other artists included in the lineup are Bryan Adams, Bon Jovi, Crowded House, Whitney Houston, Cyndi Lauper, and Run-D.M.C. Among the confirmed presenters are Bob-



cat Goldthwait, Poison, Vanna White, and Dennis Hopper... Bob Higgins has joined the David

Bowie Glass Spinder world tour as video and slide-projection consultant. Higgins served as video director for Stevie Wonder's In Square Circle North American tour... Following On The Road's recent report on Ozzy Osbourne's new guitarist, group manager Sharon Osbourne informed us that the unknown axeman is "not a Randy Rhodes look-alike. The only thing they have in common is their brilliant guitar playing." That remains to be seen...

Label mates Johnny Cash and Kris Kristofferson are in Europe performing a series of shows to promote their latest Mercury/PolyGram releases, "Johnny Cash Is Coming To Town" and "Repos-

sessed," respectively. Cash, who is touring with his wife, June Carter Cash, is scheduled to appear at Poland's Sopot Festival, making him the first U.S. artist to have that distinction. Dates are set to run through early September... Veteran rock'n'roller Roy Orbison is in the midst of a cross-country trek, with dates booked through October.

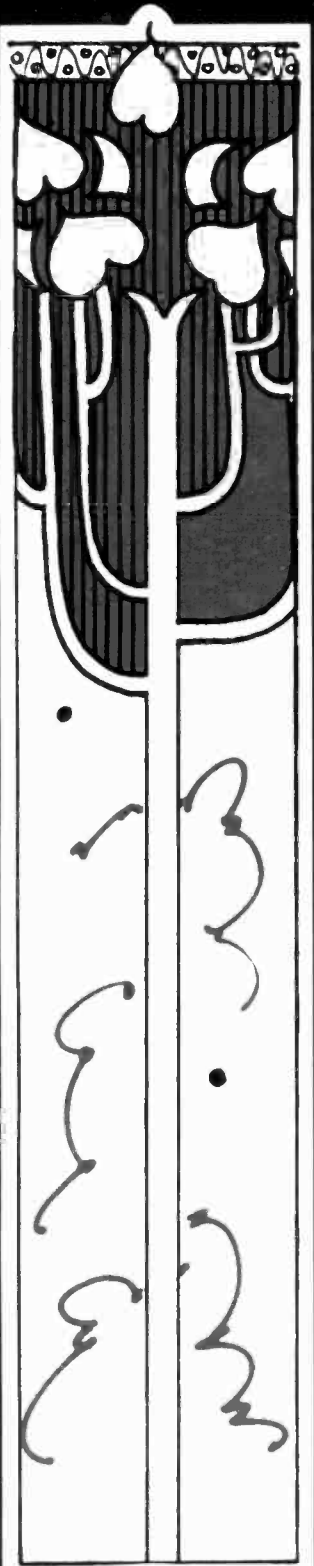
19,200 SEATS



reunion arena
777 Sports Street
Dallas, Texas 75207
(214) 658-7070

PROMOTIONAL PAINTERS CAPS





**NEW
AGE**

**ISSUE DATE:
OCTOBER 31**

**AD CLOSING:
OCTOBER 6**

For Ad Details Contact:

Gene Smith, Associate Publisher
(212) 764-7356 or any Billboard
Sales Office

ARTIST DEVELOPMENTS

(Continued from page 32)

the U.S. to date.

In fact, the band's first two albums, "Stands For Decibels" and "Repercussion," only came out in Europe, despite widespread critical acclaim in the U.S. Rights for U.S. distribution of those albums, however, have now shifted to I.R.S.

Still, critical acclaim is one thing and accessibility another. But I.R.S. is confident the new dB's album is ripe for radio airplay. "The main thing that we have to get across is that this is not an alternative band," says label president **Jay Boberg**. "This is a mainstream band that people out there in the hundreds of thousands can like, appreciate, and eventually buy."

The first single from the album will be "I Lie," says Boberg. The label's game plan for the track calls for concentration at album rock stations and, eventually, at top 40 radio. Not that there won't be a push at alternative radio, he says. "But what I don't want to have happen is to have it limited to that."

At the end of November the band will be touring with good friends and label mate R.E.M. "We plan to go right after that R.E.M. audience," says Boberg. "And we're talking about doing either a flexi-disk or some sort of cassette sampler that we would be able to hand out at the R.E.M. shows."

SQUARE DANCING

Though their debut album was released in April, New York-based "folk" group the **Washington Squares** are working it long and hard, says **Jeff Heiman**, national director of promotion and publicity for the PolyGram-distributed Gold Castle label.

A recent eight-day tour with the **Beach Boys**, which, according to Heiman, featured "all outdoor venues, all sold-out shows," exposed the band to a total audience of more than 150,000 people. "That really helped sales because we could get our PolyGram sales staff out to the show," says Heiman.

Has the band's "folk music" tag hampered airplay? Heiman says it hasn't but notes, "If you market it as folk, it kind of scares [radio] off. It really isn't—they're kind of refugees from punk rock bands in New York who got exposed and turned on to folk music by going to the **Weavers'** reunion-concert movie. And they got inspired by all that and wondered how their voices would sound together without all the electronics. But when you listen to the album, it's music with acoustic roots that has a rock edge."

The band is set to shoot a video for its second single, "New Generation," which will be filmed in Manhattan's Washington Square by video director **Steve Martin**.

ROCK'N'ROAR

The New York-based rock outfit **White Lion** is making noise with its Atlantic debut album, "Pride."

"Over the last few weeks we've picked up over a dozen album rock radio stations," says **Judy Libow**, vice president of national promotion for the label.

As for the decision to come with the track "Wait" as the leadoff single, Libow says, "We feel it's a very

accessible radio song. The appeal is there for all kinds of rock formats. The record is commercial-sounding. It's the type of music that's very programmable at radio."

Initial response to "Wait" has been particularly strong on the East Coast, says Libow. "The band has a strong following there; they had a few independent releases out before, so there was already some radio and retail interest in the band."

Additionally, "Wait" is breaking in several other areas in the U.S. Among them is Minneapolis, where album rock outlet **KJJO** reportedly moved the record from medium to heavy rotation. "This is the kind of confirmation you need to try to break a new band in other markets," says Libow.

Artist Developments is edited by Steve Gett. Reporters: Linda Moleski (New York) and Dave DiMartino (Los Angeles).



Slippery Success. Bon Jovi faced the media at the end of a year-long U.S. tour in support of its multiplatinum PolyGram album, "Slippery When Wet," during a press conference Aug. 11 at the Parker-Meridien Hotel in New York City. The band played to a total of more than 2 million fans at 135 sold-out shows. Pictured, from left, are band members Tico Torres, David Bryant, Jon Bon Jovi, Alec John Such, and Richie Sambora. (Photo: Chuck Pulin)

Dude, Aerosmith LP Looks Like Winner; Madonna Gets Into The U.K. Groove

KILLER ALBUM: "I'm scared to death. This album really is great, and I'm afraid we might even get a good review from *Rolling Stone!*" That's what **Aerosmith's Steven Tyler** has to say as the band gears up for the release of its latest album—and second Geffen set—"Permanent Vacation."

Produced by **Bruce Fairbairn**, whose name seems to be appearing on just about every top-quality hard rock project these days, the new Aerosmith album is an undeniably powerful package. In addition to the ace leadoff single, "Dude (Looks Like A Lady)," the album boasts gems like "Rag Doll," "Heart's Done Time," "Magic Touch," and even a rousing rendition of the **Lennon-McCartney** nugget "I'm Down."

According to Tyler, "Permanent Vacation" marks the beginning of a new chapter in Aerosmith's career. "The last album ['Done With Mirrors'] only sold about 450,000-500,000 copies, but it got me and **Joe [Perry]** working together, and it was a good steppingstone. This new one is *the* album, though. Aerosmith is *bad*—step back!"

Standard hype? Sure, but we'll buy it. Aerosmith was always one of the U.S.'s finest rock combos, and so many of the new hard rock groups have either been influenced by or have unashamedly mimicked Tyler's gang. It's a delight to have the *real thing* back in business.

"It bums you out to see everybody copping your stuff, thinking you're dead and just picking the bones," says Tyler. "But we're far from that."

THAT GIRL: **Madonna**-mania swept through Britain when she flew in for her first-ever concerts there (see story, page 77). A huge crowd of fans gathered at London's Heathrow Airport when the Material Girl arrived in the U.K. aboard the *Concorde* Aug. 13.

Following a night's rest at the Mayfair Hotel, in the heart of London's West End, she decided to go jogging in nearby Green Park, only to be followed by some 50 photographers. It's a good job hubby **Sean Penn** was stuck back home, since the London paparazzi patrol would doubtless have goaded him into yet another brawl. Madonna's muscle-bound minder ended up having to floor one of the vulturelike lensmen, and two other reporters claimed he "ruffled" them during their attempts to chat with the starlet.

Madonna was expected to gross \$6.4 million from her four U.K. dates, which included three sellout

shows at the 72,000-capacity Wembley Stadium. However, she had to hand over a staggering \$1.7 million to the British government under a controversial new law forcing all overseas performers to pay a withholding tax on their earnings.

SHORT TAKES: **Prince's** "Sign 'O' The Times" movie, filmed at a Paris concert earlier this year, is scheduled for October release... Following the **Smiths'** recent loss of guitarist **Johnny Marr**, band leader **Morrissey** says, "We would like to confirm that other guitarists are being considered to replace him, and we are eager to play live dates when a new guitarist has been selected." Meanwhile, rumors are rife that **Marr** has been invited to tour with **Paul McCartney** next year... Congrats to ex-**Duran Duran** guitar

ist **Andy Taylor** and his wife, **Tracey**, on the Aug. 12 birth of a baby girl. The couple already has a 3-year-old son... When Gotham-based retailer **Gary "the king of CDs" Rosen** attended **Billy Idol's** recent Madison Square Garden show, it marked the first time he'd been to the venue since he saw the **Rolling Stones** play there some 18 years ago. Says Rosen, "It wasn't as bad as I thought. In fact, it's conceivable that I might go back before the end of the 20th century"... "Let's Work" is the leadoff single from **Mick Jagger's** upcoming Columbia album, "Primitive Cool"... **Crowded House** provided live entertainment at the recent opening of a **Hard Rock Cafe** in Honolulu... **Bon Jovi** recorded a newly composed Christmas tune at the final U.S. date—Aug. 9 at Nassau Coliseum in New York—of its world tour. The song, "I'll Be Your Backdoor Santa," will be featured on a benefit album for the Special Olympics... Just out on A&M in Britain is a new **Prince's** Trust benefit album, recorded June 5 and 6 during this year's royal charity concerts at London's Wembley Arena. Among the artists featured on the two-record set are **Level 42's Mark King**, **Phil Collins**, **Paul Young**, **Curiosity Killed The Cat**, **Go West**, **Elton John**, **Midge Ure**, **Alison Moyet**, **George Harrison**, and **Ringo Starr**... **Roger McGuinn** joined **Tom Petty & the Heartbreakers** on stage in Fort Myers, Fla., at the final show of the **Rock'n'Roll Caravan** tour. The former **Byrd** played on "Mr. Spaceman," "Mr. Tambourine Man," and "Eight Miles High." During the encore, Petty jammed with his opening acts, the **Del Fuegos** and the **Georgia Satellites**.



Promotions Can Convert Renters Into Buyers

BY GEOFF MAYFIELD

LAS VEGAS Carefully considered promotions, be they inexpensive or elaborate, can help rental-oriented video dealers cultivate a sell-through market.

That was the consensus of the four retailers who spoke during the Video Software Dealers Assn. convention's twice-repeated seminar titled "Successful Promotion—Building A Customer Who Buys."

The panel represented a broad section of the video marketplace, from Carol Pough, president of single-store Video Cassettes Unlimited in Santa Ana, Calif., to fellow VSDA board member Allan Caplan, whose Omaha-based Applause Video encompasses 69 locations. The retailers disagreed on some philosophies. They described promotions that ranged from simple to complicated, and the common thread that ran throughout the discussion is that such campaigns can help convert renting consumers into buyers. Susan Gee, head buyer of Houston superstore Audio/Video Plus, stressed that even in cases in which such schemes exceed initial budget expectations, sometimes the value of these promotions goes beyond the impact of immediate sales.

As an example, Gee cited a replica of the Starship Enterprise bridge that her 6,000-square-foot store built three years ago in conjunction with a "Star Trek" movie promotion. The cost for the extravagant

display far exceeded the planned budget of \$5,000. Regarding sales on that title, Gee admitted, "We lost money on that promotion." However, Gee added that she considers the campaign to be a winner in the long run. She said the display generated "good will, customer loyalty, and lots of publicity," which she thinks justified the expense. "Three years later, our customers still talk about sitting in the captain's chair on the bridge of the Enterprise," she said.

"There are times when we lose money on promotion," added Applause's Caplan. "That's part of doing business—what you do to create excitement at your store. I don't mind losing money on promotions."

Video Cassettes Unlimited's Pough, though, made it clear that inexpensive promotions can also be effective. She detailed the store's twice-a-year Turkey Sale, in which she and partner-husband John Pough pull excess rental tapes from their library to sell off at \$9.99. Pough said the scheme accomplishes three goals: It cleanses the inventory of what have become slow-moving cassettes, pumps business during what would otherwise be slow months, and cultivates the concept of ownership—rather than rental—in the customer's mind.

"Once they've bought a tape, they're my customer," said Pough. Next, she added, come attempts to sell head cleaners, storage cases, and other high-margin accessories or additional "turkey" tapes. "They never go out with just one turkey. It's always a multiple sale," she said.

The campaign is held each October and April, months that Pough

said generally are slow rental months for most video stores. It is promoted modestly through direct mail and in-store display. The Poughs have fun with their sale, decorating the store with paper turkey Thanksgiving decorations, hanging simple signs that inform customers that "fresh turkeys" will be added to the selection each Thursday of the campaign, and wearing aprons that say "We serve turkey better."

The promotion cited by Steve Savage, president of five-store New York chain New Video, revolved

around the web's New Video children's departments. The section is separated via a store-within-a-store concept, with platforms situated in front of the normal-size sales counter to elevate young customers and a dragonlike "monster" that looms overhead, hanging from the ceiling.

Savage pointed out that children's product lends itself to sell-through. Prices are generally inexpensive, he said, and the department helps capitalize on what Savage described as "the current baby boom—we see a lot of carriages on

the street now." He added, "Unlike parents, kids like to see tapes over and over again."

Savage also said that New Video has supplemented its children's tape inventory with books. He pointed out that such books generally carry a 40% margin for dealers, with the assurance of full returns. Savage said that its supplier, Ingram Video, has a substantial book division, so it is easy for the web to buy the product.

Caplan described a campaign that Applause used to score sales of a

(Continued on page 50)



FOR WEEK ENDING AUGUST 29, 1987

Billboard

©Copyright 1987, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

TOP KID VIDEO SALES

Compiled from a national sample of retail store sales reports.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Year of Release	Suggested List Price
★ ★ NO. 1 ★ ★						
1	2	44	SLEEPING BEAUTY	Walt Disney Home Video 476	1959	29.95
2	1	12	HERE'S MICKEY!	Walt Disney Home Video 526	1987	14.95
3	3	12	HERE'S DONALD!	Walt Disney Home Video 527	1987	14.95
4	6	100	PINOCCHIO ♦	Walt Disney Home Video 239	1940	29.95
5	10	63	ALICE IN WONDERLAND ▲ ♦	Walt Disney Home Video 36	1951	29.95
6	8	12	HERE'S PLUTO!	Walt Disney Home Video 528	1987	14.95
7	5	11	HERE'S GOOFY!	Walt Disney Home Video 529	1987	14.95
8	4	12	DISNEY'S SING-ALONGS: HEIGH-HO!	Walt Disney Home Video 531	1987	14.95
9	7	100	DUMBO ▲ ♦	Walt Disney Home Video 24	1941	29.95
10	17	95	ROBIN HOOD ♦	Walt Disney Home Video 228	1973	29.95
11	13	12	THE RELUCTANT DRAGON	Walt Disney Home Video 533	1941	14.95
12	14	42	DISNEY'S SING-ALONG SONGS	Walt Disney Home Video 480	1986	14.95
13	15	72	THE SWORD IN THE STONE ♦	Walt Disney Home Video 229	1963	29.95
14	11	63	WINNIE THE POOH AND TIGGER TOO	Walt Disney Home Video 64	1974	14.95
15	23	37	THE ADVENTURES OF TEDDY RUXPIN	Children's Video Library Vestron Video 1547	1986	24.95
16	18	12	SILLY SYMPHONIES!	Walt Disney Home Video 530	1987	14.95
17	12	12	WINNIE THE POOH AND A DAY FOR EYORE	Walt Disney Home Video 65	1983	14.95
18	9	63	WINNIE THE POOH AND THE BLUSTERY DAY ♦	Walt Disney Home Video 63	1968	14.95
19	RE-ENTRY		MY PET MONSTER	Hi-Tops Video HT 008	1986	29.95
20	22	24	THE TRANSFORMERS: THE MOVIE	Family Home Entertainment 26561	1986	79.95
21	16	43	CHARLOTTE'S WEB	Hanna-Barbera Prod. Inc. Paramount Home Video 8099	1973	19.95
22	24	2	THE CARE BEARS FAMILY STORYBOOK	Lorimar Home Video 193	1987	69.95
23	NEW ▶		MY FAVORITE FAIRYTALES VOLUME 5	Hi-Tops Video HT 0046	1987	9.95
24	21	7	RUMPELSTILTSKIN	Media Home Entertainment M919	1986	79.95
25	20	62	WINNIE THE POOH AND THE HONEY TREE ♦	Walt Disney Home Video 49	1965	14.95

Recording Industry Assn. of America gold certification for theatrical films, sales of 75,000 units or suggested list price income of \$3 million (30,000 or \$1.2 million for nontheatrical made-for-home-video product; 25,000 or \$1 million for music video product). ▲ RIAA platinum certification for theatrical films, sales of 150,000 units or suggested list price income of \$6 million (60,000 or \$2.4 million for nontheatrical made-for-home-video product; 50,000 units or a value of \$2 million for music video product). Titles certified prior to Oct. 1, 1985, were certified under different criteria. ♦ International Tape Disc Assn. certification for a minimum sale of 75,000 units or a dollar volume of \$3 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. SF short-form. LF long-form. C concert. D documentary.

Hit Titles Seem To Benefit Most P-O-P Floods Marketplace

BY FRANK LOVECE

NEW YORK First, it was the Sony Betamax suit that snaked its way to the Supreme Court as video retailers anxiously watched. Next, it was the first-sale amendment. Lately, it's been local authorities going after X-rated videos and pay-per-view movies on cable. If it hasn't been one thing for video retailers, it's been another.

The latest dire problem? Point-of-purchase materials.

"It's funny that you're asking about that just now," says Barbara Borders, manager of Continental Video Center in Overland Park, Kan. "At this moment I'm eating lunch and going through about an 18-inch stack of junk—posters, catalogs, tent cards, you name it. They send posters folded up with so many creases, we have to put them between Plexiglas panels. Most of this stuff goes straight into the garbage."

Borders is suffering from the most recent menace to plague video retailers: p-o-p glut. With so many video programmers in the marketplace and so many of them so efficient in getting p-o-p to their distributors and direct accounts, video stores all over the country are drowning in a sea of "Nightmare On Elm Street" pop-up cardboard razor-gloves, inflatable

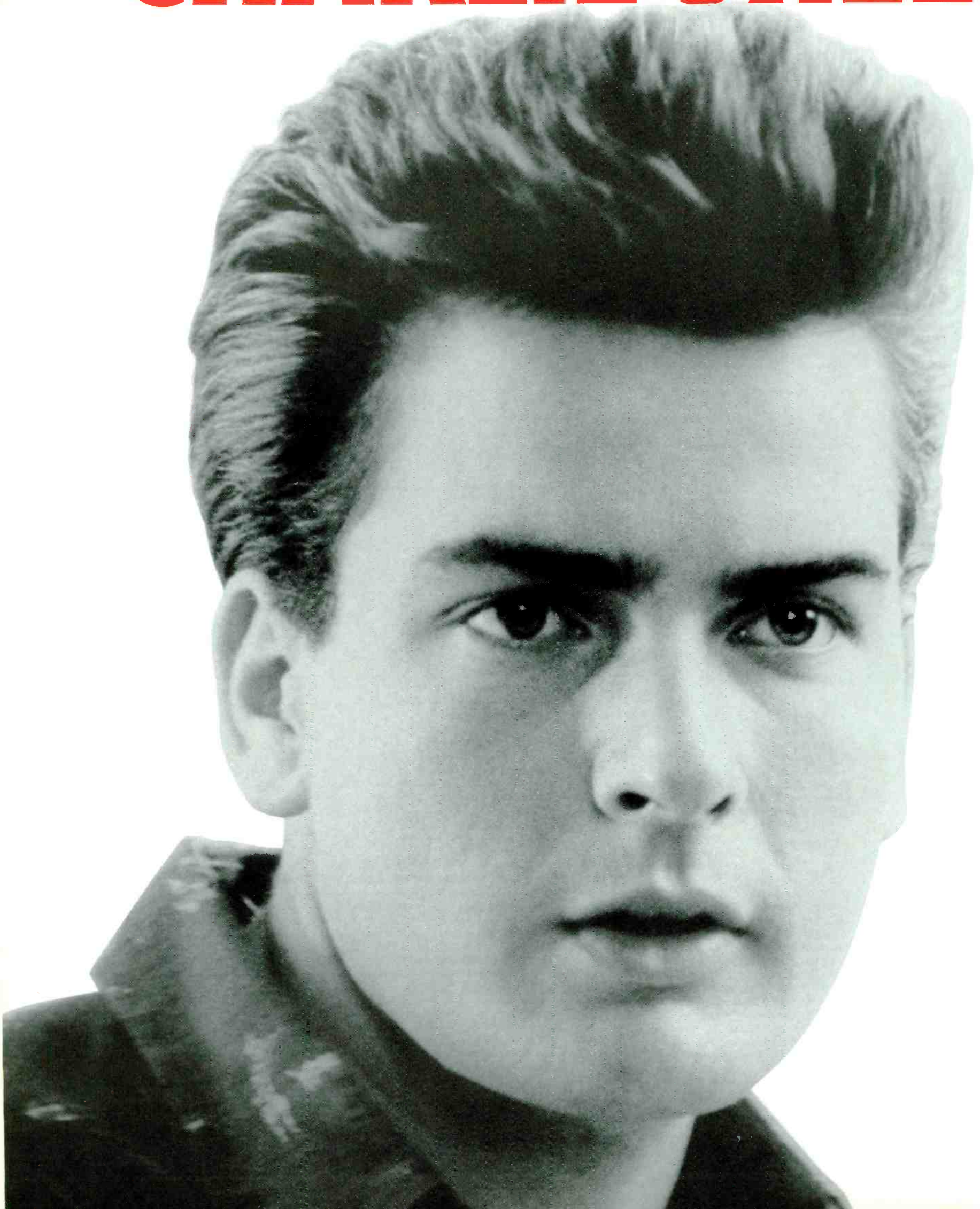
rubber crocodiles, and scale-model star-ship mobiles. "Maybe there should be a central distribution center for everybody's p-o-p materials," suggests Duke Kreps, co-owner of New York City's Video Room. "Maybe Stuart Karl could run it," he quips, making light of the scandal that rocked Lorimar Video earlier this year (Billboard, March 21).

The glut of p-o-p is an ironic reversal from the old problem: p-o-p starvation. "It used to be you were lucky to get a movie poster," remembers old-timer Jim Bendig of Everybody's Records, Tapes and Video in Portland, Ore. "Now it's like surfing—you get a big wave of releases and p-o-p material a couple times a month—and then nothing. Another big wave—and then nothing. It's not like it used to be," he says. Borders observes, "I don't think it's that there's too much p-o-p as maybe just too many companies."

Do the hard-working video programmers who create this imaginative material see a p-o-p glut when they look at the marketplace? Al Rubin, Vestron senior vice president of marketing, sales and distribution, says, "To be honest, I always hear just the opposite—retailers are always saying they don't get enough p-

(Continued on page 51)

CHARLIE SHEEN



SHINES IN



THREE FOR THE ROAD

“CHARLIE SHEEN, fresh from his triumph in the Academy Award-winning ‘PLATOON’.”

—Newsday

“★ ★ ★ Could warm you with pleasure and laughter. Enjoy your spin on this road.”

—NY Post

CHARLIE SHEEN stars in “THREE FOR THE ROAD”, a comedy smash straight from box office to your video store. Alan Ruck of “Ferris Bueller’s Day Off”, Kerri Green of “Goonies”, and Sally Kellerman also star in “THREE FOR THE ROAD”.

Charlie Sheen is at the wheel of a madcap cross-country odyssey. All of your customers will love this fast-moving, uproarious comedy and will want to rush it home.

Cash in now with Charlie Sheen in “THREE FOR THE ROAD!”.

HOT ACTION COMEDY, WITH THE HOTTEST STAR OF THE YEAR!

CHARLIE SHEEN IN THREE FOR THE ROAD

THE VISTA ORGANIZATION presents CHARLIE SHEEN KERRI GREEN ALAN RUCK
and SALLY KELLERMAN as BLANCHE in a film by B.W.L. NORTON THREE FOR THE ROAD
music by BARRY GOLDBERG line producer BILLY RAY SMITH
screenplay by RICHARD MARTINI and TIM METCALFE & MIGUEL TEJADA-FLORES
story by RICHARD MARTINI produced by HERB JAFFE and MORT ENGELBERG directed by B.W.L. NORTON



VIDEO RELEASES

Symbols for formats are
 ▲ = Beta, ♥ = VHS, and ♣ = LV.
 Where applicable, the suggested
 list price of each title is given;
 otherwise, "no list" or "rental"
 is indicated.

- ALL MY SONS**
 Joan Allen, Michael Learned, Aidan Quinn
 ♣♥ MCA/\$39.95
- THE CHALK GARDEN**
 Deborah Kerr, Hayley Mills, John Mills
 ♣♥ MCA/\$29.95
- DEATH DIPLOMA**
 Documentary
 ♣♥ MCA/\$39.95
- 84 CHARING CROSS ROAD**
 Anne Bancroft, Anthony Hopkins
 ♣♥ Columbia/\$79.95
- FRANKENSTEIN**
 Boris Karloff
 ♣♥ MCA/\$29.95
- FRESH KILL**
 Flint Keller, Pamela Dixon
 ♣♥ City Lights/NA
- HOLLYWOOD TROUBLE**
 Vic Vallaro, Jean Levine
 ♣♥ City Lights/NA
- KANGAROO**
 Colin Friels, Judy Davis
 ♣♥ MCA/\$79.95
- MAYHEM**
 Raymond Martino, Pamela Dixon
 ♣♥ City Lights/NA
- NEW WILDERNESS**
 Lorne Green
 ♣♥ Prism/\$74.95
- PICTURE PAGES**
 Bill Cosby
 ♣♥ Rainbow/\$15.15
- THE PLAINSMAN**
 Gary Cooper, Jean Arthur
 ♣♥ MCA/\$29.95
- SHE DONE HIM WRONG**
 Mae West, Cary Grant
 ♣♥ MCA/\$29.95
- THE WOLF MAN**
 Claude Rains
 ♣♥ MCA/\$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 New Releases, Billboard, 1515 Broadway, New York, N.Y. 10036.

PROMOTIONS PANEL
 (Continued from page 47)

small manufacturer's video series that features his state's storied football team. "All of Nebraska lives for one thing—the Univ. of Nebraska football team," he said.

To ensure sell-through, Applause did not rent any of the four tapes. Also, following Caplan's full-margin pricing philosophy, all titles in the Big Red series sold at the suggested list of \$39.95. Coaches and players were enlisted to make public appearances in support of the promotion.

Caplan emphasized that sales efforts should go beyond small-scale displays. Indeed, Applause's "Top Gun" push took an unusual approach: an outdoor display that featured a 3-D jet bursting through the wall of the flagship store and, in another location, a 7-foot-long aircraft carrier model, which caught young shoppers' eyes and was used as the grand prize in a contest drawing. But beyond those efforts, Caplan's sales crews were offered spiffs of a dollar per tape for prebook orders that they attracted with suggestive selling methods.

Hot Child

IN THE CITY

When you live a life of decadence, there's always a price to pay.

1987 FEATURE FILM
 Just completed...



Featuring hit music by Billy Idol, Lou Reed, Go West, Fun Boy Three, And More and Nick Gilder.

MEDIA COM PRODUCTIONS and FAIRFIELD PRODUCTIONS PRESENT AN MCA 1 PRESENTATION
 STARRING LEAH AYRES HENDRIX SHARI SHATTUCK GEOFF PRYSIR
 ANTONY ALDA WILL BLEDSOE RONN MOSS
 DIRECTOR OF PHOTOGRAPHY RICHARD C. GLOUNER A.S.C. EXECUTIVE PRODUCERS GEORGE GOLDSMITH PRODUCED BY GIOVANNA NIGRO-CHAÇON
 DIRECTED BY JOHN FLOREA EXECUTIVE PRODUCERS RONALD ALTBACH AND A.J. CERVANTES
 MUSIC BY BILLY IDOL LOU REED GO WEST FUN BOY THREE AND MORE NICK GILDER ORIGINAL SCORE BY MICHAEL W. LEWIS

PRE-ORDER DATE: SEPTEMBER 23, 1987 NATIONAL RELEASE DATE: OCTOBER 8, 1987



Distributed Exclusively by Prism Entertainment Artwork and Design © 1987 Prism Entertainment Corporation 1888 Century Park East, Suite 1000, Los Angeles, CA 90067 Printed in U.S.A.

TOP VIDEOCASSETTES RENTALS™

Compiled from a national sample of retail store rental reports.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Rating
1	1	5	THE COLOR PURPLE	★★ NO. 1 ★★ Warner Bros. Inc. Warner Home Video 11534	Whoopi Goldberg Oprah Winfrey	1985	PG-13
2	2	5	THE GOLDEN CHILD	Paramount Pictures Paramount Home Video 1930	Eddie Murphy	1986	PG-13
3	NEW ▶		CROCODILE DUNDEE	Paramount Pictures Paramount Home Video 32029	Paul Hogan	1986	PG
4	3	6	CRIMES OF THE HEART	Lorimar Home Video 421	Diane Keaton Sissy Spacek	1986	PG-13
5	14	2	BLACK WIDOW	CBS-Fox Video 5033	Debra Winger Jeff Russell	1986	R
6	5	8	HANNAH AND HER SISTERS	Orion Pictures HBO Video TVR3897	Mia Farrow Michael Caine	1986	PG-13
7	4	8	LITTLE SHOP OF HORRORS	Warner Bros. Inc. Warner Home Video 11702	Rick Moranis Ellen Greene	1986	PG-13
8	NEW ▶		THE THREE AMIGOS	Orion Pictures HBO Video 0007	Steve Martin Chevy Chase	1986	PG
9	6	10	THE MORNING AFTER	Lorimar Home Video 419	Jane Fonda Jeff Bridges	1986	R
10	11	7	NO MERCY	Tri-Star Pictures RCA/Columbia Home Video 6-20791	Richard Gere Kim Basinger	1986	R
11	7	13	HEARTBREAK RIDGE	Warner Bros. Inc. Warner Home Video 11701	Clint Eastwood	1986	R
12	8	14	THE COLOR OF MONEY	Touchstone Films Touchstone Home Video 513	Paul Newman Tom Cruise	1986	R
13	9	11	JUMPIN' JACK FLASH	CBS-Fox Video 1508	Whoopi Goldberg	1986	R
14	10	14	CHILDREN OF A LESSER GOD	Paramount Pictures Paramount Home Video 1839	William Hurt Marlee Matlin	1986	R
15	12	10	THE MOSQUITO COAST	Warner Bros. Inc. Warner Home Video 11711	Harrison Ford	1986	PG
16	13	18	FERRIS BUELLER'S DAY OFF	Paramount Pictures Paramount Home Video 1890	Matthew Broderick	1986	PG-13
17	18	4	WISDOM	Cannon Films Inc. Warner Home Video 37081	Emilio Estevez Demi Moore	1987	R
18	17	4	SOMETHING WILD	Orion Pictures HBO Video 001	Melanie Griffith Jeff Daniels	1986	R
19	19	6	WITCHBOARD	Cinema Group Pictures Continental Video 1096	Tawny Kitaen Stephan Nichols	1986	R
20	16	16	PEGGY SUE GOT MARRIED	Tri-Star Pictures CBS-Fox Video 3800	Kathleen Turner Nicholas Cage	1986	PG-13
21	15	11	WANTED DEAD OR ALIVE	New World Pictures New World Video A86230	Rutger Hauer Gene Simmons	1986	R
22	NEW ▶		A NIGHTMARE ON ELM STREET 3: DREAM WARRIORS	Media Home Entertainment M900	Robert Englund	1987	R
23	20	4	ALLAN QUATERMAIN AND THE LOST CITY OF GOLD	Cannon Films Inc. Media Home Entertainment M866	Richard Chamberlain Sharon Stone	1986	PG
24	24	19	BLUE VELVET	Lorimar Home Video 399	Kyle MacLachlan Isabella Rossellini	1986	R
25	26	8	'ROUND MIDNIGHT	Warner Bros. Inc. Warner Home Video 11603	Dexter Gordon	1986	R
26	21	21	STAND BY ME	RCA/Columbia Pictures Home Video 6-20736	Wil Wheaton River Phoenix	1986	R
27	23	5	THAT'S LIFE	Vestron Video 5203	Jack Lemmon Julie Andrews	1986	PG-13
28	22	9	ASSASSINATION	Cannon Films Inc. Media Home Entertainment M928	Charles Bronson Jill Ireland	1986	PG-13
29	28	16	NOTHING IN COMMON	HBO Video TVR9960	Tom Hanks Jackie Gleason	1986	PG
30	27	23	TOP GUN	Paramount Pictures Paramount Home Video 1692	Tom Cruise Kelly McGillis	1986	PG
31	25	18	LEGAL EAGLES	Universal City Studios MCA Home Video 80479	Robert Redford Debra Winger	1986	PG
32	NEW ▶		THE BEDROOM WINDOW	DEG Inc. Vestron Video 5209	Steve Guttenberg Isabelle Huppert	1987	R
33	29	24	ALIENS	CBS-Fox Video 1504	Sigourney Weaver	1986	R
34	30	14	FIREWALKER	Cannon Films Inc. Media Home Entertainment M895	Chuck Norris Lou Gossett Jr.	1986	PG
35	36	14	MONA LISA	HBO Video TVR9955	Bob Hoskins	1986	R
36	NEW ▶		CRITICAL CONDITION	Paramount Pictures Paramount Home Video 1879	Richard Pryor	1986	R
37	37	25	RUTHLESS PEOPLE	Touchstone Films Touchstone Home Video 485	Danny DeVito Bette Midler	1986	R
38	32	18	SOUL MAN	New World Pictures New World Video A86200	C. Thomas Howell Rae Dawn Chong	1986	PG-13
39	38	20	A ROOM WITH A VIEW	CBS-Fox Video 6915	Helena Bonham Carter Maggie Smith	1986	PG-13
40	33	20	THE FLY	CBS-Fox Video 1503	Jeff Goldblum Geena Davis	1986	R

● Recording Industry Assn. of America gold certification for theatrical films, sales of 75,000 units or suggested list price income of \$3 million (30,000 or \$1.2 million for nontheatrical made-for-home-video product; 25,000 or \$1 million for music video product). ▲ RIAA platinum certification for theatrical films, sales of 150,000 units or suggested list price income of \$6 million (60,000 or \$2.4 million for nontheatrical made-for-home-video product; 50,000 units or a value of \$2 million for music video product). Titles certified prior to Oct. 1, 1985, were certified under different criteria. ◆ International Tape Disc Assn. certification for a minimum sale of 75,000 units or a dollar volume of \$3 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. SF short-form. LF long-form. C concert. D documentary.

VIDEO RETAILING

New Scholarship Program Presents Nine Awards

LAS VEGAS The Video Software Dealers Assn. presented its first-ever scholarships during the opening business session of its convention here, Aug. 17, announcing the recipients of nine grants.



Like the scholastic aid program established several years ago by its sister group, the National Assn. of Recording Merchandisers, the VSDA program provides financial assistance to outstanding applicants who are either employees of a member company or are the children or spouses of someone who is employed by a member company. Of the nine VSDA scholarship recipients, all but two were actually member employees, a much higher percentage than is generally found in the NARM program.

Four of the scholarships were underwritten by VSDA itself; the other five were funded by associate members.

The winners, their NARM affiliations, and the awards they received are as follows: Coleen Kay, assistant manager, The Video Shop, Poway, Calif.; VSDA Presidential Scholarship in honor of Arthur Morowitz, contributed by CBS/Fox; Robin Monico, assistant manager of Agoura Video, Agoura, Calif.; Al Preiss Memorial Scholarship, contributed by VSDA; Jennifer Vigliotta, assistant manager, Main Street Video Center, Moriches, N.Y.; Coliseum Video Scholarship, contributed by Howard Farber; Jonathan Revelos, associate of Camelot Enterprises, Middletown, Ohio; Frank Barnako Scholarship, contributed by VSDA; Joseph Little,

son of owner of Top Hit Video, San Marino, Calif.; John Pough Scholarship, contributed by VSDA; Jose Soto, son of employee of The Video Bank, San Juan, Puerto Rico, MGM-UA/Cy Leslie Scholarship, contributed by MGM/UA Home Entertainment; Jody Clare, cashier, Curtis Mathes Entertainment Center, Maple Heights, Ohio, Mickey Granberg Scholarship, contributed by Orion Home Video; Jeffrey Lemay, sales clerk, Modesto Video, Modesto, Calif.; RCA/Columbia Home Video Scholarship, contributed by RCA/Columbia; and Diane Wood, sales clerk, Civic Cinema Movies To Go, Louisville, Ga., Weston Nishimura Scholarship, contributed by VSDA.

Of the four VSDA grants, three were named after the trade group's past presidents. The fourth, the Al Preiss Memorial Scholarship, was named after the publisher-journalist who died during the opening business session of the trade group's 1986 meet here.

The VSDA Presidential Scholarship, created by CBS/Fox, is the organization's first endowment fund, which represents a contribution of \$20,000. The others came by way of a \$6,000 donation. RCA/Columbia was the first vendor that agreed to fund a grant.

Steve Savage, president of New York City chain New Video, chaired the first VSDA scholarship committee. Members were Mary Chase, Chase-A-Rainbow; Marty Ehman, Adventureland Video; Frank Partridge, Video Studio Six; John Pough, Video Cassettes Unlimited; T. Anthony Ray, M.S. Video Distribution; Michael Salomon, Camera Video Showplace; Rick Silas, Erol's; and Russ Solomon, Tower Records & Video.

P-O-P GLUT

(Continued from page 47)

o-p. I tend to think there's ample p-o-p material out there and retailers aren't using it effectively. A lot of them use it as decoration, not merchandising tools."

It is a matter of semantics, insists Kreps. "Using it as decoration is using it as a merchandising tool. I don't know that many people actually read p-o-p material, but just absorb the message through osmosis. They don't sit and stare at a movie poster and read it through and through."

All parties agree that p-o-p materials are effective and necessary. Retailers have even begun to develop styles as distinct as Nolan Ryan's curve and Ron Darling's split-finger fastball.

"We never, ever put anything up until we actually have the video in the store," says Continental Video Center's Borders. "Otherwise, you just confuse customers and make them ask why you don't have it yet." Everybody's Bendig believes in a different approach. "We got more preorders for 'An American Tail' than for anything else this year, and that's because of the p-o-p material getting people interested. Prepublicity is great for a sell-through title like that."

Ironically, it's the expected-hit titles that seem to benefit most from p-o-p material. "We get too much p-o-p for lesser movies," Kreps complains. "For the big movies, you must have the posters in place to get people excited and to get them to come back next week. As for B movies, it's hard to get excited about them. There's no cause and effect—a display won't get somebody to change his mind from 'The Color Purple' to 'Blood Bath.'"

Rubin shakes his head at all this. "The nontraditional video retailer is probably doing a more effective job of using p-o-p materials," he says. "If you walk into a K mart or a Waldenbooks, they're displaying their limited fares ingeniously, in a way that says, 'Pick me up.' They have experience at this. B movies aren't exciting—are toasters exciting? You know what you see when K mart has a stand-up cutout in a toaster department? A bunch of toaster boxes! That's better than showing a row of spines underneath a poster."

"We don't get a lot of empty cassette boxes," says Video Room's Kreps. "We do get a few big blown-up cassette boxes, though. A couple of the companies really like those. We'll hang one from the ceiling."

©Copyright 1987, 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	Compiled from a national sample of retail store and one-stop sales reports.	
			ARTIST LABEL & NUMBER/DISTRIBUTING LABEL	TITLE
			★★ NO. 1 ★★	
1	1	15	MICHAEL BRECKER MCA/IMPULSE 5980/MCA (CD)	11 weeks at No. One MICHAEL BRECKER
2	2	27	DEXTER GORDON BLUE NOTE BT-85135/MANHATTAN (CD)	THE OTHER SIDE OF ROUND MIDNIGHT
3	3	9	THE DUKE ELLINGTON ORCHESTRA GRP 1038 (CD)	DIGITAL DUKE
4	4	11	PATRICK WILLIAMS' NEW YORK BAND SOUNDWINGS SW 2103 (CD)	10TH AVENUE
5	5	13	CLAUDE BOLLING & JEAN-PIERRE RAMPAL CBS MASTERWORKS FM 42018	BOLLING: SUITE FOR FLUTE & JAZZ PIANO TRIO NO. 2
6	6	17	TONY WILLIAMS BLUE NOTE 85138/MANHATTAN (CD)	CIVILIZATION
7	14	3	CHARLIE HADEN VERVE 831 673/POLYGRAM (CD)	QUARTET WEST
8	8	7	NANCY WILSON COLUMBIA FC 40787 (CD)	FORBIDDEN LOVER
9	12	5	JANIS SIEGEL ATLANTIC 81748 (CD)	AT HOME
10	9	15	EDDIE DANIELS GRP 1034 (CD)	TO BIRD WITH LOVE
11	7	11	JACK DEJOHNETTE'S SPECIAL EDITION MCA/IMPULSE 5992/MCA (CD)	IRRESISTIBLE FORCES
12	10	5	ROB MC CONNELL & THE BOSS BRASS MCA/IMPULSE 5982/MCA (CD)	BOSS BRASS & WOODS
13	11	13	KENNY BURRELL & THE JAZZ GUITAR BAND BLUE NOTE ST-85137/MANHATTAN (CD)	GENERATION
14	NEW▶		SPHERE VERVE 831 674-1/POLYGRAM (CD)	FOUR FOR ALL
15	NEW▶		OUT OF THE BLUE BLUE NOTE BT 85141 (CD)	LIVE AT MT. FUJI

TOP CONTEMPORARY JAZZ ALBUMS™

1	1	7	★★ NO. 1 ★★	
			GEORGE BENSON/EARL KLUGH WARNER BROS. 25580 (CD)	3 weeks at No. One COLLABORATION
2	4	5	LARRY CARLTON MCA 42003 (CD)	DISCOVERY
3	6	3	PAT METHENY GROUP Geffen GHS 24145 (CD)	STILL LIFE (TALKING)
4	2	27	KENNY G. ▲ ARISTA ALB 8427 (CD)	DUOTONES
5	3	13	YELLOWJACKETS MCA 5994 (CD)	FOUR CORNERS
6	5	27	NAJEE EMI-AMERICA ST-17241/MANHATTAN (CD)	NAJEE'S THEME
7	9	5	MICHAEL FRANKS WARNER BROS. 25570-1 (CD)	THE CAMERA NEVER LIES
8	NEW▶		GROVER WASHINGTON JR. COLUMBIA FC 40510	STRAWBERRY MOON
9	7	11	THE CHICK COREA ELEKTRIC BAND GRP 1036 (CD)	LIGHT YEARS
10	NEW▶		HIROSHIMA EPIC FE 40679/E.P.A. (CD)	GO
11	8	27	DAVID SANBORN WARNER BROS. 1-25479 (CD)	A CHANGE OF HEART
12	14	7	ANDY NARELL WINDHAM HILL 0107 (CD)	THE HAMMER
13	11	15	DAVID BENOIT GRP 1035 (CD)	FREEDOM AT MIDNIGHT
14	10	19	FRANK POTENZA TBA 222/PALO ALTO (CD)	SOFT & WARM
15	13	11	JONATHAN BUTLER JIVE/RCA 1032-1-J/RCA (CD)	JONATHAN BUTLER
16	12	27	BOBBY MCFERRIN BLUE NOTE BT-85110/MANHATTAN (CD)	SPONTANEOUS INVENTIONS
17	16	17	STANLEY TURRENTINE BLUE NOTE 85140/MANHATTAN (CD)	WONDERLAND
18	18	5	BILLY MITCHELL VISTA 2501/OPTIMISM (CD)	FACES
19	17	5	KENNY PORE TBA 226/PALO ALTO (CD)	AT THIS MOMENT
20	15	15	JOE SAMPLE MCA 5978 (CD)	ROLES
21	NEW▶		JOE TAYLOR PROJAZZ CDJ 635 (CD)	MYSTERY WALK
22	22	7	BILL BRUFORD EDITIONS EG EGED 48 (CD)	EARTHWORKS
23	NEW▶		CARLA BLEY ECM/WATT 17 831 697-1/POLYGRAM (CD)	CARLA BLEY SEXTET
24	25	3	TIM HEINTZ TBA 228/PALO ALTO (CD)	QUIET TIME
25	NEW▶		MAYNARD FERGUSON INTIMA SJ 73279/ENIGMA (CD)	HIGH VOLTAGE

○ Albums with the greatest sales gains during the last two weeks. (CD) Compact disk available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units.



by Peter Keepnews

SOME COMPETITION for NBC Radio's very successful syndicated program, "The Jazz Show With David Sanborn," is headed for the airwaves courtesy of the MCA Radio Network. MCA plans a Monday (31) launch for "A Touch Of Jazz," a three-hour show produced by Bob O'Connor of KIFM San Diego, hosted by Alison Steele of WPIX New York, and targeted at adult contemporary stations.

MCA Radio vice president Bill Barnett describes the new program as "a jazz show for people used to listening to AC." In fact, the kind of music mix MCA envisions would arguably make "A Touch Of Jazz" as much a pop show as a jazz show—and, not surprisingly, there appears to be little or no room on the playlist for jazz of the acoustic, noncrossover variety. Barnett projects a blend of 60% jazz (by which he means Spyro Gyra and Earl Klugh, not Charlie Parker), 20% jazz-oriented pop vocals (by which he means Sade and Simply Red, not Ella Fitzgerald), and 20% new age (by which he means—well, you know).

Barnett expects to have stations lined up in most of the major markets by the time "A Touch Of Jazz" hits the air.

Meanwhile, another jazz radio show may be on the air in a handful of test markets within the next few weeks. "The Jazz Project," a two-hour weekly program produced in New Orleans by Ron Chatman, will be heard for eight weeks in selected markets while Chatman continues shopping for both a syndicator and sponsorship. Currently, he says, the show is "in the hands of a couple of national syndicators," who

"have expressed mild interest."

"The Jazz Project," hosted by local air personality John Guidry, has a slightly broader musical perspective than either "A Touch Of Jazz" or "The Jazz Show With David Sanborn"—as evidenced by the fact that it has its own in-house historian, Joel Simpson, and by the fact that Chatman mentions the name of Ahmad Jamal alongside the likes of George Howard and Bob James in running down a sample playlist. If you're interested in more information, Chatman can be contacted at 2833 Saint Charles Ave., No. 35, New Orleans, La. 70115; 504-899-8381.

ANDY NARELL figures prominently in the Wind-

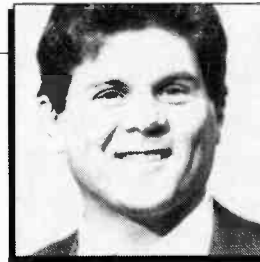
MCA Radio gets into some 'touchy' new programming

ham Hill label's plans for its new jazz subsidiary, which has replaced the new age label's jazz-oriented Hip Pocket and Magenta logos.

Narell—the only steel drummer to make a dent on the charts by "The Hammer." The first album to carry the Windham Hill Jazz label, "The Hammer" is current No. 12 on Billboard's Contemporary Jazz list.

In addition to recording for Windham Hill Jazz, Narell will produce four albums a year for the label. He has already produced one by keyboardist Kit Walker, tentatively set for Sept. 30 release.

Windham Hill Jazz—which includes former Magenta artists Ben Sidran, Mark Egan, and Mitchel Forman on its roster—plans to release a total of eight albums a year starting in 1988. Albums that had previously been released on the Magenta and Hip Pocket labels will now carry the Windham Hill Jazz imprint.



by Bob Darden

FOR SOME, IT WOULD be the ultimate honor, the pot of gold at the end of the pop music rainbow. For Deniece Williams, who has won Grammy and Dove awards aplenty and had several gold albums and No. 1 singles, it is the chance of a lifetime. That's because the same little Niecey Williams who once sang in the Church of God in Christ Choir in Gary, Ind., will be singing for the pope.

"Isn't that just like the Lord?" she asks. "He always springs something when you're not looking. When I first heard that Pope John Paul II was coming to Los Angeles, someone called and said, 'I think there's a chance of getting you on the program with the pope.' I said, 'Great!' but then I put it out of my mind so as not to get my hopes up too high. Then it happened."

Williams is scheduled to be joined by Sandi Patti, Placido Domingo, and John Michael Talbot during festivities before a Mass to be celebrated by Pope John Paul II in the Los Angeles Coliseum on Sept. 15. The pope will also celebrate Mass for 57,000 people at Dodger Stadium the next day.

"They're just now talking to us about the actual music," she says. "Right now I understand there will be a 90-voice gospel choir—which really gets me excited—and that we'll do two, three songs each. That's pretty much all the information I have. We're still waiting to hear what to wear, what to do, what the security arrangements will be. But none of that matters; it is just such an honor to be considered. Who knows? Maybe we can turn him into a Pentecostal—at least for the evening!"

Williams says much of the credit for her appearance should go to Bob Angelotti, formerly head of Sparrow's public relations.

Patti's presence on the program opens up the in-

triguing possibility that she and Williams could repeat their Grammy-winning duet, "They Say," from Williams' first gospel album for Sparrow, "So Glad I Know."

"Wouldn't that be wonderful?" she says. "I hope they let us do 'They Say.' But we're all real open to whatever they think would be appropriate. Whatever it is, it will be fine by me."

Williams went from church choirs to performing in Stevie Wonder's backup group, Wonderlove, in a few short years. In 1972, she joined Wonder and the Rolling Stones on a world tour. It was on that tour that she committed her music to Jesus Christ.

Deniece Williams to sing for pope

"I've always been gospel," she says. "When I left the church, I found myself three years later on the road with Stevie and the Stones. Watching the Stones, I said to myself, 'Girl, you better have Jesus in your life or you could get messed up real fast.' I made some promises to the Lord right then. I was seeing things on the road with the Stones I'd never even read about."

"What it did was totally convince me that I don't know how people grow up without Christ. It is just too hard."

Her performances on such albums as "Talking Book" and "Songs In The Key Of Life" (as well as earlier singles on the Chicago-based Toddlin' Town Records) convinced CBS to record a Williams solo album in 1976. She says she knew right then what she wanted to do.

"My producer was Maurice White, and I told him that I'd grown up singing in the choir and I'd always wanted to record a gospel song like 'Somebody's Watching,'" she says. "I also told CBS I wanted to record a gospel album someday. They said, 'Yeah, sure, sure,' but never thought I was serious. Funny thing was, Philip Bailey was over there saying the same things. I don't think CBS thought I'd go on to record a gospel song on every album after that, either, but I did."

Firms Still Strong On Music Product Tapes Sell Well When Cross-promoted

This is the first of a two-part series exploring the status of music video. Next week, we will look at record companies that have started their own video labels.

BY JIM BESSMAN

NEW YORK Now that home video manufacturers have come to realize that the original high expectations for music video software are unrealistic, they seem better prepared to make the most of this genre's potential.

Marketing tie-ins with record companies are becoming more and more commonplace, with suppliers learning that "selective" new releases, when promoted alongside corresponding audio product and artist tours, can do extremely well. Also, many vendors are seeing rejuvenated sales of catalog titles. This produces two positive effects: It reinforces vendors' healthy outlook for the genre and prompts them to make older titles available at attractive prices.

HBO Video, for example, recently completed a two-month music video catalog promotion that involved the company's top dozen \$19.95 catalog titles as well as two other titles—"The Harder They Come" and "The Kids Are Alright"—which were reduced to that price point.

According to Ellen Stolzman, HBO's vice president of marketing, nontheatrical programming, and alternative distribution, the retailer-oriented, "buy one, get one free" promotions resulted in "substantial" sales increases for the specified titles.

Michael Holzman, Sony Video Software Co.'s VP of sales, says that Sony will implement a "very aggressive price-reduction program" this fall geared both to expanding catalog sales and enticing major retail chains who are members of the National Assn. of Recording Merchandisers into committing to music video instead of just "dabbling" in it as a result of high price points.

He further points to the legs on Sony's 2-year-old "Bon Jovi" tape as a supporting factor in his belief that music cassette sales may yet "explode."

"It just refuses to quit, and it continues to sell at big, big levels," says Holzman of "Bon Jovi."

Ken Ross, director of nontheatrical product for CBS/Fox Home Video, also cites Sony's "Bon Jovi" tape along with his company's "Billy Joel

Live In Long Island" as evidence that sales of music video catalog are "very healthy."

"What Sony sees with 'Bon Jovi' we see with 'Billy Joel Live,' with all the notoriety of his trip to Russia," says Ross. The Joel program was originally released in January 1984. "It comes down to having the right title at the right time," he says.

Ross says this strategy also applies to new releases, for which timing is of the utmost importance. "Secondary or ill-timed product doesn't do well," he says. "So we're being really selective with what we put out and careful with its timing, and we're finding that the good titles are selling at a healthier pace than in the past."

At CBS/Fox, timing and tie-ins with record companies go hand in hand. "Without a cross-promotional tie-in you don't have a shot in this business," Ross continues, singling out Judas Priest's "Live" and the Beastie Boys' self-titled tape as recent releases that have benefited immensely from record company support in conjunction with current album product.

"We had a totally integrated campaign behind Priest with Columbia Records where every single thing we did with the tape and everything they did with the record reinforced each other," says Ross, noting that the tape and the like-titled album

were released simultaneously. "Beastie Boys," since it was a new artist, obviously followed the album. But the phenomenal success of the album led to the home video, which came out in time for the group's national tour with Run-D.M.C."

HBO's Stolzman also regards touring as a plus in terms of record company cross-promotion and says that the recently released Tina Turner tape "Break Every Rule" will no doubt benefit by such tie-ins during her current U.S. tour.

MCA Home Video director of new product development Suzie Peterson, whose company just released "The Doors Live At Hollywood Bowl," says that the simultaneous release of Elektra Records' EP of the same name is noteworthy.

"It's very unusual because we're two separate companies," she says. "We don't even have a distribution alliance, but we're tying in everything we can think of in promoting the video, the EP, and Doors compact disks on the 20th anniversary of 'Light My Fire' and the unveiling of their star on the Hollywood Walk of Fame. We even sent the [surviving] Doors to New York to do publicity and joint interviews with Elektra. So all configurations of new Doors video and audio product should have a high profile with retailers."



The Magic Of Video. Earvin "Magic" Johnson, center, holds a copy of "The Drive For Five," a video that chronicles the Los Angeles Lakers 1986-87 season on and off the court. The CBS/Fox Video Sports title, which was released recently, has a list price of \$19.98. The video was produced by NBA Entertainment. With Johnson are Don Sperling, executive producer/NBA Entertainment, left, and Ken Ross, director of sports programming for CBS/Fox Video Sports.

newsline...

PLAYBOY VIDEO is set to release its 1988 "Playmate Video Calendar" in September, the second release in the series. The same 12 playmates featured on the annual Playboy calendar are highlighted on the 60-minute, \$24.95 tape. In October, Playboy is also releasing "Fantasies," a 60-minute, \$59.95 "ambiance video" with dreamlike segments aimed at both men and women.

NEW WORLD AND EMPIRE ENTERTAINMENT have inked an output deal whereby New World will release selected titles in the U.S. on the Empire Video label. Summer 1988 is slated for the first release, "Prison," a Frank Yablans film that has just been completed for the theatrical market. Four-year-old Empire is chaired by Charles Band.

THE AIDS CRISIS has begun to prompt consciousness-raising tapes. Jim Silverman, former head of Continental and now president of Apex Productions, has developed "Safer Sex For Men And Women: How To Avoid Catching AIDS." The 60-minute production, which has been picked up by Prism for distribution, features actress Morgan Fairchild and two medical authorities, Drs. Michael Gottlieb and Laura Schlesinger. The talk-show-style format features segments with actors suggesting ways to discuss the subject with a potential partner or spouse. The tape is priced at \$29.95, and street date is Oct. 21.

FRIES HOME VIDEO has picked up "Wish You Were Here," which is being distributed theatrically in the U.S. by Atlantic Releasing. The film won the International Critics Award at this year's Cannes Film Festival. Fries is planning a cassette release in the first half of 1988.

EDUCATIONAL VIDEO is coming next from Concord, which plans to release "The Concord Children's Encyclopedia," a series of 30 titles. The first six cassettes, priced at \$12.95 each, are due Sept. 30.

HANNA-BARBERA'S BIBLE SERIES will now flow through more traditional video distribution, the result of a mass merchandising pact with Magic Video. The deal also calls for Best Film & Video to distribute to video specialty stores. The six tapes have sold more than 850,000 copies, according to Hanna-Barbera, with distribution through religious channels.

KEY VIDEO REDUCES the price of Spotlight I and II titles to \$19.98, bringing it in line with Spotlight III. A total of 61 classic films are being offered at that price point through Dec. 31.

Fueled By Classical, Rock, Jazz Laserdisk Sales Climb

NEW YORK As the home video marketplace awaits the launch of compact disk video, sales of video on the existing laserdisk format appear to be on an upswing.

"We had one of our best months ever in new release sales and catalog in June," says Ron Rich, vice president of Pioneer Artists, LaserDisc Corporation of America's laserdisk music video label. "We're up 40% over last year in music product, and aside from machine sales, that's due to the greater awareness of CD/laser technology and the big CD push."

Rich, whose company releases classical, rock, and jazz product, says that June was a good month for opera titles and especially for Janet Jackson's "Control," which includes two clips not available on

the corresponding videocassette version. He adds, however, that his jazz catalog also performed very well because the jazz consumer fits the "up-scale demographic" of the laserdisk consumer.

In addition to new pop releases from Tina Turner and the Police, Rich is particularly excited about a fall Charlie Parker retrospective tying in with Sony's videocassette release and a Parker book by jazz critic Gary Giddins.

He points out that there is a stronger emphasis now on speeding up laserdisk releases to coincide with the videocassette versions and feels that the advent of CDV will spark greater consumer awareness of the entire laser video market.

Embassy Logo Changed To Nelson

LAS VEGAS Embassy Home Entertainment has been renamed Nelson Entertainment. The first videocassette with the Nelson logo will be the fall release of Michael Caine's "The Whistle Blower."

Three current Embassy promotions—Real Deals, Cheap Chills, and lower-price classics—will remain intact through the first quarter of 1988, according to Rand Bleimeister, executive vice president.

Nelson Entertainment bought Embassy Home Entertainment from the Coca-Cola Co. in the fall. At that time, Nelson pacted with Coca-Cola for a 12-20 film production/acquisition deal. Nelson also has agreements with Helmdale Releasing and Helmdale Films.

The significance of the Nelson presence, according to Reg Childs, president, will be the company's ability to produce 16-18 A titles a year,

each with potential cassette sales of 80,000-100,000. Previously, Embassy has relied on acquisitions for A product.

Future blockbuster product may be priced at \$89.95, says Childs.

Among upcoming films that Nelson will have cassette rights to are "The Princess Bride," "Destiny," "The Whales Of August," "Hope And Glory," "Switching Channels," "Backfire," and "Dreamers."

S-VHS May Compel HDTV Advances Broadcast TV Eyes High-Resolution Systems

A biweekly column focusing on produces, trends, and developments in the hardware industry.

BY MARK HARRINGTON

AN INTERESTING SIDELIGHT to the introduction of Super VHS is that it has the television broadcast industry quivering in its booths. Think about it. Consumers with a spare grand can visit their local consumer electronics store and pick up a VCR that will play back with more picture clarity than any network broadcast. By November, when the first S-VHS camcorders hit the streets, consumers will be able to buy cameras that record images with more attention to detail than the bulkiest TV camera.

Perhaps the only factor broadcasters have on their side is the intentional lethargy of the prerecorded software industry, which has yet to embrace S-VHS publicly. Until S-VHS movies are released, consumers with the new high-resolution recorders will have content themselves by making better recordings than the networks can. S-VHS records at more than 400 lines of horizontal resolution, compared with broadcast TV's 330 lines. Unveiled in Japan in January, S-VHS machines were shown in the U.S. for the first time in May and were on dealer shelves by the end of July.

Their sudden introduction and release may prod broadcasters into giving more urgent consideration to the implementation of high-definition TV.

Although it has been around for years, HDTV has been stalled in the U.S. by the burdensome prospect of replacing current equipment. Some approaches would require not only drastic revamping of broadcast

equipment but of consumer equipment as well because they wouldn't be compatible with the U.S. broadcast standard, NTSC (National Television System Committee).

Other systems would require two broadcast channels to deliver high-definition images, an approach criticized as wasteful in view of tight air space.

But there may be an alternative. A system introduced in 1986 and successfully tested this year is purported to deliver double the resolution of the current broadcast system while remaining compatible with NTSC. In other words, while consumers would need to buy a new, expensive TV to receive the high-definition signal, they could still receive standard TV on today's sets if they didn't want high definition.

"It would not require an uprooting of the current system," says Richard Iredale, president of Del Rey Group, a California-based research firm that developed high-definition NTSC TV. "It would be analogous to the '50s introduction of color TV. There were a million black-and-white sets in homes, and the industry insisted the system be compatible, which color TV was."

In contrast, Iredale says, "Most of the researchers working on HDTV are in Japan. And they're working on a system that has nothing in common with conventional TV. In other words, Japanese developers are hoping that consumers will be motivated to buy a new \$5,000 TV set and satellite dish in order to take advantage of high-definition color TV."

Del Rey's system uses a technique called TriScan, which digitally encodes high-definition images that are then decoded by receivers in a new generation of TV sets. Because S-VHS doesn't proportionately boost vertical resolution as it does horizontal resolution, it doesn't even compare to HD-NTSC, Iredale

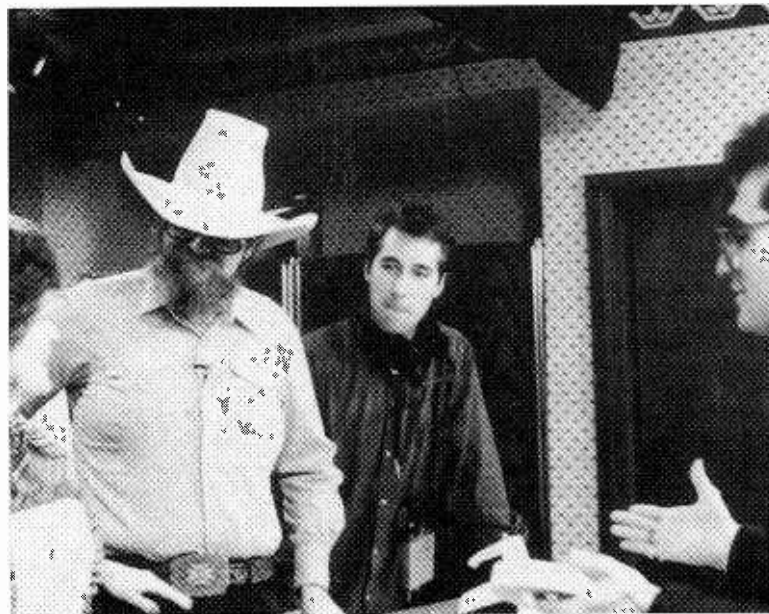
says.

He speculates that HD-NTSC sets would initially cost \$500-\$1,000 more than current large-screen sets, though he expects prices will come down after circuitry is mass produced. After that, most of the cost would have to do with larger, more complex screens and bigger TV cabinets.

Broadcasters would need to buy new encoders at a "nominal" cost to deliver the signals, plus a Telecining machine to convert 35mm film to high-definition video.

Iredale admits his system doesn't quite match the picture quality of the HDTV system under development in Japan, though he says it isn't far off. Called MUSE (for multiple subnyquist sampling encoding), the Japanese system delivers more than 1,000 lines of resolution. Iredale contends that only about 700 of the scanning lines actually go to improving the picture.

(Continued on page 60)



Country Cookin'. Charlie Daniels, with hat, confers with his wife, Hazel, during the taping of "Cooking With Country Music Stars." The 60-minute video, slated for release by International Video Entertainment on Sept. 17 (list price \$19.95), features eight country music personalities sharing their favorite recipes. With the Daniels are, executive producer John Persico, right, and director Spencer Thorton. (Photo: Guy D'Alama)

FOR WEEK ENDING AUGUST 29, 1987

Billboard

©Copyright 1987, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

TOP MUSIC VIDEOCASSETTES™

THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Type	Suggested List Price
1	3	31	BON JOVI-BREAKOUT ▲	★★ NO. 1 ★★ Polygram Music Video-U.S. Sony Video Software 95W50030	Bon Jovi	1985	SF	14.95
2	4	5	VITAL IDOL	Chrysalis Records, Inc. Vestron Music Video 1204	Billy Idol	1987	LF	19.98
3	9	3	THE DOORS: LIVE AT THE HOLLYWOOD BOWL	The Doors Video Company MCA Home Video 80592	The Doors	1987	C	24.95
4	2	11	KISS EXPOSED ●	Polygram Records Inc. Polygram Video 440-041-489-3	Kiss	1986	LF	29.95
5	1	9	R.E.M. "SUCCUMBS"	A&M Records Inc. A&M Video 61710	R.E.M.	1987	LF	19.98
6	6	37	MOTLEY CRUE UNCENSORED ▲	Elektra/Asylum Records Elektra Entertainment 40104-3	Motley Crue	1986	LF	19.98
7	5	7	BEASTIE BOYS	CBS Video Music Enterprises CBS-Fox Music Video 5171	Beastie Boys	1987	SF	19.98
8	13	11	PRIEST LIVE	CBS Video Music Enterprises CBS-Fox Music Video 5134	Judas Priest	1986	C	24.98
9	8	91	U2 LIVE AT RED ROCKS	Island Records Inc. MusicVision 6-20613	U2	1984	C	19.95
10	7	61	THE #1 VIDEO HITS ▲◆	Arista Records Inc. MusicVision 6-20631	Whitney Houston	1986	SF	14.95
11	11	7	ONE VOICE	Barwood Films Ltd. CBS-Fox Music Video 5150	Barbra Streisand	1987	C	29.98
12	10	39	CONTROL-THE VIDEOS ●	A&M Records Inc. A&M Video 6-21021	Janet Jackson	1986	SF	12.95
13	15	13	KATE BUSH THE WHOLE STORY	Picture Music Intl. Sony Video Software R0567V	Kate Bush	1987	LF	29.95
14	18	3	RUN-D.M.C.	Profile Profile Video 101	Run-D.M.C.	1987	SF	19.95
15	12	37	LIVE WITHOUT A NET ▲	Warner Bros. Records Warner Reprise Video 38129	Van Halen	1986	C	29.98
16	16	5	RIDIN' ON THE FREEWAY	Arista Records Inc. MusicVision 6-20755	Aretha Franklin	1987	SF	19.95
17	19	3	BREAK EVERY RULE	HBO Video TVR9940	Tina Turner	1987	C	19.95
18	14	7	A HAPPENING IN CENTRAL PARK	Barwood Films Ltd. CBS-Fox Music Video 3520	Barbra Streisand	1967	C	29.98
19	17	47	STARING AT THE SEA	Elektra Records Elektra Entertainment 40101	The Cure	1986	LF	24.98
20	RE-ENTRY		GENESIS LIVE: THE MAMA TOUR	Picture Music Intl. Atlantic Video 50111-3-5	Genesis	1986	C	24.98

● Recording Industry Assn. of America gold certification for theatrical films, sales of 75,000 units or suggested list price income of \$3 million (30,000 or \$1.2 million for nontheatrical made-for-home-video product; 25,000 or \$1 million for music video product). ▲ RIAA platinum certification for theatrical films, sales of 150,000 units or suggested list price income of \$6 million (60,000 or \$2.4 million for nontheatrical made-for-home-video product; 50,000 units or a value of \$2 million for music video product). Titles certified prior to Oct. 1, 1985, were certified under different criteria. ◆ International Tape Disc Assn. certification for a minimum sale of 75,000 units or a dollar volume of \$3 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. SF short-form. LF long-form. C concert. D documentary.

Chace Offers Mono Film To Stereo Vid Conversion

LOS ANGELES Chace Productions here, a firm specializing in audio for video, film, and broadcast, has come up with a low-cost technique for converting monaural film to stereo video.

Home video suppliers, such as Warner Bros., CBS/Fox, and Paramount, have been using the system when they release catalog titles to take advantage of the new breed of consumer stereo hardware, says Rick Chace, president and inventor of the technique.

Chace says he has converted nearly 40 titles, including "Dirty Harry," "Magnum Force," "The Outlaw Josey Wales," "Harold And Maude," "Planet Of The Apes," and "Bullitt." Future commitments, he says, call for conversions of another 40 titles.

The process costs between

\$7,000 and \$20,000, depending on how sophisticated the special effects are. That's about one-third the cost, Chace says, of simulated stereo techniques that might be used during movie postproduction or of using three microphones during actual production. He says that only about 1,000 true stereo films have ever been made.

The Chace Stereo Surround Process uses a computer program Chace wrote in assembly language on an Apple, along with a surround processor. The stereo, programmed frame by frame, is mono compatible and can be heard on all home and theatrical surround decoders.

The idea, says Chace, was partly an outgrowth of his involvement with local television station KTLA's stereo broadcast efforts.

EVERYBODY WILL BE THERE!

**SO REGISTER TO ATTEND, AND ENTER YOUR
SPECIAL-INTEREST, NON-THEATRICAL VIDEOS NOW!**

WHERE?

THE FIRST AMERICAN VIDEO CONFERENCE AND AWARDS CEREMONY
incorporating Billboard's Ninth Annual Video Music Conference and Awards
at the Hollywood Roosevelt Hotel in Los Angeles

WHEN?

November 19-21, 1987

SPONSORS?

The American Film Institute and Billboard

THE AGENDA?

Two full days of concurrent seminars and panels covering all aspects of special-interest video production and marketing. From conceptualizing to funding to distribution to sales to profits. Plus a separate series of panels devoted to music video production, programming and promotion

DINNER?

You bet! A Gala Awards Banquet honoring the best and most distinctive achievements in EVERY non-theatrical video genre, including: drama, comedy, documentary, biography, educational, how-to, health/fitness, children, sports, cultural, videoart, travel, games, interactive . . . and a special presentation of Billboard's ninth annual Video Music Awards

CALL TODAY!

for competition entry details and registration forms

212-722-2115

S-VHS COULD COMPEL HDTV ADVANCES

(Continued from page 58)

On top of its better picture and a level of backward compatibility, Del Rey's system would offer digital sound while eliminating line flicker and dot crawl common to most conventional receivers, Iredale says.

The first HD-NTSC prototypes are due out in 1988, and TV sets could be on the market in the early '90s.

But Iredale says, "There's still a lot of work to be done on the system," adding that there are numerous competitors that offer varying degrees of compatibility with the

current system.

"There are a number of systems out there but they don't offer the mix of features that ours does, especially with compatibility."

But he says a "let-the-market-place-decide" attitude on the part of regulatory agencies could make the path easier for HD-NTSC.

Meanwhile, Iredale says he'll keep an eye on American reception of S-VHS to test the marketability of HD-NTSC. "I'm curious to see how the American consumer receives it," he says.



Le Parc offers you a great luxury suite even when your budget affords a good hotel room.

At Le Parc Hotel we believe in business. And good value is good business. All 154 luxury suites at Le Parc come equipped with multi-lined telephone systems. Each suite provides for a comfortable conversation/entertainment center separate from the sleeping area. And, if your in-suite facilities still aren't sufficient for your company, our conference rooms and multi-lingual staff are there to run things your way.



We also believe in relaxation. That's where the rooftop tennis court comes in, and the swimming pool, the spa, the gym, the private restaurant/bar and the in-suite gourmet food service.

Good business also dictates a good location. Ours is excellent: a quiet residential street at Melrose and La Cienega, immediately adjacent to

Beverly Hills. The recording, movie and design industries are our neighbors and downtown is only 20 minutes away.

Le Parc is a member of L'Ermitage Hotels. Our flagship Beverly Hills hotel, L'Ermitage, is the only all-suite Five Star, Five Diamond hotel in America.

All five L'Ermitage hotels are intimate, luxury, all-suite hotels and share the L'Ermitage standards of quality and service.

Contact your travel agent or call us directly. You'll find out how comfortable good business can really be.

LERMITAGE HOTELS, 800-424-4443

MONDRIAN BEL AGE
LE PARC L'ERMITAGE LE DUFY
A Collection of Originals.SM
Outside the USA and Canada Telex 495516 LEGG

FOR WEEK ENDING AUGUST 29, 1987

Billboard

©Copyright 1987, 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, Manufacturer, Catalog Number	Principal Performers	Year of Release	Rating	Suggested List Price
1	NEW ▶		CROCODILE DUNDEE	Paramount Pictures Paramount Home Video 32029	Paul Hogan	1986	PG	29.95
2	1	45	JANE FONDA'S LOW IMPACT AEROBIC WORKOUT ▲	Lorimar/LightYear Ent. Lorimar Home Video 070	Jane Fonda	1986	NR	39.95
3	2	23	TOP GUN	Paramount Pictures Paramount Home Video 1629	Tom Cruise Kelly McGillis	1986	PG	26.95
4	3	32	CALLANETICS ▲ ◆	Callan Productions Corp. MCA Home Video 80429	Callan Pinckney	1986	NR	24.95
5	4	11	HERE'S MICKEY!	Walt Disney Home Video 526	Animated	1987	NR	14.95
6	5	95	JANE FONDA'S NEW WORKOUT ▲	Lorimar/LightYear Ent. Lorimar Home Video 069	Jane Fonda	1985	NR	39.95
7	6	5	THE COLOR PURPLE	Warner Bros. Inc. Warner Home Video 11534	Whoopi Goldberg Oprah Winfrey	1985	PG-13	89.95
8	7	62	KATHY SMITH'S BODY BASICS ▲	JCI Video Inc. JCI Video 8111	Kathy Smith	1985	NR	29.95
9	15	89	KATHY SMITH'S ULTIMATE VIDEO WORKOUT ▲	JCI Video Inc. JCI Video 8100	Kathy Smith	1984	NR	29.95
10	8	43	SLEEPING BEAUTY	Walt Disney Home Video 476	Animated	1959	G	29.95
11	10	13	PLAYBOY VIDEO CENTERFOLD #5 PLAYMATE OF THE YEAR	Lorimar Home Video 059	Donna Edmonson	1987	NR	12.95
12	23	24	KATHY SMITH'S TONEUP ▲	JCI Video Inc. JCI Video 8112	Kathy Smith	1986	NR	29.95
13	9	11	HERE'S DONALD!	Walt Disney Home Video 527	Animated	1987	NR	14.95
14	12	2	BLACK WIDOW	CBS-Fox Video 5033	Debra Winger Theresa Russell	1986	R	89.98
15	11	10	DISNEY SING-ALONG SONGS: HEIGH HO!	Walt Disney Home Video 531	Animated	1987	NR	14.95
16	28	3	BILL COSBY: 49	Kodak Video Programs 8118705	Bill Cosby	1987	NR	19.95
17	30	4	THE DOORS: LIVE AT THE HOLLYWOOD BOWL	The Doors Video Company MCA Home Video 80592	The Doors	1987	NR	24.95
18	NEW ▶		THE THREE AMIGOS	Orion Pictures HBO Video 0007	Steve Martin Chevy Chase	1986	PG	89.95
19	17	93	STAR TREK III-THE SEARCH FOR SPOCK	Paramount Pictures Paramount Home Video 1621	William Shatner DeForest Kelley	1984	PG	19.95
20	14	91	BEVERLY HILLS COP	Paramount Pictures Paramount Home Video 1134	Eddie Murphy	1985	R	19.95
21	20	14	FROM RUSSIA WITH LOVE	CBS-Fox Video 4566	Sean Connery	1963	NR	19.98
22	22	11	KISS EXPOSED	Polygram Records Inc. Polygram Video 440-041-489-3	Kiss	1987	NR	29.95
23	16	4	THUNDERBALL	CBS-Fox Video 4611	Sean Connery	1965	NR	19.98
24	24	6	DORF ON GOLF ◆	J2 Communications J2-0009	Tim Conway	1987	NR	29.95
25	19	15	YOU ONLY LIVE TWICE	CBS-Fox Video 4601	Sean Connery	1967	NR	19.98
26	21	47	SCARFACE ▲	Universal City Studios MCA Home Video 80047	Al Pacino	1983	R	24.95
27	31	108	THE SOUND OF MUSIC ▲ ◆	CBS-Fox Video 1051	Julie Andrews Christopher Plummer	1965	G	29.98
28	27	10	HERE'S GOOFY!	Walt Disney Home Video 529	Animated	1987	NR	14.95
29	RE-ENTRY		DR. NO	CBS-Fox Video 4456	Sean Connery	1962	NR	19.98
30	36	5	THE GOLDEN CHILD	Paramount Pictures Paramount Home Video 1930	Eddie Murphy	1986	PG-13	79.95
31	35	8	LITTLE SHOP OF HORRORS	Warner Bros. Inc. Warner Home Video 11702	Rick Moranis Ellen Greene	1986	PG-13	89.95
32	NEW ▶		ON HER MAJESTY'S SECRET SERVICE	CBS-Fox Video 4604	George Lazenby Diana Rigg	1968	PG	19.98
33	RE-ENTRY		A VIEW TO A KILL	CBS-Fox Video 4730	Roger Moore Grace Jones	1985	PG	19.98
34	32	88	STAR WARS	CBS-Fox Video 1130	Mark Hamill Harrison Ford	1977	PG	29.98
35	13	20	A WEEK WITH RAQUEL	Total Video, Inc. HBO Video TVA9965	Raquel Welch	1987	NR	29.95
36	39	41	THE EMPIRE STRIKES BACK ▲	CBS-Fox Video 1425	Mark Hamill Harrison Ford	1980	PG	29.98
37	29	72	ALIEN ▲ ◆	CBS-Fox Video 1090	Sigourney Weaver Tom Skerritt	1979	R	29.98
38	18	11	WINNIE THE POOH AND A DAY FOR EYORE	Walt Disney Home Video 65	Animated	1983	NR	14.95
39	25	108	PINOCCHIO ◆	Walt Disney Home Video 239	Animated	1940	G	29.95
40	26	2	ONE VOICE	Barwood Films Ltd. CBS-Fox Video 5150	Barbra Streisand	1987	NR	29.98

● Recording Industry Assn. of America gold certification for theatrical films, sales of 75,000 units or suggested list price income of \$3 million (30,000 or \$1.2 million for nontheatrical made-for-home-video product; 25,000 or \$1 million for music video product). ▲ RIAA platinum certification for theatrical films, sales of 150,000 units or suggested list price income of \$6 million (60,000 or \$2.4 million for nontheatrical made-for-home-video product; 50,000 units or a value of \$2 million for music video product). Titles certified prior to Oct. 1, 1985, were certified under different criteria. ◆ International Tape Disc Assn. certification for a minimum sale of 75,000 units or a dollar volume of \$3 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. SF short-form. LF long-form. C concert. D documentary.

VIDEO REVIEWS

This column offers a critical look at recent nontheatrical video releases. Suppliers interested in seeing their cassettes reviewed in this column should send VHS cassettes to Al Stewart, Billboard, 1515 Broadway, New York, N.Y. 10036. Please include the running time and suggested retail price.

"Janet Jackson: Control Part II," A&M Records Video, 30 minutes, \$19.95.

Remember how much fun it used to be to watch Michael Jackson—before he was stricken with overexposure? Well, good news. There's someone out there who offers the best of Michael without the overkill—and with possibly more all-around appeal. In a collection of three music videos, sister Janet proves she's in control of her career, her mind, and her body.

The piece opens with Jackson's search for independence, winding up in a pseudo-live concert, where she performs "Control," the title track from her successful album. It then segues into "Let's Wait Awhile" in black-and-white, for a classic boy/girl if-you-loved-me-you-would-conflict. The finale finds Jackson looking sleeker than usual, as she dances her bad self through the tight tracks of "The Pleasure Principle."

All in all, it's a pleasant dose of music television. Jackson is definitely hot and proves here she's nobody's kid sister.

COLLEEN TROY

"The Sleep Tape," Simon and Schuster Video, 41 minutes, \$19.95.

This instructional program promises sales on the basis that one out of three Americans have trouble sleeping. We don't quibble with that statistic, but it's probably safe to assume that most insomniacs are already aware of the advice that's offered here.

Seriously, do we really need to shell out \$20 to find out that noise disrupts slumber, and thus, people who live near airports should consider ear plugs? Or that the ingestion of caffeine late in the day might make it difficult to fall asleep? But such is the counsel offered here, along with a couple of programmed relaxation routines. The tape concludes with a montage of outdoor scenes—accompanied by a meandering piano—which is more inclined to bore viewers than send them to dreamland.

GEOFF MAYFIELD

"I Live For Art—Tosca," Kultur, 90 minutes, \$39.95.

Title translates from the famed aria "Vissi d'arte" from Puccini's "Tosca." As host of this unique program, baritone Robert Merrill speaks informally with some of the most celebrated sopranos of today and yesteryear, all of whom were outstanding Toscas in their time. In the process, they share sharp insights into the technique of singing and the rigorous discipline and self-denial demanded of the serious per-

(Continued on next page)

BLOODY GOOD DEALS FROM LORIMAR

- Scream for Help #403 \$19.95
- Bloodsuckers from Outer Space #342 \$19.95
- Trick or Treat #416 \$79.95
- Monster in the Closet #758 \$79.95
- Mazes and Monsters #355 \$19.95
- The Comeback #374 \$19.95
- Masks of Death #402 \$19.95
- Honeymoon #417 \$79.95

This Halloween stock up on Lorimar Home Videos, and you're in for a special treat. Because with every six combined units of "Trick or Treat" and "Monster in the Closet" you buy, you'll receive any one of our specially priced videos, absolutely free.

"Trick or Treat" is last year's major motion picture Halloween smash hit, now on video. A mesmerizing rock 'n' roll horror adventure, starring "Family Ties" Marc Price. With special guests rock superstars Ozzy Osbourne and Gene Simmons.

Lloyd Kaufman and Michael Herz present a Troma Team release, "Monster in the Closet" an entertaining horror spoof for the whole family in the grand tradition of "Creep Show." From the producers of the smash hit "Toxic Avenger." Starring John Carradine, Claude Akins and many more.

And from now until October 31st you can also purchase any of our other specially priced spine-tingling features for just \$19.95, each. ("Honeymoon" not included.)

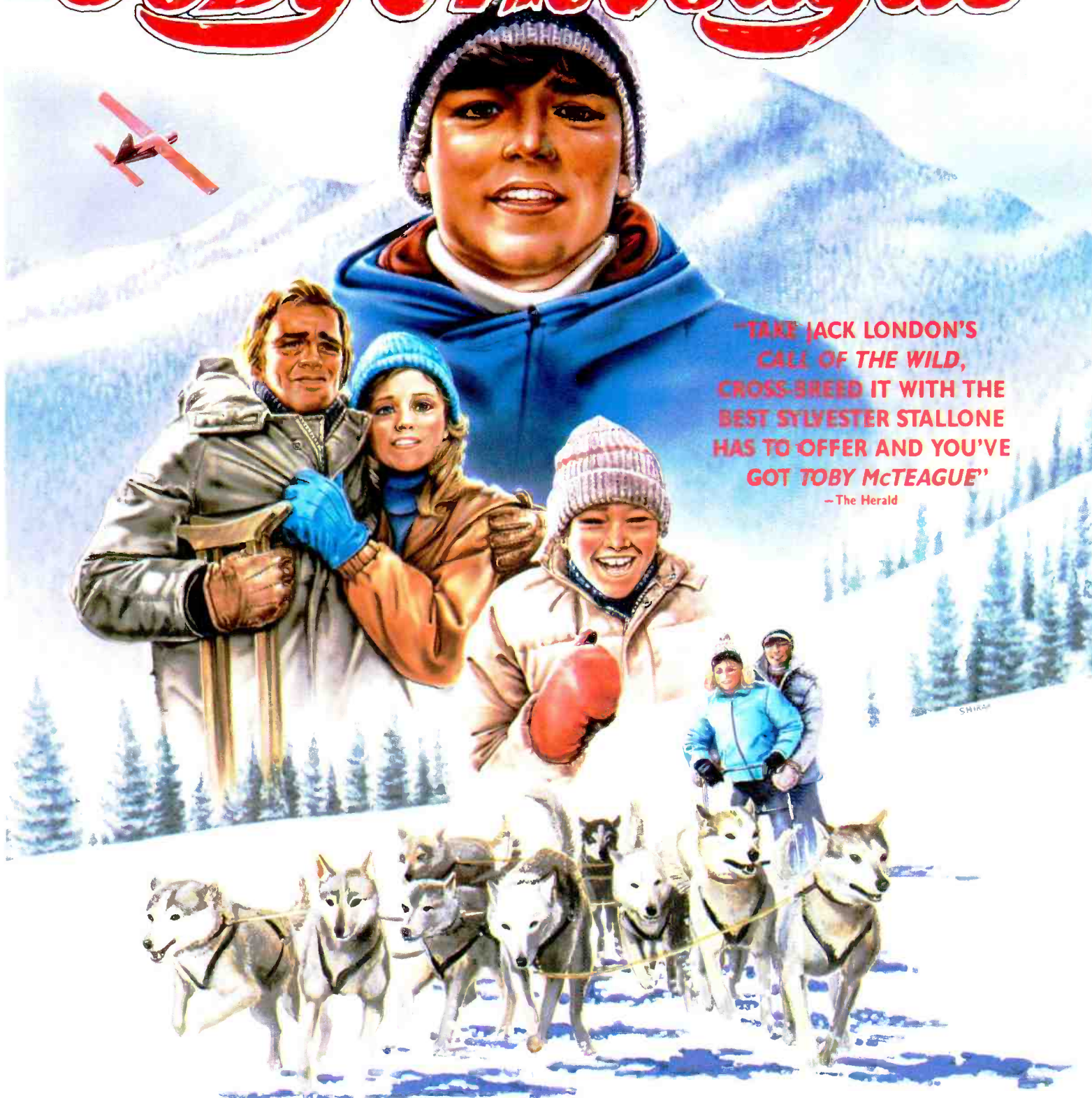
Call your local distributor for details on Lorimar's Halloween Specials, and place your orders today. You'll save a bloody fortune.

Pre-order Date: 9/24/87 **LORIMAR HOME VIDEO** Street Date: 10/14/87

Available on VHS, Beta and Laser Videodisc. Exclusively distributed by Lorimar Home Video. F.O.P. Hotline 1-800-624-2694. Inside California 1-714-474-0355. Also available in Canada. F.O.F. Hotline in Canada 1-800-387-7104. © 1987 Lorimar Home Video. All Rights Reserved.

A WONDERFUL ADVENTURE FOR THE ENTIRE FAMILY!

Toby McTeague



**"TAKE JACK LONDON'S
CALL OF THE WILD,
CROSS-BREED IT WITH THE
BEST SYLVESTER STALLONE
HAS TO OFFER AND YOU'VE
GOT TOBY McTEAGUE"**

—The Herald

FILMLINE INTERNATIONAL, INC. PRESENTS TOBY McTEAGUE

Starring

WINSTON REKERT YANNICK BISSON

TIMOTHY WEBBER • ANDREW BEDNARSKI • STEPHANIE MORGENSTERN • LILIANE CLUNE

Photography RENE VERZIER Executive Producers PIETER KROONENBURG and DAVID PATTERSON



Screenplay by JEFF MAGUIRE • DJORDJE MILICEVIC • JAMIE BROWN Music by CLAUDE DEMERS Editing by YVES LANGLOIS

Produced by NICOLAS CLERMONT Directed by JEAN-CLAUDE LORD

Produced with the participation of TELEFILM CANADA and LA SOCIETE GENERALE DU CINEMA DU QUEBEC in association with SOCIETE RADIO-CANADA and the CANADIAN BROADCASTING CORPORATION © 1986 INTERNATIONAL SPECTRAFILM DISTRIBUTION, INC.

hi-fi
MONO

spectrafilm

AVAILABLE ON VIDEOCASSETTE AND LASER VIDEODISC OCTOBER 7, 1987



A NELSON ENTERTAINMENT COMPANY

Artwork and Design © 1987 Charter Entertainment® 1901 Avenue of the Stars, Los Angeles, CA 90067 Printed in U.S.A. To add your name to Charter's POP retail list call 1-800-323-4767

VIDEO REVIEWS

(Continued from preceding page)

forming artist. No lectures, though. The insights come from the artists themselves, delivered with warmth and charm.

Some 15 sopranos participate, from the legendary Eva Turner (91 at the time of filming), to Kiri Te Kanawa, whose recording of the Tosca role has only recently been released. Among others featured—some in rare film-clip performances as well as in interviews—are Renata Tebaldi, Grace Bumbry, Licia Albanese, Montserrat Caballé, Galina Vishnevskaya, Leonie Rysanek, Lubja Welitsch, Dorothy Kirsten, Regine Crespin, and Birgit Nilson—who was Tosca to several generations of Cavaradossis from Gigli to Carreras—making for an honor roll of vocal achievers.

The cassette is a valuable (and entertaining) document for anyone interested in the voice and is an inspirational resource for students. In lesser hands such a project could become a tiresome, didactic exercise.

IS HOROWITZ

"Disasters: Anatomy of Destruction," Twin Tower, 70 minutes, \$39.95.

Disaster film star George Kennedy hosts this graphic and thoroughly depressing look at natural disasters and manmade catastrophes. Much of the footage is of hurricane, flood, tornado, and earthquake destruction. It also includes segments that depict the anguish and suffering of the people involved. Besides natural disasters, a grim look at the destruction that man is capable of inflicting on himself is presented, with graphic footage of the atomic bomb devastation of Hiroshima and a horrifying view of a Nazi concentration camps. Kennedy reminds the viewer throughout of the helplessness of man when pitted against the unpredictable forces of nature. The producers of this tape hope it will somehow "educate and prepare the audience in the case of an actual emergency," yet they offer no information or advice on ways to prepare or respond in the event of a catastrophe.

DOUG REDLER

"OperaFest," Video Artists International, 92 minutes, \$59.95.

This tape documents a gala concert celebrating the reopening of the Zurich Opera House. A host of artists participate in staged scenes or bare-stage solos, among them such international luminaries as Gwyneth Jones, Alfredo Kraus, Jose Carreras, Nicolai Ghiaurov, Lucia Popp, and Mirella Freni—the last mentioned shown in a moving rendition of the "Letter" scene from Tchaikovsky's "Eugene Onegin."

Highlights include a wildly humorous duet from "Don Pasquale," a romantic (and funny) duet from "Magic Flute," and a dramatic solo by basso Ghiaurov from Rossini's "Barber Of Seville." A busy Act IV from "Carmen" is less successful, despite the visual impact of hordes of extras that crowd the small Zurich stage.

Good pacing and stereo sound.

I.H.

(Continued on next page)

TOP SPECIAL INTEREST VIDEOCASSETTES SALES

THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Remarks	Suggested List Price
Compiled from a national sample of retail store sales reports.						
RECREATIONAL SPORTS™						
★★ NO. 1 ★★						
1	2	35	AUTOMATIC GOLF	Video Reel VA 39	Bob Mann's methods increase players' drive by 30 to 80 yards.	14.95
2	1	35	GOLF MY WAY WITH JACK NICKLAUS	Worldvision Enterprises Inc. 2001	Easy-to-follow guide for the beginning golfer.	84.95
3	9	7	DORF ON GOLF ♦	J2 Communications J2-0009	Tim Conway displays the fun-damentals of golf in this spoof of how-to's.	29.95
4	6	29	JOHN MCENROE AND IVAN LENDL: THE WINNING EDGE	Vestron Video 1022	Learn tennis secrets and tips from the world's two best players.	29.95
5	15	35	HOW TO PLAY POOL STARRING MINNESOTA FATS	Lorimar Home Video 018	The pool master reveals his secrets for shooting to win--every time.	19.95
6	3	7	ARNOLD PALMER: PLAY GREAT GOLF VOLUME 1	Vestron Video 2038	Mastering the Fundamentals focuses on the basic mechanics of golf.	39.98
7	10	29	MARTY HOGAN: POWER RAQUETBALL	Pacific Arts Video 598	Lessons include serving, returning, forehand, backhand & court strategy.	19.95
8	5	11	LITTLE LEAGUE'S OFFICIAL HOW-TO-PLAY BASEBALL BY VIDEO	Mastervision	Basic instructions for any aspiring young ballplayer.	19.95
9	4	25	GOLF LESSONS FROM SAM SNEAD	Selluloid/Adam R. Bronfman Star Video Productions	Golf's Grand Master demonstrates and explains every aspect of the game.	49.95
10	7	15	THE SUPERFIGHT-HAGLER VS. LEONARD	QMI Video Forum Home Video QMI-1	Features the fight in its entirety plus rare interview footage.	19.95
11	NEW▶		MIKE SCHMIDT STORY: THAT BALL'S OTTA HERE!	Rainbow Home Video	The Phillies' great displays his techniques for heavy-hitting.	24.95
12	8	13	THE BEST OF THE FOOTBALL FOLLIES	NFL Films Video	NFL's best and funniest football bloopers fill this compilation.	19.95
13	RE-ENTRY		JIMMY HOUSTON'S GUIDE TO BASS FISHIN'	United Entertainment, Inc.	How to find bass and locate them in unfamiliar waters.	29.95
14	NEW▶		GREATEST SPORTS LEGENDS: JULIUS IRVING	Congress Video	The life and career of one of pro basketball's greats.	14.95
15	11	9	DR. J'S BASKETBALL STUFF	CBS-Fox Video 5032	Highlights of Julius Erving's career as well as playing techniques are featured.	19.98
16	NEW▶		L.L. BEAN GUIDE TO FLY FISHING	Friendship II Productions	Bean and Dave Whitlock teach the basics of fly casting.	29.95
17	12	3	ARNOLD PALMER: PLAY GREAT GOLF VOLUME 2	Vestron Video 2039	More great tips from the master of golf.	39.98
18	14	35	JAN STEPHENSON'S HOW TO GOLF	Lorimar Home Video 147	Program addressing aspects of golf such as putting and tee shots.	29.95
19	17	35	BASS FISHING: TOP TO BOTTOM	3M/Sportsman's Video Leisure Time Video	Ricky Clunn shows how to fish at all depths plus casting techniques.	69.95
20	20	9	GOLF WITH AL GEIBERGER	Sybervision	Every element of golf is presented dozens of times to imprint perfection.	69.95
HOBBIES AND CRAFTS™						
★★ NO. 1 ★★						
1	3	13	YES YOU CAN MICROWAVE	JCI Video Inc. JCI Video 8200	Common-sense guide to the basics of microwave cooking.	29.95
2	2	35	CHEF PAUL PRUDHOMME'S LOUISIANA KITCHEN, VOL. 2	J2 Communications	How to prepare Cajun and Creole classics from scratch.	19.95
3	1	35	CHEF PAUL PRUDHOMME'S LOUISIANA KITCHEN, VOL. 1	J2 Communications	Unique techniques are revealed in this video on Cajun cooking.	19.95
4	RE-ENTRY		JULIA CHILD: MEAT	Random House Home Video	The preparation and carving of roasts, steaks, hamburger, and chops.	29.95
5	13	21	LAURA MCKENZIE'S TRAVEL TIPS-HAWAII	Republic Pictures Corp. H-7352-1	Visits to Oahu, Maui, Diamond Head, and Waikiki.	24.95
6	6	27	PLAY BRIDGE WITH OMAR SHARIF	Best Film & Video Corp.	Step-by-step bridge techniques and strategies.	34.95
7	14	29	THE VICTORY GARDEN	Crown Video	Planning, planting, maintaining, and harvesting of the home garden.	24.95
8	RE-ENTRY		VIDEO AQUARIUM	The Video Naturals Co.	For the fish lover whose time or bad luck makes owning live fish impossible.	19.95
9	4	7	MADE EASY-ELECTRICAL	Lorimar Home Video 073	This volume is designed to save homeowners money on simple repairs.	14.95
10	NEW▶		VIDEO FIREPLACE	The Video Naturals Co.	Relax in the glow of a flickering fire-right on the T.V. screen!	19.95
11	7	25	CHEERS! ENTERTAINING WITH ESQUIRE	Esquire Video ESQCH01	Esquire magazine presents this foolproof guide to giving great parties.	14.95
12	12	21	HUGH JOHNSON'S-HOW TO ENJOY WINE	Simon & Schuster Video Paramount Home Video	A definitive look at wine from cooking to decanting and buying.	29.95
13	9	3	DO-IT-YOURSELF: PLUMBING AND ELECTRICAL	D.I.Y. Video Corp.	Includes installation of bathroom and light fixtures.	19.95
14	5	29	JULIA CHILD: POULTRY	Random House Home Video	How to prepare the perfect chicken, holiday turkey, and special roast duck.	29.95
15	8	25	THIS OLD HOUSE	Crown Video	Numerous home repair and restoration ideas presented in an easy-to-do style.	24.95

♦ International Tape Disc Assn. certification for a minimum sale of 75,000 units or a dollar volume of \$3 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. SF short-form. LF long-form. C concert. D documentary.
Next week: Health And Fitness; Business And Education.

HOME VIDEO

VIDEO REVIEWS

(Continued from preceding page)

"Tall, Dark and Handsome: The Men of Chippendales," Celebrity Home Entertainment, 60 minutes, \$39.95.

Experts have postulated that women are not aroused by visual stimuli in the same way that men, generally, are. Therefore, what propels Penthouse across the retail counter doesn't necessarily do the trick for Playgirl. The founders of Chippendales, the females-only bastion of beef-cake and fantasy, are well aware of the differences.

That's why this look at a "typi-

cal" evening at the club focuses on more than muscle. Loosely structured around a trio of women and their night out, dance numbers are intermingled with their fantasies—as producers pander to their perception of the heartland homemaker's desires. The production quality is fairly good, and much of the video is shot in a fuzzy, clandestine style. But the subject is truly tiresome. If you've seen one male dancer gyrating his hips while an audience screams, you've seen them all.

C.T.

A BILLBOARD SPOTLIGHT

HORROR

VIDEO

SEPTEMBER IS HORROR MONTH

Scaring up sales in 4 issues!

SEPTEMBER 5 ISSUE . . . CLOSES AUGUST 21
 SEPTEMBER 11 ISSUE . . . CLOSES AUGUST 28
 SEPTEMBER 19 ISSUE . . . CLOSES SEPTEMBER 4
 SEPTEMBER 26 ISSUE . . . CLOSES SEPTEMBER 11

FOR AD DETAILS CONTACT:
 GENE SMITH, ASSOCIATE PUBLISHER
 (212) 764-7356;

AES Convention Set For Oct. 16-19 In New York

BY STEVEN DUPLER

NEW YORK The schedule for workshops and readings of technical papers has been set for the 83rd Audio Engineering Society conference, to be held Oct. 16-19 at the Hilton and Sheraton Centre hotels here.

Approximately 200 manufacturers have already reserved space for the show's exhibition area, with more still coming in, according to an AES representative, who says the society expects this convention to be the largest yet.

Randy Hoffner, chairman of the convention, says that the workshop program has traditionally been one of the best-attended segment. Because of this, more workshops have been added to the schedule than at prior AES meets.

The workshops will span 12 areas: disk-based audio editing; user interfaces for electronic music; techniques for subjective listening evaluation; sound reinforcement; transformers in audio; visual audio monitoring and metering; recording studio operations; motion picture sound; remote audio pickups and miking techniques for broadcast; sound in the theater and performing arts; educational; and tape recorder maintenance.

Some of the engineers and academicians who will direct the workshops are Bill Foster of Tape One, London; Dr. William Buxton of the Univ. of Toronto; Albert Grundy of the Institute for Audio Research, New York; Gregg Hanks of New York Technical Support; and Martin Polon, chairman, AES education committee.

AUDIO TRACK

NEW YORK

AT SECRET SOUND, Chuck Irwin co-produced and engineered the new **Morgana King** album for Muse Records. **Eric Behrend** assisted. **Ben Aronov** played keyboards, **Steve LaSpina** was on bass, **Warren Odze** was on drums, and **John Kaye** handled percussion on the project.

PolyGram's **Gerry Woo** recorded his new single "A Little Bit Of Heaven," written and produced by **Steve Broughton Lunt**, at 39th Street. **Rick Kerr** was at the console assisted by **Susan Fisher**.

The Alter Boys were in at **Unique** to finish mixing their album for **Big Time Records**. **Andy Sharniff** produced, **Peter Robbins** engineered, and **Matt Hathaway** assisted. Also, **David Broza** was in to record "Blood For Blood" and "Along The Hudson" for **Manhattan Records**. **Barbara**

Milne and **Jeff Lord Alge** engineered. **Quinn Batson** assisted. And **Richard Barone** of the **Bongos** completed tracks and mixing on his solo album for **GEM Records**. **Alge** engineered and **Frankie D** assisted.

LOS ANGELES

PRODUCER SKIP DRINKWATER was in at **Red Zone Studios** to record several tracks on **Chico DeBarge**. **Dave Bianco** engineered the **Motown** album project and **Steve Shepherd** assisted. Also in tracking **DeBarge's** new album were producer **Mitch McDowell** and engineer **Dave Jahnsen**. English artists **Imagination** worked on their **RCA** album project. The recording was handled by **Duncan Aldrich** with **Denis Degher** mixing. And **Steven Dubin** worked on tracking for **Tri Star's** upcoming feature film "Sweetheart's Dance."

Supertramp mixed their new **A&M** album in studio A at **Larrabee Sound**. Engineer **Tom Lord Alge** manned the console with the assistance of **Jeff Lorenzen**. **Rick Davies** produced.

At **Skip Saylor Recording**, **Morris Day** mixed his upcoming album for **Warner Bros**. **Taavi Mote** engineered and **Clif Jones** and **Joe Shay** assisted behind the board. The **Boys** and producer **Vincent Brantley** worked on tracks for **MCA Records**. **Mote** was at the desk assisted by **Jones** and **Patrick MacDougall**. And producer **Yves Dessca** recorded and mixed cuts with singer **Larry Hancock** for **Premiere Productions**. **Tom McCauley** engineered with second engineer **Shay**.

At **Capitol Studios**, **Joan Baez** and producer **Alan Abrahams** recorded, mixed, and mastered an album project for **Goldcastle Records**. **Charlie Paakkari** engineered. **Wally Traugott** mastered. And **Harry Belafonte** was in with producer **Hilton Rosenthal** to work on overdubs and mixing for an **EMI-South Africa** project. **David Belafonte**, **Paakkari**, and **Bobby Summerfield** engineered. Also, **Rosie Flores** tracked cuts for a **Warner Bros** album with producer **Pete Anderson**. **Dusty Wakeman** engineered, assisted by **Judy Clapp**. **Traugott** and **Eddy Schreyer** mastered.

The **Pandoras** and producer **Bill Drescher** were in studio A at **Village Recorder** mixing tracks for an Elek-

tra project. **Drescher** engineered, backed by **Rick Caughron**. And the **Dickies** tracked cuts with producer **Jim Faraci**. **Faraci** steered the board on the **Enigma** project with second engineer **Tom Biener**.

Audio Affects' new division, **Sync Busters**, which provides full rental service, setup, trouble-shooting, and techs for all synchronization needs, recently took its **Masterbeat** and technical support to **Sunset Sound** and synced up drums for **Prince's** new film. And **Audio Affects** shipped its **Mitsubishi X-86** digital two-track to **Mastering Lab** to accompany current projects for both **Kiss** and **Pink Floyd**.

OTHER CITIES

RUSSIAN HILL RECORDING in **San Francisco** saw work being done on recording of the musical score for the **Ed Pressman** film "Walker," directed by **Alex Cox** ("Repo Man" and "Sid And Nancy"). **Joe Strummer** (from the international group the **Clash**) was the film's composer. **Dick Bright** (orchestra leader at **SF's** **Fairmont Hotel**) assisted on arrangements and orchestrations. **Samuel Lehmer** engineered.

Radius was tracking upstate at **Calf Audio** in **Ithaca, N.Y.**, with owner/engineer **Al Grunwell**. Producing were **Grunwell** and **Howard Jones**. Lead vocalist for the as-yet-unsigned band is **Penney Davis**.

Jim Gardiner was in at **Live Oak Productions**, **Berkeley, Calif.**, to produce cuts on **Curtis Ohlson** for **Enigma Records**. **Ohlson** has scheduled **Branford Marsalis**, **Mark Russo**, **Rosie Gaines**, **Andy Narell**, and **Kenneth Nash** to appear on the album as special guests.

At **London Bridge Studios**, **Seattle** **Rick Fischer** produced and engineered tracks on **Agent Boy**. **Peter Barnes**, **Ed Brooks**, and **Matthew Sutton** assisted on the project. And **Pamela Moore** completed tracks on a three-song project, with **David Perry** producing.

In **Chicago**, funk/dance group the **Voyage Band** took over **Seagrape's** facilities to record its debut album for **Motown**. In addition to "Strange Situation," a 12-inch single previously released on **BEEB Records** and included on this new album, the band recorded 12 new tunes. **Tom Haban** and **Mike Konopka** split the engineering duties.

SOUND INVESTMENT

A weekly column spotlighting equipment-related news in the audio and video production, postproduction, and duplication industries.

NEW ENGLAND DIGITAL'S 10th birthday will be highlighted at the October **Audio Engineering Society** show in **New York** with several new product introductions that show **NED** is firmly committed to the "tapeless studio" concept the firm has been advocating for several years. First, **NED's** new stand-alone

Direct-To-Disk multitrack recorder will be displayed in 4-, 8-, and 16-track configurations. The hard-disk-based unit utilizes an incredible 100 kilohertz sampling rate with 16-bit resolution, with a maximum recording time of more than three hours. Editing is accomplished with a point-and-click mouse.

Also new for **AES** from **NED** will be several options for the **Synclavier** digital audio system, including an optical disk storage system providing a whopping two gigabytes of memory per disk.

DEEP IN THE HEART... of north **Dallas**—or, at least, right near the **Galleria**. That's where the newest pro facility in the city—**StudioStudio**, a 24-track setup costing about \$2.5 million to get off the ground—has opened. The **LEDE** control room is centered on a **Harrison 3232 Series** console, with 48 inputs and **Auto Set** automation. Tape machines are all **Sony/MCI**, including a **JH-24** multitrack and two **JH-110 2-tracks**. The studio area has both tiled and carpeted sections, with a 27-foot ceiling. A vintage 1910 **Mason & Hamlin 9-foot** grand piano is available. Contact **StudioStudio** at 214-960-0381.

SHORT TAKES: **Sheffield Audio Video Productions** in **Baltimore** has added a **Neve 8068 MK II** recording console to its remote audio production vehicle. The board was purchased from **Ircam Studios** in **Paris**.

Pro audio dealer Media Pro in **San Francisco** recently finished a number of installation projections, most notably, **Merle Haggard's** new studio in **Redding, Calif.** The facility includes a **Neotek Elite** automated console, and **Sony** digital 2- and 24-track recorders.

Back in **Dallas**, **Planet Dallas** has upgraded its control room, with some new gear and a redesign by **Carl Yanchar** of **Lakeside Associates** in **Los Angeles**. The room now houses custom **Lakeside** monitors; an **MCI 528 B** console with automation; **MCI 528 B** console with automation; **MCI 2- and 24-track** recorders; and new outboard gear.

Edited by **STEVEN DUPLER**

A BILLBOARD SPOTLIGHT

AUDIO VIDEO ACCESSORIES

ISSUE DATE: OCTOBER 24
AD CLOSING: SEPTEMBER 29

SALES ARE JUMPING FOR AUDIO/VIDEO ACCESSORIES OF ALL TYPES: FROM CARRYING CASES TO HEAD CLEANERS. THEY'RE INNOVATIVE... FUNCTIONAL... EFFICIENT AND HIGHLY FASHIONABLE. **BILLBOARD** GIVES AN IN-DEPTH COVERAGE OF THIS GROWING MARKET. BE SURE YOUR MESSAGE APPEARS IN THIS MUST-READ RETAILER SECTION!

FOR AD DETAILS CONTACT: GENE SMITH, ASSOCIATE PUBLISHER (212) 764-7356 OR ANY BILLBOARD SALES OFFICE




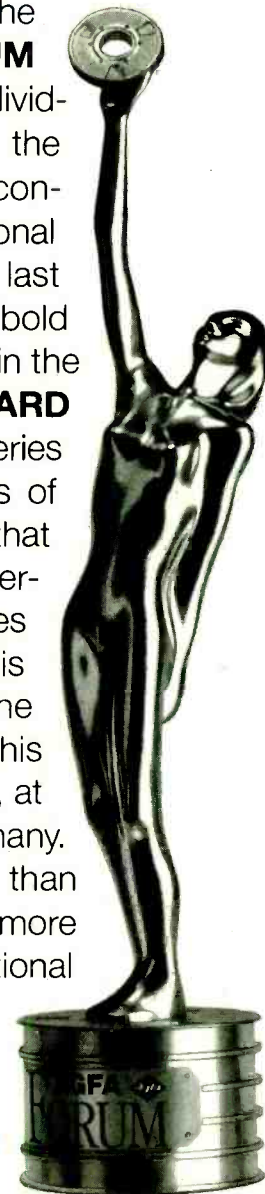
A Lot of Help From His Friends. When **Arista's** **Jermaine Stewart** needed some help on background vocals for his latest album, there was no lack of stellar volunteers. Shown at **Cherokee Studios** in **Los Angeles** are, from left, **Marva King**; **James Ingram**; **Pam Hutcherdson** of the **Emotions**; **Stewart**; **Jocie James**; **Deniece Williams**; co-producer **Jerry Knight**; and **Wanda Hutcherdson** of the **Emotions**.

AGFA FORUM



WELCOME

Agfa is proud to announce the launching of the **AGFA FORUM AWARD** that is to be given to those individuals whose work has distinguished them in the audio and video industry. The award was conceived at the first meeting of the international **AGFA FORUM** in Cologne, West Germany, last year. The historic meeting heralded AGFA's bold move toward fostering international dialogue in the audio/video sphere. The **AGFA FORUM AWARD** is the first step in what will be a continuing series of honorariums, conferences and exchanges of professional interest. It is AGFA's philosophy that people working together in a spirit of cooperation, have made our industry and the advances of modern technology possible. And for this reason, the **AGFA FORUM** agenda includes the **\$ 15,000 FORUM AWARD**, to be presented this year for outstanding work in the audio sector, at AGFA international headquarters in West Germany. All nominations must be received no later than October 9, 1987. For nomination forms and more information, contact Agfa-Gevaert Inc. · National Secretariat AGFA FORUM, 100 Challenger Road, Ridgefield Park, N.J. 07660 or Agfa-Gevaert AG International Secretariat AGFA FORUM · Kistlerhofstr. 75 · D-8000 Munich 70 **AGFA** 
West Germany. AUDIO VIDEO PROFESSIONAL



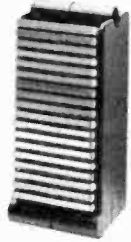
FOREVER YOUNG

Discit—the interlocking super box from LIFT—protects your valuable Compact Discs and guarantees neat and clearly arranged storage.

LIFT Display Inc.
7216 Bergenline Avenue
North Bergen, NJ 07047
(201) 662-8503, 662-8504
Canada: (416) 856-5438



DISCIT

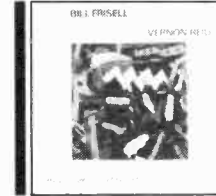



GEMINI DISTRIBUTING INDEPENDENT DISTRIBUTOR & MAJOR LABEL CD'S

WHOLESALE ONLY

6299 McDonough Drive
Norcross, GA 30093
(404) 441-1868
Atlanta (404) 441-1868
Miami (305) 253-9495

COMPACT DISCS.



**BILL FRISELL/
VERNON REID**
"Smash &
Scatteration"
RCD 10006
Brilliant original Jazz
guitars; electric and
acoustic
• Digital mix.

DISTRIBUTORS
EAST SIDE DIGITAL
Minneapolis, MN
1-800-468-4177
PRECISION SOUND
MARKETING
Mountlake Terrace, WA
1-800-547-7715
SURFSIDE DISTRIBUTORS
Honolulu, HI 96817
(808) 524-2744
SCHWARTZ BROS. INC.
Lanham, MD
1-800-638-0530

ROUNDER RECORDS
Cambridge, MA
(617) 354-0700
GEMINI DISTRIBUTORS
Norcross, GA
1-800-552-1313
'beep' 7727



RYKODISC USA
Pickering Wharf, Bldg C-3G
Salem, MA 01970
617 744 7678

FOR WEEK ENDING AUGUST 29, 1987

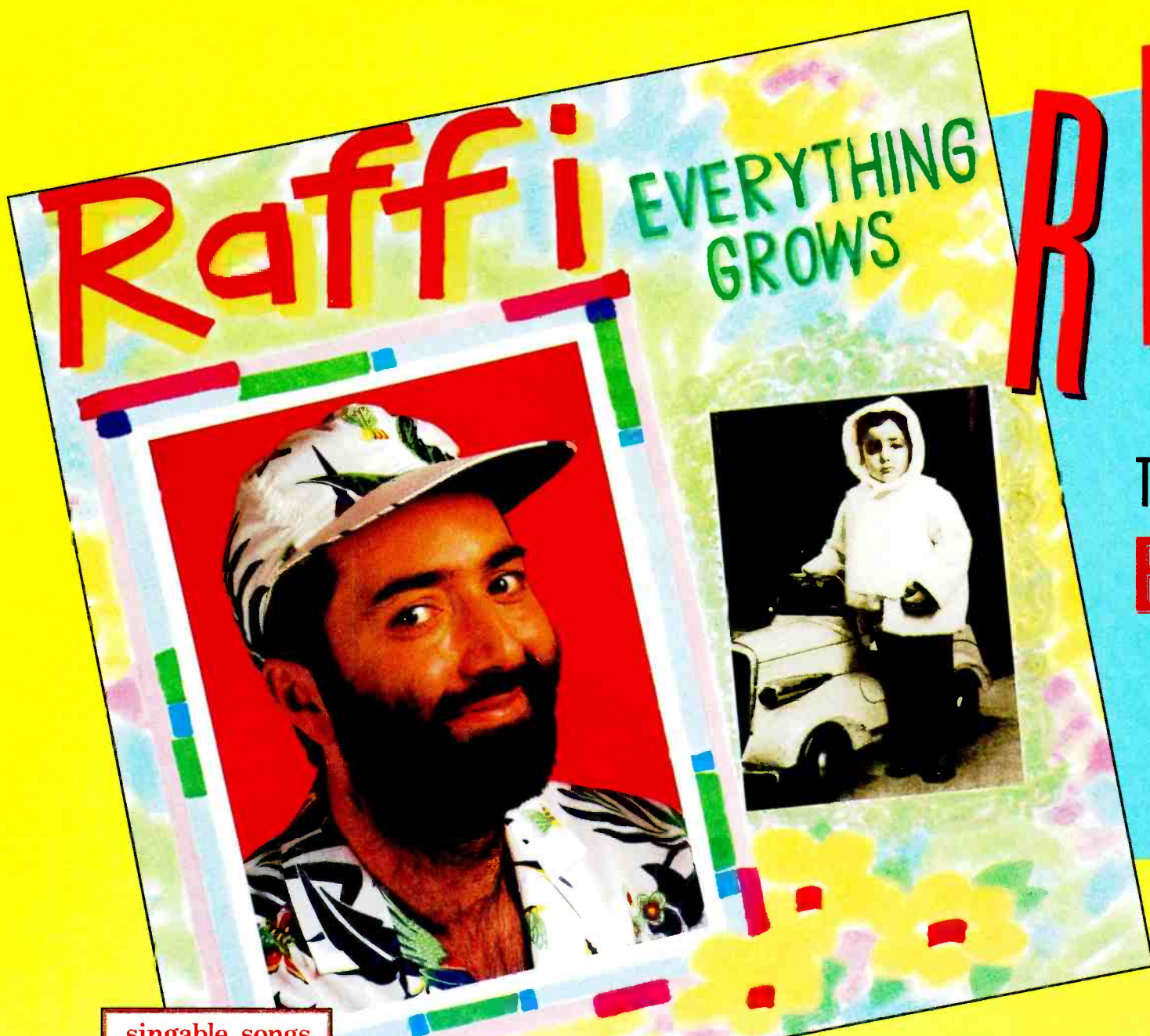
Billboard®

TOP COMPACT DISKS™

©Copyright 1987, 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.

				POP™											
				Compiled from a national sample of retail sales reports.											
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL	TITLE										
★★ NO. 1 ★★															
1	2	2	6	GRATEFUL DEAD ARISTA ARCD 8452	1 week at No. One	INTO THE DARK									
2	1	1	11	WHITNEY HOUSTON ARISTA ARCD 8405	WHITNEY										
3	7	11	4	SOUNDTRACK SLASH 2-25605/WARNER BROS.	LA BAMBA										
4	4	3	23	U2 ISLAND 2-90581/ATLANTIC	THE JOSHUA TREE										
5	10	—	2	DEF LEPPARD MERCURY 830 675 2/POLYGRAM	HYSTERIA										
6	5	5	13	HEART CAPITOL CDP 46676	BAD ANIMALS										
7	3	4	15	KENNY G. ARISTA ARCD 8427	DUOTONES										
8	8	6	11	THE BEATLES CAPITOL CPP 46442	SGT. PEPPER'S LONELY HEARTS CLUB BAND										
9	6	7	16	SUZANNE VEGA A&M CD 5136	SOLITUDE STANDING										
10	9	8	20	WHITESNAKE GEFFEN 2-24099	WHITESNAKE										
11	13	12	19	FLEETWOOD MAC WARNER BROS. 2-25471	TANGO IN THE NIGHT										
12	11	10	51	PAUL SIMON WARNER BROS. 2-25447	GRACELAND										
13	12	9	56	STEVE WINWOOD ISLAND 2-25448/WARNER BROS.	BACK IN THE HIGHLIFE										
14	14	14	3	SOUNDTRACK-MADONNA SIRE 2-25611/WARNER BROS.	WHO'S THAT GIRL										
15	15	13	9	GEORGE BENSON/EARL KLUGH WARNER BROS. 2-25580	COLLABORATION										
16	16	22	4	PAT METHENY GROUP GEFFEN 2-24145	STILL LIFE (TALKING)										
17	21	—	2	THE DOORS ELEKTRA 2-60345	BEST OF THE DOORS										
18	17	21	6	SAMMY HAGAR GEFFEN 2-24144	SAMMY HAGAR										
19	19	19	45	BON JOVI MERCURY 830264-2/POLYGRAM	SLIPPERY WHEN WET										
20	26	29	3	SOUNDTRACK CINEDISC CDC 1000	ROXANNE										
21	20	16	11	THE CURE ELEKTRA 2-60737	KISS ME, KISS ME, KISS ME										
22	18	15	6	ELTON JOHN MCA MCAD 8022	LIVE IN AUSTRALIA WITH THE MELBOURNE SYMPHONY ORCHESTRA										
23	22	20	7	SOUNDTRACK MCA MCAD 6207	BEVERLY HILLS COP II										
24	24	23	10	ROGER WATERS COLUMBIA CK 40795	RADIO K.A.O.S.										
25	23	17	13	MOTLEY CRUE ELEKTRA 2-60174	GIRLS, GIRLS, GIRLS										
26	27	18	16	THE JIMI HENDRIX EXPERIENCE RYKODISK RCD 20038	LIVE AT WINTERLAND										
27	RE-ENTRY			CARLY SIMON ARISTA ARCD 8443	COMING AROUND AGAIN										
28	28	30	57	PETER GABRIEL GEFFEN 2-24088	SO										
29	NEW ▶			MICHAEL FRANKS WARNER BROS. 2-25570	THE CAMERA NEVER LIES										
30	RE-ENTRY			ANITA BAKER ELEKTRA 2-60444	RAPTURE										

				CLASSICAL™											
				Compiled from a national sample of retail sales reports.											
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST										
★★ NO. 1 ★★															
1	1	1	42	HOROWITZ IN MOSCOW DG 419-499	39 weeks at No. One	VLADIMIR HOROWITZ									
2	2	2	21	CARNAVAL CBS MK-42137	WYNTON MARSALIS										
3	3	3	13	POPS IN LOVE PHILIPS 416-361	BOSTON POPS (WILLIAMS)										
4	4	6	9	GROFE: GRAND CANYON SUITE TELARC 80086	CINCINNATI POPS (KUNZEL)										
5	9	9	15	CBS MASTERWORKS DIGITAL SAMPLER CBS MXK-42070	VARIOUS ARTISTS										
6	7	5	20	TRADITION ANGEL CDC-47904	ITZHAK PERLMAN										
7	5	7	19	BOLLING: SUITE FOR FLUTE & JAZZ VOL.2 CBS MK-42018	JEAN-PIERRE RAMPAL, CLAUDE BOLLING										
8	NEW ▶			KIRI SINGS GERSHWIN ANGEL CDC-47454	KIRI TE KANAWA										
9	6	4	60	PLEASURES OF THEIR COMPANY ANGEL CDC-47196	KATHLEEN BATTLE, CHRISTOPHER PARKENING										
10	11	13	12	AN ENCHANTED EVENING PRO ARTE CDD-275	ROCHESTER POPS (KUNZEL)										
11	8	8	16	HOLST: THE PLANETS LONDON 417-553	MONTREAL SYMPHONY (DUTOIT)										
12	10	10	9	BUTTERWORTH/PARRY/BRIDGE NIMBUS NI-5068	ENGLISH STRING ORCHESTRA (BOUGHTON)										
13	17	23	4	WHITE MAN SLEEPS NONESUCH 79163	THE KRONOS QUARTET										
14	13	12	8	BASIN STREET CBS MK-42367	CANADIAN BRASS										
15	12	11	22	IN IRELAND RCA 5798-RC	JAMES GALWAY & THE CHIEFTAINS										
16	14	14	10	TELARC SAMPLER #4 TELARC CD-80004	VARIOUS ARTISTS										
17	15	17	118	AMADEUS SOUNDTRACK FANTASY WAM-1791	NEVILLE MARRINER										
18	18	15	41	KATHLEEN BATTLE SINGS MOZART ANGEL CDC-47355	KATHLEEN BATTLE										
19	16	16	51	HOROWITZ: THE STUDIO RECORDINGS DG 419-217	VLADIMIR HOROWITZ										
20	NEW ▶			SWITCHED ON CLASSICS PRO ARTE CDD-338	WILLIAM GOLDSTEIN										
21	19	24	5	BEETHOVEN: SYMPHONY NO. 9 DGG 415-832/DG	BERLIN PHILHARMONIC (KARAJAN)										
22	23	25	27	ROUND-UP TELARC 80141	CINCINNATI POPS (KUNZEL)										
23	26	26	53	DOWN TO THE MOON CBS MK-42255	ANDREAS VOLLENWEIDER										
24	24	18	16	OPERA SAUVAGE POLYDOR 829-663	VANGELIS										
25	21	21	6	ORCHESTRAL FAVOURITES NIMBUS NI-5032	ENGLISH STRING ORCHESTRA (BOUGHTON)										
26	20	20	11	HANSON: SYMPHONY NO. 2 ANGEL CDC-47850	SAINT LOUIS SYMPHONY (SLATKIN)										
27	25	27	12	DANCE PIECES CBS MK-39539	PHILIP GLASS										
28	28	—	80	BACHBUSTERS TELARC 80123	DON DORSEY										
29	30	28	17	ATMOSPHERES CBS MXK-42313	VARIOUS ARTISTS										
30	27	19	75	HOROWITZ: THE LAST ROMANTIC DG 419-045	VLADIMIR HOROWITZ										



RAFFI

THE NEW ALBUM
EVERYTHING GROWS

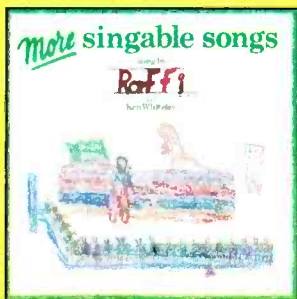
LP: SL-0234
CASS: CL-0234
LONG BOX: CL-1234
CD: SD-0234



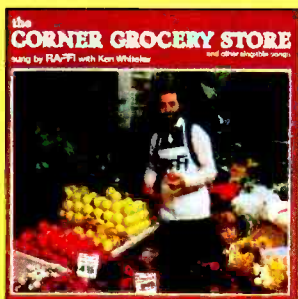
OVER ONE MILLION CHILDREN IN THE U.S. ALREADY OWN RAFFI'S RECORDS!



Raffi
Singable Songs For The Very Young
Sel. #202



Raffi
More Singable Songs
Sel. #204



Raffi
The Corner Grocery Store
Sel. #207



Raffi
Baby Beluga
Sel. #210



Raffi
Rise And Shine
Sel. #223



Raffi
Raffi's Christmas Album
Sel. #226



Raffi
One Light, One Sun
Sel. #228

NO. 1

SELLING
CHILDREN'S
RECORDING
ARTIST*



Also Available:
RAFFI on video
"A Young Children's Concert
with Raffi"

VHS: VC-61707
BETA: BC-21707



Subway Ads Boost Record Sales Bus Poster Campaign Is a Success

BY RUSSELL SHAW

ATLANTA When Jack Klotz, sales manager for the Atlanta WEA branch, decided on a media mix for advertising current albums by urban acts the Isley Bros., the System, and Starpoint, he went underground—literally—to the city's 25-mile subway system.

In a first-ever campaign, Klotz made a \$2,800, one-month buy that placed posters in half of Atlanta's 150 subway cars. The campaign included placement in 200 buses on

routes that travel through predominantly black neighborhoods within the metro area.

"We wanted to do a cross tie-in with demographics matching that of these acts," Klotz says. "We learned that the demos of MARTA [Metropolitan Atlanta Rapid Transit Authority] were skewed heavily black as are the demos of this hot product."

"Hot," which describes Atlanta's weather this summer, was the theme of the July campaign. Ads, placed and paid for by the local

WEA branch, bore the slogan "Turn Up The Heat," with flames shooting from the top of the lettering. A tag line underneath the three titles' covers read, "Available From Warner-Elektra-Atlantic. Wherever Recorded Music Is sold."

No retailers were mentioned on the posters. Beyond the \$2,800 for placement on MARTA, the campaign cost an additional \$1,700 for artwork.

For WEA's Atlanta branch, this was not a casually researched buy. In their sale, MARTA ad representatives approached WEA with research showing that its rail portion has a 74% black ridership and the two bus-division subsections WEA bought have 77.8% and 73.7% black ridership.

"Just as important," Klotz adds, "was that the biggest of the bus sections shows 83% of their riders under the age of 35."

(Continued on next page)



System's Go. Atlantic act the System finds a groove with National Record Mart staffers following the band's showcase performance at the chain's recent convention. Pictured in the front row, from left, are Rita Roberts, director of marketing, black music, Atlantic; Joel Quarles, Cleveland branch manager of black music, WEA; Lynne Poole, Atlantic r&b promotion, Cleveland; and Bill Galeza, singles and 12-inch dance buyer, NRM. Shown in the back row, from left, are Judy Klein, assistant director of advertising and convention coordinator, NRM; Camille Camarato, Cleveland branch marketing coordinator, WEA; Mark Fritzges, Pittsburgh local pop promotion rep, Atlantic; Peter Militello, in-house marketing rep, WEA Cleveland branch; the System's Mic Murphy; George Balicky, NRM vice president of marketing and advertising; the band's David Frank; Mike Dragas, Cleveland branch marketing director, Atlantic; George Tunder, NRM director of merchandising; and the System's Paul Pesco. (Photo: Pappy)

**YOU CAN'T BUY
A BETTER DIVIDER
CARD AT ANY PRICE.
CASSETTES,
CD's, 45's, LP's.**



FOR A FREE
CATALOG CALL
800/648-0958
**GOPHER
PRODUCTS**

**CALL
FREE**
For CD Blisters
1-800-999-9001

- Much more secure and lower priced than paper packaging.
- Easy assembly clamshell or separate cover & tray.
- 48 hour shipment.
- 500 unit minimum.

Ask Cal Krupa about cassette packaging.
ULTRA PAC Inc.
In Minnesota Call 612-553-9557

Hawthorne, Calif.-Based Firm Has 7 Signed Franchises Compact Disc Warehouse's Star Rises

BY CHRIS MORRIS

LOS ANGELES Compact Disc Warehouse, which only a year ago had one company store to its name (Billboard, Sept. 20, 1986), has seen its fortunes grow, slowly but steadily, via franchising.

The Hawthorne, Calif.-based retailer claims seven signed franchises, with two stores already open (in the Southern California communities of Orange and Mission Viejo) and two more bowing this month. The company's first Southern outlet, in Columbia, S.C., will start up in September.

Perhaps the most significant expansion by CDW is its new franchise in the heart of Westwood, the Los Angeles shopping and theater district just south of the UCLA campus. The 2,000-square-foot store, which opens Tuesday (25), is the first CD-only outlet in Westwood and one of only a handful of CD-only units in Los Angeles.

"We've been concentrating here, but we have been getting inquiries everywhere," says CDW president Edward J. Dempsey. "We've got at least 100 solid prospects."

The cost of a CDW franchise has dropped since last year. According to Dempsey, the buy-in price is now \$10,000, with monthly royalties of 3% of gross sales and a monthly national advertising fee of 1% of gross. In September, the buy-in was \$25,000, while royalties were at 4% and combined national and regional advertising fees totaled 3%.

"We wanted to get the program rolling a little faster," says Dempsey of the reduction in his pricing structure. "After we analyzed the business, we found it to be quite competitive. This makes it more acceptable to a franchisee."

Like the parent firm, CDW's Westminster, Calif., store is experiencing some growth of its own: Since moving into a 2,400-square-

foot storefront from its original 1,200-square-foot location, which opened in 1984, sales have increased significantly, according to Dempsey.

"The store is averaging \$160,000 per month in sales," he says. "Doubling the square footage increased business substantially."

CDW will continue to pursue its originally stated franchising plan, which emphasizes slow growth during the first two years.

"The problem with this business is that it's a bit more complicated than a submarine-sandwich franchise," Dempsey says.

The steady flow of inventory is being tracked by CDW's computer system, for which the company designed its own software.

"We are headed toward electronic order entry," says Dempsey, who anticipates that franchisees will be able to log orders directly to labels by early in 1988.

Jewel Boxes



No matter how you stack them...

The Choice is Joyce.

Highest quality
Joyce CD Cases -
Available directly from
Manufacturer for
immediate shipment.

201-586-2900

JMB Joyce Molding Corporation

52 Green Pond Rd., Rockaway, N.J. 07866



America's Largest CD Distributor HERE'S WHY:

- **PRICE**—Low everyday prices, incredible weekly sales.
- **FILL**—Best fill in the industry.
- **SERVICE**—100% computerized inventory. The order you place is the order you get. No disappointments!! No surprises!!
- **DELIVERY**—guaranteed 1-2 day delivery anywhere in the U.S. at no extra charge to you.

CALL NOW for our spectacular catalog of THOUSANDS of CD's ACTUALLY IN STOCK!!

New York
(212) 517-3737

Connecticut
(203) 798-6590

Toll Free
(800) 826-0079
DEALERS ONLY

Los Angeles
(213) 388-9834

FAX
(203) 798-8852

ALBUM RELEASES

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

POP/ROCK

FRED ASTAIRE
Three Evenings With Fred Astaire (The Medleys)

▲ LP DRG DARC-1-1107/\$9.98
CA NA

GLEN BURTNICK
Heroes & Zeros

▲ LP A&M/NA
CA A&M/NA

CAPTAIN BEEFHEART
Mirror Man

▲ LP Performance BDP 156/\$7.98
CA NA

THE FOURTH PROTOCOL
Original Soundtrack

▲ LP DRG SBL 12591/\$9.98
CA 12591/\$9.98

KENNY ROGERS
I Prefer The Moonlight

▲ LP RCA 6484-4-RB/\$8.98
CA 6484-4-RB/\$8.98

SPACES
Who Says We Can't

▲ LP Red Giant/\$7.50
CA Red Giant/\$7.50

COMPACT DISK

THE COVERGIRLS
Show Me

CD Sutra/Fever SFD 004/\$13.98

FAT BOYS
The Best Part Of The Fat Boys

CD Sutra SCD 1018/\$13.98

(Continued on next page)

SUBWAY ADS

(Continued from preceding page)

The third of MARTA's three bus-route divisions—which primarily services Atlanta's mostly white, northern suburbs—was not part of WEA's demographic target.

Klotz, who is planning a similar buy, possibly for fall, is proud of his summer coup, claiming it beats outdoor billboards hands down. "With a full month run, these ads were seen countless times by riders, say at least 10 times a week, or 40 times in July," says Klotz, who bought

'You must see the ad for 20 minutes'

the ads locally. "Plus, [had] we placed these ads on outdoor billboards, people would drive by them in a few seconds. When you're in a train or on a bus for 20 or 30 minutes, though, you can't help looking at an ad like this over and over."

WEA's Klotz admits that pinpointing definite results of the transit campaign is at best guesswork. "However," he says, "all three acts greatly increased their sales in July, and Starpoint sold better here than anywhere else."

For a needed retail tie-in, Klotz distributed 150 posters for point-of-purchase display at record stores in-town, including Peppermint Records, Camelot Music, and Turtle's Records & Tapes.

BACK WITH A SPLASH!

THE MONKEES' ALL-NEW ALBUM

"POOL IT!"

IS MAKING WAVES

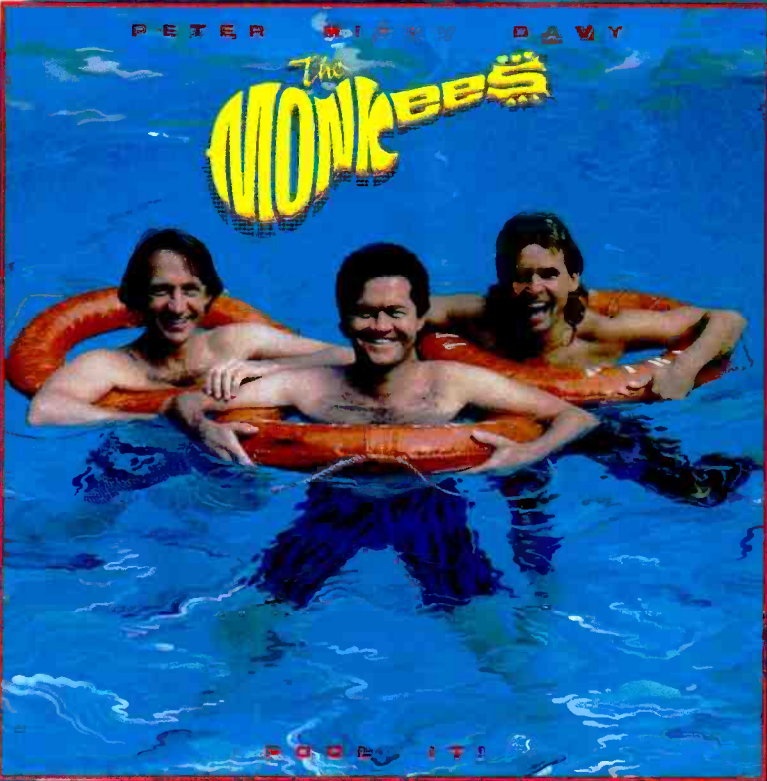
ON RHINO RECORDS, CASSETTES AND COMPACT DISCS

OVER 2,000,000 MONKEES ALBUMS SOLD LAST SUMMER

MTV'S HIGHEST RATED SHOW

SIX PLATINUM ALBUMS

THE MONKEES ARE PLAYING TO PACKED ARENAS ACROSS THE COUNTRY



PETER DINKOVIC
MICKI CRYSTAL
DAVE KROPP
DAVE BRUBAKER

THE MONKEES

SIX GOLD SINGLES

NICKELODEON VIEWERS' FAVORITE GROUP

ONE OF ONLY 3 GROUPS TO SIMULTANEOUSLY CHART 7 ALBUMS IN THE 1980'S

ONE OF THE BIGGEST GROSSING TOURS OF 1986


MONKEES' TOUR DATES:

8/25	CLEVELAND, OH	BLOSSOM MUSIC FESTIVAL	9/12-13	PUYALLUP, WA	WESTERN WASHINGTON STATE FAIR
8/26-27	CLARKSTON, MI	PINEWOOD			
8/28	MERRYVILLE, IN	HOLIDAY STAR THEATRE	9/14	SPOKANE, WA	TBA
8/29	MILWAUKEE, WI	MARCUS AMPHITHEATRE	9/15	PORTLAND, OR	TBA
8/30	COMO STATION, MN	MINNESOTA STATE FAIR	9/16	CONCORD, CA	CONCORD PAVILLION
9/1	ST. LOUIS, MO	FOC THEATRE	9/18	SAN FRANCISCO, CA	SHORELINE AMPHITHEATRE
9/3	TOLEDO, OH	TBA	9/19	SACRAMENTO, CA	CAL EXPO AMPHITHEATRE
9/4	PITTSBURGH, PA	CIVIC ARENA	9/20	COSTA MESA, CA	PACIFIC AMPHITHEATRE
9/5	CANFIELD, OH	MAHONING COUNTY FAIR	9/21-23	LOS ANGELES, CA	GREEK THEATRE
9/7	JERSEY TURNPIKE	EX T 7, GREAT ADVENTURE	9/25-10/1	LAKE TAHOE, CA	HARRAH'S

FEATURING THE SINGLE:

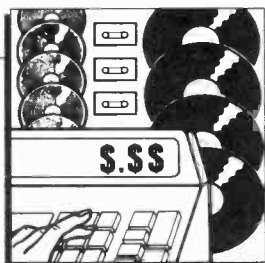
"HEART AND SOUL"

74408



THE ENTIRE CATALOGUE OF MONKEES CLASSICS ARE ON RHINO RECORDS AND CASSETTES.

RETAIL TRACK



by Earl Paige

CENTRALIZED BUYING—LESS AND LESS? In many markets—especially those that are distant from national chain headquarters—one-stops and independent distributors are seeing some webs switch to more localized purchasing. Nowhere is this felt more than in Florida, say sources like Mike Walker, co-owner with his wife, Kathy, of **Gemini Distributing**, which has just become a one-stop in Norcross, Ga., a suburb of Atlanta. There's a sales office in Miami, too.

At **Rock Bottom Inc.**, Fort Lauderdale, Fla., president **Frank Rochman** says, "One-stopping is really getting competitive down here." Five-year-old Rock Bottom is exclusively a distributor and does not one-stop, but nevertheless the company's growth is fueled by the trend toward local buying, plus all the indigenous expansion throughout the Southeast: Rochman mentions **Spec's Music**, **Turtles Records and Tapes**, and **Q Records & Video**, the latest company just opening its fifth outlet.

Sources like Walker, Rochman, and **Jerry Suarez**, president of **JFL Distributors** in Miami, point to the expanding breadth of the business, spurred by compact disk, and the need for suppliers to have specialized knowledge. Even in genres, marketing niches emerge; for example, Suarez's firm has scored with several gospel lines, but not with black gospel. That category took off for Gemini, says Walker, "after we hired **Henry O'Neal**, because of his years of expertise in promoting concerts."

IS IT ONE-STOP OR RACK? Whatever you call it, one-stops are increasingly supplying chains in a rack fashion, says **Steve Libman**, president of **Nova Distributing Corp.**, also in Norcross. "Camelot learned we were racking Turtles with 12-inches and let us do 14 stores as a test," says Libman. "Now we're doing 17 Camelots with all singles, including cassettes and maxisingles. We're also up to 46 Turtle's."

Libman cites **One-Stop of Atlanta**; **Justin One-Stop**; the **Record Bar**-affiliated, wholesale wing in Atlanta; **Jerry Bassin Inc.**, Miami; **H.L. Distributors**, Miami; and **Bib Distributing**, Charlotte, N.C., as part of the Southeastern one-stop explosion. "Competition is great, and no one will be getting hurt, unless people start low-balling," says Libman. "But what's funny is that our biggest competitor is **Universal Record Distributors** out of Philly."

HITTING THE TARGET: **Napa Valley Box Co.** took the vendor-of-the-year award during the recent **Target/Jetco** convention. Manufacturer honors went to **Warner Home Video** (video) and **WEA** (audio). **Keith Spittler** of **Capitol** took rep-of-the-year honors. Target's own achievement awards went to regional record merchandisers **Ward Rose**, **Hank Tovar**, **Jim Miller**, **Sandi Hackley** and national merchandiser of the year, **Randy Royals**. Jetco director **Bill Veene** announced a new award for distribution centers, which was won by the Southern California section.

NOW HEAR THIS: U.S. Navy spokesmen say six vendors have been contracted, with **Handleman** and **Lieberman** being hired for the first time. The other four previously involved are **Bib**, **Encore**, **Scott**, and **Eurpac**. Both audio and video product is involved.

To reach *Retail Track*, contact marketing editor Earl Paige: 213-273-7040.



Man Of Steel. Windham Hill artist Andy Narell recently brought his steel drum magic to Tower Records' downtown Manhattan store. In addition to performing, he also signed autographs. (Photo: Jeff Gutterman)

AUDIO PLUS

BY EDWARD MORRIS

A biweekly column spotlighting new audio products and accessories. Vendors introducing such products may send information and promotional material to Edward Morris, *Billboard*, P.O. Box 24970, Nashville, Tenn. 37202.

BRICK-A-BRACK: Attractive displays and added bargains for consumers are the aims for the new brick packs of blank audiotapes from **TDK** (516-625-0100). The tapes involved are the SA and SA-X Type

II (high bias). The SA-X90 comes in three- and four-packs and the SA-90 in four- and five-packs. TDK is encouraging retailers to arrange the newly packaged tapes in imaginative floor and shelf displays, particularly where there is a shortage of peg-board and gondola space.

Additionally, TDK says, the multipacks should result in better price points for consumers than single units. TDK also has five-pack bricks for its D-60s and D-90s and 10-packs for its D-90s and SA-90s.

TWIN TOOLS: The TRX-300 Extra from **Recoton** (718-392-6442) is an audiocassette maintenance system that contains two essential items: a cassette cleaner with fluid and a tape head demagnetizer. Included is a battery for the demagnetizer. Suggested retail price is \$21.99.

SPY FRY: To take advantage of the publication of Bob Woodward's still-untitled book on the workings of the Central Intelligence Agency, **Simon & Schuster Audio** (212-698-7181) will release a taped version Sept. 30. The book itself is due out in mid-September. The publisher says the book and tape will be an exposé of the CIA's "secret wars" and that both projects are being handled in a hush-hush manner. The cassette runs for three hours and will retail for \$14.95.

From The Original Master Tapes

AVAILABLE FROM COLLECTABLES RECORDS

LA BAMBA

B/W

DONNA

COLLECTABLES # 3197



Richie Valens



COME ON LETS GO

COLLECTABLES # 1662



Call Toll Free
1-800-4-GOTHAM
GOTHAM DIST.
39 RITTENHOUSE PL.
ARDMORE, PA 19003

ALBUM RELEASES

(Continued from preceding page)

KILLING JOKE
Revelations
CD Passport EGCD59/\$15.98

ROXANNE
Music From The Film
CD Cinedisc CDC 1000/NA

JAZZ

GREGG KARUKAS
The Night Owl

▲ LP Optimism OP 3101/\$8.98
CA OP C3101/\$8.98

ALEXANDER ZONIC
When Is It Real

▲ LP Optimism OP 3102/\$8.98
CA OP C3102/\$8.98

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

THE BILLBOARD BOOK OF NUMBER ONE HITS

BY FRED BRONSON
The inside story of every Number One single from "Rock Around the Clock" to "We Are the World." AT BOOKSTORES NOW.

ORIGINAL CD JEWEL BOX

- LICIENCE OF CD JEWEL BOX MANUFACTURING ACCORDANCE TO POLYGRAM SPECIFICATION
- ACCURATE DIMENSION FOR CD AUTOMATIC PACKAGING MACHINE
- AVAILABLE IN SINGLE BOX AND MULTIPACK CASE (FOR 2 CDs, 3 CDs AND 4 CDs)
- COMPETITIVE PRICE WITH PROMPT DELIVERY.

COMPACT
disc
DIGITAL AUDIO



VIVA MAGNETICS LIMITED

16th Fl. E On Fty Bldg., 14 Wong Chuk Hang Road, Hong Kong.
Tel: 5-530285 Telex: 83234 VIVA HX FAX: 852-5-511041 (852-5-8731041 effective after 1st Oct., 1987)

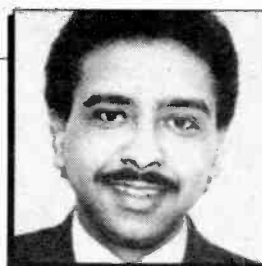
©Copyright 1987, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

HOT LATIN 50™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL	TITLE
				Compiled from national Latin radio airplay reports.	
				★★ NO. 1 ★★	
1	2	1	15	JULIO IGLESIAS CBS	LO MEJOR DE TU VIDA 13 weeks at No. One
2	1	4	9	LUIS MIGUEL WEA	AHORA TE PUEDES MARCHAR
3	11	23	3	LOS LOBOS WARNER BROS.	LA BAMBA
4	3	2	27	AMANDA MIGUEL PROFONO	EL PECADO
5	5	5	27	LOS BUKIS FONOVISA	TU CARCEL
6	4	3	36	JUAN GABRIEL ARIOLA	HASTA QUE TE CONOCI
7	13	12	28	LORENZO ANTONIO MUSART	DOCE ROSAS
8	22	14	9	LOS CAMINANTES ROCIO	TODO ME GUSTA DE TI
9	12	18	9	EL GRAN COMBO COMBO	ESO OJITOS NEGROS
				★★★★ POWER PICK ★★★★★	
10	27	37	3	EMMANUEL RCA	NO TE QUITES LA ROPA
11	9	9	14	TOMMY OLIVENCIA TH	LOBO DOMESTICADO
12	14	17	11	ROBERTO DEL CASTILLO CBS	HASTA QUE TE CONOCI
13	6	6	13	FRANKY RUIZ TH	DESNUDATE MUJER
14	18	13	12	DANIELA ROMO EMI	VENENO PARA DOS
15	15	15	11	LAURA FLORES MELODY	YA NO VOLVARE
16	7	7	32	BRAULIO CBS	EN BANCARROTA
17	10	11	19	JORGE MUNIZ RCA	AMIGO MIO
18	17	16	24	YURI EMI	CORAZON HERIDO
19	21	31	5	NELSON NED EMI	ME PASE DE LA CUENTA
20	32	—	2	CHAYANNE CBS	FIESTA EN AMERICA
21	39	43	7	VALERIA LYNCH SONOTONE	MUNECA ROTA
22	33	36	7	MARISELA PROFONO	HAZME TUYA
23	26	20	7	FRANCO DE VITA SONOTONE	SOLO IMPORTAS TU
24	28	49	10	ESTELA NUNEZ ARIOLA	CORAZON ERRANTE
25	25	30	8	LUNNA A&M	NO DIGAS NADA
26	24	27	3	JULIO IGLESIAS CBS	TODO EL AMOR QUE TE HASE FALTA
27	8	8	18	EMMANUEL RCA	SOLO
28	45	47	3	MANUEL MIJARES PROFONO	NO SE MURIO EL AMOR
29	38	33	5	SONIA RIVAS CBS	DE PECHO A PECHO
30	41	40	3	SUSSY LEMAN CBS	NO ES IGUAL
31	19	21	19	MARISELA PROFONO	PORQUE TENGO GANAS
				★★★★ HOT SHOT DEBUT ★★★★★	
32	NEW ▶		1	JULIO IGLESIA CBS	QUE NO SE ROPAN LA NOCHE
33	RE-ENTRY			ANGELICA MARIA RCA	PROHIBIDO
34	20	24	13	DYANGO EMI	A FALTA DE TI
35	16	10	16	YOLANDITA MONGE CBS	AHORA AHORA
36	23	19	35	EMMANUEL RCA	ES MI MUJER
37	NEW ▶		1	MIGUEL GALLARDO CAPITAL	ESTRAJERA
38	37	48	3	LOS HIJOS TH	LLORARAS
39	31	22	11	ROCIO JURADO EMI	QUIEN TE CREEES TU
40	NEW ▶		1	AMANDA MIGUEL RCA	QUE ME DAS
41	46	—	2	LUCIA MENDEZ ARIOLA	YO NO SE QUERETE MAS
42	RE-ENTRY			LOS BUKIS FONOVISA	ME VOLVI A ACORDAR DE TI
43	36	29	14	TATIANA EMI	BAILA CONMIGO
44	NEW ▶		1	GLEN MONTROY MAMOCU RECORDS	CUANDO LA LLUVIA CEME
45	NEW ▶		1	YOLANDITA MONGE CBS	CONTIGO
46	34	32	29	BRAULIO CBS	NOCHE DE BODA
47	29	25	17	EDDIE SANTIAGO TH	NADIE MEJOR QUE TU
48	30	28	21	SONORA DINAMITA SONOTONE	CAPULLO Y SORULLO
49	47	—	2	MARIA DEL SOL RCA	GIRANDO GIRANDO
50	RE-ENTRY			LUISA MARIA GUEL CBS	YO NO SOY COMO AVE MANSANA, NO

○ Products with the greatest airplay gains this week.

Latin Notas



by Tony Sabournin

INCREDULOUS SMILES found their way onto many faces after last week's column about **PolyGram's** intentions to enter the U.S./Puerto Rico Hispanic market. Here's more evidence: the signing of **José Luis Rodríguez** ("El Puma"), confirmed by the singer during a press conference in New York announcing his participation in the **CheerFest International '87** concert, to be held Oct. 17 at Madison Square Garden. The show will also feature **José Feliciano**; **Daniela Romo**; **merengueras Milly, Jocelyn**, and **Los Vecinos**; and **CBS Records** act **Erika**.

Looking tanned and relaxed just a couple of days after girlfriend **Carolina** presented him with their first child (he has two daughters from his first marriage), **Rodríguez** said the **PolyGram** agreement includes a provision to record in English, something "El Puma" had been wanting to do since his tenure with **Discos CBS**. The debut album, "Señor Corazón," an **Albert Hammond** production, is expected to be in stores by mid-September.

Irrespective of what it might imply for **PolyGram**, the contract represents a victorious return by "El Puma," who has been inactive in the vinyl field for the past two years—a precarious condition in a field that depends on yearly releases to sustain base audiences. "I'm very honored that **Dick Asher** has bestowed upon me the responsibility of spearheading **PolyGram's** entrance to the Latin market," said **Rodríguez**. "I know I'll do them proud."

THE RODRÍGUEZ DEAL has made certain members of the **Sonográfica/Sonotone** hierarchy sizzle hot under their corporate collars because, as **Poly-**

Gram's licensee until March 1988, they lost the considerable potential revenue that might be derived from **Rodríguez's** comeback. This is after several years of marketing, with limited success, some of the less salable international **PolyGram** product. But there's a corporate precedent for this.

During his tenure as **CBS** president, **Asher** endeavored to make **Discos CBS** part of the U.S. domestic operation. This notion assumes, correctly, that **Discos'** destiny should have been more closely related to U.S. territorial dynamics rather than becoming a dumping ground for the international department's payment of *favores corporativos*. More importantly, it acknowledges the profitable existence of markets like **Puerto**

Rodríguez deal another sign of PolyGram's intentions

Rico, where Hispanic stores are excellent distribution webs for Anglo product. Hence, the operating budget was relatively compatible (read: "larger") than the portion assigned by the international head. He almost always lives in **Madrid**, **Buenos Aires**, or **Mexico City** and is intrinsically ignorant of the realities of a market that grows in financial importance every week.

Therefore, await **Rodríguez's** "Señor Corazón" through **PolyGram** domestic. Moreover, the label's success in its Hispanic market venture is expected to rest in its grassroots affinity with the marketplace, as shown by its promotional patterns in other areas. It may also mark the first time a multi tries to nurture U.S. domestic Latin talent rather than force-feed foreign artists. **PolyGram's** public relations department, in the meantime, says that "the label has no comment at this point."

LA RADIO LATINA



by Carlos Agudelo

HALLMARK CARDS INC. and **First Chicago Venture Capital** have acquired 10 stations from **Spanish International Communications Corp.** The completion of the deal marks the largest group of Spanish-broadcasting stations traded in one transaction in the U.S. The operation, approved in June by the **Federal Communications Commission**, involves five full-power UHF stations: **WXTV** New York; **KMEX-TV** Los Angeles; **WLTW** Miami; **KWEX-TV** San Antonio, Texas; and **KFTV** Fresno, Calif. It also involves five low-power stations broadcasting in the metropolitan areas of **Denver**; **Philadelphia**; **Austin, Texas**; **Hartford, Conn.**; and **Bakersfield, Calif.** Another station, **KDTV** San Francisco, which belongs to **Bahia de San Francisco Television Co.**, will also be acquired. The total value of the purchase exceeds \$300 million.

Programming of the stations has been contracted for two years with **Univision**. It was previously called **Spanish International Network** and had been the programming arm of **SICC**. According to **Hallmark** communications manager **Patty Moore**, it is too early to tell whether the stations will be programmed by another company after the two-year agreement expires. However, she says, **Hallmark** has a long-term commitment to Spanish-language programming.

"Our mission is to be the foremost Spanish-language communications company in the U.S., improving the quality of life and economic well-being of U.S. Hispanics through mass media, information, education, and entertainment," says **Irving O. Hockaday Jr.**, president and chief executive officer of **Hallmark Cards**. **Hockaday** has also been appointed president of the newly formed private partnership between **Hallmark** and **First Chicago Venture**.

According to **Moore**, **Hallmark** holds a 75% interest and **First Chicago Venture Capital** owns the remaining 25% in the new company, whose name hasn't been chosen yet. Other key staffers include executive VPs **Charles W. Koester** and **Robert J. Druten**, VP **Charles J. Egan**, VP **Andrew Goldman**, and **George Blank**, VP and chief financial officer. **Joaquin Blaya**, **Danny Villanueva**, and **William Styles** will manage daily operations.

THE PROGRAMMER'S VOICE: **Jorge Luis Capdevilla**, music director for **WAMA-AM** Tampa, Fla., says he still doesn't know the extent to which the station's

Hallmark & First Chicago acquire 10-station package

programming is going to be affected by the upcoming changes in its managerial structure. **Victor Lance**, general manager, is leaving soon for **Hollywood, Fla.**, where he has acquired, along with **Rafael Díaz Gutiérrez**, the station **WQW-AM**. The buyers reportedly paid \$2 million to **Global Communications** for the outlet. **Díaz Gutiérrez**, owner of **Audiarama Records**, one of the biggest record distributors in **New York**, was also VP of **WSKQ-AM** New York. Back in **Tampa**, **Capdevilla** says "La Bamba" by **Los Lobos**, "Esa" by **Carla**, "Que No Se Rompa La Noche" by **Julio Iglesias**, and "En Bancarrota" by **Braulio** are the hottest songs on the air. In salsa, **Franky Ruiz** continues to dominate the airwaves, this time with the song "Desnúdate Mujer." **Tommy Olivencia** is hot with "Lobo Domesticado," and the ever-popular Colombian folk hero **Fruko** is coming on strong with a tune called "Charanga Campesina." **Capdevilla's** programming is a rare mixture of salsa; Mexican songs like "Mejor Me Meto De Monja" by **Yolanda Del Rio** and "De Pecho A Pecho" by **Sonia Rivas**; and contemporary pop ballads. **Capdevilla** also confirms something the charts are showing: **Los Bukis** are going national with the tune "Tu Carcel," making them one of the few **West Coast** groups that has made it in the **East**.

©Copyright 1987, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

TOP CLASSICAL ALBUMS™

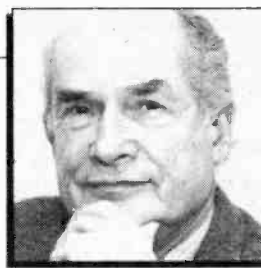
THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
			Compiled from a national sample of retail store sales reports.	
			★★ NO. 1 ★★	
1	1	44	HOROWITZ IN MOSCOW DG 419-499 (CD)	42 weeks at No. One VLADIMIR HOROWITZ
2	2	24	CARNAVAL CBS IM-42137 (CD)	WYNTON MARSALIS
3	3	14	POPS IN LOVE PHILIPS 416-361 (CD)	BOSTON POPS (WILLIAMS)
4	4	76	PLEASURES OF THEIR COMPANY ANGEL DS-37351 (CD) KATHLEEN BATTLE, CHRISTOPHER PARKENING	
5	7	10	GROFE: GRAND CANYON SUITE TELARC 80086 (CD) CINCINNATI POPS (KUNZEL)	
6	5	16	HOLST: THE PLANETS LONDON 417-553 (CD) MONTREAL SYMPHONY (DUOIT)	
7	9	6	WHITE MAN SLEEPS NONESUCH 79163 (CD)	THE KRONOS QUARTET
8	6	56	KATHLEEN BATTLE SINGS MOZART ANGEL DS-38297 (CD) KATHLEEN BATTLE	
9	10	12	ADAMS: THE CHAIRMAN DANCES NONESUCH 79144 (CD) SAN FRANCISCO SYMPHONY (DE WAART)	
10	8	54	HOROWITZ: THE STUDIO RECORDINGS DG 419-217 (CD) VLADIMIR HOROWITZ	
11	11	16	DANCE PIECES CBS FM-39539 (CD)	PHILIP GLASS
12	15	6	CBS MASTERWORKS DIGITAL SAMPLER CBS MK-42070 (CD) VARIOUS ARTISTS	
13	12	14	HANSON: SYMPHONY NO. 2 ANGEL DS-47850 (CD) SAINT LOUIS SYMPHONY (SLATKIN)	
14	13	18	MUSSORGSKY: PICTURES AT AN EXHIBITION RCA 5931-RC (CD) BARRY DOUGLAS	
15	14	80	HOROWITZ: THE LAST ROMANTIC DG 419-045 (CD) VLADIMIR HOROWITZ	
16	16	146	AMADEUS SOUNDTRACK FANTASY WAM-1791 (CD) ● NEVILLE MARRINER	
17	19	6	BUTTERWORTH/PARRY/BRIDGE NIMBUS NI-5068 (CD) ENGLISH STRING ORCHESTRA (BOUGHTON)	
18	18	6	PART: ARBOS ECM 831-959 (CD)	GIDON KREMER
19	17	48	DVORAK: CELLO CONCERTO CBS IM-42206 (CD)	YO-YO MA
20	NEW		BEETHOVEN: SYMPHONIES 4 & 5 L'OISEAU LYRE 417-615 (CD) ACADEMY OF ANCIENT MUSIC (HOGWOOD)	
21	24	20	ROTA: CONCERTO/BARBER: ADAGIO PHILIPS 416-356 (CD)	I MUSICI
22	20	14	TCHAIKOVSKY: 1812 OVERTURE LONDON 417-400 (CD) CHICAGO SYMPHONY ORCHESTRA (SOLTI)	
23	NEW		BOCCHERINI: CELLO CONCERTO CBS M-39964 (CD)	YO-YO MA
24	23	62	THE KRONOS QUARTET NONESUCH 79111 (CD)	THE KRONOS QUARTET
25	21	12	MAHLER: SYMPHONY NO. 8 ANGEL DSB-47625 (CD) LONDON PHILHARMONIC (TENNSTEDT)	

TOP CROSSOVER ALBUMS™

THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
			★★ NO. 1 ★★	
1	1	22	TRADITION ANGEL DS-47904 (CD)	18 weeks at No. One ITZHAK PERLMAN
2	NEW		KIRI SINGS GERSHWIN ANGEL DS-47454 (CD)	KIRI TE KANAWA
3	2	24	BOLLING: SUITE FOR FLUTE & JAZZ VOL. 2 CBS FM-42018 (CD) JEAN-PIERRE RAMPAL, CLAUDE BOLLING	
4	3	26	IN IRELAND RCA 5798-RC (CD)	JAMES GALWAY & THE CHIEFTAINS
5	4	14	BASIN STREET CBS FM-42367 (CD)	CANADIAN BRASS
6	5	30	ROUND-UP TELARC 80141 (CD)	CINCINNATI POPS (KUNZEL)
7	6	50	OPERA SAUVAGE POLYDOR 829-663 (CD)	VANGELIS
8	8	20	NEW YORK COUNTERPOINT RCA 5944-RC (CD)	RICHARD STOLTZMAN
9	7	16	ATMOSPHERES CBS FM-42313 (CD)	VARIOUS ARTISTS
10	11	54	BACHBUSTERS TELARC 10123 (CD)	DON DORSEY
11	9	54	DOWN TO THE MOON CBS FM-42255 (CD) ● ANDREAS VOLLENWEIDER	
12	10	40	STRATAS SINGS WEILL NONESUCH 79131 (CD)	TERESA STRATAS
13	12	24	ANDREW LLOYD WEBBER: VARIATIONS PHILIPS 420-342 (CD) JULIAN LLOYD WEBBER	
14	14	6	POMP & PIZAZZ TELARC 80122 (CD)	CINCINNATI POPS (KUNZEL)
15	13	14	WE KNOW WHAT WE LIKE - MUSIC OF GENESIS RCA 6242-RC (CD) LONDON SYMPHONY ORCHESTRA	

(CD) Compact disk available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units.

Classical KEEPING SCORE



by Is Horowitz

MIDLINES GALORE: Angel Records may have just released its first midline compact disk line, Studio Series (Keeping Score, Aug. 8), but it already has three more lines in preparation for market introduction before the end of the year. Top-of-the-line releases, however, will not be neglected as the flow of lower-price classics crests, says Renny Martini, national sales manager.

The label will be reviving its Great Recordings Of The Century logo for one of the midlines, a product series derived from Pathe Marconi's References series. That line is heavily laced with historic recordings, and early material will include titles by such legendary artists as Kathleen Ferrier, Feodor Chaliapin, and Wanda Landowska. Twenty or more titles will figure in the initial November Great Recordings release, says Martini. The series will be exclusively in the CD format.

Another CD-only midline due out about the same time is Classics For Pleasure. This will consist primarily of standard warhorses, while the third CD midline series, Eminence, will reach out into more esoteric areas. These midlines, together with a second Studio Series group, will bring the number of newly released Angel midlines this fall to more than 80 titles, says Martini.

The midline story figured prominently in the label's prefall road show over the last two weeks. Audio/visual presentations in Los Angeles, San Francisco, New York, Washington, Chicago, and Dallas brought area dealers and radio personnel together to hear pitches by Martini and Angel vice president John Patrick.

Among full-price titles due this fall that will be supported by special campaigns is a package of previous-

ly unreleased Maria Callas performances, taken largely from 1953 recitals in Hamburg, West Germany; Amsterdam, Netherlands; and Athens. Another package will involve new entries in the Beethoven symphony cycle by Riccardo Muti and the Philadelphia Orchestra. There will be an "Eroica" and a coupling of the Second and Fourth Symphonies.

"The Academy Plays Opera" finds an enlarged ensemble from St. Martin-In-The-Fields under Neville Marriner playing special arrangements of Verdi and Puccini tunes. Also due are the first recordings for Angel by Mariss Jansons and the Oslo Philharmonic (Shostakovich and Tchaikovsky) under a 14-disk pact. The orchestra tours the U.S. this fall.

A period-instrument recording of Beethoven's Ninth Symphony by Roger Norrington and the Lon-

Angel Records prepares 3 new midline CD series

don Classical Players is slated, as is a program of Viennese songs by Lucia Popp. Simon Rattle has a Mahler Second (with Arleen Auger and Janet Baker), but just to ensure that he doesn't fall into a comfortable pigeonhole, Rattle also conducts "The Jazz Album" with the London Sinfonietta & the Harvey Wallbangers. A new digital recording of Fritz Kreisler pieces by Itzhak Perlman, and a "Frau Ohne Schatten" directed by Wolfgang Sawallisch provide further evidence of the eclectic nature of Angel repertoire planning.

TOUR DUST: Philips Records says "Pops In Love" promotional tie-ins paid off handsomely during the recent 10-concert, cross-country tour by the Boston Pops Orchestra. John Mauceri took the podium to replace John Williams, who was indisposed. But Williams is expected to take over when the orchestra flies off on a Japanese junket in November. In-store campaigns during the U.S. tour were bolstered by radio and press exposure, says Nancy Zannini, Philips vice president in charge.

Indie GRASS ROUTE



by Linda Moleski

AFTER MUCH SPECULATION, Jem Records Texas has officially split from the Jem Records Group of companies. The buyout, led by president Don Gillespie, comes on the heels of the Jem Group's recent decision to separate its distribution arm from its in-house record label, Passport, and its associated imprints (Billboard, Aug. 22).

Reports are that the split was strictly for financial purposes and that the mechanics of the Dallas/Fort Worth-based operation will remain the same. To go along with the move, the company plans to change its moniker by the end of the year. The distribution outfit has recently been aggressive in picking up domestic lines; during the past year, its stable has increased from 70 to some 180.

Jem Texas joined the South Plainfield, N.J.-based Jem Records Group in 1984.

SEEDS & SPROUTS: Big State Distributing recently hosted a first-rate listening party for Dallas/Fort Worth-based rock outfit the Cauze to celebrate the release of the group's self-titled debut album, on USA Records International. Big State chief Billy Emerson expressed his support at the event, which drew some 600 people from the radio and retail community. The album's leadoff track, "No Way," is reportedly attracting album rock radio interest in a number of markets; a video for the single is also available. Other distributors handling the release include CRD, Landmark, M.S., and Schwartz Bros. . . . Also in Texas, Passport Records just picked up local rock group the Wildseeds. Meanwhile, word is that the label's distribution group, Jem Records, is planning to enter into

an international video venture . . . Atlanta-based DB Records is rocking college airwaves with two new releases, the Windbreakers' latest album, "A Different Sort . . ."—which excludes member Bobby Sutliff—and a 12-inch by the Swimming Pool Q's, titled "The Firing Squad For God" . . . Violent Femmes member Brian Ritchie has inked a solo deal with SST. An album titled "The Blend" is expected sometime in September . . . JFL Distributors reports that Criminal Records is very strong in the Miami area with three 12-inches, Maribell's "Roses Are Red," the Criminal Element Orchestra's "Put The Needle To The Record," and Ellis D.'s "My Loleatta," which is on Criminal's subsidiary label, Minimal . . . Antilles has re-

Jem Records Texas leaves the Jem Records Group

leased the motion picture soundtrack to "The Big Easy," which stars Dennis Quaid, Ellen Barkin, and Ned Beatty. Among the artists featured on the recording are Buckwheat Zydeco, Professor Longhair, the Dixie Cups, and Aaron Neville . . . After a seven-year stint there, Rick Swenson is departing Flying Fish to pursue other interests. He can be reached at 312-973-2326. We wish him the best . . . Manhattan-based Easy Street Records has formed a new 12-inch logo, dubbed Southway Records, which will focus on Latin-oriented dance music. The label will kick off with two titles, Jasmin's "On The Loose" and the Bad Boys Orchestra's "Do You Wanna Dance," scheduled for release in September . . . East Side Digital, the Minneapolis-based CD distributor owned and operated by Robert Simonds, has formed its own CD label subsidiary, ESD. Initial product for the logo includes the debut album from New Jersey-based pop-rockers They Might Be Giants (on Bar None Records) and back catalog by the Residents and Bruce Cockburn. The line will be sold direct as well as through a select number of independent distributors. Simonds is also a partner in the Boston-based CD-only label, Rykodisc USA.



Shock The Monkees. In the Monkees' new video, "Heart And Soul," the boys are shown frozen in 1967, thawed out in the present, and trying to deal with late-'80s culture shock, a difficult enough feat even for those of us who have stayed out of the icebox. Shown rehearsing are, from left, Peter Tork, Davy Jones, and Micky Dolenz. The single is from the Rhino album "Pool It!"

More Dance-Vid Remixes Sought Telegenics Polls DJs On Club Requests

BY JIM BESSMAN

NEW YORK In an effort to stimulate production of dance-video clip remixes—which many labels admit needs to be stepped up—the Telegenics video pool is now providing record companies with in-club request and play information, gathered from locations across the U.S.

The New York-based service's recently launched Vinyl-Video Connection is consulting over 100 record pools nationwide in compiling monthly wish lists of dance tracks for which DJs would like to see either regular or extended remix clips.

A Vinyl-Video top 40 list, charting actual dance record and video club play, is also being provided to the labels.

This new drive for expanded production of dance videos stems from both DJ demand and the role of dance clubs in the video industry.

"People who buy dance records go to the dance clubs," says Telegenics head Chris Russo. "And they're the only places to see dance-oriented videos because [national outlets like] MTV and 'Friday Night Videos' don't play them very much, and 'Hot Tracks' is gone. So the labels have to realize they won't break a dance record on television but in the clubs, and that's the demo that buys a dance record anyway."

Making extended clip remixes for dance music helps get play for the songs, says Russo, because "the DJ mentality is such that only 12-inch video remixes have any chance of getting club play."

"DJs are always clamoring for 12-inch [video] versions," says Russo. "It's like records—when a hot dance

single comes out, the first thing they ask is, 'Is there a 12-inch?' A 12-inch video is more fun to play with and gives you more time to mix in and out to raise the dancers' spirits."

"You can't do this if you have just the three-minute single version of the video or if you sync it to the 12-

'DJs are always clamoring for 12-inch video versions'

inch record and then go to ambient or something like that," he continues. "Besides, you can't really lock in a video to the record."

Russo notes that many major dance clubs won't even play a video unless it's a 12-inch version. VVC should encourage more DJs to add video to their repertoire by making their programming needs known to those who can satisfy them, Russo says.

VVC director Ed Paunetto is contacting the record pools twice monthly to collect data and is thereby opening up Telegenics' club-video-distribution service to a whole new clientele, says Russo.

Some labels stay away from extended video remixes because of the cost. But the dollars need not be excessive, Russo claims, especially if "labels consider the potential for dance-video remixes when budgeting for their original single-length video productions."

"It can cost as little as \$2,000, depending on the length and the ex-

tent of additional material," according to Russo. To illustrate, he says that the "straight remix" that partner Tom DeIeso made for Arista group Exposé's "Point Of No Return," which used additional footage left over from the original shoot, cost \$2,000, while the "deluxe" version, which added flashier graphic effects "more attuned to a light show in a club," cost \$7,500.

DeIeso also remixed Exposé's "Come Go With Me," although he had to re-edit the original 7-inch single version to 12-inch length without the addition of new material.

"The disadvantage in using only what is already there is that you have to reuse the same footage again and again, which can be boring," says Russo, though he notes that in "Come Go With Me," some of the imagery was reprocessed and edited faster to avoid a total rehash of the original clip.

"The trick is when you're contracting the budget for a dance video, you throw in a couple thousand extra for the dance version so that if they eventually decide to do a remix, you already have the material at hand," Russo says.

Russo is currently talking to other labels about other remix work. Meanwhile, at Arista, director of video production/promotion Peter Baron agrees that the clubs are currently "screaming" for dance-video remixes, and hopes that he'll be able to deliver more in the future.

"You have to be consistent," says Baron. "Clubs have to be able to show that the song that's playing on the sound system matches what they're seeing on the video screen. They have to see the [audio] mix."

(Continued on next page)

VIDEO TRACK

NEW YORK

WINDSOR TOTAL VIDEO edited the Pop Tarts' clip for "Another Grey Day In London." The video is being serviced to clubs via **Vusic Express**; the group is signed to Columbia Pictures Music Group.

LOS ANGELES

THE MONKEES' video for "Heart And Soul," the first single from their recently released Rhino album "Pool It!," is an updated miniversion of the group's classic television series. It was directed by **Fisher & Preachman**, whose production credits include clips for the **Georgia Satellites**, the **Ramones**, **Dokken**, and **Stevie Ray Vaughan**. **Brent Bowman** produced. **Keith Holland** served as director of photography. **Neal Brown** edited. **Don Diers** was art director.

Enigma recording act **Wednesday Week's** video for "Why" is a performance piece intercut with conceptual footage, lensed on location in the neighborhood of Sherman Oaks. It was directed and produced by **Howard Libov**. **Peter M. Gilbert** served as cinematographer. **Libov** and **Scott Laster** edited.

OTHER CITIES

RICHARD BELL of **Vivid Productions** produced **Echo & the Bunnymen's** video for "The Game," which was filmed on location in Porto Allegre, Sao Paulo, and Rio de Janeiro, Brazil. It was directed by **Anton Corbijn**, best known for his work with **U2**. The clip supports the single off the group's self-titled Sire album.

Bell also produced **John Adams'** video for "Strip This Heart," a cut off his new A&M album, "Strong." It is a quick-moving performance piece that was shot in 8mm (film, not video) on the rocky coast of England. **Peter Scammell** directed.

The **Royal Court Of China** just wrapped its debut video, for "It's

All Changed," the first single from its upcoming self-titled A&M album. Performance segments were shot on location at Nashville's War Memorial Auditorium with director **Kevin Kerlake**. Outdoor shots were done in the wooded areas of Robertson County. **The Company** of Los Angeles produced.

The **Silencers'** video for "I Can't Cry" is a performance piece that incorporates footage from two French films of the '60s, "The Lace-maker" and "The Lost Honor Of Katarina Blum." Other sequences were shot on the Odessa Wharf on the Thames River. **Tony Vanden Ende** directed. **Roger Hunt** pro-

(Continued on next page)



The "DEAD" Is Alive!

Monterey Home Video's release of "The Grateful Dead Movie," the definitive film chronicle of this remarkable group, is available on videocassette in Dolby Stereo from **FRIES HOME VIDEO** (213) 466-2266 or (800) 248-1113 and through these fine distributors:

ARTEC
EAST TEXAS DIST.
MAJOR VIDEO
SIGHT & SOUND
UNIVERSAL RECORD DIST.
V.R.D.

BEST VIDEO DIST.
HOME ENTERTAINMENT
METRO VIDEO
BAKER & TAYLOR-VIDEO
SOURCE VIDEO
WAXWORKS-VIDEOWORKS

JEM RECORDS
INGRAM VIDEO
SCHWARTZ BROS.
CLUB VIDEO
VIDEO TREND



DISTRIBUTED BY **FRIES HOME VIDEO**
a subsidiary of Fries Entertainment Inc.

NEW VIDEOCLIPS

This weekly listing of new video-clips generally available for programming and/or promotional purposes includes artist, title, album (where applicable), label, producer/production house, director. Please send information to Billboard, New Videoclips, 1515 Broadway, New York, N.Y. 10036.

FASTER PUSSYCAT
Don't Change That Song
Faster Pussycat/Elektra
Brent Bowman/Fisher, Preachman
Russ Meyer

HOOTERS
Johnny B.
One Way Home/Columbia
Bryan Johnson/Propaganda Films
David Fincher

HUEY LEWIS & THE NEWS
Doing It All For My Baby
Fore/Chrysalis
Mike Riffle/Naked Eye Productions
Jeff Stein

ICEHOUSE
Crazy
Man Of Colors/Chrysalis
Jon Jopson/Glen Goodwin/Sprows
Michael Segel

BILLY IDOL
Mony Mony
Vital Idol/Chrysalis
T'Boo Dalton/Calhoun Productions
Larry Jordan

INSIDERS
Ghost On The Beach
Ghost On The Beach/Columbia
Ben Dossett/Propaganda/Midnight Films
Meiert Aris

MICK JAGGER
Let's Work
Primitive Cool/Columbia
Zbig Vision Ltd.
Zbig Rybczynski

JELLYBEAN
The Real Thing
Just Visiting This Planet/Chrysalis
Marcello Anciano/ANGO
Marcello Anciano

GLENN JONES
We've Only Just Begun
The Romance Is Not Over/Jive/RCA
Pamela Gibson/Atlantis Productions
Rolando Hudson

LIVING IN A BOX

So The Story Goes
Living In A Box/Chrysalis
Claire Clifford/LimeLight Productions
Joanna Hogg

RICHARD MARX
Should've Known Better
Richard Marx/EMI
Sigurjon Sighvatsson, Bryon Johnson, Ben Dossett
Dominic Sena

ALISON MOYET
Weak In The Presence Of Beauty
Reindancing/Columbia
Front Row Films
Pete Cornish

NIGHT RANGER
The Color Of Your Smile
Big Life/MCA
Calhoun Productions
Larry Jordan

SQUEEZE
Hour Glass
Babylon And On/A&M
Adrian Edmonson
Adrian Edmonson

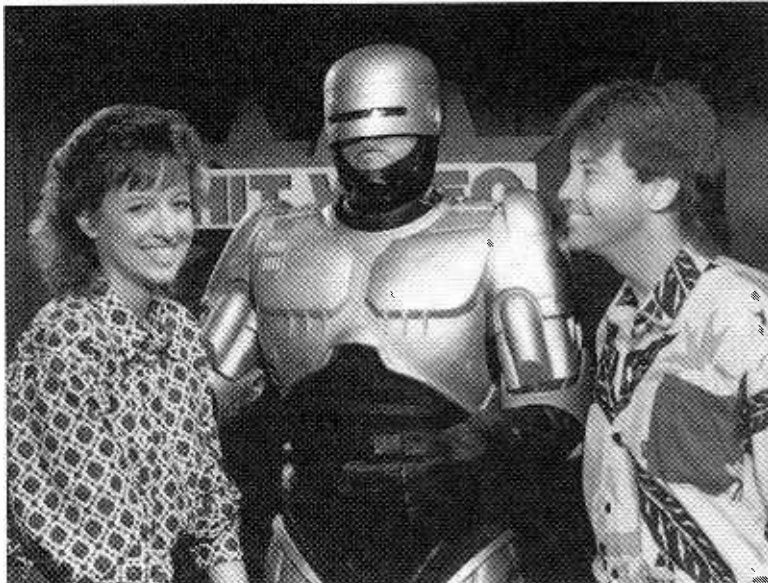
TAMI SHOW
She's Only Twenty
Tami Show/Chrysalis
Jane Guterman/Libman, Moore
Larry Williams

TOM WAITS
Franks Wild Years
Blow Wind Blow/Island
Group One Productions
Chris Blum

JENNIFER WARNES & BILL MEDLEY
(I've Had) The Time Of My Life
Dirty Dancing Soundtrack/RCA
Phillip Rose/Propaganda Films
Greg Gold

WASP
Scream Until You Like It
Live In The Raw/Theme from Ghoules II/Capitol/Empire
Eric Leakese/Glen Goodwin Productions
David Gladstone

WENDY & LISA
Waterfall
Wendy & Lisa/Columbia
Elizabeth Tafford



Cybernetic Visitation. Robocop, the star of the Orion film bearing his name, stopped by the offices of Hit Video USA in Houston recently during a multicity promotional tour for the movie. Shown with the man of steel are VJs Karen Kay, left, and E.J. Thacker.

TELEGENICS POLLS DJs ON DANCE-VIDEO REMIXES

(Continued from preceding page)

Here Baron seconds Russo's contention that the 7-inch video doesn't sync well with the 12-inch record. He says that costs for remixes, which "can run you up into a lot of bucks," are justified because the remix can extend the life of the single.

Doug Cerrone, associate director of music video for MCA Records, says that his label is increasing its output of dance-video remixes and specifically points to Jody Watley and Kim Wilde as artists for whom additional footage was shot specifically for a remix.

Cerrone says that remixes are im-

portant because they indicate a "stronger commitment" by the label to the artist and the club industry at large, and they also promote greater play at the club level. Additionally, such videos may enhance collectibility of an artist's future home-video compilation, he says.

Like the other label video representatives, Atlantic's manager of video services Curt Creager is enthusiastic about VVC's feedback.

He also reports requests by clubs for 12-inch videos, but he says that Atlantic prefers to gauge a dance single's pop potential before committing itself to a video or video remix.

"We don't feel that we're coming in late by waiting," he says. "Even if we come in by the time the record's top 40, [the video] re-energizes the song at the club level."

Show Features Several Musical Genres Variety Series To Debut

NEW YORK Grammy-winning pianist Herbie Hancock is hosting "Showtime Coast To Coast," a new magazine-format performance series that premieres Saturday (29) at 10 p.m. Eastern time.

Each 90-minute segment will feature new and established comedy and music talent. The debut program—which will be repeated on Sept. 8, 11, 16, and 20—features Manhattan Transfer, the Neville Brothers, country/blues singer

K.D. Lang, and comedians Greg Travis and Robert Schimmel.

Also featured on the show will be an impromptu star-filled jazz session with Hancock, Bobby McFerrin, Joni Mitchell, David Sanborn, and Wayne Shorter.

Ken Ehrlich, who has produced the annual Grammy Awards telecast since 1980 as well as numerous music television specials, will produce and direct the series.

TV PROGRAMMING

MUSIC TELEVISION

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

WEEKS ON PLAYLIST

VIDEOS ADDED THIS WEEK	VIDEOS	WEEKS ON PLAYLIST
CUTTING CREW	I'VE BEEN IN LOVE BEFORE Virgin	MEDIUM
ECHO & THE BUNNYMEN	LIPS LIKE SUGAR Virgin	BREAKOUT
HEART	WHO WILL YOU RUN TO Capitol	SNEAK PREVIEW
INSIDERS	GHOST ON THE BEACH Epic	HIP CLIP
TONY MACALPINE	KEYS TO THE CITY Squawk/PolyGram	BREAKOUT
RICHARD MARX	SHOULD'VE KNOWN BETTER Manhattan	SNEAK PREVIEW
SIMPLY RED	MAYBE SOMEDAY Elektra	BREAKOUT
DEF LEPPARD	WOMEN Mercury/PolyGram	4
FABULOUS THUNDERBIRDS	HOW DO YOU SPELL LOVE Epic	42
FAT BOYS & THE BEACH BOYS	WIPEOUT Tin Pan Apple/PolyGram	4
FLEETWOOD MAC	LITTLE LIES Warner Bros.	2
GENESIS	ANYTHING SHE DOES Atlantic	4
HOOTERS	JOHNNY B Columbia	5
JOHN COUGAR MELLENCAMP	PAPER IN FIRE Mercury/PolyGram	3
POISON	I WON'T FORGET YOU Capitol	3
RANDEE OF THE REDWOODS	EITHER WAY, IT'S FINE WITH ME Rounder	3
*BRYAN ADAMS	HEARTS ON FIRE A&M	11
*EUROPE	CARRIE Epic	11
*FLEETWOOD MAC	SEVEN WONDERS Warner Bros.	9
*GRATEFUL DEAD	TOUCH OF GREY Arista	10
SAMMY HAGAR	GIVE TO LIVE Geffen	6
INXS & JIMMY BARNES	GOOD TIMES Atlantic	11
HUEY LEWIS & THE NEWS	DOING IT ALL FOR MY BABY Chrysalis	7
LOS LOBOS	LA BAMBAM Warner Bros.	9
*MADONNA	WHO'S THAT GIRL Warner Bros.	9
RICHARD MARX	DON'T MEAN NOTHING Manhattan	14
GEORGE MICHAEL	I WANT YOUR SEX Columbia	10
*THE OUTFIELD	SINCE YOU'VE BEEN GONE Columbia	9
PRINCE	U GOT THE LOOK Warner Bros.	5
*STARSHIP	IT'S NOT OVER ('TIL IT'S OVER) RCA	9
T'PAU	HEART AND SOUL Virgin	16
*U2	I STILL HAVEN'T FOUND WHAT I'M LOOKING FOR Island	11
SUZANNE VEGA	LUKA A&M	14
*WHITESNAKE	HERE I GO AGAIN Geffen	7
BANANARAMA	I HEARD A RUMOUR PolyGram	4
CRUZADOS	BED OF LIES Arista	8
THE CURE	WHY CAN'T I BE YOU Elektra	14
DANNY WILSON	MARY'S PRAYER Virgin	12
GREAT WHITE	ROCK ME Capitol	7
LIVING IN A BOX	LIVING IN A BOX Chrysalis	15
RED SPEEDWAGON	IN MY DREAMS Epic	9
*38 SPECIAL	BACK TO PARADISE A&M	9
KIM WILDE	SAY YOU REALLY WANT ME MCA	9
WARREN ZEVON	LEAVE MY MONKEY ALONE Virgin	4
ABC	WHEN SMOKEY SINGS PolyGram	7
JON ASTLEY	JANE'S GETTING SERIOUS Atlantic	14
*DAVID BOWIE	NEVER LET ME DOWN EMI America	5
BREAKFAST CLUB	KISS AND TELL MCA	7
COCK ROBIN	JUST AROUND THE CORNER Columbia	3
CROWDED HOUSE	WORLD WHERE YOU LIVE Capitol	8
CURIOSITY KILLED THE CAT	MISFIT PolyGram	6
PAUL KELLY & THE MESSENGERS	DARLING IT HURTS A&M	4
MASON RUFFNER	DANCIN' ON TOP OF THE WORLD CBS	10
THE SILENCERS	PAINTED MOON RCA	8
TNT	EVERYONE'S A STAR PolyGram	3
TWISTED SISTER	HOT LOVE Atlantic	11
ROGER WATERS	SUNSET STRIP Columbia	2
10,000 MANIACS	PEACE TRAIN Elektra	2
PETE BARDENS	IN DREAMS Capitol	3
THE CULT	WILD FLOWER RCA	2
DIO	I COULD HAVE BEEN A DREAMER Warner Bros.	3
ACE FREHLEY	ROCK SOLDIERS Atlantic/Megaforce	3
GO WEST	DON'T LOOK DOWN Chrysalis	3
LOU GRAMM	LOST IN THE SHADOWS Atlantic	6
DAVID HALLYDAY	HE'S MY GIRL CBS	3
THE ICICLE WORKS	UNDERSTANDING JANE RCA	7
LEVEL 42	RUNNING IN THE FAMILY PolyGram	6
NIGHT RANGER	COLOR OF YOUR SMILE MCA	3
THE OTHER ONES	HOLIDAY Virgin	3
THE PRETENDERS	IF THERE WAS A MAN Warner Bros.	3
PSEUDO ECHO	LISTENING RCA	13
URGENT	I CAN'T TAKE IT NO MORE Manhattan	8
STEVIE RAY VAUGHAN & DICK DALE	PIPELINE Columbia	8
SWING OUT SISTER	BREAKOUT PolyGram	7
VIENNA	TALKING WITH THE HEAT Warner Bros.	3
WENDY & LISA	WATERFALL Columbia	3
PETE WYLIE	SINFUL Virgin	3

* Denotes former Sneak Preview Video. For further information, contact Jeanne Yost, director of music programming, MTV, 1775 Broadway, New York, N.Y. 10019.

Billboard CLASSIFIED ACTION MART

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

- Regular classified (ads without borders): \$2.55 per word, per insertion. Minimum ad order, \$51.00.
- Display classified (all ads with borders): \$83.00 per column per inch, per insertion; 4 insertions \$77.00 per; 12 insertions \$71.00 per; 26 insertions \$68.00 per; 52 insertions \$55.00 per. Price discounts are based on insertions in consecutive issues.
- REVERSE AD \$10.00 ADDITIONAL CHARGE

COUPON

Count 8 words for our Box Number and address. Add \$6.50 for handling. Only regular mail forwarded—tapes not acceptable.

Check the heading you want . . .

- For Sale Help Wanted Positions Wanted Tapes
- Business Opportunities Investors Wanted
- Real Estate/For Sale/Lease Songwriters Talent
- Accessories Golden Oldies Novelties/Merchandise
- Services/Supplies/Equipment Wanted To Buy
- Comedy Material Computer Schools & Instructions
- Video Miscellaneous

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

Cancellations must be in writing and mailed to the Classified Dept.

15% agency commission applicable only on ads of 2" or more running 2 consecutive weeks.

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

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
 Credit Card # _____ Exp. Date: _____
 Bank # _____
 Your signature _____

800/223-7524.

FOR SALE

ROCK & SOUL ELECTRONICS
 470 7th Ave. (bet. 35th & 36th Str.)
 New York, N.Y. 10018

WE HAVE THE LOWEST PRICES IN TOWN!

LP's \$4.99—\$5.77
 12 inch \$2.99—\$3.29

also
LARGEST SELECTION OF IMPORT 12 INCH RECORDS

***COMPACT DISC \$10.99 to \$12.99

SONY—60min \$1.77
 TDK—60min \$1.88
 MAXELL XLII 60min \$1.69
 FAMOUS BRANDS T-120 \$2.99
 DURACELL AA (pk of 4) \$1.39
 SONY T-120, PANASONIC, JVC, KODAK, MEMOREX T-120's ALL FOR ONLY \$3.99—\$4.29 each

We accept mail orders—\$100.00 minimum—add 12% shipping and handling

FOR SALE

CUT OUTS & OVER STOCKS
 LP's, Tapes, 45's and imports. Looking for the unusual? We have it at lowest prices. All requests for list must be written on your company letterhead. Dealers Only.

Performance
 P.O. Box 156
 New Brunswick NJ 08901
 (201) 545-3004 Telex: 5106008316

FOR SALE

CUT OUTS & IMPORTS
 LP's, cassettes, 8 tracks and 45's. Rock, Country R & B and Gospel. Write for free catalog. Trade only

MARNEL DIST.
 P.O. Box 953
 Piscataway, NJ 08854

TAPES

INCREASE PROFITS BY REDUCING THEFT!

RETAIL LOSSES ARE INCREASING ALL OVER THE NATION

PROTECT YOUR RETAIL OUTLETS WITH LOW COST EASY-TO-USE CASSETTE TAPE SECURITY PRODUCTS! —EITHER REUSEABLE OR DISPOSABLE

FAST SHIPMENT FROM INVENTORY WITH 7 SELECTIVE MODELS FROM WHICH TO CHOOSE!

CALL OR WRITE TODAY FOR SAMPLES & SPECIAL PRICES!

C & D SPECIAL PRODUCTS
 309 SEQUOYA DRIVE
 HOPKINSVILLE, KY 42240
 1-800-922-6287
 502/885-8088

VIDEO

OPENING A NEW VIDEO STORE?

WANT TO INCREASE PRESENT INVENTORY? WANT TO ROTATE OLD INVENTORY? WANT TO SELL DEAD INVENTORY?

CALL TRADE-A-FLICK
 1 800 654 5390

T-120's

PACKAGED BLANK VIDEO TAPES, GRADE A, DUPLICATED QUALITY \$1.80 each

718-851-8026

BUDGET & MIDLINE CASSETTES

Catering to flea market vendors and independent record stores only. No cut-outs. \$50 minimum. Write or call for free catalog

The Tape Box, Inc.
 2801 West Reynolds St.
 Plant City, FL 33566
 (813) 754 3896

CD'S AVAILABLE

Along with 1,000's of cassette and LP titles. Dealers only. Write or call for free catalog

Record-Wide Distributors, Inc.
 P.O. # 8100
 Fenton, MO 63026
 (314) 343-7100

DON'T BUY CUTOUTS!
 Until You See Our Catalog Of Great Cassettes and LP's

TARGET MUSIC DISTRIBUTORS
 2628 N.W. 72nd Ave., Miami, FL 33122
 (305) 591-2188

PROFESSIONAL RECORDING SUPPLIES
BLANK AUDIO & VIDEO CASSETTES

Looking for the best at the lowest prices? WE CAN HELP!

- Customized Blank Audio & Video Cassettes
- Norelco, Ampex & Soft Poly Boxes
- Cassette Labels • Ampex Mastering Tape
- Screw Type C-O's • AGFA, BASF, Magnetic Media & TESLA Bulk Audio Cassette Tape

Our 22 years of experience in the recording industry speaks for itself. Give us an opportunity to speak to you. Don't Delay—Call Today For More Information

ANDOL AUDIO PRODUCTS, INC.
 4212 14th Ave., Brooklyn, N.Y. 11219
 Call Toll Free 800-221-6578 NY Res. (718) 435-7322

SELL US MOVIES

BETA/VHS—TOP DOLLAR PAID—WE HAVE 1,000's OF MOVIES FOR SALE!

VIDEO SHUTTLE, INC.
 445 8th Ave N W
 St Paul, MN 55112
 (612) 639 0622

ALL DISC TRADING ATTENTION RETAILERS

- Personalized Service
- Thousands of Titles in Stock
- CD Accessories
- Competitive Pricing
- Same or Next Day Shipment
- Volume Discounts Available

1-800-255-3472

In CT CALL 452-0203
 41 MONROE TRPK TRUMBULL CT 06611 (203) 452 0203

LP's-15¢

MIXED 1,000 and UP call

312-387-0086
 312-442-5075

CASSETTE FIXTURES open racks, good condition, 30" and 40" wide, 420 and 560 capacity. Call Regina Hoffman Tapes 1-800-222-9332 (913) 888-4885

SHOCKWAVE FIRST RECORD can be yours for free! Send for information. North Wind Productions, P.O. Box 2354, Danbury, CT 06813

MISCELLANEOUS

NOVELTIES/MERCHANDISE

"BREAKING FOR RAP CHARTS!"
 JODY RECORD RELEASE, 331/3 SINGLE, A-9142-A&B "NOISE" B/W "COCAINE BLUES," SONG BY DOLLAR BILL, GREAT RAPPER. JODY RECORDS INC., 2557 E. 1st Street Brooklyn, NY 11223 (718-339-8047) (212-220-3594)

WE EXPORT TO ALL COUNTRIES
 12" / LP'S / CD'S

BEST STOCK—BEST SERVICE—BEST INFORMATION

We specialize in 12" Dance Records all small and major labels

TRY US!!

EXPORT-O-DISC

110 Denton Avenue
 New Hyde Park, N.Y. 11040
 Tele # (516) 294-5900
 Telex: 4758254

OUTSTANDING SELECTION AT BARGAIN PRICES!

Budget/Midline/Cutouts
 LP's/CASSETTES/CD's
 Gospel, Blues, Jazz, MOR, etc
 Free Catalog - Dealers only!
 A B A Record Dist
 5 Lawrence St., Bloomfield, NJ 07003
 (201) 429 7797

MISCELLANEOUS

ENTERTAINMENT INDUSTRY NEWSLETTER

50 ISSUES FOR \$57.00

An exciting weekly newsletter (published fifty times a year) containing the reviews for new Hollywood movies, albums, video movies, CD's, and books or tapes. You'll also get entertainment news, concert info, a comprehensive list of future Hollywood films, and results of our reader opinion polls of which new movies, albums, and music videos, they liked or disliked. 50 weeks for \$57. Call Entertainment International Corp Toll free to order or for a free brochure at 1-(800)-541-0900. Visa/MC accepted. Calls accepted 24 hours a day.

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

GOLDEN OLDIES

B & H RECORDS

Specializing in hard to find oldie and current 45's.

Send \$2.00 for oldies catalog

Call:
 Toll Free
 1 (800) 521 9055 (out of state)
 (301) 665 8339 (in MD.)

FIXTURES

EXCELLENT CONDITION GREAT FOR CD/LP MERCHANDISER \$75.00 to \$90.00. Call J.A.B. 203-874-5021

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 (609) 890 6000 or write
 Scorpio Music Inc
 Post Office Box A
 Trenton NJ 08691 (X)20

Ad Campaign Hits Chappell Buy

LONDON Independence For Music Publishing Action Group, the new pressure group set up by SBK Songs' prime movers—Stephen Swid, Martin Bandier, and Charles Koppelman—to oppose the planned takeover of Chappell & Co. by Warner Communications, has taken full-page national press advertisements here to explain its case.

In the ads, headlined "Let's Call The Whole Thing Off," IMPACT says that if Warner's overtures are allowed to succeed, 80% of the U.K. popular-music publishing industry will be owned by record companies, leaving SBK Songs as the only major independent pub-

lisher.

Music publishers cannot always act in the best interests of their writers when owned by record companies, the ad goes on, and composers and songwriters, particularly those who do not also perform, are bound to be the main losers if the deal goes through.

The publishing industry faces a crisis, according to IMPACT, and the possible abolition of Britain's statutory mechanical royalty rate by new legislation will make the situation worse. Since the end here of recommended retail prices in 1981, U.K. royalty rates have fallen to barely 5.5% of retail, it says, and in EEC countries with no stat-

utory rates the average decline has been 6% during the last six years.

CD royalty rates are already

'Let's call the whole thing off'

well below statutory levels, and film and television copyright rates are, typically, even lower than for records. "For U.S. and Canadian sales," says IMPACT, "songwriters are frequently forced to accept reduced or zero record and film royalties. This trend is starting to take root in the U.K."

IMPACT concludes by urging those opposed to the Chappell/Warner merger to write to the Office of Fair Trading or Department of Trade and Industry here, insisting that the bid be referred to the Monopolies and Mergers Commission. "There are other independent options," it says.

Though spearheaded by SBK's principals, the antimerger campaign is believed to have the support of other companies and individuals involved in music publishing. But an IMPACT spokesman admits, "No one is prepared to come out of the closet at the moment."

Philips To Buy U.S. Sub

LONDON Dutch electronics giant Philips has made an unconditional cash offer for the 42% of its U.S. subsidiary NAPC that it does not already own. A new U.S. company, FGP Corp., has been created to conduct the buy-back.

The offer of \$50 per share values NAPC at approximately \$600 million. The company, whose brand names include Magnavox, Philco, Sylvania, and Genie, grossed \$4.5 billion last year, with net profits at \$68.5 million.

According to Philips chairman Cornelius van der Klugt, the move is part of a plan to integrate international operations in the face of increased competition in the world marketplace. "We will be one unified company and one more able to compete on a global basis," he says.

Only nine months ago Philips acted to secure tighter control over the largely autonomous NAPC by dissolving the U.S. trust of which it had been part since World War II and transferring the trust's assets, including 58% of NAPC, to the Philips holding company.

Analysts say that since his appointment van der Klugt has striven to weld Philips into a more close-knit concern internationally and to strengthen its marketing capabilities. It's reputation for research and development is first-rate, but its marketing has been markedly inferior to that of its mainly Japanese competitors.

In the past five years the company has spent heavily to heighten its profile and increase its penetration in the U.S. market. The current offer is seen as an attempt to cash in on this investment, and most European observers expect it to succeed unopposed.

Piracy Amounts To \$100 Million A Year Thais Split On C'right Issue

BY CHRISTIE LEO

SINGAPORE Controversy over the protection of U.S. copyrights has rocked Thailand's coalition government and hurt relations with the U.S.

Some observers believe wrangling between the two largest coalition groups, the Democrat Party and the Social Action Party, could even spark the dissolution of the government.

At issue is the rampant piracy trade, estimated to be worth \$100 million annually. Following crackdowns in former pirate havens Taiwan and Singapore, U.S. officials have now bestowed on Thailand the title of "piracy capital of Asia."

Much of the illicit business is in computer software and fake name-brand consumer goods, but large stocks of pirated American music and videotapes are openly peddled in thousands of shops and street stalls in Bangkok and other Thai cities. Movies like "Rambo" rent for as little as 80 cents, and rock concert videos rent for only 40 cents.

Supporters of copyright protec-

tion for U.S. artistic and literary works believe Thailand must maintain smooth trade relations with the U.S., which takes around 18% of all Thai exports. But opponents, including members of the Thai cabinet and Parliament and student and labor groups, say the country must not be bullied into passing laws which would hike costs here and do nothing to halt what is seen as a U.S. protectionist juggernaut.

The row is the latest in a series of trade quarrels that have severely damaged relations between the two countries. Thais were already angered at attempts by the U.S. Congress to limit textile imports and its passage of the 1985 Farm Act, which, according to foreign minister Siddhi Savetsila, has undermined national security and hurt the 70% of Thailand's population engaged in agricultural labor. Recent U.S. pressure to tackle copyright issues has provoked a reaction of nationalism among many Thais.

Loud Music OK—Study

BY WILLEM HOOS

AMSTERDAM, Netherlands

Loud music does not damage the hearing of young people, according to the Dutch national research institute TNO. The findings, which are the outcome of a 10-year investigation by audiologist Henk Lindeman, directly contradict conclusions reached in the '70s by U.S. researchers.

"My results prove that the American conclusions were premature and inaccurate," says Lindeman. "Detailed tests have shown that loud music has no significant long-term effect on the hearing of youngsters."

In 1977, Lindeman began testing two groups of 100 Dutch teenagers, ages 16-20, one consisting of secondary schoolchildren, the other of senior polytechnic students. Most of those involved regularly attended discos and rock concerts, but some did not.

Comparative follow-up tests on the two groups were carried out in 1980, 1983, and 1986. According to Lindeman, the tests revealed no permanent hearing impairment. "The American research was very ramshackle," he says. "They tested youngsters shortly after they had left discos or live venues, when hearing indeed shows some deterioration."

"But this effect is short-term. After a quarter of an hour or so, the hearing starts to recover."

U.K. Madonna Concerts Spur Fan Hysteria But Superstar Gets Mixed Reviews

BY NICK ROBERTSHAW

LONDON Fan hysteria on a scale rarely seen since the days of the Osmonds marked the arrival of Madonna at London's Heathrow Airport Aug. 13 for a series of four U.K. concerts expected to be seen by 300,000 people.

The Sire superstar has scored an unprecedented 15 consecutive top 10 hits here and has four albums on the pop charts. British print and broadcast media have given saturation coverage to her inevitably controversial tour, dwelling on a stage persona equally unpopular with feminists and the moral majority.

Police officials have been criticized for giving her treatment usually accorded royalty, stopping traffic for the passage of her limousine. Says Tory Parliament member Anthony Beaumont-Dark: "This is non-

sense. I hope the British taxpayer is not going to foot the bill."

Lingerie stores nationwide report record demand for black corsets. The size of Madonna's entourage, the quantity of her baggage, and the scale of her stage equipment (375 tons carried in 23 trucks, including two stages, a digitally controlled roof, 120 speakers, and 624 lights in 120 colors) have all been exhaustively cataloged.

Her performances at Leeds' Roundhay Park (Aug. 15) and London's Wembley Stadium (Aug. 18-20) have sparked renewed controversy over the growth of stadium rock events in and around Britain's overcrowded cities, with local residents complaining of an intolerable noise nuisance from what one city councilor termed a "hyped-up tart."


The concerts themselves have received mixed notices. Many critics

detected an improvement in the performer's vocal cords since Live Aid while stressing that both her material and her singing remain unimpressive. Her personal magnetism and powerful stage presence have been widely acknowledged, however, and the immaculate stage re-enactment of her promo videos, with spectacular sets, well-rehearsed choreography, and frequent costume changes, has also been admired.

Madonna is seen here less as a straightforward pop singer than as an all-round entertainer in the best Hollywood tradition, exploiting multiple talents for dance, drama, and music while projecting an exceptional degree of unabashed sexuality.

THAT'S IT!

OF COURSE:
Union Studios
 YOUR PLACE TO BE SUCCESSFUL!
Union Studios
 SOUND & VIDEO
 ANALOG & DIGITAL
 DAY & NIGHT
 3 SOUND STUDIOS
 VIDEO STUDIO
 SSL CONSOLES
 AMPEX VTR'S
 STUDER A 800 S 24
 LEXICON OPUS



No 1

DEEP PURPLE
 THE HOUSE OF THE B. LIGHT
 THE NAME OF THE ROSE
 SOUNDTRACK
 SPANDAU BALLET
 TROUGH THE BARRICADES

union studios

Allescherstraße 16
 8000 Munich
 West-Germany
 ☎ (0 10 49) 89/79 83 14

HITS of the WORLD

© Copyright 1987, 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.

CANADA (Courtesy The Record) As of 8/13/87

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
SINGLES	ALONE HEART CAPITOL	FUNKYTOWN PSEUDO ECHO BMG	WHO'S THAT GIRL MADONNA SIRE/WEA	I WANT YOUR SEX GEORGE MICHAEL COLUMBIA/CBS	HEART & SOUL T'PAU VIRGIN/A&M	I WANNA DANCE WITH SOMEBODY (WHO LOVES ME) WHITNEY HOUSTON BMG	SHAKEDOWN BOB SEGER MCA	LA BAMBA LOS LOBOS SLASH/WARNER BROS./WEA	HEAD TO TOE LISA LISA COLUMBIA/CBS	ALWAYS ATLANTIC STARR WEA	I STILL HAVEN'T FOUND WHAT I'M LOOKING FOR U2 ISLAND/MCA	I JUST CAN'T STOP LOVING YOU MICHAEL JACKSON EPIC/CBS	RHYTHM IS GONNA GET YOU GLORIA ESTEFAN & MIAMI SOUND MACHINE EPIC/CBS	YOU KEEP ME HANGIN' ON KIM WILDE MCA	LUKA SUZANNE VEGA A&M	YOU'RE THE VOICE JOHN FARNHAM RCA/BMG	SEVEN WONDERS FLEETWOOD MAC WARNER BROS./WEA	NOTHING'S GONNA CHANGE MY LOVE FOR YOU GLENN MEDEIROS A&M	CROSS MY BROKEN HEART THE JETS MCA	COREY HART 2 GOOD 2 BE ENOUGH AQUARIUS/CAPITOL
ALBUMS	WHITNEY HOUSTON ARISTA/BMG	U2 THE JOSHUA TREE ISLAND/MCA	HEART BAD ANIMALS CAPITOL	LA BAMBA SOUNDTRACK SLASH/WARNER BROS./WEA	VARIOUS ARTISTS BEVERLY HILLS COP II SOUNDTRACK MCA	WHO'S THAT GIRL SOUNDTRACK SIRE/WARNER BROS./WEA	FLEETWOOD MAC TANGO IN THE NIGHT WARNER BROS./WEA	BON JOVI SLIPPERY WHEN WET MERCURY/POLYGRAM	SUZANNE VEGA SOLITUDE STANDING A&M	CROWDED HOUSE CAPITOL	THE CULT ELECTRIC VERTIGO/BEGGARS BANQUET/POLYGRAM	DEF LEPPARD HYSTERIA VERTIGO/POLYGRAM	MADONNA TRUE BLUE SIRE/WEA	GRATEFUL DEAD IN THE DARK ARISTA/BMG	STARSHIP NO PROTECTION GRUNT/BMG	RANDY TRAVIS ALWAYS & FOREVER WARNER BROS./WEA	LEVEL 42 RUNNING IN THE FAMILY POLYGRAM	KENNY G DUOTONES ARISTA/BMG	POISON LOOK WHAT THE CAT DRAGGED IN ENIGMA/CAPITOL	PAUL SIMON GRACELAND WARNER BROS./WEA

MUSIC & MEDIA PAN-EUROPEAN CHARTS 8/22/87

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
HOT 100 SINGLES	I JUST CAN'T STOP LOVING YOU MICHAEL JACKSON EPIC	I WANNA DANCE WITH SOMEBODY WHITNEY HOUSTON ARISTA	IT'S A SIN PET SHOP BOYS PARLOPHONE	CALL ME SPAGNA CBS	WHO'S THAT GIRL MADONNA SIRE	I WANT YOUR SEX GEORGE MICHAEL EPIC	NOTHING'S GONNA STOP ME NOW SAMANTHA FOX JIVE	THE LIVING DAYLIGHTS A-HA WARNER BROS	ALONE HEART CAPITOL	LA BAMBA LOS LOBOS LONDON	I HEARD A RUMOUR BANANARAMA LONDON	LA ISLA BONITA MADONNA SIRE	JUST AROUND THE CORNER COCK ROBIN CBS	WISHING WELL TERENCE TRENT D'ARBY CBS	FLM MEL & KIM SUPREME	WITH OR WITHOUT YOU U2 ISLAND	BALLA BALLA FRANCESCO NAPOLI BCM	HELENE JULIEN CLERC VIRGIN	JOE LE TAXI VANESSA PARADIS FA PRODUCTION/POLYDOR	BELLA VITA DAVID ET JONATHAN PATHE MARCONI
HOT 100 ALBUMS	WHITNEY HOUSTON WHITNEY ARISTA	U2 THE JOSHUA TREE ISLAND	SIMPLE MINDS LIVE IN THE CITY OF LIGHT VIRGIN	MADONNA WHO'S THAT GIRL SOUNDTRACK SIRE	MARILLION CLUTCHING AT STRAWS EMI	MADONNA TRUE BLUE SIRE	GENESIS INVISIBLE TOUCH VIRGIN	SUZANNE VEGA SOLITUDE STANDING A&M	THE CURE KISS ME KISS ME KISS ME POLYDOR	SIMPLY RED MEN AND WOMEN WEA	JEAN MICHEL JARRE IN CONCERT LYON HOUSTON POLYDOR	TERENCE TRENT D'ARBY INTRODUCING THE HARDLINE ACCORDING TO CBS	PAUL SIMON GRACELAND WARNER	SAMANTHA FOX JIVE	PRINCE SIGN OF THE TIMES PAISLEY PARK	FLEETWOOD MAC TANGO IN THE NIGHT WARNER	HEART BAD ANIMALS CAPITOL	COCK ROBIN AFTER HERE THROUGH MIDLAND CBS	BEASTIE BOYS LICENSED TO ILL DEF JAM	LEVEL 42 RUNNING IN THE FAMILY POLYDOR

BRITAIN (Courtesy Music Week/Gallup) As of 8/22/87

This Week	Last Week	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20																					
		SINGLES	I JUST CAN'T STOP LOVING YOU MICHAEL JACKSON/SIEDAH GARRETT EPIC	CALL ME SPAGNA CBS	NEVER GONNA GIVE YOU UP RICK ASTLEY RCA	TOY BOY SINITTA FANFARE	TRUE FAITH NEW ORDER FACTORY	ANIMAL DEF LEPPARD BLUDGEON RIF	LA BAMBA LOS LOBOS SLASH/LONDON	SOMEWHERE OUT THERE LINDA RONSTADT & JAMES INGRAM MCA	SWEET LITTLE MYSTERY WET WET WET PRECIOUS ORGANISATION	WHAT HAVE I DONE TO DESERVE THIS PET SHOP BOYS/DUSTY SPRINGFIELD PARLOPHONE	FUNKY TOWN PSEUDO ECHO RCA	LABOUR OF LOVE HUE AND CRY CIRCA	GIRLFRIEND IN A COMA THE SMITHS ROUGH TRADE	ALONE HEART CAPITOL	WHO'S THAT GIRL MADONNA SIRE	ROADBLOCK STOCK AITKEN & WATERMAN A&M	ALWAYS ATLANTIC STARR WARNER BROS	WHENEVER YOU'RE READY FIVE STAR TENT	YOU GOT THE LOOK PRINCE & SHEENA EASTON PAISLEY PARK	BRIDGE TO YOUR HEART WAX RCA	NEVER SAY GOODBYE BON JOVI VERTIGO	DIDN'T WE ALMOST HAVE IT ALL WHITNEY HOUSTON ARISTA	JUST CALL SHERRICK WARNER BROS	WILD FLOWER THE CULT BEGGARS BANQUET	HAPPY WHEN IT RAINS JESUS AND MARY CHAIN BLANCO Y NEGRO	JIVE TALKIN' BOOGIE BOX HIGH HARDBACK	THE 5.98 EP METALLICA VERTIGO	I HEARD A RUMOUR BANANARAMA LONDON	SAY YOU REALLY WANT ME KIM WILDE MCA	GIRLS GIRLS GIRLS MOTLEY CRUE ELEKTRA	I REALLY DIDN'T MEAN IT LUTHER VANDROSS EPIC	JUST DON'T WANNA BE LONELY FREDDIE MCGREGOR GERMAIN	WONDERFUL LIFE BLACK A&M	I SURRENDER SAMANTHA FOX JIVE	THE MOTIVE THEN JERICHO LONDON	UNDER THE BOARDWALK BRUCE WILLIS MOTOWN	FLM MEL & KIM SUPREME	IT'S A SIN PET SHOP BOYS PARLOPHONE	SHE'S ON IT BEASTIE BOYS DEF JAM/CBS	PAPA WAS A ROLLIN' STONE TEMPTATIONS MOTOWN
		ALBUMS	VARIOUS HITS 6 CBS/WEA/BMG	TERENCE TRENT D'ARBY INTRODUCING THE HARDLINE ACCORDING TO TERENCE TRENT D'ARBY CBS	VARIOUS SIXTIES MIX STYLUS	WHITNEY HOUSTON WHITNEY ARISTA	ORIGINAL SOUNDTRACK WHO'S THAT GIRL SIRE	U2 THE JOSHUA TREE ISLAND	HEART BAD ANIMALS CAPITOL	DIO DREAM EVIL VERTIGO	MADONNA TRUE BLUE SIRE	GENESIS INVISIBLE TOUCH VIRGIN	MEL & KIM FLM SUPREME	CURIOSITY KILLED THE CAT KEEP YOUR DISTANCE MERCURY	ALEXANDER O'NEAL HEARSAY TABU	THE BEASTIE BOYS LICENSED TO ILL DEF JAM/CBS	LUTHER VANDROSS GIVE ME THE REASON EPIC	BRUCE WILLIS THE RETURN OF BRUNO MOTOWN	VARIOUS ATLANTIC SOUL CLASSICS ATLANTIC	SIMPLE MINDS LIVE IN THE CITY OF LIGHT VIRGIN	BON JOVI SLIPPERY WHEN WET VERTIGO	SUZANNE VEGA SOLITUDE STANDING A&M	FLEETWOOD MAC TANGO IN THE NIGHT WARNER	VARIOUS THE DEF JAM SAMPLER VOL 1 DEF JAM/CBS	MARILLION CLUTCHING AT STRAWS EMI	ORIGINAL SOUNDTRACK LA BAMBA LONDON	SWING OUT SISTER IT'S BETTER TO TRAVEL MERCURY	SIMPLY RED MEN AND WOMEN ELEKTRA	DIRE STRAITS BROTHERS IN ARMS VERTIGO	U2 UNDER A BLOOD RED SKY ISLAND	VARIOUS THE ISLAND STORY ISLAND	ECHO & THE BUNNYMEN WEA	SAMANTHA FOX JIVE	PAUL SIMON GRACELAND WARNER	JEAN MICHEL JARRE HOUSTON LYON POLYDOR	LUTHER VANDROSS FOREVER FOR ALWAYS FOR LOVE EPIC	WHITESNAKE WHITESNAKE 1987 EMI	JANET JACKSON CONTROL A&M	MADONNA LIKE A VIRGIN SIRE	FIVE STAR SILK AND STEEL TENT	JENNIFER WARNES FAMOUS BLUE RAINCOAT RCA	VARIOUS UP FRONT 7 SERIOUS

WEST GERMANY (Courtesy Der Musikmarkt) As of 8/17/87

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
SINGLES	IT'S A SIN PET SHOP BOYS PARLOPHONE/EMI	VOYAGE VOYAGE DESIRELESS CBS	WHO'S THAT GIRL MADONNA SIRE/WEA	I JUST CAN'T STOP LOVING YOU MICHAEL JACKSON EPIC	HOLIDAY THE OTHER ONES VIRGIN	I WANT YOUR SEX GEORGE MICHAEL EPIC/CBS	GUTEN MORGEN LIEBE SORGEN JUERGEN VON DER LIPPE TELDEC	I LOVE TO LOVE TINA CHARLES ARISTA	NOTHING'S GONNA STOP ME NOW SAMANTHA FOX JIVE/TELDEC	I WANNA DANCE WITH SOMEBODY WHITNEY HOUSTON ARISTA	THE LIVING DAYLIGHTS A-HA WARNER BROS./WEA	SWEET SIXTEEN BILLY IDOL CHRYSALIS/ARIELA	TEARS OF ICE BOLLAND & BOLLAND TELDEC	CALL ME SPAGNA CBS	CROCKETT'S THEME JAN HAMMER MCA/WEA	FLAMES OF PARADISE JENNIFER RUSH & ELTON JOHN CBS	SHATTERED DREAMS JOHNNY HATES JAZZ VIRGIN/ARIELA	ALONE HEART CAPITOL	CITY LIGHTS WILLIAM PITT JUPITER/DGG/PMV	LET'S DANCE CHRIS REA MAGNET/DGG/PMV
ALBUMS	WHITNEY HOUSTON WHITNEY ARISTA/ARIELA	MADONNA WHO'S THAT GIRL SOUNDTRACK SIRE	U2 THE JOSHUA TREE ISLAND/ARIELA	NICKI KLEINE WUNDER VIRGIN	MARILLION CLUTCHING AT STRAWS EMI	TERENCE TRENT D'ARBY INTRODUCING THE HARDLINE ACCORDING TO CBS	JUERGEN VON DER LIPPE GUTEN MORGEN LIEBE SORGEN TELDEC	COCK ROBIN AFTER HERE THROUGH MIDLAND CBS	JENNIFER RUSH HEART OVER MIND CBS	SUZANNE VEGA SOLITUDE STANDING A&M/DG	BONNIE BIANCO JUST ME METRONOME/PMV	DIO DREAM EVIL VERTIGO/PHONOGRAM	MIXED EMOTIONS DEEP FROM THE HEART EMI	HOT CHOCOLATE THE VERY BEST OF HOT CHOCOLATE EMI	BILLY IDOL WHIPLASH SMILE CHRYSALIS/ARIELA	GENESIS INVISIBLE TOUCH VIRGIN/ARIELA	FLEETWOOD MAC TANGO IN THE NIGHT WARNER/WEA	SAMANTHA FOX JIVE/TELDEC	SIMPLE MINDS LIVE IN THE CITY OF LIGHT VIRGIN	TINA TURNER BREAK EVERY RULE CAPITOL/EMI

AUSTRALIA (Courtesy Australian Music Report) As of 8/24/87

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
SINGLES	LOCOMOTION KYLIE MINOGUE MUSHROOM/FESTIVAL	SUDDENLY ANGRY ANDERSON MUSHROOM/FESTIVAL	RESPECTABLE MEL & KIM LIBERATION	HE'S GONNA STEP ON YOU AGAIN PARTY BOYS CBS	OLD TIME ROCK AND ROLL BOB SEGER CAPITOL	ALONE HEART CAPITOL	I WANT YOUR SEX GEORGE MICHAEL CBS	CRAZY ICEHOUSE REGULAR/FESTIVAL	WHEN YOU WALK IN THE ROOM PAUL CARRACK CHRYSALIS/FESTIVAL	I JUST CAN'T STOP LOVING YOU MICHAEL JACKSON EPIC/CBS	SHAKEDOWN BOB SEGER MCA/WEA	IT'S A SIN PET SHOP BOYS PARLOPHONE	WILD HORSES GINO VANNELLI POLYDOR	WHO'S THAT GIRL MADONNA SIRE	HE'S JUST NO GOOD FOR YOU MENTAL AS ANYTHING CBS	I WANNA DANCE WITH SOMEBODY (WHO LOVES ME) WHITNEY HOUSTON ARISTA/RCA	NOTHING'S GONNA STOP US NOW STARSHIP RCA	FALL OF ROME JAMES REYNE CAPITOL	BEDS ARE BURNING MIDNIGHT OIL CBS	GET READY CAROL HITCHCOCK MUSHROOM
ALBUMS	MIDNIGHT OIL DIESEL AND DUST CBS	JOHN FARNHAM WHISPERING JACK WHEATLEY/RCA	BON JOVI SLIPPERY WHEN WET MERCURY/POLYGRAM	MEL & KIM FLM LIBERATION/CBS	WHITNEY HOUSTON WHITNEY ARISTA	CROWDED HOUSE CAPITOL/EMI	ELTON JOHN LIVE IN AUSTRALIA WITH THE M S O ROCKET/POLYGRAM	VARIOUS ARTISTS '87 RIGHT ON TRACK CBS	SUZANNE VEGA SOLITUDE STANDING A&M/FESTIVAL	ROBERT CRAY BAND STRONG PERSUADER MERCURY	U2 THE JOSHUA TREE ISLAND/FESTIVAL	ELVIS PRESLEY WORDS AND MUSIC RCA	PETER GABRIEL SO VIRGIN	HEART BAD ANIMALS CAPITOL	MOTION PICTURE SOUNDTRACK THE BIG CHILL MOTOWN	FLEETWOOD MAC TANGO IN THE NIGHT WARNER/WEA	MENTAL AS ANYTHING MOUTH TO MOUTH CBS	SIMPLY RED MEN AND WOMEN ELEKTRA/WEA	JENNY MORRIS BODY AND SOUL WEA	NOISEWORKS CBS

ITALY (Courtesy Germano Ruscitto) As of 7/31/87

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
SINGLES	WHO'S THAT GIRL MADONNA CBS	LET IT BE FERRY AID CBS	I WANT YOUR SEX GEORGE MICHAEL CBS	NOTHING'S GONNA STOP ME NOW SAMANTHA FOX CGDMM	THE LIVING DAYLIGHTS A-HA WEA	GENTE DI MARE TOZZI & RAF CGDMM	BELLA D'ESTATE MANGO FONIT/CETRA	I WANNA DANCE WITH SOMEBODY WHITNEY HOUSTON RCA	I JUST CAN'T WAIT MANDY SMITH CGDMM	BOYS SABRINA FIVE RECORDS/CGDMM	KEEP ME IN MIND BOY GEORGE VIRGIN/EMI	IT'S A SIN PET SHOP BOYS EMI	MIA BOCCA J JONES WEA	I LOVE TO LOVE TINA CHARLES RCA	LIVING IN A BOX LIVING IN A BOX RCA	BITTER FRUIT LITTLE STEVEN EMI	JUST AROUND THE CORNER COCK ROBIN CBS	TAKE ME BACK TRACY SPENCER CBS	DANCE AROUND THE WORLD RICHENAL CBS	CALL ME SPAGNA CBS

NETHERLANDS (Courtesy Stichting Nederlandse Top 40) As of 8/15/87

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
SINGLES	WHO'S THAT GIRL MADONNA SIRE	PAPA CHICO TONY ESPERITO INDISC	RIGHT NEXT DOOR ROBERT CRAY BAND PHONOGRAM	IT'S A SIN PET SHOP BOYS PARLOPHONE	EEN KOPJE KOFFIE VOF DE KUNST POLYDOR	I JUST CAN'T STOP LOVING YOU MICHAEL JACKSON CBS	SWEET SIXTEEN BILLY IDOL ARIOLA	NOTHING'S GONNA STOP ME NOW SAMANTHA FOX CNR	HELENE JULIEN CLERC VIRGIN	STAR TREKKIN' THE FIRM DISKY	ROBERT CRAY BAND STRONG PERSUADER PHONOGRAM	MADONNA WHO'S THAT GIRL SOUNDTRACK WEA	WHITNEY HOUSTON WHITNEY ARIOLA	U2 THE JOSHUA TREE ISLAND	BARBRA STREISAND ONE VOICE CBS	VARIOUS HITS 6 THE ALBUM WEA/CBS	SIMPLE MINDS LIVE IN THE CITY OF LIGHT VIRGIN	PRINCE SIGN OF THE TIMES PAISLEY PARK	HEART BAD ANIMALS EMI BOVEMA	DIVERSEN THE SUMMER ALBUM ARCADE

Eagles Soar Highest In July Certs Bon Jovi, Tina Turner Also Cited

BY KIRK LaPOINTE

OTTAWA No, 1 million people in Canada didn't suddenly discover that the Eagles had a greatest-hits package. It just seems that way if you take a quick look at the July certification list from the Canadian Recording Industry Assn.

WEA Music of Canada Ltd. plastered the certifications, 11 in all, on the "Greatest Hits 1971-1975" release in July. As a result, the record was deemed gold through diamond in the month, including nine platinum certifications in between. The move snared the spotlight in what was otherwise a rather quiet month of certifications—31 in all, including the 11 Eagles marks.

Among other releases receiving certification was "Slippery When Wet," the Bon Jovi album that seems to just keep selling. PolyGram reports steady sales of about 25,000 a week, pointing the way for the record to soon move past the diamond mark for 1 million Canadian sales. CRIA certified it nine-times-platinum in July; the band likely drummed up brisk action on the album to coincide with a handful of Canadian tour dates.

Tina Turner's "Break Every Rule" went double platinum in July, the only other multiplatinum certification. That paucity of multiplatinum releases is likely to change in the foreseeable future, given CRIA's recent decision to

eliminate the 60-day waiting period for certifications. From now on, companies can certify on the basis of shipments (Billboard, Aug. 22).

The Turner record also went gold and platinum in July, CRIA reports. Among other platinum albums are the "Beverly Hills Cop II" soundtrack, "Bad Animals" by Heart, "Never Let Me Down" by David Bowie, and the self-titled debut of Crowded House.

Three Canadian releases were among the gold albums certified in the month: Anne Murray's "Harmony," the Box's "Closer Together," and Marjo's "Celle Qui Va." Other gold albums included Willie Nelson's "Pretty Paper," the Beverly Hills Cop II soundtrack, the Bowie and Heart albums, and La Compagnie Creole's "Grand Succes."

There were four gold singles in the month. Unlike in the U.S., where certified singles are getting rare, the Canadian market continues to sustain at least a few hit singles each month. In July, they included "Lessons In Love" by Level 42, "Nothing's Gonna Change My Love For You" by Glenn Medeiros, "You Keep Me Hangin' On" by Kim Wilde, and "I Wanna Dance With Somebody (Who Loves Me)" by Whitney Houston.

Deal Calls For Giveaways, Discounts A&A, Kellogg Salada Team

OTTAWA In what may be the largest-ever retail campaign in Canadian history, the A&A Records and Tapes chain and Kellogg Salada have teamed to offer discounts and giveaways totaling a potential of more than \$35 million.

The promotion features 5.5 million boxes of Kellogg's Rice Krispies and Frosted Flakes featuring A&A discount coupons. Additionally, purchasers of the two cereal brands are being offered a free cassette produced by Quality Record's special products division, which handles rock,

easy listening, and children's music.

The cereal boxes feature clip-off coupons for the free cassette and \$2 coupons for regular-price cassette and albums and a \$1 coupon for a single.

The offer isn't a short-term one, either. Coupons are good until July 31.

The free cassettes feature such artists as Michael Jackson, Wham, Howard Jones, Belinda Carlisle, Jennifer Rush, Corey Hart, Heart, Kenny Loggins, Pet Shop Boys, and Honeymoon Suite.

MAPLE BRIEFS

THE ALL-NEWS CKO Radio Network has purchased the Newsradio syndicated news service from Maclean-Hunter Ltd. The transaction also calls for CKO's Toronto FM station and Maclean-Hunter's CKEY-AM to swap frequencies. That would put the light rock CKEY in the midrange of FM in Toronto, where several similar stations reside, and would place CKO on the low end (590) of the AM dial, close to its news and information rival, CBL. Cuts at Newsradio are expected as CKO takes over the service.

COREY HART gave a handful of interviews recently as he recovers from a bout of exhaustion that curtailed his Canadian tour. In the works is a CBS-TV special, likely to

be taped at Toronto's Maple Leaf Gardens or Exhibition Stadium in the fall. An abridged tour is slated for the fall, too.

MMC VIDEO ONE Canada Ltd., the largest distributor of prerecorded video in Canada, has reached a tentative agreement to buy all of Rick Crawford's shares in Crawford/Video One Canada Ltd. on Aug. 31. Crawford holds half of the Crawford/Video One company, and the move will give MMC 100% ownership of all operations. The company says it will be well-positioned for further growth. MMC now has 11 Canadian branches.

CHANGES AT Standard Broadcasting's radio division continue: CJSB Ottawa, with a large news and information base, now has al-

tered its format to light and classic rock. It will be known as "Lite 54," a reference to its format and 540 spot on the dial.

ONE MIGHT HAVE guessed that the tornadoes that hit Edmonton, Alberta, July 31 would have hurt local music sales during the massive cleanup in the wake of the storm, which killed 25 people. But retailers reported an upswing in business in

the days following the disaster. Richard Hobbs, manager of the Sam The Record Man outlet at West Edmonton mall, says sales were very good after the storm.

Maple Briefs features short items on the Canadian music industry. Information should be submitted to Kirk LaPointe, 83 Hamilton Ave. N., Ottawa, Ontario, Canada K1Y 1B8.

Juno Awards Announces 10 Top-Entertainer Finalists

OTTAWA The 10 finalists have been announced for Canadian entertainer of the year, a new category at the annual Juno ceremonies. The winner will be selected by the general public in a massive retail and concert-site vote taking place over the next few weeks.

The nominees were selected by the Canadian entertainment media, including Billboard, and are as follows: Bryan Adams, Anne Murray, Corey Hart, Glass Tiger, Bruce Cockburn, the Nylons, Tom Cochrane & Red Rider, Rock & Hyde, Gowan, and K.D. Lang.

"We think [the list] represents an excellent cross-section of emerging and established Canadian talent, from contemporary country to a cappella," says Peter Steinmetz, president of the Canadian Academy of Recording Arts and Sciences, the organizing body for the Nov. 2 Ju-

nos.

Molson Breweries, the sponsor of the Juno show, will coordinate the national distribution of ballots at the Sam The Record Man and A&A Records and Tapes outlets and at more than 40 Molson Canadian Tour '87 concerts until Oct. 15. The ballots will also appear in newspaper advertisements and in the nationally circulated Rock Express, Network, and the Toronto-based Hot Sounds magazines.

"We expect to have over 3.5 million ballots in circulation from coast to coast," says Jody Bishop, director of promotions for Molson's sports and entertainment properties.

The public can also write in a nominee. More than 250,000 ballots are expected to be distributed during the David Bowie Canadian tour.

The awards, which take place at O'Keefe Centre, will be televised nationally by the Canadian Broadcasting Corp. Telemedia Inc. and Sonic Workshop are working on pre-Juno radio packages.

Dan Hill has a top 15 hit ... see page 44

A BILLBOARD SPOTLIGHT

Brazil

VIVA BRAZIL! THE RHYTHM, THE SOUL, THE PULSATING BEAT OF BRAZILIAN MUSIC! ISSUE DATE: OCTOBER 10 AD CLOSING: SEPTEMBER 15 FOR AD DETAILS CONTACT: GENE SMITH, ASSOCIATE PUBLISHER (212) 764-7356; MARV FISHER (213) 273-7040; ANGELA RODRIGUEZ (305) 448-2011

POP

ORIGINAL MOTION PICTURE SOUNDTRACK

When The Wind Blows

PRODUCERS: Various
Virgin 90599

Soundtrack to animated film about life after a nuclear holocaust, opening here in late September, is a must-have for fans of progressive rock. Title track is by David Bowie; others represented are Genesis, Squeeze, Hugh Cornwell of the Stranglers, and Paul Hardcastle. Musical score on side two is Roger Waters' best work in years.

TOM WAITS

Franks Wild Years
PRODUCER: Tom Waits
Island 90572

Waits sharpens his Brecht/Weill-at-the-pool-hall vision of America with this collection of songs from the stage production of "Franks Wild Years," which he co-authored. Filled with quirky, distinctive melodies like "Hang On St. Christopher" and the waltz-time "Innocent When You Dream," effort should top Waits' earlier critical—and sales—laurels.

SKINNY PUPPY

Cleanse Fold And Manipulate
PRODUCER: Cevin Key, Dave Ogilvie
Capitol CLT-46922

More apocalyptic rock from Canadian trio that scored on the alternative dance charts with "Dig It" and "Stairs And Flowers." "Addiction" has just the right combination of gloom-and-doom lyrics and throbbing, metallic music to hook a few more music-loving Cassandras.

BELOUIS SOME

PRODUCER: Gary Langan
Capitol CLT-46701

"Let It Be With You" reached the midrange of the Club Play chart; several songs on artist's second album, which features a guitar cameo by Pete Townshend, have pop potential, including "My Body."

THE DUKES OF STRATOSPHEAR

Psonic Psonspot
PRODUCERS: John Leckie, the Dukes
Geffen 24169

Ten new cuts from the XTC boys in psychedelic garb; "Vanishing Girl," especially, is as fine as any vintage-era track. CD contains the Dukes' earlier EP release as well, previously available only on import.

HELIX

Wild In The Streets
PRODUCERS: Various
Capitol CLT-46920

Fourth release from Canadian metal quintet delivers more adolescent arena rock. Group has garnered a large following through extensive touring; fans will appreciate title track and "What Ya Bringin' To The Party."

BONNIE HAYES

PRODUCER: Stewart Levine
Chrysalis BFV 41609

Those who remember Hayes from her Wild Combo days may be disappointed by material's middle-of-the-road flavor; the other 99.9% of the music-buying population, however, will warm to its open-book nature, most evident in "Some Guys."

VARIOUS ARTISTS

Power Chords Volume I
PRODUCERS: Various
Atlantic 81777

\$6.98 price tag should spur sales on this collection of speed/thrash/death/just-plain-heavy metal from Atlantic and its distributed label Megaforce. Includes Anthrax, Ace Frehley, Kix, Malice, Manowar, Over Kill, Raven, Savatage, Testament, and White Lion.

ORIGINAL MOTION PICTURE SOUNDTRACK

The Big Town
PRODUCER: None listed
Atlantic 81769

Collection of classic oldies—Little Willie John's "Fever" and Big Joe Turner's "Shake, Rattle And Roll" among them—deserves to sell on its own merits but will most likely depend on fortunes of film, which stars Matt Dillon, Diane Lane, and Bruce Dern.

PERRY COMO

Today
PRODUCER: Nick Perito
RCA 6368-R

The numbers add up to well-deserved recognition: Como is 75, out with his 73rd album in a 43-year relationship with RCA. The voice, recorded in L.A. in February, remains smooth as silk on a program of melodious recent hits ("That's What Friends Are For") and trustworthy oldies ("My Heart Stood Still"). Como gets creamy orchestral backing by Perito, his musical director for 25 years.

SAVATAGE

Hall Of The Mountain King
PRODUCERS: Paul O'Neill, Savatage
Atlantic 81775

Never-say-die Floridians release their fifth album; lofty metal is well-executed but will most likely sell to the already faithful only. Best: "Strange Wings" and title track.

THROWING MUSES

The Fat Skier
PRODUCER: Mark Van Hecke
Sire 25640

First U.S. release from this avant-pop Rhode Island quartet should exceed its previous success on college radio. The ringing, incantatory vocals on "Garoux Des Larmes" make it the standout; the extended 45-rpm B side, "Soul Soldier" (co-produced by Throwing Muses and Gil Norton), may prove too meandering even for progressive formats.

JACKIE WILSON

Through The Years
PRODUCERS: Various
Rhino RNLP 70230

Wilson's vocal agility and mesmerizing delivery are well displayed on this collection of rare album tracks and singles from 1958-71; scene-stealing Wilson impersonator in "La Bamba" has focused some attention on the r&b great, who died in 1984.

ORIGINAL MOTION PICTURE SOUNDTRACK

Under Cover
PRODUCERS: Various
Enigma SJ-73276

Cannon Group film has been delayed; consequently, soundtrack—featuring an original score by Todd Rundgren and previously released material by TSOL, Wednesday Week, Passionel, and Agent Orange—hits the street on its own. Considerable Rundgren cult, recently enlarged by Rhino reissues, will seek this out.

VARIOUS ARTISTS

The Sound Of Deep Ellum
PRODUCERS: Various
Island 90637

Compilation of new tracks cut by Dallas' underground-scene denizens aptly captures the bands' unifying energy while demonstrating their diversity. Spirited liner notes complete the overview. Best: Three On A Hill's "No More Love."

WHOOPIING CRANES

That's What I Need
PRODUCERS: Whooping Cranes
Zip Records ZIPA 02

New York trio is attracting prominent-press attention for its inspired, unnerving blend of Buzzcocks and R.E.M. College radio can jump on "Never Turn Away" and "Creeping Shadows." Contact: 212-

SPOTLIGHT



JOHN COUGAR MELLENCAMP

The Lonesome Jubilee
PRODUCERS: John Mellencamp, Don Gehman
Mercury 422 832 465 Q-1

With "Scarecrow," Mellencamp nearly out-Springsteened Bruce in capturing the common-man audience; with "Jubilee," he raises serious questions as to who's really the Boss. Musical sophistication is joined with lyrical straightforwardness masterfully—the only minus here is the lack of a just-for-fun cut on the order of "R.O.C.K. In The U.S.A.," though "Rooty Toot Toot" comes close. Look for "The Real Life," "Cherry Bomb," and "Hotdogs And Hamburgers" to follow the galvanizing "Paper In Fire" up the charts.

677-2049.

DISSIDENTEN

Life At The Pyramids
PRODUCER: Marlon Klein
Shanachie 64001

Weirdest album to cross the desk in some time finds three West Germans crossing Middle Eastern music and vocals with electronic noodling. Undeniably interesting, but just who potential audience is is a mystery.

EDDIE TAYLOR

Still Not Ready For Eddie
PRODUCER: Angela Strehli
Antone's ANT0005

The blues guitarist who powered Jimmy Reed's "lazy" sound is heard in his last recordings, cut live at Austin night spot Antone's in 1985. Taylor rocks the blues easy in this fitting tribute to an infrequently acknowledged master of the genre. Contact: 512-322-0660.

KRU

One
PRODUCER: Kru
Apogee APO-A1002

Four-song EP by Miami-based trio shows great commercial and radio potential. Nil Lara's aggressive bass playing and ardent vocal style are complemented by a tight ensemble. Contact: 836 Columbus Blvd., Coral Gables, Fla. 33134.

BLACK

JENNIFER HOLLIDAY

Get Close To My Love
PRODUCERS: Various
Geffen GHS 24150

Disappointed with the quality of her first two albums, the Dreamgirl took matters into her own hands for this one, choosing all the material, supervising the production, overseeing the artwork. Result: a wonderfully tuneful collection of sing-along should-be-hits, particularly "He Ain't Special (He's Just The One I Love)" and Ashford & Simpson's "New At It." First single, "Heart On The Line," is midway up the Hot Black Singles chart.

SURF M.C.'S

Surf Or Die
PRODUCER: Norman Kerner
Profile PRO-1235

Surf rap wears well and could have widespread novelty appeal—witness the Fat Boys' "Wipeout." Sound here is more street than beach, however, somewhat lessening shot at crossover. Title track should sail to the top of the black chart, as might "Rock That Beach."

SHERRICK

PRODUCER: Sherrick, Michael Stokes
Warner Bros. 25576

"Just Call" is a pop hit in the U.K., boding well for crossover here. Rest of the material hews to the mainstream as well, but lingering soulfulness of arrangements often offsets appeal of Sherrick's impressive vocals.

COUNTRY

SAWYER BROWN

Somewhere In The Night
PRODUCER: Ron Chancey
Capitol/Curb CLT-46923

Under former Oak Ridge Boys producer Chancey, Sawyer Brown retains all its characteristic youthful energy, but there's a refreshing emphasis on lyrics and melody. Among the best cuts: "Still Life In Blue," "This Missin' You Heart Of Mine," and "Old Photographs."

JAZZ

ELIANE ELIAS

Illusions
PRODUCER: Eliane Elias
Denon CY-1569/Blue Note BLJ-46994

With two labels behind it—the CD is on Denon, the LP on Blue Note—Brazilian's debut as a leader should quickly find its audience. Backed by a stellar cast, Steps Ahead's original pianist makes the most of the spotlight: Her technique is strong and delightful; her compositions are promising.

NEIL LARSEN

Through Any Window
PRODUCER: Neil Larsen
MCA-42018

Moribund status of fusion is underlined by this well-played but passionless session. While presence of diverse studio hands and such notables as Michael Brecker, David Sanborn, and Brandon Fields will draw radio and retail traffic, this is only one cut above the ordinary.

CLASSICAL

STAR TRACKS II

Cincinnati Pops Orchestra, Kunzel
Telarc CD-80146

Telarc stamps out another entertaining hi-fi/sci-fi package to titillate the ear and probe the limits of home audio systems. All but one of the 14 selections are film-derived. Sound is top-drawer, and strong sales are likely.

MOZART: PIANO CONCERTOS, NOS. 22 & 23
Mitsuko Uchida, English Chamber Orchestra, Tate
Philips 420 187

Uchida delivers her second serving in what promises to become one of the most nourishing concerto cycles in the catalog. Her playing is sensitive, absent of pretense, and constantly engaging. Frequent stateside appearances add promotional weight.

VIVALDI: CONCERTI—'L'AMOROSO'

The English Concert, Pinnock
Archiv/DG 419 615

Six concertos for diverse solo instruments, smartly programmed for enjoyable listen-through. Playing is of the high order we have come to expect from the crack group; sound is luscious. Subtitle identifies a violin concerto, the best-known work in the group.

SHOSTAKOVICH: STRING QUARTET NO. 8/

DEBUSSY: STRING QUARTET
Medici String Quartet
Nimbus NI 5077

The prize in this unconventional coupling is the Shostakovich, a dour work whose introspective moods are sympathetically portrayed; the Debussy reading is less convincing. The dark recorded sound is more suited to the former than the latter.

SIBELIUS: SYMPHONY NO. 2

Royal Philharmonic, Barbirolli
Chesky CD 3

This performance, drawn from the Reader's Digest vaults, was always highly regarded. Carefully reprocessed for CD, it reveals, perhaps better than ever, the remarkable sound carried by those vintage analog tapes. Will repay recommendation.

GOSPEL

PAT BOONE

Home
PRODUCER: Lari Goss
Lamb & Lion LLR 3012

The king of the crooners releases an album focusing on home and family. There's a remake of his old hit "Wonderful Time Up There" and a love song to his wife as well as a number of positive messages, continuing Boone's appeal.

BROOKLYN TABERNACLE CHOIR

How Jesus Loves
PRODUCER: Neal Joseph
Word 7-01-415-01-4

One of the best choirs in gospel mixes strong, emotional ballads with some up-tempo hand-clappers to deliver top-quality black gospel. The album's theme is praise and holds strong appeal for the faithful.

SPOTLIGHT: Predicted to hit top 10 on Billboard's Top Pop Albums chart or to earn platinum certification.

NEW & NOTEWORTHY: Highlights new and developing acts worthy of attention and other releases of special interest.

PICKS: Releases predicted to hit the top half of the chart in the format listed.

RECOMMENDED: Other releases predicted to chart in the respective format; also, other albums of superior quality.

All albums commercially available in the U.S. are eligible. Send review copies to Jean Rosenbluth, Billboard, 1515 Broadway, New York, N.Y. 10036, and Chris Morris, Billboard, 9107 Wilshire Blvd., Beverly Hills, Calif. 90210. Send country and gospel albums to Ed Morris, Billboard, 14 Music Circle E., Nashville, Tenn. 37203.

HOT 100 SINGLES SPOTLIGHT

A weekly look behind the Hot 100 with Michael Ellis.

ONLY 12 TIMES since the Power Picks were introduced in 1985, has a record won both Power Picks—Sales and Airplay—in the same week. The most recent double pick, “La Bamba” by **Los Lobos** (Slash), won the honor in the Aug. 1 issue. With “La Bamba” rising to No. 1 this week, every one of the combined Power Picks has reached the top, without exception.

THE POWER PICK/AIRPLAY has an admirable track record as well, with 54% of the winners going on to reach No. 1, 89% reaching top five, and 98% top 10. This week’s award goes to “Lost In Emotion” by **Lisa Lisa & Cult Jam** (Columbia). Notice that it is the 10th most added record on the chart (see the Singles Action box below), so in order to be the largest airplay point-gainer, most of its point gains are coming from strong upward moves at radio stations already playing it. The Power Pick/Sales goes to “I Heard A Rumour” by **Bananarama** (London), which also makes strong airplay gains, with jumps of 13-10 at WLOL Minneapolis, 10-8 at KWK St. Louis, and 17-10 at KHOP Modesto, Calif.

“VICTIM OF LOVE” BY **Bryan Adams** (A&M) is the most added record already on the chart (49 adds) and takes the biggest chart jump, 21 places to No. 54. The runner-up to Adams, both for most added and biggest jump (45 adds, 18 places to No. 45), is **Levert’s** “Casanova” (Atlantic). The record is making impressive moves at radio, including 27-17 at Power 95 New York, 27-19 at WTIC-FM Hartford, Conn., 25-14 at KXX-106 Birmingham, Ala., and 37-19 at Q-102 Scranton, Pa.

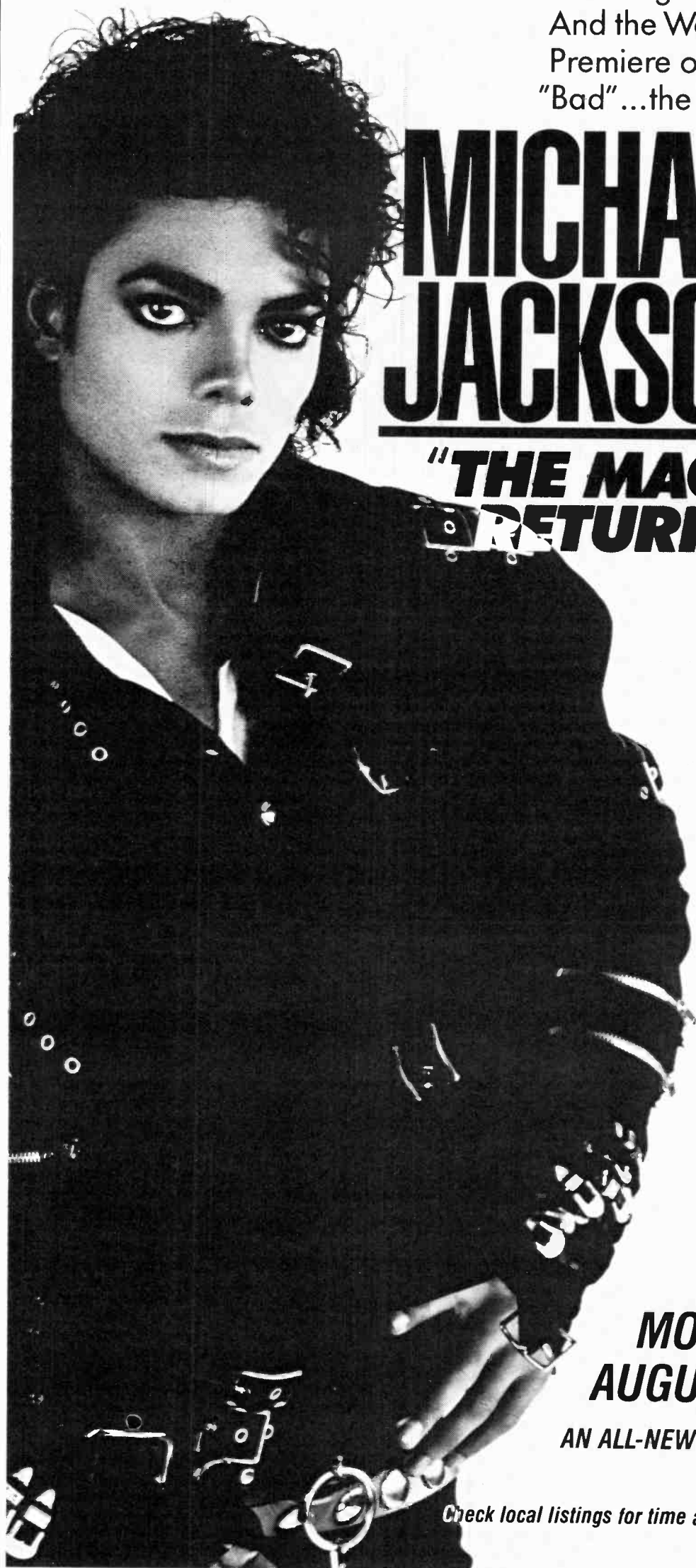
THERE ARE TWO NEW artists among the 10 debuts on the Hot 100 this week: California teen-ager **Tiffany** enters at No. 84 with her cover of the **Tommy James** hit “I Think We’re Alone Now” (MCA); and singer/actor **David Hallyday**, originally from France, enters at No. 98 with “He’s My Girl” (Scotti Bros.), the title song from his upcoming movie. An 11th record has enough radio points to debut but is only available as an album cut—“Edge Of A Broken Heart” by **Bon Jovi** from the soundtrack of “Disorderlies.”

AMONG THE NEW ARTISTS doing especially well on the chart this week is Swiss group **Yello**, bulleted at No. 60 with “Oh Yeah” (Mercury). It has been rereleased as a single after receiving exposure in the movie “Secret Of My Success.” **Jonathan Little**, PD of Z-104 in Madison, Wis., says he heard about it from Z-95 in Chicago, where it moves from 13-12. It also moves 19-11 at Y-106 Orlando, Fla., 15-13 at KZZP Phoenix, Ariz., and 5-4 at Z-104. Little says it has shown “a good sales pattern, especially at shopping-mall stores, and has been a No. 1 phone record for both teens and adults.”

The Music.
The Moves.
The Magic.
And the World
Premiere of
“Bad”...the Video.

MICHAEL JACKSON

“THE MAGIC RETURNS!”



FOR WEEK ENDING AUGUST 29, 1987

Billboard

©Copyright 1987, 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 ACTION

RADIO MOST ADDED

	PLATINUM/ GOLD ADDS 23 REPORTERS	SILVER ADDS 55 REPORTERS	BRONZE/ SECONDARY ADDS 148 REPORTERS	TOTAL ADDS 226 REPORTERS	TOTAL ON
YOU ARE THE GIRL THE CARS ELEKTRA	5	18	60	83	87
LITTLE LIES FLEETWOOD MAC WARNER BROS.	6	14	60	80	82
DON'T MAKE ME WAIT... KENNY G ARISTA	6	11	39	56	58
VICTIM OF LOVE BRYAN ADAMS A&M	4	14	31	49	119
CASANOVA LEVERT ATLANTIC	5	15	25	45	98
SOMETHING REAL MR. MISTER RCA	4	11	28	43	117
I DON'T THINK THAT MAN... RAY PARKER JR. GEFEN	4	6	28	38	38
NOTORIOUS LOVERBOY COLUMBIA	1	5	27	33	63
LET ME BE THE ONE EXPOSE ARISTA	1	7	20	28	103
LOST IN EMOTION LISA LISA & CULT JAM COLUMBIA	3	3	21	27	180

Radio Most Added is a weekly national compilation of the ten records most added to the playlists of the radio stations reporting to Billboard. The full panel of radio reporters is published periodically as changes are made, or is available by sending a self-addressed stamped envelope to: Billboard Chart Dept., 1515 Broadway, New York, N.Y. 10036.

**MONDAY,
AUGUST 31**

**AN ALL-NEW SPECIAL!
CBS**

Check local listings for time and channel.



Twang Bar King. Legendary guitarist Duane Eddy autographs his famed Guild guitar, which he recently presented to London's Hard Rock Cafe.



Hometown Boy. Epic recording artist Ricky Scaggs, right, is presented with a platinum award for sales in Canada of his album "Don't Cheat In Our Hometown." Doing the honors is Don Oates, vice president of sales and marketing, CBS Records Canada.



Metal Heads. Enigma and Metal Blade Records celebrate the signing of a long-term distribution and development deal for metal artists. Toasting the agreement are, from left, Mike Faley, label manager, Metal Blade; William Hein, CEO, Enigma; Bill Berrol, legal representative, Metal Blade; Jon Sutherland, publicity and promotions, Metal Blade; Brian Slagel, president, Metal Blade; Wesley Hein, president, Enigma; Jim Martone, vice president, Enigma; and Bill Metoyor, vice president, Metal Blade.



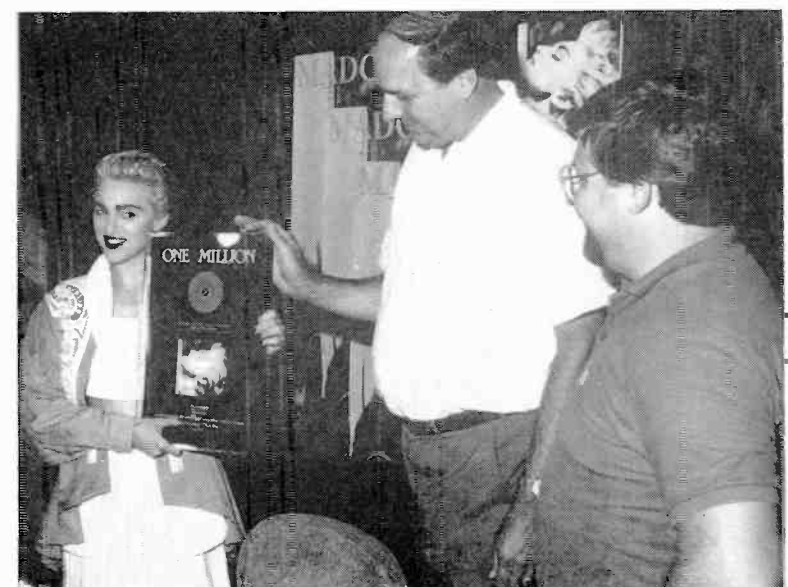
Space Cowboy. ASCAP and Capitol Records recently joined to celebrate the awarding of a star on the Hollywood Walk of Fame to Steve Miller. The occasion also marked Miller's 20th anniversary with ASCAP as a writer/member and Capitol as a recording artist. Joining Miller are Todd Brabec, ASCAP Western regional executive director, and Julie Horton, ASCAP director of contemporary pop.



New Kid In Town. Nashville newcomer David Lynn Jones, third from right, was recently in New York to preview his debut album, "Hard Times On Easy Street," for PolyGram executives. With Jones are, from left, Steve Popovich, senior vice president, Nashville operations; Harry Anger, senior vice president, marketing; Dick Asher, president and CEO; Jim Urie, vice president, national sales and branch distribution; and Steve Kleineberg, product manager.



First Kiss. The Los Angeles-based band Lions & Ghosts celebrates the release of its debut album, "Velvet Kiss, Lick Of The Lime," at a reception hosted by EMI Manhattan at New York's Marriott Hotel. In the top row are, from left, Ken Baumstein, vice president of marketing; band members Michael Murphy and Michael Lockwood; Bruce Lundvall, EMI Manhattan president; and Gerry Griffith, senior vice president of a&r. Kneeling are, from left, Len Fico, the group's co-manager; John Guarnieri, EMI Manhattan's a&r manager; group member Rick Parker; and band co-manager Vince Bannon.



Diamond Girl. While in Toronto as part of her North American tour, Madonna was presented with a Diamond Award for her third album, "True Blue." The plaque commemorates sales of more than 1 million units. Shown with the songstress are Stan Kulin, center, president of WEA Canada, and Garry Newman, vice president of sales.

Billboard HOT 100 SALES & AIRPLAY™

A ranking of the top 40 singles by sales and airplay, respectively, with reference to each title's composite position on the main Hot 100 Singles chart.

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT 100 POSITION
1	4	LA BAMBA	LOS LOBOS	1
2	1	WHO'S THAT GIRL	MADONNA	2
3	2	LUKA	SUZANNE VEGA	4
4	5	DON'T MEAN NOTHING	RICHARD MARX	3
5	9	I JUST CAN'T STOP LOVING YOU	MICHAEL JACKSON	6
6	6	ONLY IN MY DREAMS	DEBBIE GIBSON	5
7	12	LOVE POWER	DIONNE WARWICK & JEFFREY OSBORNE	12
8	11	ROCK STEADY	THE WHISPERS	7
9	10	IT'S NOT OVER ('TIL IT'S OVER)	STARSHIP	9
10	4	I WANT YOUR SEX	GEORGE MICHAEL	13
11	19	DIDN'T WE ALMOST HAVE IT ALL	WHITNEY HOUSTON	8
12	13	CAN'T WE TRY	DAN HILL (DUET WITH VONDA SHEPARD)	10
13	14	LIVING IN A BOX	LIVING IN A BOX	17
14	7	I STILL HAVEN'T FOUND WHAT I'M LOOKING FOR	U2	11
15	18	WHEN SMOKEY SINGS	ABC	16
16	20	TOUCH OF GREY	GRATEFUL DEAD	19
17	22	WIPEOUT	FAT BOYS & THE BEACH BOYS	20
18	8	HEART AND SOUL	T'PAU	18
19	23	DOING IT ALL FOR MY BABY	HUEY LEWIS & THE NEWS	14
20	25	HERE I GO AGAIN	WHITESNAKE	15
21	17	BACK IN THE HIGH LIFE AGAIN	STEVE WINWOOD	22
22	29	I HEARD A RUMOUR	BANANARAMA	21
23	26	GIVE TO LIVE	SAMMY HAGAR	23
24	15	CROSS MY BROKEN HEART	THE JETS	28
25	27	JAM TONIGHT	FREDDIE JACKSON	32
26	28	LIES	JONATHAN BUTLER	27
27	16	RHYTHM IS GONNA GET YOU	G. ESTEFAN/MIAMI SOUND MACHINE	36
28	33	MARY'S PRAYER	DANNY WILSON	26
29	36	ONE HEARTBEAT	SMOKEY ROBINSON	29
30	40	I NEED LOVE	L.L. COOL J	24
31	38	WHO FOUND WHO	JELLYBEAN FEATURING ELISA FIORILLO	25
32	21	SHAKEDOWN	BOB SEGER	34
33	39	JUMP START	NATALIE COLE	33
34	—	U GOT THE LOOK	PRINCE	35
35	—	LOST IN EMOTION	LISA LISA & CULT JAM	30
36	24	SEVEN WONDERS	FLEETWOOD MAC	44
37	31	THE PLEASURE PRINCIPLE	JANET JACKSON	42
38	—	PAPER IN FIRE	JOHN COUGAR MELLENCAMP	37
39	37	SHATTERED GLASS	LAURA BRANIGAN	53
40	—	MAKING LOVE IN THE RAIN	HERB ALPERT	39

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT 100 POSITION
1	2	LA BAMBA	LOS LOBOS	1
2	1	WHO'S THAT GIRL	MADONNA	2
3	7	ONLY IN MY DREAMS	DEBBIE GIBSON	5
4	6	DON'T MEAN NOTHING	RICHARD MARX	3
5	5	ROCK STEADY	THE WHISPERS	7
6	10	I JUST CAN'T STOP LOVING YOU	MICHAEL JACKSON	6
7	3	LUKA	SUZANNE VEGA	4
8	13	DIDN'T WE ALMOST HAVE IT ALL	WHITNEY HOUSTON	8
9	14	HERE I GO AGAIN	WHITESNAKE	15
10	16	DOING IT ALL FOR MY BABY	HUEY LEWIS & THE NEWS	14
11	4	I STILL HAVEN'T FOUND WHAT I'M LOOKING FOR	U2	11
12	11	CAN'T WE TRY	DAN HILL (DUET WITH VONDA SHEPARD)	10
13	17	IT'S NOT OVER ('TIL IT'S OVER)	STARSHIP	9
14	8	I WANT YOUR SEX	GEORGE MICHAEL	13
15	19	WHEN SMOKEY SINGS	ABC	16
16	18	LOVE POWER	DIONNE WARWICK & JEFFREY OSBORNE	12
17	22	I NEED LOVE	L.L. COOL J	24
18	9	HEART AND SOUL	T'PAU	18
19	26	WHO FOUND WHO	JELLYBEAN FEATURING ELISA FIORILLO	25
20	29	CARRIE	EUROPE	31
21	20	LIVING IN A BOX	LIVING IN A BOX	17
22	28	I HEARD A RUMOUR	BANANARAMA	21
23	23	GIVE TO LIVE	SAMMY HAGAR	23
24	24	MARY'S PRAYER	DANNY WILSON	26
25	33	LOST IN EMOTION	LISA LISA & CULT JAM	30
26	35	TOUCH OF GREY	GRATEFUL DEAD	19
27	34	ONE HEARTBEAT	SMOKEY ROBINSON	29
28	30	WIPEOUT	FAT BOYS & THE BEACH BOYS	20
29	15	BACK IN THE HIGH LIFE AGAIN	STEVE WINWOOD	22
30	32	LIES	JONATHAN BUTLER	27
31	40	WHO WILL YOU RUN TO	HEART	38
32	12	CROSS MY BROKEN HEART	THE JETS	28
33	39	PAPER IN FIRE	JOHN COUGAR MELLENCAMP	37
34	—	U GOT THE LOOK	PRINCE	35
35	—	JUMP START	NATALIE COLE	33
36	21	SHAKEDOWN	BOB SEGER	34
37	25	ALONE	HEART	40
38	—	JAM TONIGHT	FREDDIE JACKSON	32
39	—	MAKING LOVE IN THE RAIN	HERB ALPERT	39
40	27	RHYTHM IS GONNA GET YOU	G. ESTEFAN/MIAMI SOUND MACHINE	36

©Copyright 1987, 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 the number of titles they have on the Hot 100 chart.

LABEL	NO. OF TITLES ON CHART
POLYGRAM	10
Mercury (6)	
Polydor (2)	
London (1)	
Tin Pan Apple (1)	
WARNER BROS. (3)	9
Sire (2)	
Island (1)	
Paisley Park (1)	
Slash (1)	
Tommy Boy (1)	
A&M (6)	8
Open Air (2)	
ARISTA	8
COLUMBIA (7)	8
Def Jam (1)	
ATLANTIC (6)	7
Island (1)	
E.P.A.	7
Epic (5)	
Scotti Bros. (1)	
Tabu (1)	
MCA (6)	7
Constellation (1)	
CAPITOL	6
CHRYSALIS	4
ELEKTRA	4
GEFFEN	4
RCA (2)	4
Grunt (1)	
Jive (1)	
MANHATTAN	3
MOTOWN	3
VIRGIN	3
EMI-AMERICA	2
4TH & B'WAY	1
AMHERST	1
SOLAR	1

HOT 100 A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE (Publisher - Licensing Org.) Sheet Music Dist.	(WB, ASCAP/Nine, ASCAP) WBM	(CBS Unart, BMI) CPP/B-3	(MCA, ASCAP/Unicity, ASCAP/Short Order, ASCAP) MCA/HL	(RCA, ASCAP/Arista, ASCAP) CPP	(Orca, ASCAP/Sweet Karol, ASCAP/Trinifold, ASCAP) CPP
40 ALONE (Billy Steinberg, ASCAP/Denise Barry, ASCAP) WBM	62 GOOD TIMES (FROM "THE LOST BOYS") (CBS Unart, BMI) CPP/B-3	72 KISS AND TELL (MCA, ASCAP/Unicity, ASCAP/Short Order, ASCAP) MCA/HL	63 KISS HIM GOODBYE (M.R.C., BMI/Unichappell, BMI) CHA/HL	1 LA BAMBA (Picture Our Music, BMI/Warner-Tamerlane, BMI) WBM	70 ONE LOVER AT A TIME (Orca, ASCAP/Sweet Karol, ASCAP/Trinifold, ASCAP) CPP
22 BACK IN THE HIGH LIFE AGAIN (F.S.Limited, PRS/WB, ASCAP/Willin' David, BMI/Blue Sky Rider, BMI) WBM	18 HEART AND SOUL (Virgin, ASCAP) CPP	82 HEARTACHE (Dejamus, ASCAP/Handle, PRS) HL	1 LA BAMBA (Picture Our Music, BMI/Warner-Tamerlane, BMI) WBM	5 ONLY IN MY DREAMS (Creative Bloc, ASCAP) HL	89 PAINTED MOON (Riva, ASCAP) WBM
43 BACK TO PARADISE (FROM "REVENGE OF THE NERDS II") (Adams Communications, BMI/Calypto Toonz, BMI/Irving, BMI/Big Tooth, ASCAP/Rare Blue, ASCAP/TCF, ASCAP) CPP/ALM	80 HEARTS ON FIRE (Adams Communications, BMI/Calypto Toonz, BMI/Irving, BMI) CPP/ALM	80 HEARTS ON FIRE (Adams Communications, BMI/Calypto Toonz, BMI/Irving, BMI) CPP/ALM	47 LET ME BE THE ONE (Panchin, BMI) WBM	37 PAPER IN FIRE (Riva, ASCAP) WBM	42 THE PLEASURE PRINCIPLE (Flyte Tyme, ASCAP) WBM
49 BE THERE (FROM "BEVERLY HILLS COP II") (Ensign, BMI/OH Backstreet, BMI/Franne Gee, BMI/Rightsong, BMI) CPP/CHA/HL	15 HERE I GO AGAIN (Seabreeze, ASCAP/C.C., ASCAP/WB, ASCAP) WBM	15 HERE I GO AGAIN (Seabreeze, ASCAP/C.C., ASCAP/WB, ASCAP) WBM	90 LET'S DANCE (Magnet, ASCAP)	78 POINT OF NO RETURN (Screen Gems-EMI, BMI) WBM	36 RHYTHM IS GONNA GET YOU (Foreign Imported, BMI) CPP
73 BREAKOUT (Virgin, ASCAP) CPP	98 HE'S MY GIRL (Holy Moley Music)	98 HE'S MY GIRL (Holy Moley Music)	27 LIES (Zomba, ASCAP/Willesden, BMI) HL	87 ROCK ME (White Vixen, BMI)	7 ROCK STEADY (Splashdown, BMI/Pera, BMI/Hip Trip, BMI/Hip Chic, BMI/Midstar, BMI) CPP
10 CAN'T WE TRY (CAK, ASCAP/Songs Of Jennifer, ASCAP/If Dreams Had Wings, ASCAP/A Question Of Material, ASCAP/Scoop, CAPAC) HL	67 HOLIDAY (Virgin-Nymph, BMI) CPP	67 HOLIDAY (Virgin-Nymph, BMI) CPP	66 LITTLE LIES (Fleetwood Mac, BMI)	100 RUNNING IN THE FAMILY (Level 42 Songs, ASCAP/Chappell, ASCAP/Island Visual Arts, BMI) WBM/CHA/HL	69 SAY YOU REALLY WANT ME (Unicity, ASCAP/No Pain No Gain, ASCAP/Dickiebird, BMI/Honeylook, BMI)
31 CARRIE (Screen Gems-EMI, BMI) WBM	88 I DON'T THINK THAT MAN SHOULD SLEEP ALONE (Raydiola, BMI)	88 I DON'T THINK THAT MAN SHOULD SLEEP ALONE (Raydiola, BMI)	17 LIVING IN A BOX (WB, ASCAP/Brampton, ASCAP) WBM	44 SEVEN WONDERS (MMA, APRA/Welsh Witch, BMI) WBM	34 SHAKEDOWN (FROM "BEVERLY HILLS COP II") (Famous, ASCAP/Gear, ASCAP/Kilauea, ASCAP/Swindle, GEMA/WB, ASCAP) CPP
45 CASANOVA (Calloco, BMI/Hip Trip, BMI) CPP	21 I HEARD A RUMOUR (FROM "DISORDERLIES") (Warner-Tamerlane, BMI/In A Bunch, PRS/Terrace, ASCAP) CPP/WBM	21 I HEARD A RUMOUR (FROM "DISORDERLIES") (Warner-Tamerlane, BMI/In A Bunch, PRS/Terrace, ASCAP) CPP/WBM	30 LOST IN EMOTION (Forcelul, BMI/Willesden, BMI/My! My!, BMI/Careers, BMI) CPP	53 SHATTERED GLASS (Panache, ASCAP)	71 SHOW ME THE WAY (Almo, ASCAP/He Gave Me, ASCAP/Pomerants, BMI/Don't You Know, ASCAP) CPP/ALM
28 CROSS MY BROKEN HEART (FROM "BEVERLY HILLS COP II") (Famous, ASCAP/Black Lion, ASCAP) CPP/WBM	6 I JUST CAN'T STOP LOVING YOU (Mijac, BMI/Warner-Tamerlane, BMI) WBM	6 I JUST CAN'T STOP LOVING YOU (Mijac, BMI/Warner-Tamerlane, BMI) WBM	97 LOVE IS A HOUSE (Tee Girl, BMI)	81 SILENT MORNING (Not Listed)	41 SINCE YOU'VE BEEN GONE (Warning Tracks, ASCAP/Warning Tracks, PRS)
8 DIDN'T WE ALMOST HAVE IT ALL (Prince Street, ASCAP/Willin' David, BMI/Blue Sky Rider, BMI) CPP	24 I NEED LOVE (Def Jam, ASCAP)	24 I NEED LOVE (Def Jam, ASCAP)	12 LOVE POWER (New Hidden Valley, ASCAP/Carole Bayer Sager, BMI)	57 SOMETHING REAL (INSIDE ME/INSIDE YOU) (Warner-Tamerlane, BMI/Entente, BMI) WBM	64 SOMETHING SO STRONG (Roundhead, BMI/Wyoming Flesh, ASCAP) CLM
76 DINNER WITH GERSHWIN (Geffen, ASCAP/Rutland Road, ASCAP) WBM	11 I STILL HAVEN'T FOUND WHAT I'M LOOKING FOR (Chappell, ASCAP/U2, ASCAP) CHA/HL	11 I STILL HAVEN'T FOUND WHAT I'M LOOKING FOR (Chappell, ASCAP/U2, ASCAP) CHA/HL	4 LUKA (Waifersongs, ASCAP/AGF, ASCAP) CLM	94 SONGBIRD (Brenez, BMI/Blackwood, BMI/Kuzu, BMI/Hi Tech, BMI) CPP/ABP	95 STRANGELOVE (Emile, ASCAP)
14 DOING IT ALL FOR MY BABY (Bibo, ASCAP/Zookini, ASCAP/Vogue, BMI/Lew-Boh, BMI) CLM/HL	84 I THINK WE'RE ALONE NOW (ABZ, BMI)	84 I THINK WE'RE ALONE NOW (ABZ, BMI)	39 MAKING LOVE IN THE RAIN (Flyte Tyme, ASCAP) WBM	83 THESE TIMES ARE HARD FOR LOVERS (April, ASCAP/Desmobile, ASCAP/Red Admiral,	
91 DON'T DISTURB THIS GROOVE (April, ASCAP/Science Lab, ASCAP) CPP/ABP	52 I WANNA DANCE WITH SOMEBODY (WHO LOVES ME) (Irving, BMI/Boy Meets Girl, BMI) CPP/ALM	52 I WANNA DANCE WITH SOMEBODY (WHO LOVES ME) (Irving, BMI/Boy Meets Girl, BMI) CPP/ALM	26 MARY'S PRAYER (Copyright Control) HL		
58 DON'T LOOK DOWN - THE SEQUEL (ATV, BMI) HL	13 I WANT YOUR SEX (FROM "BEVERLY HILLS COP II") (Chappell, ASCAP/Morrison Leahy, ASCAP) HL	13 I WANT YOUR SEX (FROM "BEVERLY HILLS COP II") (Chappell, ASCAP/Morrison Leahy, ASCAP) HL	59 MISFIT (Curio, BMI/PolyGram Songs, BMI/Warner-Tamerlane, BMI) WBM		
79 DON'T MAKE ME WAIT FOR LOVE (Bellboy, BMI/Gratitude Sky, ASCAP)	51 I'D STILL SAY YES (Now & Future, ASCAP/PSO Ltd., ASCAP/Klymaxx, ASCAP/Hip Trip, BMI/Hip Chic, BMI) CPP/CHA/HL	51 I'D STILL SAY YES (Now & Future, ASCAP/PSO Ltd., ASCAP/Klymaxx, ASCAP/Hip Trip, BMI/Hip Chic, BMI) CPP/CHA/HL	48 NEVER LET ME DOWN (MCA, ASCAP/Jones Music America, ASCAP/Guitarlos, ASCAP) HL		
3 DON'T MEAN NOTHING (Chi-Boy, ASCAP/Edge Of Flake, BMI) CLM	55 IN MY DREAMS (Fate, ASCAP/Denise Barry, ASCAP) WBM	55 IN MY DREAMS (Fate, ASCAP/Denise Barry, ASCAP) WBM	93 NO ONE IN THE WORLD (ATV, BMI/Welbeck, ASCAP) HL		
56 DREAMIN' (Thrust, BMI)	9 IT'S NOT OVER ('TIL IT'S OVER) (MCA, ASCAP/Tongerland, BMI/Kazzoom, ASCAP) MCA/HL	9 IT'S NOT OVER ('TIL IT'S OVER) (MCA, ASCAP/Tongerland, BMI/Kazzoom, ASCAP) MCA/HL	77 NOTORIOUS (Sordid Songs, ASCAP/Duke Reno, ASCAP/April, ASCAP/Bon Jovi, ASCAP/Chappell, ASCAP/PolyGram, ASCAP/Le Mango, ASCAP)		
46 FAKE (Not Listed)	32 JAM TONIGHT (Wavemaker, ASCAP)	32 JAM TONIGHT (Wavemaker, ASCAP)	60 OH YEAH (Neue Welt Musikverlag Gmbh, ASCAP/WB, ASCAP) WBM		
68 GIRLS, GIRLS, GIRLS (Mottley Crue, BMI/Krell, BMI/Sikki Nixx, BMI/Mick Mars, BMI) WBM	99 JANE'S GETTING SERIOUS (A-Sharp, PRS)	99 JANE'S GETTING SERIOUS (A-Sharp, PRS)	29 ONE HEARTBEAT (Le Gassick, BMI/Who-Ray, BMI/Chubu, BMI/Smokey, BMI) CPP		
23 GIVE TO LIVE	61 JOHNNY B (Dub Notes, ASCAP/Human Boy, ASCAP/Hobblers, ASCAP)	61 JOHNNY B (Dub Notes, ASCAP/Human Boy, ASCAP/Hobblers, 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.

LIFELINES

BIRTHS

Girl, Jennifer Nicole, to **Todd and Vickie Green**, July 14 in Greenwich, Conn. She is a product manager for CBS Masterworks.

Boy, Adam Robert, to **Bob and Nancy Frymire**, July 15 in Tarzana, Calif. He is West Coast regional promotion manager for Virgin Records America.

Girl, Christie, to **Kelly and Jeanna Agostini**, July 21 in San Juan, Puerto Rico. He is president of MEBCO (Minorities Entertainment Broadcasting Corp.) there.

Girl, Melissa Ann, to **Rick and Donna Sabbia**, July 27 in Indiana, Pa. He is owner of Back Street Records there.

Girl, Erin Chappell, to **Larry and Trish Dowty**, Aug. 10 in Raleigh, N.C. He is manager of Record Bar No. 4 there.

Girl, Kristi Lynn, to **Richard and Mary Carpenter**, Aug. 17 in Downey, Calif. He is an A&M recording artist.

MARRIAGES

Alexander Kaplan to Audrey Kleiner, June 28 in Fort Lauderdale, Fla. She is director of licensing for Columbia Pictures Publications.

Mark Spector to Laura Reitman, July 29 in Westport, Conn. He is a personal manager (for Patty Smyth and 38 Special, among others).

Vic Scott to Lori Chester, Aug. 8 in Columbus, Ohio. He is midday air personality and production director for WKHK-FM Richmond, Va.

DEATHS

Hubert Weldon Lamb, 78, after a brief illness, July 27 in Blue Hill, Maine. He was a teacher and composer; among his works are "String Trio: Six Scenes From The

Proteveligion," "Suite For Four Strings," "Inocentium Carmina: Songs From The Carmina Burana," "Intervale Variations," and "Toccatto For Organ." Lamb is survived by his wife, a son, two daughters, a brother, and two granddaughters.

Doug Dickey, 35, following a lengthy illness, Aug. 8 in Washington, D.C. Dickey was a senior executive with Solid State Logic Ltd. (See separate story, page 6.)

Send information to *Lifelines*, *Billboard*, P.O. Box 24970, Nashville, Tenn. 37202.

NEW COMPANIES

Velez Music Administration, a company specializing in music rights and royalty administration, formed by former ASCAP executive William Velez. The company will represent select songwriters and corporate clients in film and television. The company will also prepare cue sheets, negotiate music clearances, and focus on generating additional royalty income for its clients by pursuing foreign sources. 717 Albert Place, Ridgewood, N.J. 07450; 201-652-0550.

Square Zero Productions, formed by Robert DuPree. Company will feature the screenwriting and production talents of DuPree, who created the "We Sing Together" kid video for Los Angeles' Price/Stern/Sloan. 9604 S.E. Fifth St., Vancouver, Wash.; 206-254-6483.

Monumental Promotions, formed by Bruce Didier. The company specializes in promotion of heavy metal bands and acts as liaison among bands, nightclubs, radio stations, and record companies. Suite 208, 707 N. Calvert St., Baltimore, Md. 21201.

Toro'na Inc., formed by Inga D. McDaniel. The entertainment production company offers management, press release kits, distribution service, marketing of product, and complete concert promotion. Roster includes A.B.C. Rockers, Kevin & Tony Master's Of Rapp, Inga D. McDaniel, and Phantom. P.O. Box 88022, Indianapolis, Ind. 46208; 317-255-6076 or 925-6088.

Di Spirito, Hodges & Associates/Kriss Kross Records, formed by Fred Di Spirito and Kerry L. Hodges. The company specializes in music management and serves as an independent record label. First signing is Payne. 3207 La Cienega Ave., Los Angeles, Calif. 90034; 213-839-1441 or 397-8782.

RK Videography, a subdivision of JIA Music Productions Inc., formed by Robin C. Adams and Ken DeSouza. The company works in promotional photography and music videos, specializing in portfolios, record album covers, weddings, and bar mitzvahs. 1110 Ocean Ave., Brooklyn, N.Y. 11230; 718-859-6438.



The Sky's The Limit. Singer/songwriter Amy Sky celebrates the signing of a co-publishing agreement between her Skyshiner Music (ASCAP) and Chappell/Intersong Music Group-USA. Shown at Chappell/Intersong's Los Angeles office, from left, are Irwin Robinson, Chappell/Intersong president; Sky; Ira Jaffe, Chappell senior vice president, creative; and Gary Gilbert, Sky's attorney.

The New Company, formed by Chuck Neese. The company is a music publishing venture with co-publishing arrangements with Warner Bros. Music. Signed writers are Lisa Palas and John Jarrard. 44 Music Square W., Nashville, Tenn. 37203; 615-254-8777.

DJ Records Inc., formed by Jay Sisto. First release is "Bad Habit" by Van Carreker. 156 Farmers Ave., Lindenhurst, N.Y. 11757; 718-634-8725.

Deny Rich Productions Inc., formed by Denise Richardson. The company will independently produce and manage recording artists. 41 Jefferson Ave., Roosevelt, N.Y. 11575; 718-634-8725.

D.D.R. U.S.A. Productions, formed by D.M. Barber, Rod Johnson, and

Dave Duncan. P.O. Box 242, Burlington, Iowa 52601.

Rogers Entertainment, a full-service management agency, formed by Rick Rogers. The company is geared toward the representation of comedic talent. Rogers' background includes TV, film, radio, music publishing, booking, records, and management. 9869 Santa Monica Blvd., Beverly Hills, Calif. 90212; 213-277-1676.

Rapp Productions Inc. and Super Rapp Publishing and Records, formed by producer Ron Dennis Wheeler and Jez Davidson, writer/coordinator of music for "The Young And The Restless." Suite C, 869 Tahoe Court, Roswell, Ga. 30076; 404-642-6467.

Send information to *New Companies*, *Billboard*, P.O. Box 24970, Nashville, Tenn. 37202.

EXECUTIVE TURNTABLE

(Continued from page 4)

operations manager. **Michael Krumper** joins A&M Records in New York as East Coast director of publicity. He was national director of publicity for Relativity Records.

The MTM Music Group in Nashville names **Nancy Sparks Seay** associate director of national promotion. She has an extensive background in promotion.

Joanne Smat is appointed national manager of artist development for Arista Records in New York. She was international operations coordinator for the label.

Paula Tuggey is named national secondary promotion manager for Atlantic Records, based in Los Angeles. She was upped from West Coast promotion coordinator.

Jackie Hochstein is promoted to manager of a&r administration for Chrysalis Records in New York. She was a&r coordinator.

HOME VIDEO. In a restructuring of its sales force, Orion Home Video in New York appoints the following regional sales managers: **Gary Costello**, South; **Kari Difani**, West Coast; **Herb Dorfman**, East Coast; and **Michael Wiberg**, Midwest. Costello was with Media Home Entertainment. Difani was with CBS/Fox Video. Dorfman was with the Moss Music Group. Wiberg was with Academy Home Entertainment.

Anne Lieberman is promoted to vice president of home video for DIC in Encino, Calif. She was director of programming.

PUBLISHING. **Alan Warner** is appointed creative consultant for SBK Songs in Los Angeles. He is an author, record producer, and music historian.

RELATED FIELDS. **Chuck Beardsley** is named associate producer of the concert department of Monarch Entertainment in New York. He was with International Creative Management.

Victoria Rose is appointed director of marketing and creative services for LightYear Entertainment in New York. She is a 15-year veteran of the entertainment industry.

Sherri Canel is promoted to vice president of S&S Public Relations in Northbrook, Ill. She was an account executive.

CALENDAR

A weekly listing of trade shows, conventions, award shows, seminars, and other notable events. Send information to *Calendar*, *Billboard*, 1515 Broadway, New York, N.Y. 10036.

AUGUST

Aug. 29-30, **Softteach: The Computer Products Training Forum**, Sheraton Plaza La Reina Hotel, Los Angeles. 800-325-9189.

SEPTEMBER

Sept. 5, **Clem Productions International Reggae Music Awards**, Ford Auditorium, Detroit. Gwen Clemens, 313-869-5519 or 868-7143.

Sept. 9, **The Harlan Howard Birthday Bash**, BMI Parking Lot, Nashville. 615-259-3625.

Sept. 9-12, **National Assn. Of Broadcasters—Radio '87**, Anaheim Convention Center, Anaheim, Calif. 202-429-5300.

Sept. 11-13, **Second Annual Music City Video Show**, Nashville Convention Center, Nashville. 800-423-2260.

Sept. 12-20, **Georgia Music Festival And Hall Of Fame Banquet**, Atlanta. 404-656-5034.

Sept. 17, **Eighth Annual Licensing Industry Symposium**, Pierre Hotel, New York. 602-948-1527.

Sept. 19, **Legal And Business Aspects Of The Music Industry-1987**, Meridian Hotel, New Orleans. 312-988-5579.

Sept. 26, **Legal And Business Aspects Of The Music Industry-1987**, Four Seasons Hotel, Boston. 312-988-5579.

Sept. 27, **New Jersey Record Collectors Show/Convention**, Best Western Coachman Inn, Cranford, N.J. 609-443-5405.

Sept. 27-29, **Focus On Video '87**, Skyline Hotel, Toronto. Regina Knox or Angela Abromaitis, 416-763-2121.

Sept. 27-29, **Amusement Business/Billboard Seminar On Sponsorship**, Fairmont Hotel, Dallas. 615-748-8120.

Sept. 28-Oct. 2, **Video Expo New York**, Jacob K. Javits Convention Center, New York. 800-248-5474.

Sept. 29-Dec. 14, **Collectors Circle**, New York Univ., New York. 212-777-8000.

OCTOBER

Oct. 9-11, **Country Music Assn.'s Talent Buyers Entertainment Marketplace**, Stouffer's Hotel, Nashville. 615-244-2840.

Oct. 10-11, **L.A. Music Equipment Expo**, Hyatt at Los Angeles Airport, 6225 W. Century Blvd., Los Angeles. 818-344-3441.

Oct. 12, **Country Music Assn. Awards Show**, Grand Ole Opry House, Nashville. 615-244-2840.

Oct. 13, **BMI Country Awards**, BMI Building, Nashville. 615-259-3625.

Oct. 14, **ASCAP Country Awards**, Opryland Hotel, Nashville. 615-244-3936.

Oct. 14-17, **JazzTimes Magazine Convention**, Roosevelt Hotel, New York. 301-588-4114.

Oct. 15, **SESAC Country Awards**, Nashville. 615-320-0055.

Oct. 16-18, **Third Annual Women In Film Festival, Music Video Category**, Cineplex Odeon Universal Theater, Los Angeles. Katie Brown, 213-463-0931.

Oct. 20, **International Radio And Television Society Goods And Services Auction**, St. Regis Hotel, New York. 212-867-6650.

Oct. 24-25, **11th Annual Songwriters Expo**, Pasadena Conference Center, Pasadena, Calif. 213-654-1665.

Oct. 27, **International Radio And Television Society Newsmaker Luncheon With Robert Wright**, president and CEO of NBC, Waldorf-Astoria, New York. 212-867-6650.

FOR THE RECORD

In the death notices in *Billboard's* Aug. 22 *Lifelines* column, the producer/engineer who worked with Simply Red, Foreigner, Robbie Nevil, Duran Duran, and Arcadia was misidentified. He was Alex Sadkin.

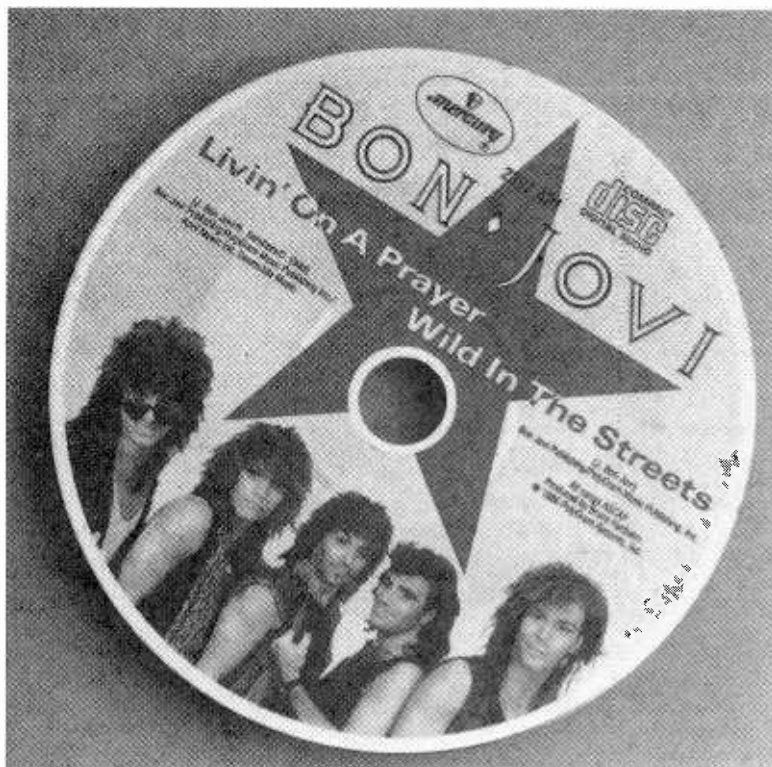
MOTOWN CHANGES

(Continued from page 4)

standing Motown staffers. Young, an attorney, joined Motown in 1976 after stints with the ABC and MCA labels. He has negotiated artist signings as well as domestic and international distribution agreements.

Miller started at the company in 1971 as a stock clerk, followed by assignments in sales, marketing, and artist relations.

As Motown chief, reporting to label founder/chairman Berry Gordy, Young is the third black man to run the company, after Gordy and Ewart Abner Jr. Gordy established the label in 1959 and within a few years developed many leading black artists, including Diana Ross, Michael Jackson, Stevie Wonder, Marvin Gaye, Smokey Robinson, and the Temptations. IRV LIGHTMAN



Sample CD single with Bon Jovi graphics.

PHILIPS TO BOW 5-INCH CD SINGLE

(Continued from page 1)

ketplace. He tallies a long list of advantages he believes are inherent in the larger unit.

Sony, on the other hand, is sticking to its guns. "We think the 3-inch single is much more attractive," says a spokesman. He says he doesn't think the 5-inch single would "fill a market niche."

Sony, too, is prepared to manufacture its CD single candidate at less than \$1 in the expectation that it will retail at \$2.98 to \$3.49. A number of record labels are already having promotional 3-inchers manufactured at Sony's Digital Audio Disc Corp. plant in Terre Haute, Ind. (Billboard, Aug. 1).

The Sony spokesman says he doesn't understand why PDO would want to introduce a product that would lose money. "We can make money at the price quoted," he says, pointing to the possibility of further economies in multidisk pressing techniques permitted by the smaller unit.

Regarding profitability, PDO's Gout says that "we were in the same situation when we launched the CD in 1982." He sees the low price as a catalyst that "will attract young buyers and stimulate an even more rapid growth."

Packaging options for the 5-inch CD single are now being weighed,

PHONER SAMPLING OF ALABAMA

(Continued from page 4)

think the most important thing about this album to me is that it's something we wanted to do for the hard-core—the real Alabama fans."

"Tar Top," which is at No. 38 in its second week on the country chart, is strictly autobiographical and fan-oriented. It capsulizes the history and the outlook of the group and provides the phrase from which the album title is taken.

Even though Alabama has enjoyed healthy sales and chart successes with songs written by other people, Owen says, "I was getting tired of singing tunes [when] I didn't know how they were written." He also says he thinks the new material will have a positive effect

says Gout. He describes an all-cardboard package as only one possibility, although apparently not a favorite. Whatever the final choice, he believes that it must allow for a more prominent promotional role for the CD label. Sophisticated label-printing techniques are being developed for this purpose, he says.

Gout points to these display attributes, which could make use of the entire top surface of the disk, as providing the 5-inch single with a distinct advantage over Sony's 3-inch alternative in the youth market.

The playing surface of the 5-inch would have a frosted non-playing outer ring that could be handled without affecting quality, says Gout.

Another competitive advantage the PDO executive claims is the lack of any need for an adaptor to play the company's single on conventional players. Many of today's home players require an outer-ring adaptor to play a 3-inch disk.

Sony has held out the eventual possibility of a dedicated CD player for the 3-inch single, small enough to be carried in a shirt pocket. Sony believes it would create a new order of portability for the CD medium.

on the band's concerts. "We're going to have so much fun on the stage with these songs."

As has been the case since the start of Alabama's tenure at RCA, the new album is co-produced with Harold Shedd and was cut entirely at Shedd's Music M911 studio in Nashville.

Owen says that aside from videos, there are no television appearances planned in support of the album. However, the group has hired the Solters/Roskin/Friedman agency to get it more and better print coverage. "Our story has never really been told," Owen contends. "We've really never done a lot of print media."

CBS LEADS WAY IN FOURTH QUARTER

(Continued from page 1)

to match the sheer volume of CBS front-line releases.

When contacted, CBS executives declined to comment on the company's apparent domination of the fourth quarter.

With the deluge of superstar product, the main challenge for CBS will be to ensure that each release is given high-priority treatment, obviously something on the minds of the individual artists involved. "There's no question there's a concern about it," says Michael Lippman, co-manager—with Rob Kahane—of George Michael. "But CBS is going all guns, so I don't think George's album is going to get lost in the shuffle. And if we didn't put it out now, we'd lose the momentum created by the ["I Want Your Sex"] single."

Among the top product being launched by the other majors during the fourth quarter:

A&M has mid-October release dates planned for Sting's latest studio project—possibly a two-record set—as well as for the Special Olympics benefit album, featuring new tracks by Bon Jovi, Madonna, U2, Bob Seger, Bryan Adams, Sting, Run-D.M.C., and a host of other big names.

Atlantic will ship new albums from INXS and Yes in September; the label also hopes to have the latest works by Foreigner and Robert Plant out by year's end. Due from Warner Bros. is the Bee Gees' first album in more than five years. EMI America/Manhattan has the second Pet Shop Boys album, "Actually," coming in September.

SWEETHEARTS

(Continued from page 6)

An eight-cut album released a year ago, "Sweethearts Of The Rodeo" has already spun off four singles—including two top fives and one top 10. A fifth single, "Gotta Get Away," will be out soon, making "Sweethearts Of The Rodeo" one of the most heavily mined debut albums ever. A source at CBS says the album has sold more than 250,000 copies worldwide.

Tri-Star's Ellen Kroner says that about 55 country and pop radio stations were involved in the initial promotion of the Jeff Bridges/Kim Basinger film.

CBS will also promote the Sweethearts album with Columbia Pictures International, which will distribute "Nadine" in a total of 45 countries in Europe, Asia, and Latin America beginning in October. A spokesman for the record company says CBS will do press, radio, and television promotions in every country in which its product is distributed. Already being planned is a radio program for English-speaking countries that will feature the Sweethearts' music and interviews with the band.

Sweethearts Of The Rodeo consists of sisters Janis Gill and Kristine Arnold. The act first gained prominence by winning the 1985 Wrangler Country Showdown talent contest.

The Financial page is on hiatus . . . It will return to this space in a few weeks

In addition to product from mid-level and developing talent, there will be the annual crop of greatest-hits, seasonal, and compilation packages. Shipping at the end of October is a two-record best-of Paul McCartney set, "All My Best," on Capitol; a Steve Winwood greatest-hits set on Island/Warner Bros.; an RCA Christmas album by the Judds; and

'CBS is going all guns'

"Vital Idol," a collection of Billy Idol dance mixes on Chrysalis.

With an abundance of catalog product on compact disk hitting stores during the past year, retailers may not find quite as much excitement generated in terms of new CD releases as there was at the end of 1986.

Still, there are a handful of interesting reissues coming on CD. Capitol will release the Beatles' "Magical Mystery Tour" Sept. 22, with "Let It Be" and "Abbey Road" due Oct. 20. The label has set an Oct. 14 release date for six Frank Sinatra and four Nat King Cole titles.

Warner Bros. is releasing the rest of the ZZ Top catalog on CD in October. The six titles will be available individually and as a boxed set featuring three two-on-one disks.

Primarily, the other majors will be looking to reap seasonal spending dollars from just-released or

high-charting albums by the likes of Whitney Houston, Def Leppard, John Cougar Mellencamp, the Cars, Heart, L.L. Cool J, Kenny G, and Whitesnake.

"We expect the Whitney and Kenny G albums to continue selling well for us through the end of the year," says Jim Cawley, Arista vice president of sales. He adds that the label is looking ahead to January for its next series of potential multi-platinum releases, which includes albums from Hall & Oates and Billy Ocean.

As for issuing product to cash in on the holiday season, Cawley says, "There's definitely a point where it's tempting to do that. But marketing is marketing, and you can't let a temporary volume fluctuation in the stores make decisions that affect artists' careers. If you have a potential blockbuster like a Hall & Oates album, you'd much rather come with it when it's ready rather than just rush it out for the holidays."

Similarly, Larry Solters, MCA senior vice president of artist development and creative services, says, "We'll probably have new albums from Glenn Frey and Patti LaBelle at the beginning of next year—and when they're ready, they're ready."

As is true of executives from other majors, Solters is unfazed by the star-studded CBS lineup. "Hey, it's good for the business. It brings people into the stores. As they say, 'Give the gift of music.'"

MARKET ACTION

BILLBOARD CHARTS THE TOP ENTERTAINMENT STOCKS

COURTESY OF
PAINE WEBBER RESEARCH, 1285 Ave. of the Americas
New York, N.Y. 10019, (212) 713-2000

Company	Sale/ 1000's	Open 8/10	Close 8/17	Change
NEW YORK STOCK EXCHANGE				
CBS Inc.	441.7	189	192	+3
Cannon Group	181.0	4 1/2	4 1/2	.....
Capital Cities Communications	186.2	426 1/2	432	+5 1/2
Coca-Cola	441.7	49 1/2	50 1/2	+1
Walt Disney	6764.4	78	80	+2
Eastman Kodak	5751.8	98 1/2	100	+1 1/2
Gulf & Western	1329.3	89 1/2	92 1/2	+2 1/2
Handelman	207.7	30 1/2	30 1/2	.....
MCA Inc.	2560.5	60 1/2	59 1/2	-1 1/2
MGM/UA	140.8	11 1/2	10 1/2	-1 1/2
Musiland	43.5	29 1/2	30 1/2	+1 1/2
Orion Pictures Corp.	361.6	14 1/2	14 1/2	.....
Primerica	1726.8	48 1/2	47 1/2	-1 1/2
Sony Corp.	789.5	32 1/2	35 1/2	+3 1/2
TDK	32.5	67 1/2	73 1/2	+6 1/2
Taft Broadcasting	59.1	151 1/2	153 1/2	+1 1/2
Vestron Inc.	347.4	3 1/2	4 1/2	+1 1/2
Warner Communications Inc.	2409.2	37 1/2	38 1/2	+1 1/2
Westinghouse	2355.0	70 1/2	71	+1 1/2
AMERICAN STOCK EXCHANGE				
Commtron	11.7	4 1/2	4 1/2	.....
Electrosound Group Inc.	34.8	11 1/2	11 1/2	-1 1/2
Lorimar/Telepictures	1415.5	15 1/2	16 1/2	+1
New World Pictures	179.9	10 1/2	9 1/2	-1 1/2
Price Communications	77.2	15 1/2	15 1/2	.....
Prism Entertainment	9.6	5 1/2	5 1/2	-1 1/2
Turner Broadcasting System	48.0	25 1/2	24 1/2	-1 1/2
Unitel Video	11.5	10 1/2	10 1/2	.....
Wherehouse Entertainment	250.2	10 1/2	10	-1 1/2
OVER THE COUNTER				
Crazy Eddie	.....	4 1/2	4 1/2	-1 1/2
Dick Clark Productions	.....	4 1/2	4 1/2	.....
Infinity Broadcasting	.....	24 1/2	24 1/2	.....
Josephson Inc.	.....	14 1/2	14 1/2	.....
LIN Broadcasting	.....	47 1/2	45 1/2	-2 1/2
Lieberman Enterprises	.....	19 1/2	19 1/2	.....
Malrite Communications Group	.....	10 1/2	10 1/2	.....
Recoton Corp.	.....	5 1/2	5 1/2	.....
Reeves Communications	.....	13 1/2	13 1/2	.....
Satellite Music Network, Inc.	.....	3 1/2	4	+1 1/2
Scripps Howard Broadcasting	.....	80	80	.....
Shorewood Packaging	.....	22 1/2	22 1/2	+1 1/2
Sound Warehouse	.....	13 1/2	12 1/2	-1 1/2
Specs Music	.....	11	12 1/2	+1 1/2
Stars To Go Video	.....	10	10 1/2	+1 1/2
Trans World Music	.....	28 1/2	30 1/2	+2
Tri-Star Pictures	.....	10 1/2	10 1/2	.....
Wall To Wall Sound And Video	.....	5 1/2	4 1/2	-1 1/2
Westwood One	.....	30 1/2	29 1/2	-1 1/2
LONDON STOCK EXCHANGE (In Pence)				
Chrysalis	.....	225	237	+12
Pickwick	.....	195	199	+44
Really Useful Group	.....	560	541	-19
Thorn EMI	.....	655	665	+10
Virgin	.....	149	152	+3

TOP POP ALBUMS™

©Copyright 1987, 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	Compiled from a national sample of retail store, one-stop, and rack sales reports.	
				ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
				★★ NO. 1 ★★	
1	1	1	10	WHITNEY HOUSTON ▲ ³ ARISTA AL 8405 (9.98) (CD)	10 weeks at No. One WHITNEY
(2)	2	3	20	WHITESNAKE ▲ GEFLEN GHS 24099 (9.98) (CD)	WHITESNAKE
3	4	4	11	L.L. COOL J ▲ DEF JAM FC 40793/COLUMBIA (CD)	BIGGER AND DEFFER
(4)	8	17	6	SOUNDTRACK SLASH 25605/WARNER BROS. (9.98) (CD)	LA BAMBA
5	3	2	12	HEART ▲ CAPITOL PJ-12546 (9.98) (CD)	BAD ANIMALS
6	6	7	6	GRATEFUL DEAD ARISTA AL 8452 (9.98) (CD)	IN THE DARK
7	5	5	22	U2 ▲ ² ISLAND 90581/ATLANTIC (9.98) (CD)	THE JOSHUA TREE
8	7	6	12	MOTLEY CRUE ▲ ELEKTRA 60725 (9.98) (CD)	GIRLS, GIRLS, GIRLS
(9)	36	—	2	DEF LEPPARD MERCURY 830 675 1/POLYGRAM (CD)	HYSTERIA
10	10	9	12	SOUNDTRACK ▲ MCA 6207 (9.98) (CD)	BEVERLY HILLS COP II
11	9	8	52	KENNY G. ▲ ARISTA AL 8-8427 (8.98) (CD)	DUOTONES
(12)	13	46	3	SOUNDTRACK-MADONNA SIRE 25611/WARNER BROS. (9.98) (CD)	WHO'S THAT GIRL
13	11	11	16	SUZANNE VEGA ● A&M SP 5136 (8.98) (CD)	SOLITUDE STANDING
(14)	14	15	12	THE FAT BOYS TIN PAN APPLE 831 948 1/POLYGRAM (CD)	CRUSHIN'
15	12	10	51	BON JOVI ▲ ⁷ MERCURY 830264-1/POLYGRAM (CD)	SLIPPERY WHEN WET
16	15	14	8	SAMMY HAGAR GEFLEN GHS 24144 (9.98) (CD)	I NEVER SAID GOODBYE
17	16	12	6	STARSHIP GRUNT 6413-1-G/RCA (9.98) (CD)	NO PROTECTION
18	17	13	57	POISON ▲ ENIGMA ST 12523/CAPITOL (8.98) (CD)	LOOK WHAT THE CAT DRAGGED IN
19	18	16	11	GLORIA ESTEFAN & MIAMI SOUND MACHINE ● EPIC OE 40769/E.P.A. (CD)	LET IT LOOSE
20	19	18	9	THE OUTFIELD COLUMBIA C 40619 (CD)	BANGIN'
21	20	19	17	LISA LISA & CULT JAM ▲ COLUMBIA FC 40477 (CD)	SPANISH FLY
22	21	20	18	FLEETWOOD MAC ▲ WARNER BROS. 25471 (9.98) (CD)	TANGO IN THE NIGHT
(23)	24	27	44	EUROPE ▲ EPIC BFE 40241/E.P.A. (CD)	THE FINAL COUNTDOWN
24	23	21	51	PAUL SIMON ▲ ² WARNER BROS. 25447 (9.98) (CD)	GRACELAND
25	22	22	14	THE WHISPERS ● SOLAR ST 72554/CAPITOL (8.98) (CD)	JUST GETS BETTER WITH TIME
26	25	28	59	STEVE WINWOOD ▲ ² ISLAND 25448/WARNER BROS. (8.98) (CD)	BACK IN THE HIGHLIFE
(27)	29	42	4	HOOTERS COLUMBIA OC 40659 (CD)	ONE WAY HOME
28	31	33	72	ANITA BAKER ▲ ² ELEKTRA 60444 (8.98) (CD)	RAPTURE
29	27	26	20	BRYAN ADAMS ▲ A&M 3907 (9.98) (CD)	INTO THE FIRE
(30)	42	37	10	STEPHANIE MILLS MCA 5996 (8.98) (CD)	IF I WERE YOUR WOMAN
31	33	41	13	T'PAU VIRGIN 90595/ATLANTIC (8.98) (CD)	T'PAU
32	26	25	14	RANDY TRAVIS ▲ WARNER BROS. 25568 (8.98) (CD)	ALWAYS & FOREVER
33	30	29	78	JANET JACKSON ▲ ⁴ A&M SP-3905 (9.98) (CD)	CONTROL
(34)	41	48	23	SMOKEY ROBINSON MOTOWN 6226 (8.98) (CD)	ONE HEARTBEAT
35	34	31	28	EXPOSE ● ARISTA AL 8441 (8.98) (CD)	EXPOSURE
(36)	38	38	11	RICHARD MARX MANHATTAN ST 53049 (8.98) (CD)	RICHARD MARX
37	28	23	30	CROWDED HOUSE ● CAPITOL ST-12485 (8.98) (CD)	CROWDED HOUSE
(38)	49	71	19	CARLY SIMON ARISTA AL 8443 (9.98) (CD)	COMING AROUND AGAIN
(39)	43	39	11	THE CURE ELEKTRA 60737 (13.98) (CD)	KISS ME, KISS ME, KISS ME
(40)	87	144	5	SOUNDTRACK ATLANTIC 81767 (9.98) (CD)	LOST BOYS
41	35	30	19	ATLANTIC STARR ● WARNER BROS. 25560 (8.98) (CD)	ALL IN THE NAME OF LOVE
42	39	34	62	GENESIS ▲ ³ ATLANTIC 81641 (9.98) (CD)	INVISIBLE TOUCH
(43)	44	86	3	DIO WARNER BROS. 25612 (9.98) (CD)	DREAM EVIL
44	32	24	40	BEASTIE BOYS ▲ ³ DEF JAM FC 40238/COLUMBIA (CD)	LICENSED TO ILL
(45)	46	70	5	HANK WILLIAMS, JR. WARNER/CURB 25593/WARNER BROS. (8.98) (CD)	BORN TO BOOGIE
46	40	32	21	LEVEL 42 POLYDOR 831 593 1 (CD)	RUNNING IN THE FAMILY
(47)	51	52	20	PRINCE ▲ PAISLEY PARK 25577/WARNER BROS. (15.98) (CD)	SIGN 'O' THE TIMES
(48)	79	—	2	ALEXANDER O'NEAL TABU FZ 40320/E.P.A. (CD)	HEARSAY
49	37	40	59	MADONNA ▲ ⁵ SIRE 25442/WARNER BROS. (9.98) (CD)	TRUE BLUE
50	52	66	4	SOUNDTRACK MCA 6214 (9.98) (CD)	MOONLIGHTING
(51)	56	62	7	GREAT WHITE CAPITOL ST 12565 (8.98) (CD)	ONCE BITTEN
52	48	43	15	THE NYLONS OPEN AIR/WINDHAM HILL OA 0306/A&M (9.98) (CD)	HAPPY TOGETHER
53	55	50	14	JONATHAN BUTLER JIVE 1032-1-J/RCA (8.98) (CD)	JONATHAN BUTLER
54	47	36	24	HERB ALPERT ● A&M SP 5125 (8.98) (CD)	KEEP YOUR EYE ON ME

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	Compiled from a national sample of retail store, one-stop, and rack sales reports.	
				ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
55	45	35	17	OZZY OSBOURNE/RANDY RHOADS ● CBS ASSOCIATED ZX2-40714/E.P.A. (CD)	TRIBUTE
56	54	49	7	THE FABULOUS THUNDERBIRDS EPIC FZ 40813/E.P.A. (CD)	HOT NUMBER
57	58	58	42	FREDDIE JACKSON ▲ CAPITOL ST 12495 (8.98) (CD)	JUST LIKE THE FIRST TIME
58	59	59	51	HUEY LEWIS & THE NEWS ▲ ² CHRYSALIS OV 41534 (CD)	FORE!
(59)	76	74	8	GEORGE BENSON/EARL KLUGH WARNER BROS. 25580 (9.98) (CD)	COLLABORATION
60	62	54	37	THE ROBERT CRAY BAND ● HIGHTONE/MERCURY 830 568-1/POLYGRAM (CD)	STRONG PERSUADER
61	50	47	17	TOM PETTY & THE HEARTBREAKERS ● MCA 5836 (8.98) (CD)	LET ME UP (I'VE HAD ENOUGH)
62	53	44	63	BRUCE HORNSBY & THE RANGE ▲ ² RCA AFL-15904 (8.98) (CD)	THE WAY IT IS
(63)	65	73	64	PETER GABRIEL ▲ ² GEFLEN GHS 24088 (8.98) (CD)	SO
64	61	53	9	ROGER WATERS COLUMBIA FC 40795 (CD)	RADIO K.A.O.S.
(65)	114	—	2	ABC MERCURY 832 391 1/POLYGRAM	ALPHABET CITY
66	66	72	6	ELTON JOHN MCA 2-8022 (10.98) (CD)	LIVE IN AUSTRALIA WITH THE MELBOURNE SYMPHONY ORCH.
(67)	139	—	2	38 SPECIAL A&M 3910 (9.98) (CD)	BEST OF 38 SPECIAL--"FLASHBACK"
68	60	64	127	WHITNEY HOUSTON ▲ ⁸ ARISTA AL-8212 (8.98) (CD)	WHITNEY HOUSTON
69	67	57	19	THE CULT BEGGAR'S BANQUET/SIRE 25555/WARNER BROS. (8.98) (CD)	ELECTRIC
(70)	77	77	15	DAVID BOWIE ● EMI-AMERICA PJ17267 (9.98) (CD)	NEVER LET ME DOWN
71	64	65	23	THE BREAKFAST CLUB MCA 5821 (8.98) (CD)	THE BREAKFAST CLUB
72	73	69	40	ROBBIE NEVIL MANHATTAN ST 53006 (8.98) (CD)	ROBBIE NEVIL
73	72	63	10	WARREN ZEVON VIRGIN 90603/ATLANTIC (8.98) (CD)	SENTIMENTAL HYGIENE
74	74	82	5	TWISTED SISTER ATLANTIC 81772 (8.98) (CD)	LOVE IS FOR SUCKERS
75	75	78	46	LUTHER VANDROSS ▲ EPIC FE 40415/E.P.A. (CD)	GIVE ME THE REASON
76	57	51	24	JODY WATLEY ● MCA 5898 (8.98) (CD)	JODY WATLEY
77	69	56	11	DAN FOGELBERG EPIC OE 40271/E.P.A. (CD)	EXILES
78	70	55	59	CINDERELLA ▲ ² MERCURY 830076-1/POLYGRAM (CD)	NIGHT SONGS
79	68	45	37	CLUB NOUVEAU ▲ WARNER BROS. 25531 (8.98) (CD)	LIFE, LOVE AND PAIN
80	63	60	15	ACE FREHLEY MEGAFORCE 81749/ATLANTIC (8.98) (CD)	FREHLEY'S COMET
(81)	94	108	4	ECHO AND THE BUNNYMEN SIRE 25597/WARNER BROS. (8.98) (CD)	ECHO AND THE BUNNYMEN
82	80	61	24	PSEUDO ECHO RCA 5730-1-R (8.98) (CD)	LOVE AN ADVENTURE
(83)	86	75	6	NEIL YOUNG & CRAZY HORSE GEFLEN GHS 24154 (8.98) (CD)	LIFE
84	78	79	20	THE SYSTEM ATLANTIC 81691 (8.98) (CD)	DON'T DISTURB THIS GROOVE
85	71	68	11	JUDAS PRIEST COLUMBIA C2-40794 (CD)	LIVE
(86)	171	—	2	DIONNE WARWICK ARISTA AL 8446 (8.98) (CD)	RESERVATIONS FOR TWO
87	83	76	22	KIM WILDE MCA 5903 (8.98) (CD)	ANOTHER STEP
88	88	91	8	REGINA BELLE COLUMBIA BFC 40537 (CD)	ALL BY MYSELF
89	90	93	8	Y&T GEFLEN GHS 24142 (8.98) (CD)	CONTAGIOUS
90	95	81	10	OMAR AND THE HOWLERS COLUMBIA BFC 40815	HARD TIMES IN THE LAND OF PLENTY
91	84	83	11	THE ISLEY BROTHERS WARNER BROS. 25586 (8.98) (CD)	SMOOTH SAILIN'
(92)	100	106	4	DAN HILL COLUMBIA BFC 40456 (CD)	DAN HILL
93	98	107	4	NATALIE COLE MANHATTAN ST 53051 (8.98) (CD)	EVERLASTING
(94)	105	131	4	LIVING IN A BOX CHRYSALIS BFV 41547 (8.98) (CD)	LIVING IN A BOX
(95)	104	109	7	DANNY WILSON VIRGIN 90596/ATLANTIC (8.98) (CD)	MEET DANNY WILSON
96	81	84	14	SURFACE COLUMBIA FC 40374 (CD)	SURFACE
97	99	102	5	LAURA BRANIGAN ATLANTIC 81747 (8.98) (CD)	TOUCH
98	85	90	8	JOHN WAITE EMI-AMERICA 46332 (8.98) (CD)	ROVER'S RETURN
(99)	119	105	57	WHITESNAKE GEFLEN GHS 4018 (6.98) (CD)	SLIDE IT IN
100	93	80	12	MASON RUFFNER CBS ASSOCIATED BFZ 40601 (CD)	GYPSY BLOOD
101	89	89	21	ANTHRAX MEGAFORCE/ISLAND 90584/ATLANTIC (8.98) (CD)	AMONG THE LIVING
102	97	88	16	DWIGHT YOAKAM REPRISE 25567/WARNER BROS. (8.98) (CD)	HILLBILLY DELUXE
103	103	110	27	REO SPEEDWAGON ▲ EPIC FE 40444/E.P.A. (CD)	LIFE AS WE KNOW IT
(104)	106	163	3	HIROSHIMA EPIC FE 40670/E.P.A. (CD)	GO
(105)	112	117	9	HELLOWEEN RCA 6399-1-R (8.98)	KEEPER OF THE SEVEN KEYS, PART I
106	82	87	10	KEEL MCA 42005 (8.98) (CD)	KEEL
107	107	135	9	JOHN HIATT A&M 5158 (8.98) (CD)	BRING THE FAMILY
108	109	128	41	STRYPER ● ENIGMA PJAS 73237/CAPITOL (9.98) (CD)	TO HELL WITH THE DEVIL
109	96	96	7	SIMPLE MINDS A&M SP 6850 (16.98) (CD)	IN THE CITY OF LIGHT

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

Billboard

COUNTRY

CHART RESEARCH PACKAGES

The definitive lists of the top singles and albums, year by year, covering the entire history of the Country charts.

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

TITLES AVAILABLE:

Number One Country Singles, 1948 through 1985. (\$50.00)

Number One Country Albums, 1964 through 1985. (\$25.00)

Listings include Billboard issue date, title, artist and label of the number one record of each week.

Top Ten Country Singles, 1948 through 1985. (\$50.00)

Top Ten Country Albums, 1964 through 1985. (\$25.00)

Listings include title, artist and label of every record that reached number 10 or higher on the Billboard Country Singles or Country LPs chart. Titles are listed alphabetically within each year. #1 records are indicated.

Top Country Singles Of The Year, 1946 through 1985. (\$50.00)

Top Country Albums Of The Year, 1965 through 1985. (\$25.00)

The annual charts of the top records of the year in rank order, as published in Billboard's year-end special issues. Listings include title, artist and label for each entry.

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

Billboard Chart Research
Attn: Jim Canosa
1515 Broadway
New York, NY 10036

Please send me the following Billboard Chart Research Packages:

- C-1 Number One Country Singles @ \$50.00
- C-2 Top Ten Country Singles @ \$50.00
- C-3 Top Country Singles Of The Year @ \$50.00
- D-1 Number One Country Albums @ \$25.00
- D-2 Top Ten Country Albums @ \$25.00
- D-3 Top Country Albums Of The Year @ \$25.00
- Individual yearly lists from _____ (please list book code number) for _____ (please list year(s) desired.)

Check or money order is enclosed in the amount of:

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

Name _____

Company _____

Address _____

City, State, Zip _____

Overseas air mail rates available upon request.

All sales are final.

New Pub Finds School, College Niche

Arrangers' Publishing Co. Expands Aggressively

BY EDWARD MORRIS

NASHVILLE Even though it is fighting an uphill battle against established print music publishers, Arrangers' Publishing Co. here has managed to expand its client list—primarily schools and colleges—to 6,000. On the list are 300 dealers, many of whom refused to handle the company's product when it was just getting started.

Established in 1983, Arrangers' Publishing is owned by W.C. Gore, a former high school band teacher who serves as president, arranger Jay Dawson, and businessman Herb Morgan. To date, the company has concentrated on licensing, arranging, and printing music for high school and college marching bands. But it has projects under way to expand its offerings to choral, jazz, and concert band arrangements.

Although the company does not sell music to churches, one of its hottest items is a five-part series of arrangements of gospel star Sandi Patti's hits: "Let There Be Praise,"

U.K. Tax Hasn't Deterred Acts

LONDON British tax officials have collected about \$25 million from international performers appearing in the U.K. since May 1, when the government's new withholding tax was introduced. But agencies and promoters say there is no indication that artists from the U.S. or elsewhere have been prevented from touring here.

Madonna's four August concerts in Leeds and London are expected to gross about \$7 million in ticket receipts alone, incurring a tax bill of more than \$1.5 million. However, massive tour overhead may reduce the final liability to a fraction of this sum.

Staffers at tour promoter the Harvey Goldsmith Organization say there was never a question of the singer considering her trip. "Britain is too important a territory for people not to come," says a spokesman. "It is a big market and important to American stars from a prestige point of view."

Theatrical agency Duncan Heath Associates confirms this statement. "The tax is a nuisance, but no one is refusing to come. U.S. stars earn so much less here than they do in the U.S. anyway," says a spokesman.

Paul Simon, Tina Turner, and Billy Joel are among artists who have already paid out the new tax. Levied at a basic rate of 27%, it brings Britain in line with other countries and is expected to net as much as \$150 million annually from musicians, sports stars, and other entertainers. Stevie Wonder, due to begin a series of 11 U.K. concerts in August, is another of the major names to be affected.

But while early fears that British fans might lose the opportunity to see international stars perform now appear groundless, there is still concern that supporting acts and less established artists will no longer find it worthwhile to play here.

"Shine Down," "Shepherd Of My Heart," "Faith To Faith," and "His Love."

Gore says that country titles are hard to come by because most publishers already have agreements with print houses. Consequently, Arrangers' Publishing works with public-domain titles and older hits, such as "T For Texas" and "Rocky

The firm arranges pop music for orchestras

Top."

Popular non-country titles in the catalog are "Hey Baby," "Rockin' Robin," "Soul Fingers," "Rock'n' Roll Hoochie Koo," and "Cotton Fields."

Because it had no dealers to act as sales intermediaries at the start, Arrangers' Publishing has concentrated on direct sales to schools. Its current vehicle for this is a double album of 49 selections, available free to schools and colleges. It is being sent to the company's mailing list of 30,000 potential buyers.

The company pays publishers a license fee of 10%-15% of the retail price of the sheets. Additionally, it pays its arrangers a royalty on all the music they prepare, rather than a flat fee. Gore says his firm does not demand exclusive print rights to any of the music it uses, relying instead on the quality of the arrange-

ments to generate interest and sales.

One of the company's most ambitious projects—and still in the formative stages—is preparing and leasing arrangements of pop music for symphony orchestras. It is working with the Nashville Symphony on the effort and will contribute part of the sales income to the group. According to Gore, such rental of symphony music—for which a fee is paid for each performance of each song—does not fall under the normal exclusive licensing provisions for print music.

Arrangers' Publishing faras out all its printing and demo work to Nashville firms, Gore says, adding that the company has had 3 million sheets printed this year alone. He says the firm's revenues have grown consistently at a rate of more than 100% a year. Expenses are up, too, he reports. The company has bought its own building and has increased its in-house staff to seven full-time employees.

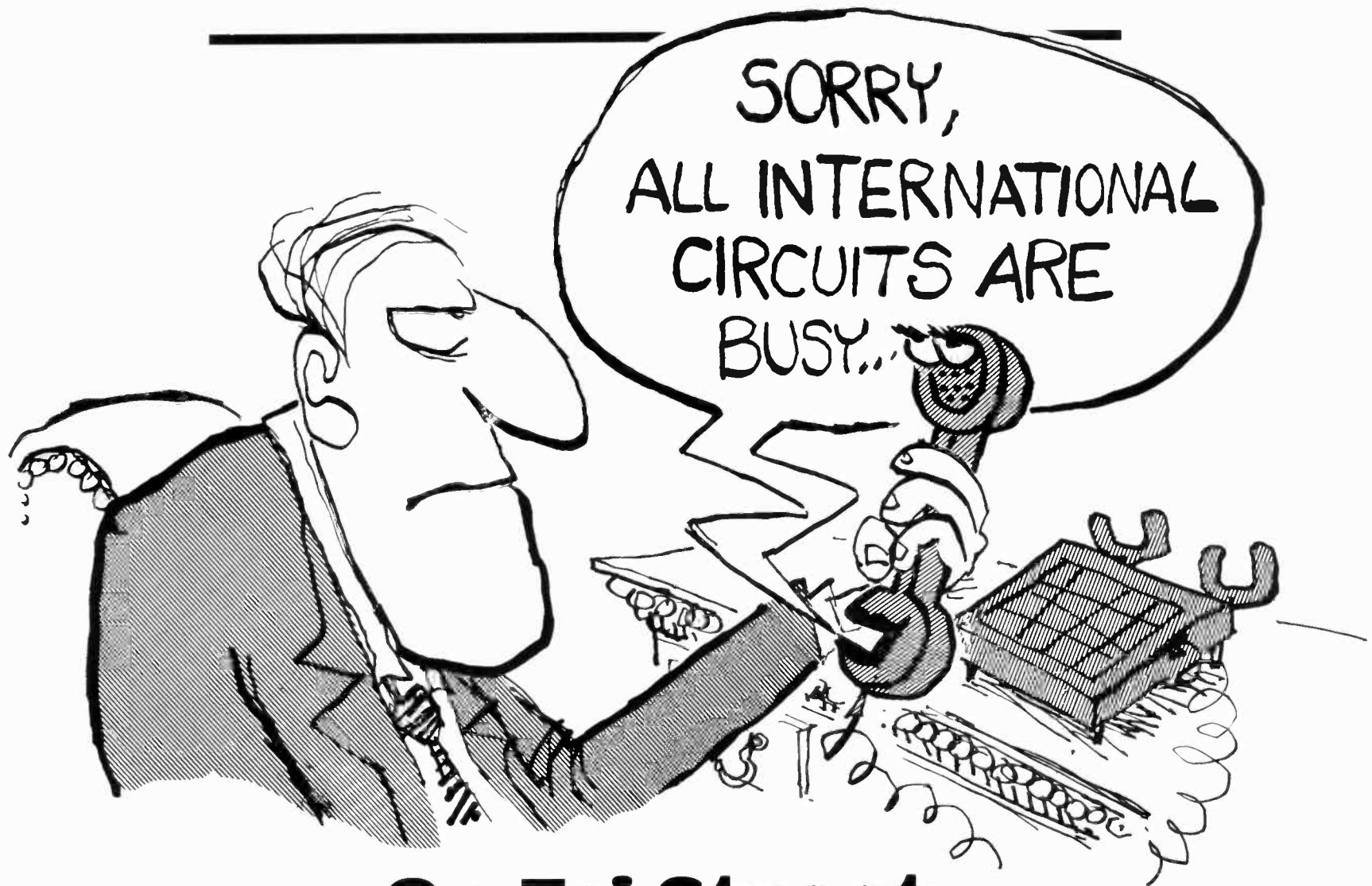
"We handle every step of the [fulfillment] process," Gore says. Orders are filled within 24 hours of being received. The company has not let any of its titles go out of print, he notes.

As an auxiliary service, Gore says he is willing to negotiate on behalf of artists for their name, image, and likeness rights with print music publishers. One of his first clients in this area is multiplatinum-record seller Randy Travis.

WARNING:

Please be aware that someone is falsely representing himself to the U.S. record community to be Mr. Takeshi Okkotsu, the president of Toshiba EMI Ltd., the Japanese record company. This imposter has attempted to obtain sample records under the guise that Toshiba EMI Ltd. needed the records to evaluate a licensing arrangement for Japan. If you are approached by anyone claiming to be Mr. Okkotsu, please call Bob O'Neill, Vice President and General Counsel, Capitol Industries — EMI, Inc., at (213) 871-5120.





On Esi Street, You're Never Left Holding the Phone.

That's right, with Esi Street (Easy Street) and your phone you can turn any P.C., laptop computer or word processor into an instant communications and information system. Esi Street does it. It's an Electronic Mail (Email) network designed specially for entertainment professionals around the world!

Make a local phone call – wherever* you are – and you can send and receive Email communications, telex, mailgrams, cablegrams, lettergrams...or chat person-to-person on-line!

Esi Street is perfect for booking travel, transmitting accounting data (spreadsheets), issuing orders, receiving vital information and keeping on top of it all, when and where it's convenient for you. Esi Street also eliminates retyping because it comes to your word processor electronically!

It's far less expensive than telephone, telex or fax. It's portable and it's immediate. No more telephone tag. No busy signals. No time zone problems. And no restrictions – because the service works around the clock.

And there's more. Esi Street gives you information too. Use Esi Street to plug into vital data from the Album Network, Billboard, The Hollywood Reporter, Pollstar, Video Insider and others – up to five days before it hits the newsstands!

Thousands of entertainment professionals are building their business on Esi Street. Join them, or you can keep on holding the phone.

Put your business on Esi Street! Call now:

New York	212-757-0320
Los Angeles	213-937-0347
London	01-221-2749
Nashville	615-833-9389

S T R E E T
Everything All The Time

An IMC Network

*Most places in North America, the UK, Europe, Scandinavia, Australasia and Japan.

Billboard **TOP POP ALBUMS**™ *continued*

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
110	92	67	17	BARBRA STREISAND ● COLUMBIA OC 40782 (CD)	ONE VOICE
(111)	193	—	2	CURIOSITY KILLED THE CAT MERCURY 832 025 1/POLYGRAM (CD)	KEEP YOUR DISTANCE
112	110	99	31	TESLA GEFEN GHS 24120 (8.98) (CD)	MECHANICAL RESONANCE
113	111	114	29	LOS LOBOS SLASH 25523/WARNER BROS. (8.98) (CD)	BY THE LIGHT OF THE MOON
114	115	116	129	U2 ▲ ISLAND 90231/ATLANTIC (8.98) (CD)	THE UNFORGETTABLE FIRE
115	101	98	27	NAJEE EMI-AMERICA ST 17241 (8.98) (CD)	NAJEE'S THEME
116	117	127	5	GRIM REAPER RCA 6250-1-R (8.98)	ROCK YOU TO HELL
117	91	85	29	CHRIS DE BURGH ● A&M SP 5121 (8.98) (CD)	INTO THE LIGHT
118	125	122	176	U2 ▲ ISLAND 90067/ATLANTIC (8.98) (CD)	WAR
119	127	132	81	BON JOVI ▲ MERCURY 814 982-1/POLYGRAM (CD)	BON JOVI
120	116	112	177	U2 ▲ ISLAND 90127/ATLANTIC (6.98) (CD)	UNDER A BLOOD RED SKY
(121)	133	142	8	X ELEKTRA 60492 (8.98) (CD)	SEE HOW WE ARE
122	102	95	24	CUTTING CREW ● VIRGIN 90573/ATLANTIC (8.98) (CD)	BROADCAST
123	120	115	53	LIONEL RICHIE ▲ ⁴ MOTOWN 6158ML (9.98) (CD)	DANCING ON THE CEILING
124	129	120	99	BON JOVI ▲ MERCURY 824 509-1/POLYGRAM (CD)	7800 DEGREES FAHRENHEIT
125	113	113	5	JOE WALSH WARNER BROS./FULL MOON 25606/WARNER BROS. (8.98) (CD)	GOT ANY GUM?
126	108	94	11	ALISON MOYET COLUMBIA BFC 40653 (CD)	RAINDANCING
(127)	NEW	1		GROVER WASHINGTON JR. COLUMBIA FC 40510 (CD)	STRAWBERRY MOON
(128)	177	—	2	PAT METHENY GROUP GEFEN GHS 24145 (8.98) (CD)	STILL LIFE (TALKING)
(129)	134	182	3	FORCE M.D.'S TOMMY BOY TBLP 25631/WARNER BROS. (8.98) (CD)	TOUCH AND GO
130	124	101	28	KLYMAXX MCA 5632 (8.98) (CD)	KLYMAXX
131	123	123	9	THE CALL ELEKTRA 60739 (8.98) (CD)	INTO THE WOODS
132	122	124	7	MARVIN SEASE LONDON 830 794 1/POLYGRAM	MARVIN SEASE
133	136	97	23	DOLLY PARTON, LINDA RONSTADT, EMMYLOU HARRIS ▲ WARNER BROS. 25491 (9.98) (CD)	TRIO
134	121	111	26	GREGG ALLMAN EPIC FE 40531/E.P.A. (CD)	I'M NO ANGEL
135	135	157	5	JON ASTLEY ATLANTIC 81740 (8.98) (CD)	EVERYBODY LOVES THE PILOT (EXCEPT THE CREW)
136	137	126	29	DAVID SANBORN WARNER BROS. 25479 (9.98) (CD)	A CHANGE OF HEART
137	128	125	64	RUN-D.M.C. ▲ ³ PROFILE 1217 (8.98) (CD)	RAISING HELL
138	130	103	8	MARILLION CAPITOL ST-12539 (8.98) (CD)	CLUTCHING AT STRAWS
139	131	138	14	THE REPLACEMENTS SIRE 25557/WARNER BROS. (8.98) (CD)	PLEASED TO MEET ME
140	144	146	20	U2 ISLAND 90279/ATLANTIC (4.98)	WIDE AWAKE IN AMERICA
(141)	167	153	8	KING DIAMOND ROAD RACER 9622 (8.98) (CD)	ABIGAIL
142	141	104	9	TOM KIMMEL MERCURY 832 249 1/POLYGRAM (CD)	5 TO 1
143	138	139	15	TNT MERCURY 830 979 1/POLYGRAM (CD)	TELL NO TALES
144	118	119	49	CAMEO ▲ ATLANTA ARTISTS 830 265-1/POLYGRAM (CD)	WORD UP
(145)	185	187	4	ELVIS PRESLEY RCA 6382-1-R (9.98) (CD)	THE NUMBER ONE HITS
146	146	160	9	TONY MAC ALPINE SQUAWK 832 249 1/POLYGRAM	MAXIMUM SECURITY
147	148	148	5	MICHAEL FRANKS WARNER BROS. 25570 (8.98) (CD)	THE CAMERA NEVER LIES
148	143	133	39	KOOL & THE GANG ● MERCURY 830 398 1/POLYGRAM (CD)	FOREVER
149	140	136	22	JON BUTCHER CAPITOL ST-12542 (8.98) (CD)	WISHES
(150)	195	195	3	ELVIS PRESLEY RCA 6383-1-R (12.98) (CD)	THE TOP TEN HITS
151	155	149	21	RESTLESS HEART RCA 5648-1-R (8.98) (CD)	WHEELS
152	132	100	53	EDDIE MONEY ▲ COLUMBIA FC 40096 (CD)	CAN'T HOLD BACK
(153)	165	165	4	THE DOORS ELEKTRA 60345 (12.98) (CD)	BEST OF THE DOORS
154	142	134	89	HEART ▲ ⁴ CAPITOL SJ 12410 (9.98) (CD)	HEART
155	145	121	22	THE JUDDS ● RCA/CURB 5916-1-R/RCA (8.98) (CD)	HEARTLAND

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
156	126	92	12	STEVE EARLE MCA 5998 (8.98) (CD)	EXIT 0
(157)	178	175	49	TINA TURNER ▲ CAPITOL PJ 12530 (9.98) (CD)	BREAK EVERY RULE
158	149	130	26	PSYCHEDELIC FURS COLUMBIA FC 40466 (CD)	MIDNIGHT TO MIDNIGHT
159	154	154	5	CRUZADOS ARISTA AL 8439 (8.98) (CD)	AFTER DARK
160	156	156	19	GEORGIO MOTOWN 6229ML (8.98)	SEXAPPEAL
(161)	184	168	59	RANDY TRAVIS ▲ WARNER BROS. 25435 (8.98) (CD)	STORMS OF LIFE
(162)	NEW	1		UB40 A&M SP 5168 (8.98) (CD)	LIVE IN MOSCOW
163	163	—	2	THE SILENCERS RCA 6442-1-R (8.98) (CD)	A LETTER FROM ST. PAUL
164	152	129	12	GLENN MEDEIROS AMHERST AMH 331 3 (8.98) (CD)	GLENN MEDEIROS
165	150	151	46	BOSTON ▲ ⁴ MCA 6188 (9.98) (CD)	THIRD STAGE
166	172	177	22	U2 ISLAND 90092/ATLANTIC (8.98) (CD)	OCTOBER
(167)	196	196	3	ROSANNE CASH COLUMBIA FC 40777 (CD)	KING'S RECORD SHOP
168	160	155	44	U2 ISLAND 90040/ATLANTIC (8.98) (CD)	BOY
169	147	141	65	SOUNDTRACK ▲ ⁴ COLUMBIA SC 40323 (CD)	TOP GUN
(170)	186	189	3	ICE-T SIRE 25602/WARNER BROS. (8.98)	RHYME PAYS
(171)	NEW	1		THE BEATLES CAPITOL CDP 46442 (9.98) (CD)	SGT. PEPPER'S LONELY HEARTS CLUB BAND
172	168	159	69	THE JETS ▲ MCA 5667 (8.98) (CD)	THE JETS
173	157	152	43	BILLY IDOL ▲ CHRYSALIS OV 41514 (CD)	WHIPLASH SMILE
174	161	150	23	SIMPLY RED ELEKTRA 60727 (8.98) (CD)	MEN AND WOMEN
175	175	—	2	GO WEST CHRYSALIS BFV 41550	DANCING ON THE COUCH
176	162	161	19	THE SMITHS SIRE 25569/WARNER BROS. (12.98) (CD)	LOUDER THAN BOMBS
(177)	200	180	5	DEAD MILKMEEN ENIGMA ST 73260/CAPITOL (8.98) (CD)	BUCKY FELLINI
178	159	147	7	THE FIXX MCA 42008 (8.98) (CD)	REACT
179	179	178	691	PINK FLOYD ● HARVEST SMAS1 1163/CAPITOL (9.98) (CD)	DARK SIDE OF THE MOON
180	188	188	105	MADONNA ▲ ⁷ SIRE 25157/WARNER BROS. (8.98) (CD)	LIKE A VIRGIN
181	190	158	20	KOOL MOE DEE JIVE 1025-1-/RCA (8.98)	KOOL MOE DEE
(182)	NEW	1		GUNS & ROSES GEFEN GHS 24148 (8.98) (CD)	APPETITE FOR DESTRUCTION
183	153	140	12	LITTLE STEVEN MANHATTAN ST 53048 (8.98) (CD)	FREEDOM NO COMPROMISE
184	174	176	45	MEGADETH CAPITOL ST 12526 (8.98) (CD)	PEACE SELLS... BUT WHO'S BUYING?
(185)	RE-ENTRY			SALT-N-PEPA NEXT PLATEAU PL 1007 (8.98)	HOT, COOL AND VICIOUS
(186)	NEW	1		FASTER PUSSYCAT ELEKTRA 60730 (8.98) (CD)	FASTER PUSSYCAT
187	187	194	3	THE COVER GIRLS FEVER SFS 004/SUTRA (8.98) (CD)	SHOW ME
188	199	—	167	MADONNA ▲ ³ SIRE 23867/WARNER BROS. (8.98) (CD)	MADONNA
(189)	RE-ENTRY			MOTLEY CRUE ▲ ² ELEKTRA 60418 (9.98) (CD)	THEATRE OF PAIN
190	192	192	3	LOUDNESS ATCO 90619/ATLANTIC (8.98) (CD)	HURRICANE EYES
(191)	NEW	1		SWING OUT SISTER MERCURY 832 213 1/POLYGRAM	IT'S BETTER TO TRAVEL
192	180	183	5	LARRY CARLTON MCA 42003 (8.98) (CD)	DISCOVERY
193	158	145	5	BOY GEORGE VIRGIN 90617/ATLANTIC (8.98) (CD)	SOLD
194	176	169	8	THE DOORS ELEKTRA 60741 (4.98) (CD)	LIVE AT THE HOLLYWOOD BOWL
195	181	162	14	DIANA ROSS RCA 6388-1-R (8.98) (CD)	RED HOT RHYTHM & BLUES
196	183	164	29	BRUCE WILLIS ● MOTOWN 6222ML (8.98) (CD)	THE RETURN OF BRUNO
197	151	118	10	JENNIFER RUSH EPIC BFE 40825/E.P.A. (CD)	HEART OVER MIND
(198)	NEW	1		RITCHIE VALENS RHINO RNLPL 70178/CAPITOL (8.98)	THE BEST OF RITCHIE VALENS
199	194	170	38	VANGELIS POLYDOR 8296631/POLYGRAM (CD)	OPERA SAUVAGE
200	198	185	64	BOB JAMES/DAVID SANBORN ● WARNER BROS. 25393 (8.98) (CD)	DOUBLE VISION

TOP POP ALBUMS A-Z (LISTED BY ARTISTS)

- | | | | | | | |
|-----------------------------|------------------------------|-----------------------------|-------------------------------|-------------------------|--------------------------------|-----------------------------|
| 38 Special 67 | Cinderella 78 | The Fixx 178 | Tony Mac Alpine 146 | Prince 47 | Top Gun 169 | Grover Washington Jr. 127 |
| ABC 65 | Club Nouveau 79 | Fleetwood Mac 22 | Madonna 180, 188, 49 | Pseudo Echo 82 | Soundtrack-Madonna 12 | Roger Waters 64 |
| Bryan Adams 29 | Natalie Cole 93 | Billy Idol 173 | Megadeth 184 | Psychedelic Furs 158 | Starship 17 | Jody Watley 76 |
| Gregg Allman 134 | The Cover Girls 187 | The Isley Brothers 91 | Marillion 138 | REO Speedwagon 103 | Barbra Streisand 110 | The Whispers 25 |
| Herb Alpert 54 | The Robert Cray Band 60 | Janet Jackson 33 | Richard Marx 36 | The Replacements 139 | Stryper 108 | Whitesnake 99, 2 |
| Artha 101 | Crowded House 37 | Freddie Jackson 57 | Glenn Medeiros 164 | Restless Heart 151 | Surface 96 | Kim Wilde 87 |
| Jon Astley 135 | Cruzados 159 | Bob James/David Sanborn 200 | Pat Metheny Group 128 | Lionel Richie 123 | Swing Out Sister 191 | Hank Williams, Jr. 45 |
| Atlantic Starr 41 | The Cult 69 | The Jets 172 | Stephanie Mills 30 | Smokey Robinson 34 | The System 84 | Bruce Willis 196 |
| Anita Baker 28 | The Cure 39 | Elton John 66 | Eddie Money 152 | Diana Ross 195 | T'Pau 31 | Steve Winwood 26 |
| Beastie Boys 44 | Curiosity Killed The Cat 111 | Judas Priest 85 | Motley Crue 8, 189 | Mason Ruffner 100 | TNT 143 | |
| The Beatles 171 | Cutting Crew 122 | The Juds 155 | Alison Moyet 126 | Run-D.M.C. 137 | Tesla 112 | X 121 |
| Regina Belle 88 | Danny Wilson 95 | Keel 106 | Najee 115 | Jennifer Rush 197 | Randy Travis 32, 161 | Y&T 89 |
| George Benson/Earl Klugh 59 | Chris De Burgh 117 | Tom Kimmel 142 | Robbie Nevil 72 | Salt-N-Pepa 185 | Tina Turner 157 | Dwight Yoakam 102 |
| Bon Jovi 124, 119, 15 | Dead Milkmen 177 | King Diamond 141 | The Nylons 52 | David Sanborn 136 | Twisted Sister 74 | Neil Young & Crazy Horse 83 |
| Boston 165 | Kool Moe Dee 181 | Klymaxx 130 | Alexander O'Neal 48 | Marvin Sease 132 | U2 168, 7, 166, 120, 114, 118, | Warren Zevon 73 |
| David Bowie 70 | Def Leppard 9 | Kool & The Gang 148 | Omar and The Howlers 90 | The Silencers 163 | 140 | |
| Boy George 193 | Dio 43 | L.L. Cool J 3 | Ozzy Osbourne/Randy Rhoads 55 | Carly Simon 38 | UB40 162 | |
| Laura Branigan 97 | The Doors 153, 194 | Level 42 46 | The Outfield 20 | Paul Simon 24 | | |
| The Breakfast Club 71 | Steve Earle 156 | Huey Lewis & The News 58 | Dolly Parton, Linda Ronstadt, | Simple Minds 109 | Ritchie Valens 198 | |
| Jon Butcher 149 | Echo And The Bunnymen 81 | Lisa Lisa & Cult Jam 21 | Emmylou Harris 133 | Simply Red 174 | Luther Vandross 75 | |
| Jonathan Butler 53 | Europe 23 | Little Steven 183 | Tom Petty & The | The Smiths 176 | Vangelis 199 | |
| The Call 131 | Expose 35 | Living In A Box 94 | Heartbreakers 61 | SOUNDTRACKS | Suzanne Vega 13 | |
| Cameo 144 | The Fabulous Thunderbirds 56 | Los Lobos 113 | Pink Floyd 179 | Beverly Hills Cop II 10 | John Waite 98 | |
| Larry Carlton 192 | Faster Pussycat 186 | Loudness 190 | Poison 18 | La Bamba 4 | Joe Walsh 125 | |
| Rosanne Cash 167 | The Fat Boys 14 | | Elvis Presley 145, 150 | Lost Boys 40 | Dionne Warwick 86 | |
| | | | | Moonlighting 50 | | |

Retailers In HBO, Vestron Crossfire Over 'Platoon'

This story was prepared by Ken Schlager and Al Stewart

LAS VEGAS The legal skirmish over the home video rights to the hit film "Platoon" escalated into verbal warfare, with retailers caught in the crossfire here at the Video Software Dealers Assn. convention.

Vestron Video president Jon Peisinger fired the first round when he told a luncheon audience largely composed of retailers Aug. 17 that Vestron holds that a new court ruling has rendered HBO Video's rights to the film "ineffective."

Peisinger then shocked the audience by warning that dealers who

carry the HBO cassette could be prosecuted for copyright infringement.

At a breakfast the following day, however, HBO Video chief executive officer Frank O'Connell, seeking to restore dealer confidence, introduced an HBO legal expert who assured retailers they were in no danger of being prosecuted for stocking the title. HBO reaffirmed its intention to release the title Oct. 14.

HBO purchased the rights to "Platoon" and a second film, "Hoosiers," for more than \$15 million. The agreement was signed after producer Hemdale Films charged that Vestron had failed to meet the financial terms of a deal that would have given the two titles to Vestron for a reported \$7.4 million.

While Hemdale's right to sell the

films to HBO is still the subject of a legal dispute in Superior Court in Los Angeles, the court has refused to grant Vestron a preliminary injunction that would prohibit Hemdale from licensing the movie to another company.

Peisinger's remarks at the convention were sparked by a recent ruling in Vestron's favor. Judge Kurt Lewin said that Hemdale did not adequately inform Vestron that the deal would be scrapped because of late payments.

During his VSDA speech, Peisinger hailed the ruling as a "major victory" and said that Hemdale was not within its rights in nullifying the contract with Vestron.

He went on to say that HBO's plan to release the cassette amounts to a violation of Vestron's copyright and

added, "Anyone selling or renting copies of the cassette is equally liable for copyright infringement."

Following the luncheon, a steady stream of retailers converged on the HBO exhibit for a reaction to Peisinger's stern warning.

In his response Aug. 18 at the HBO breakfast, O'Connell told retailers, "We do not want you to be threatened, or worse, to accuse you of some wrongdoing in which you've had no part."

O'Connell said he was concerned that retailers had gotten "confusing, inaccurate information" from Vestron and brought in Horace Collins, a senior vice president and chief counsel for HBO. Collins attempted to quell the uneasiness triggered by Peisinger's remarks and told retailers that Vestron "can only get monetary

damages from Hemdale."

Collins pointed out that Vestron has on several occasions been unable to secure an injunction against HBO's release of either "Platoon" or "Hoosiers." However, Collins added, "In the unlikely event that Vestron obtains an injunction [before the scheduled release dates], HBO will cancel all orders. If they get an injunction after the ship date, HBO will take back all cassettes."

"We had to respond quickly because we had some scared retailers," said O'Connell, standing amid an ambitious "Platoon" display erected in the HBO booth. "I didn't think [the controversy] would get taken to the customer/retail level, but since it did, we had to respond."

VSDA CONVENTION: DEALERS RETURN TO REALITY

(Continued from page 1)

"Fourteen million units is nothing to sneeze at," said Kerin. "But a 6% growth rate demands different strategies, certainly different from those employed back in 1986 and 1985, when we prospered at a 55% growth rate."

Castell advised retailers to build business through aggressive membership programs. He recommended selling accessories and add-ons; maintaining a broad and deep selection; and having a sales staff that can help move less-familiar titles.

Said Kerin: "Everyone in this room knows the one constant in our industry is change. We have weathered the rise and fall of videodisks, studio rental plans, the proposed repeal of the first-sale law, and threats to the First Amendment."

According to scuttlebutt at the

meet, the next round of changes could be a reshuffling of the distribution and retail ranks. There were strong rumors that more major retail operations would be gobbled up by well-capitalized operations like ALMI Group, parent company of Warner RKO Theatres Video, and that even some firmly established distributor networks were being shopped around.

Further, Vestron's purchase of the option to buy Jack Messer's 18-outlet The Video Store chain and Paramount's joint venture with Musicland Group suggest to some observers that vendors will increasingly eye retail as an avenue for new revenue.

Another change on the supply side was apparent in the commitment to nontheatrical product. Most major studios seem to have backed away from made-for-video

product. While there was no shortage of nontheatrical videos—especially the continuing flood of workout videos—most are being introduced by independent firms that do not have a pipeline to feature films.

For the major suppliers exhibiting at the show the focus was clearly on theatrical titles, which continue to account for an estimated 85% of the total market. Executives from seven majors participating in a panel discussion—RCA/Columbia, Nelson, CBS/Fox, Warner, HBO Video, MGM/UA, and Orion—agreed that the industry will grow by 15%-20% in the coming year, mostly on the strength of theatrical product.

With the exception of HBO Video CEO Frank O'Connell and James Fifield, president and CEO of CBS/Fox, who have both

launched sports-related lines, the other suppliers candidly asserted that they will be putting most of their eggs into a theatrical basket.

But while suppliers trumpeted the need for theatrical hits, Erol's Castell cautioned that this approach may erode a store's ability to offer selection and variety. "Without a balanced inventory, we are merely a place to rent the hits. We need breadth and depth of selection if we are going to keep the rental habit afloat."

And Castell wasn't the only one uneasy about the industry's preoccupation with hit titles. "There is an enormous emphasis—and I believe a disproportionate emphasis—on hit titles" said Nick Santrizos, president and CEO of Vista Home Video, a company primarily involved in B titles.

"I think retailers run the risk of painting themselves into a corner. For a specialty store to survive, they have to offer consumers a broad selection," added Santrizos.

In addition to their emphasis on theatrical product, the majors expressed a greater inclination to take their message directly to the consumer via national advertising.

Other highlights of the convention:

- Pay-per-view continued to hover around the video industry like an uninvited guest (see story, page 1).

- In a keynote address, Jack Valenti, president and chief executive officer of the Motion Picture Assn. of America, asked video retailers to consider him a friend. Valenti, who had at one time sought laws that would make it illegal to rent a

videocassette, said, "We are allies for the simplest and grandest of reasons: As your business grows, so does ours." (see story, page 3).

- The issue of buy-back—a vehicle that some retailers see as a remedy to their inventory woes—did not significantly emerge at the meet. With the exception of a limited test being conducted by Orion, no major firm has launched a program that would allow retailers to sell a portion of their used inventory back to the supplier when retail demand falls off.

- There was virtually no prerecorded product offered in the 8mm configuration at the show. Sony's attempt to position 8mm as the next logical step for prerecorded video appears to have failed. A Sony exhibit showed several 8mm VCRs and camcoders previously exhibited at the summer CES.

- Meanwhile, Laserdisk's presence in the market appears to be growing, partially as a result of the interest created by the upcoming launch of compact disk video.

- Cy Leslie, the veteran home entertainment executive who recently stepped down from his post at MGM/UA Home Video, was honored with a special Time magazine/Home Viewer Man Of The Year Award. The ceremony drew a host of key retail and manufacturing figures.

- Also honored for his many years of distinguished work in the entertainment industry was Sidney Poitier. During the RCA/Columbia Pictures Home Video dinner, Poitier was presented with the VSDA Presidential Award.

DENON TITLES ON LP, CASSETTE VIA OTHER LABELS

(Continued from page 6)

title's availability in other formats, and that promotional ventures with Denon America, such as a national radio broadcast of an Elias concert, are being considered.

"This way, we split costs and spread the burden with no one getting hurt," says Cuscuna. "That's very important to do for a title or artist with little commercial potential."

Jim Snowden, vice president of marketing for Passport Records, says the relationship with Denon America is "ideal" but that he

wouldn't want "to make a habit" of it because Passport already has its own extensive CD holdings. By choosing to carry vinyl- and cassette-only titles, he says, Passport may bring marketing problems upon itself.

"We don't have the same distribution as Denon, so it could cause holes and confusion for those dealers who want the CD versions, too," says Snowden. Passport is currently negotiating to distribute Denon America's "Transition" CD and the upcoming Steve Khan/Rob Moun-

sey "Local Color" CD, the black vinyl and cassette versions of which Passport will release.

Because Denon America "wasn't looking for me to finance the [Erskine] project," Snowden says, he was able to put up the artist's advance. According to Martin's attorney, Mike Selverne of the entertainment practice Selverne & Flam, the part of the deal concerning how the artists get paid is crucial.

"We developed a fee structure by which the artists get paid directly by the U.S. licensee for their share of the royalty, instead of having to wait as much as a year and a half for the normal biannual accounting periods to expire," he says. Because accounting periods expire at different times at each record company, monies due the artist often get caught up in red tape and end up sitting in the labels' bank account for unwarranted periods of time, he says.

Selverne adds that Denon agreed to a condition under which license fees that get paid to the artist out of the U.S. releasing company's license fees don't have to pass through Denon for recoupment purposes. "Jazz artists aren't making the kind of money where they can wait that long to get paid."

CRAZY EDDIE

(Continued from page 6)

accessories, pulled its bid, hoping to sell its shares to Antar's group for \$7 each. The firm had already sustained an unrealized pretax loss of about \$6 million.

Last year, Crazy Eddie stock had traded as high as almost \$22 per share; at press time, the stock was at 4%. A report in the Wall Street Journal noted that Entertainment Marketing's next move may be to buy more shares at the current low price in hopes of either taking control of Crazy Eddie or spurring a new bid from Antar's group.

Although Antar is still chairman

of Crazy Eddie Inc., he resigned as president in December and as chief executive officer in January.

Antar has sold more than \$68 million worth of his shares in the company at prices higher than the \$7-per-share buyout offer his group made, leading to charges by shareholders suing the company in Chancery Court in Delaware that the \$7-per-share bid was part of a plan "first to depress the market price of Crazy Eddie common stock and then purchase the company at an artificially deflated price."

CURRENT CHART HITS

AVAILABLE BY SUBSCRIPTION

For programming use only
Inquire on station letterhead:

RECORD SOURCE INTERNATIONAL

A DIVISION OF BILLBOARD
1515 BROADWAY, NEW YORK, N.Y. 10036

MPAA'S VALENTI NOW A HOME VID CONVERT

(Continued from page 3)

ning arithmetic," Valenti said that an average one-store pirate costs the industry \$36,000 a year. If 20% of 25,000 video dealers engaged in the illegal practice, the industry would lose \$180 million per year at wholesale. Honest dealers, he said, have to pay an average of \$33,000 a year more to gain an equal footing with the dealer who illegally duplicates.

Citing Paramount's estimates that 1.95 million of the 2.85 million copies of "Top Gun" shipped were sold through, the MPAA chief

waxed enthusiastic about sell-through. "Persuading a customer to 'own your own' is the new frontier," he said.

The Paramount results, he said, "hold for you the key to the future. You ought to consider your enterprise the movie store for the neighborhood. People don't buy hardcover books and then throw them away. Mostly they keep them in their library. Why should movies be any different?"

The movie studios want to be the video store's "partner," he said.

"It's like having a highly professional cadre of marketing experts right by your side every day at little, if any, cost to you."

After his speech, Valenti said he would not apologize to video retailers for either his efforts against first sale or previous inflammatory

'As your business grows, so does ours'

remarks about home video. Up until now, he noted, the home video industry did not exhibit an economic equation that satisfied rights holders. But with movie price points of \$89.95, huge sell-through potential, and enormous VCR penetration, he is now satisfied.

"I couldn't help but be struck," said Alan Schlosser, vice president of communications for the Electronics Industries Assn., who attended the keynote session, "by the thought of Jack Valenti appearing here as a born-again supporter of home video. These are the same wonderful people [the MPAA] who unsuccessfully attempted to destroy the neighborhood video store. Apparently, he recognizes the enormous commonality shared by Hollywood and the video industry. It was an extremely important speech. He realizes Hollywood may have been wrong in its approach to the VCR."

Assistance in preparing this story was provided by Al Stewart.

NARM OFFER

(Continued from page 3)

what's happening over here."

Under the plan, importers would purchase from the RIAA stamps that would then be affixed to authorized releases; the RIAA, in turn, would collect and distribute royalties.

That way, Grossi says, "everyone would know that it's a legitimate import and that everyone will be paid."

Grossi blames part of the import problem on paranoia generated by the industry press. "Imports only represent 1%-2% of the U.S. record industry. People are misinformed, and there's this crusade to stamp out imports. A lot of good has come from imports, though, in terms of new groups and repertoire.

"We're at a turning point now," he continues. "If this system can be established to the satisfaction of everyone, then the industry would be well-served. It's very shortsighted for the industry to close its doors to foreign product."

The RIAA's Berman does not look favorably on the plan, saying, "It calls for us to be in the collection business.

"It's the desire on the part of some of the NARM members to deal in parallel imports," he says. "This a roundabout way for them to get around the problem."

Dan Hill has a top 15 hit ... see page 44



Liza Live. Liza Minnelli, second from left, is greeted by the Telarc recording team backstage at Carnegie Hall in celebration of the release of "Liza Minnelli At Carnegie Hall," due Sept. 21. Pictured with Minnelli, from left, are Jack Renner, Telarc chairman and recording engineer; Robert Woods, Telarc president and executive producer; and Larry Marks, producer of the Carnegie album.

VSDA BRIEFS

(Continued from page 3)

away from these quotas," one wholesaler said.

DISTRIBS DIG IN: Only a few giant wholesale firms, like **Commtron, Metro, Baker & Taylor, and Ingram**, exhibited at VSDA. Yet many wholesale firms are flourishing. **Artec Inc.** is planning four more branches. **ADI Major Video**, based in Indianapolis, is also planning more branches.

CLASS OF '82: Delegates who were in Dallas at VSDA's inception are a dwindling presence at the convention. "It's scary to realize how many you don't see," said **Michael Solomon, Camera Video Exchange**, Freehold, N.J.

LOU BERG, VSDA convention chairman and president of Houston superstore Audio/Video Plus, helped Jack Valenti bury the hatchet. Following the Motion Picture Assn. of America chief's keynote speech, Berg said, "If anything, I'd like to personally offer you an application to join VSDA."

TAKING A CHANCE: Morowitz was one of several convention attendees whose trip to Las Vegas

was stretched out by the floods in Chicago. He told the Las Vegas gathering, "I did all my gambling before I came here: I flew out on Delta." Meanwhile, Morowitz found himself in a compromising position during Paramount Home Video's party at the re-created Western town of Old Nevada: He was lynched by cowboy hangmen.

ALL IN THE FAMILY: Fries Home Video topper **Charles Fries** introduced his fiancée, **Ava Ostern**, a producer for the company, and the husband-wife team of **Larry Friedrichs** and **Paula Fierman**, executive vice president and vice president of the firm's foreign international division, at a reception honoring Buffalo Bob from "Howdy Doody." Quipped Fries: "You've heard of Women In Film? We are starting Families In Film" ... **Bob "Bobcat" Goldthwait**, of "Police Academy" fame, bit the hand that feeds him during a stand-up routine at **Vestron Video's** product presentation. "Last year they had **Robin Williams** and **Billy Crystal** entertain here, and this year it's me. And they're trying to deny that they're going to fold."

Edited By IRV LICHMAN

'Top Gun' Wins 4 Awards Announced At VSDA Confab

LAS VEGAS "Top Gun" took top honors last week, winning four major Video Software Dealers Assn. awards.

The Paramount title captured awards for video of the year, best-selling videocassette, most successful retail promotion, and best action/adventure movie.

Two other Paramount titles, "Children Of A Lesser God" and "Ferris Bueller's Day Off," won awards for best dramatic movie and best comedy film.

For the first time in VSDA history, winners in all categories but best-selling videocassette, best retail store promotion, and best adult movie were based on consumer votes.

Actor Michael J. Fox was also given an award for video star of the year, a new category, for his performance in "Back To The Future" (MCA Home Video).

Other titles and the categories they won in are as follows:

"Secrets Of The Titanic" (Vestron), best program made for home video.

"Jack Nicklaus: Golf My Way" (World Video), best instructional program.

"Wrestlemania III" (Coliseum), best sports program.

"Sleeping Beauty" (Disney), best children's movie.

"Teddy Ruxpin" series (Hi-Tops), best children's program, nonmovie.

"The Sound Of Music" (CBS/Fox), best movie musical.

"Gone With The Wind" (MGM/UA), best classic movie.

"Room With A View" (CBS/Fox), best foreign movie.

"The Fly" (CBS/Fox), best horror movie.

"Aliens" (CBS/Fox), best science fiction movie.

"Whitney Houston" (Music-vision), best music video.

"Debbie Does Dallas" (VCX), best adult movie.



THE BILLBOARD BOOK OF NUMBER ONE HITS

BY FRED BRONSON

The inside story of every Number One single from "Rock Around the Clock" to "We Are the World." AT BOOKSTORES NOW.

Diskmakers

COMPACT DISC PRESSING

Call Toll Free for Complete CD Price List

CD RETAIL PACKAGING

Solid Color Die Cut 6" x 12" Boxes Now in Stock or Full Color Custom Designed Boxes

ASK FOR OUR CD RETAIL PACKAGING PRICE LIST

CD INSERT CARDS

Full Color CD Insert Cards & Booklets Including Design & Printing

JEWEL BOXES

High Grade MADE in USA Clear Plastic

Diskmakers

1-800-468-9353

153 W. 46th Street, New York, NY 10036 • 212-302-4140



Glen Burtnick Follow You

From the LP
HEROES AND ZEROS

(AM 2968)

So you've been there
Done that
Heard it all before

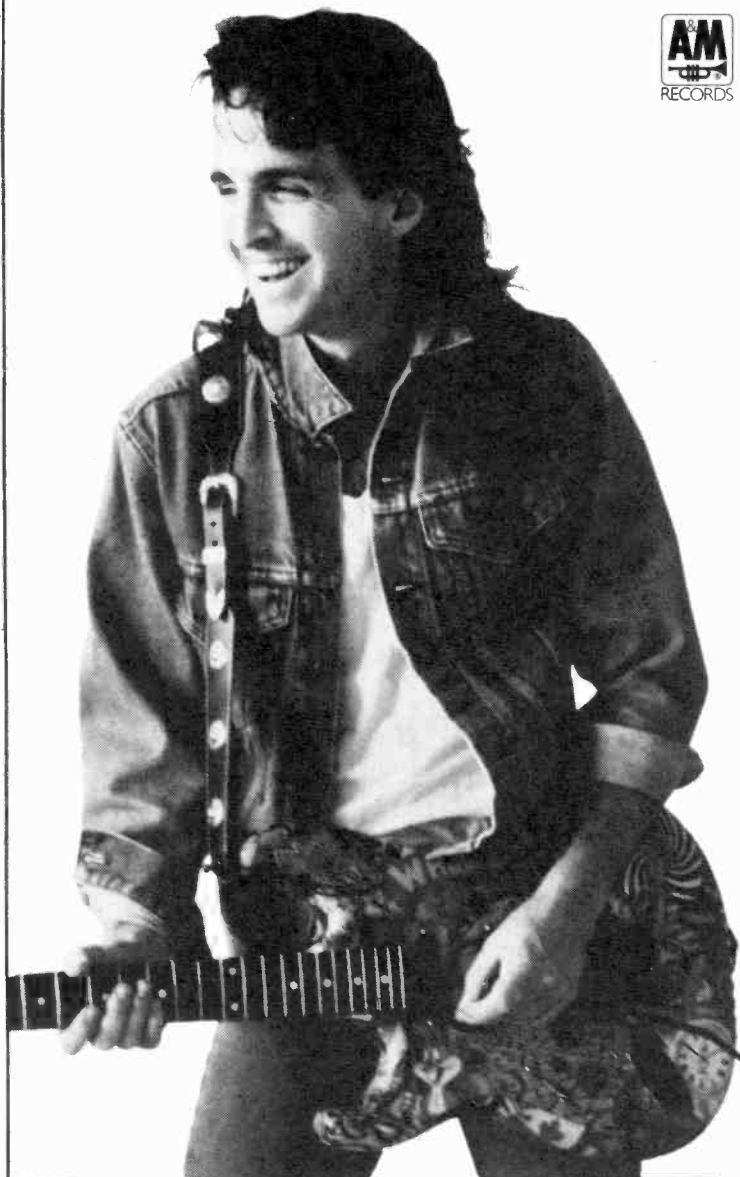
But never quite like this.

Rock and Roll about girls, guitars,
and Saturday night.

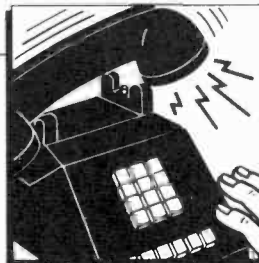
Produced by Glen Burtnick and David Prater
Executive Producer: Jay Senter

On A&M Records, compact discs, and
BASF chrome tape

Management: Bud Prager,
ESP Management Inc.



INSIDE TRACK



Edited by Irv Lichtman

CD VIDEO DELAY confirmed... John Messerschmidt, a former Magnavox exec who says he came out of retirement to head the CD Video Coordinating Office, confirms that 35 software and hardware company reps at the group's Aug. 17 meet at the VSDA convention in Las Vegas reached a consensus decision to hold back the format's launch until the first quarter of 1988 rather than the rollout initially expected in the fourth quarter of 1987 (*Billboard*, Aug. 22). Messerschmidt says that no decision has been made on packaging. Even with the consensus on delay reported by Messerschmidt, some of the configuration's supporters appeared genuinely disappointed, a feeling Messerschmidt described as equivalent to finding out "a birthday party had been canceled."

STUDIO DOUBLESPEAK?: While executives from studio home video divisions were hearing antipay-per-view facts and figures at VSDA (see story, page 1), executives from studio pay-TV divisions were supporting and encouraging PPV at the Cable Television Administration and Marketing convention in San Francisco. During one Aug. 18 session, CTAM attendees heard Paramount's Mel Harris, president of television production, and Ed Bleier, president of Warner Bros.' pay-TV and network feature division, suggest that PPV stands to become a major revenue producer for studios and cable operators. Michael Fuchs, chief executive officer of HBO, was also on the panel. On the very same day, in Las Vegas during the retail-session keynote remarks, VSDA attendees heard Ron Castell, vice president of the potent Erol's chain, say, "We believe that an advance window for home video is in the best interest of Hollywood. The long-range impact of simultaneous windows will not only be detrimental to home video but to Hollywood as well." One day earlier, Bud O'Shea, head of MGM/UA Home Video, told video retailers that he would convey their PPV sentiments to the "proper people" at the lot.

DAT WARS: A California bill (S. 1560) to ban CD-to-DAT dubbing was stalled Aug. 18 in Sacramento by the Assembly Economics Development and New Technologies Committee after a two-hour hearing. The bill, proposed by state Sen. Herschel Rosenthal of Beverly Hills, was similar to proposed federal legislation. The bill may be reconsidered in January. However, Gary Shapiro, vice president of government and legal affairs for the Electronic Industries Assn., described the action as a major victory for the pro-DAT Home Recording Rights Coalition. "Here we are in the backyard of the recording industry," Shapiro tells Track, "and they didn't have the support for this bill. That doesn't say much about something like this getting through Congress." A House subcommittee has marked up its Copy-code bill, however.

SHOREWOOD'S HOT NEW ALBUM: For its first annual report since going public, jacket manufacturer Shorewood Packaging Corp. did things right. The report is a smart-looking 36-page booklet housed in—you guessed it—an LP jacket. Shareholder eyes saw lots of good news inside the brochure, such as fiscal-year (ended May 2) net sales of \$77.9 million, up 58.9%, and earnings of \$5.9 million, up 413%. Of interest is that although the fabricator's music-industry business represents a smaller percentage of its overall business than it did five years ago (from 83% to 58%), its revenues from the music industry are at an all-time high of \$45.44 million.

LIVING IT UP: After 11 years in the same building on Sunset Strip, Macey Lipman Marketing has moved to larger quarters—in the same building, the Kragen-Worthington. Lipman also has new furniture, updated computers, and a higher rent to forward to Ken Kragen... Composer Michael Hoppe tells Track that he's scored a new age film, of which five minutes are being used on a CDV demo that Magnavox will place in boxes containing new machines capable of programming the disk, which plays 20 minutes of audio and five minutes of video.

GOING TO GREAT HEIGHTS FOR CHARITY: Kareem Abdul-Jabbar, all 7 feet 2 inches of him, has joined a dinner committee for a Sept. 15 tribute to pianist/singer Bobby Short at the Century Plaza Hotel in Los Angeles. Proceeds aid the Duke Ellington Memorial Foundation to help build a statue of Ellington in New York City's Central Park. Among the other dinner-committee members are Quincy Jones and Dave Grusin.

TURNING UP THE HEAT: That's what Hit Video USA says it's trying to do by retaining antitrust specialists Susman, Godfrey, & McGowan to take over its \$250 million suit against MTV Networks Inc., Viacom International, and Warner Amex. The Houston-based 24-hour-a-day video music station says it has hired the high-powered Houston lawmen—who have litigated in nationally known antitrust cases and currently represent the Hunt family of Texas in a multibillion-dollar action involving 23 banks—in order to "get the litigation before a jury in federal court as soon as possible."

A SINGULAR DEVOTION: That RCA-A&M-Arista Distribution is a big supporter of the cassette single is well-documented. On its behalf, the distributor has done a mailing of samples from its own catalog and those of others, such as MCA and WEA. Also enclosed is a photo of the specially designed in-store merchandising display rack.

PAUL HITS LOOPHOLE: Paul McCartney is unhappy, to say the least, over Japanese copyright laws that protect recordings for only 20 years, leading to low-quality, non-EMI Beatles CD releases without payment of royalties. Says McCartney, "I am urging the Japanese government to extend the period of copyright protection of sound recordings, and I am also urging the Japanese consumer to boycott these inferior, nonapproved issues by third parties."

BODY TALK: The latest issue of *Playgirl* boasts a feature on "rock's sexiest bad boys—men who make us shake, rattle, and roll." The list of supposed hunks includes Gregory Abbott, John Waite, David Bowie, Jon Bon Jovi, Brian Setzer, Paul Young, Lou Gramm, John Taylor, Robert Palmer, Bruce Springsteen, and David Lee Roth.

THE REAL DEAL: Michael Jackson's pet chimpanzee, Bubbles, paid a visit to Billboard's New York office a couple of months back, but the Los Angeles bureau got the real thing when the "Bad" boy stopped by Aug. 19 with manager Frank DiLeo to check in with our very own friend of the famous, Tom Noonan. The superstar spent about half an hour at the office and was in a cordial mood until Noonan told him his "I Just Can't Stop Loving You" single had lost its bullet. Only kidding! The duet with Siedah Garrett jumps to No. 6 on this week's Hot 100. With his new album, "Bad," hitting stores Aug. 31, Jackson is gearing up for a world tour that starts in September in Japan. Following a trek through the Far East, he'll launch a five-city Australian tour Nov. 3 and then play two concerts in New Zealand during the first week of December.

NO REST: Virgin head honcho Richard Branson left London's Heathrow Airport Aug. 14 for a "getaway-from-it-all" break in Greece. Unable to switch off totally, the 37-year-old entrepreneur said he could not resist the temptation to get involved in just a little business. "While I'm out there I'll be looking at a few hotels with a view to buying some," said Branson, who was traveling with his girlfriend, Joan Templeman, and their kids, Holly and Sam.

DANJAY MERGER: The somewhat-anticipated move to go public by Danjay Music is now official, with a letter of intent inked to merge with publicly held Hydreseek Inc., a firm with rights to water in Colorado. Danjay, through Budget Tapes & Records, operates some 70 franchise stores from Anchorage to Corpus Christi, Texas, generating revenues of \$12 million during the past two years.

CONSUMER SURVEY: With between 8,000 and 9,000 returned questionnaires probing consumer attitudes about shopping for prerecorded music, the NARM retail advisory committee had something to work on Aug. 20 in Las Vegas at the windup of VSDA. Survey is central to formulating agenda for the advisory's annual seminar.

© 1987 A&M Records, all rights reserved.

Another long-awaited... turns out to be a three-round marketing campaign involving a young Memphis soul singer named Ella Brooks and the Marvin Hagler-Sugar Ray Leonard middleweight championship fight. Round One provides the musical theme song for the live closed-circuit TV coverage of the April 6th bout. Round Two, "It's Easy When You're On Fire," is released on radio April 13th. Round Three: A

REVIEWS By Betty Hollars and John Martinu
ELLA BROOKS - It's Easy When You're On Fire (MCA) It's easy when you have pipes like Ella Brooks. The Memphis soul singer's first single, "It's Easy When You're On Fire," is released on radio April 13th. Round Three: A

ACCOUNTING FOR GOTTFRIED'S SUCCESS



ZETTE Le Franck (4:42)
 PRODUCER: Max Parrish
 WRITERS: Mike Rodgers, Bernard Edwards
 PUBLISHER: Chas. BMI
 QM# 23781 (c. o. MCA) (12-inch single)



ARTISTS-QMI Music (a division of Quantum Media, Inc.) recording artists...
 all" recently at Sterling

Music Video Pioneer
Robert Pittman

MT Tacks On
Other Name
Suitors List

By JOHN MARCUM JR.
 ANNE PETER W. BARNES
 PORTER OF THE WALL STREET JOURNAL
 Affiliate of British & Commonwealth's P.L.A., a diversified London financial services concern, said it was "actively engaged" in acquiring JWT Group Inc. previously reported. JWT is currently valued at a \$50.50-a-share, or about \$1 billion, friendly merger proposal from another British firm, WPP Group London-based marketing services New York-based JWT also is exploring alternatives to the offer, including going private in a leveraged buyout. Bear, Stearns & Co., New York, said it holds a 7.3% JWT stake for the accounts of its clients. The firm owns nearly 5% of JWT's about 10 million shares outstanding and Quantum Media, a media and entertainment company, said it owns 4.7% of JWT.

HOT PROSPECTS

How Do You Land A Big-Time Record Deal Like Ella Brooks: "It's Easy When You're On Fire"

QMI Announces Game Plan At Gala Memphis Launch
 BY GERRY WOOD

MEMPHIS QMI Music, part of the new joint venture between former MTV chief Robert Pittman and MCA Inc., plans a limited recording artists targeted at the "visual consumer." That and other facets of QMI's strategy were revealed at an April 2 showcase here, featuring the first three signings: singers Ella Brooks and Jimmy... and co-

Spielberg, Pittman tip WCI control to Ross in showdown

By CHRISTOPHER VAUGHN
 NEW YORK — Backed by an impressive show of support from filmmaker Steven Spielberg, MTV founder Robert Pittman and Eastwood from Clint Eastwood... the impact of...

301 INTERVIEW

Music Video Pioneer
Robert Pittman

MTV...
 THU...
 Tacks On
 other Name
 Suitors List

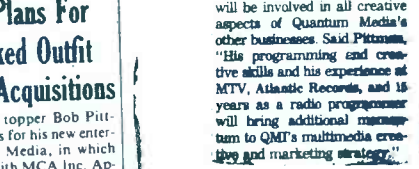
QMI At Gala

BY GERRY WOOD
 MEMPHIS QMI Music, part of the new joint venture between former MTV chief Robert Pittman and MCA Inc., plans a limited recording artists targeted at the "visual consumer." That and other facets of QMI's strategy were revealed at an April 2 showcase here, featuring the first three signings: singers Ella Brooks and Jimmy... and co-

HOT PROSPECTS

How Do You Land A Big-Time Record Deal Like Ella Brooks: "It's Easy When You're On Fire"

Garland President Of Quantum's Music Unit



Former MTV Networks Sr. VP/Programming Les Garland has joined Quantum Media Inc. as President of its Music Division and Exec. VP of QMI. Garland, reporting to company President/CEO Bob Pittman, called the music division an integral part of QMI's strategy of targeting the emerging, visually-oriented generation of consumers via "a synergistic fusion" of music, television, feature films, advertising and

Pittman's Plans For MCA-Backed Outfit Include Acquisitions

Former MTV topper Bob Pittman has big plans for his new enterprise, Quantum Media, in which he's partnered with MCA Inc. Apparently, the record label he's launching under the Quantum umbrella, with the help of Viacom, is only one of his priorities. "I'm looking at everything in the entertainment business," Pittman stated. "I'm looking at the consumer and wondering which businesses are bringing what to the consumer." His chief interest, however, lies in the visual media, especially television. "If I have an expertise, it's in

QMI At Gala

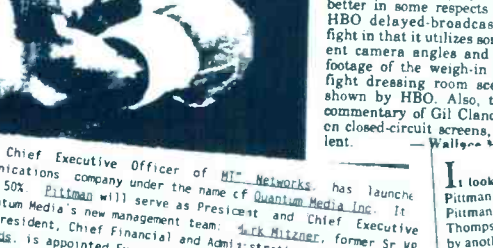
BY GERRY WOOD
 MEMPHIS QMI Music, part of the new joint venture between former MTV chief Robert Pittman and MCA Inc., plans a limited recording artists targeted at the "visual consumer." That and other facets of QMI's strategy were revealed at an April 2 showcase here, featuring the first three signings: singers Ella Brooks and Jimmy... and co-

QMI At Gala

BY GERRY WOOD
 MEMPHIS QMI Music, part of the new joint venture between former MTV chief Robert Pittman and MCA Inc., plans a limited recording artists targeted at the "visual consumer." That and other facets of QMI's strategy were revealed at an April 2 showcase here, featuring the first three signings: singers Ella Brooks and Jimmy... and co-

New York Times
QMI
 April 1, 1987

HV Fight Attracts Blurbs



Sponsorship of prerecorded home-video cassettes got an added boost this week with an agreement in principle struck between a U.S. motor cycle manufacturer and Quantum Media for two 30-second commercial spots on QM's planned rush-release TV program of the upcoming Marvin Hagler/Sugar Ray Leonard championship boxing match. The April 6 Las Vegas, will be aired live throughout the U.S. Quantum Home Video, including background

QMI At Gala

BY GERRY WOOD
 MEMPHIS QMI Music, part of the new joint venture between former MTV chief Robert Pittman and MCA Inc., plans a limited recording artists targeted at the "visual consumer." That and other facets of QMI's strategy were revealed at an April 2 showcase here, featuring the first three signings: singers Ella Brooks and Jimmy... and co-

QMI At Gala

BY GERRY WOOD
 MEMPHIS QMI Music, part of the new joint venture between former MTV chief Robert Pittman and MCA Inc., plans a limited recording artists targeted at the "visual consumer." That and other facets of QMI's strategy were revealed at an April 2 showcase here, featuring the first three signings: singers Ella Brooks and Jimmy... and co-

Hagler-Leonard Is a Video Hit



The home videotape of the Hagler-Leonard fight has just gone platinum, meaning \$1 million in sales. The 75-minute tape costs \$19.95, reflecting about 50,000 sales. The tape, by QMI video, is better in some respects than the HBO delayed-broadcast of the fight in that it utilizes some different camera angles and includes footage of the weigh-in and pre-fight dressing room scenes not shown by HBO. Also, the color commentary of Gil Clancy, heard on closed-circuit screens, is excellent.

us makes Quantum leap of faith

There are not an excess number of uniquely creative entrepreneurial executives in the entertainment and related businesses," he said. "Here you've got a guy who created a phenomenon," he said, referring to MTV. Pittman said his company is still shopping for opportunities. "We're looking for companies that we think are undervalued in a very broad spectrum," he said. The company intends to release its first two records on the QMI label later this summer, one featuring rhythm and blues artist Ella Brooks and another with rock 'n' roller Johnny Davis. Later, the label gets comedy with Gilbert Gottfried, played the unprincipled cop in "Beverly Hills Cop II." The company also produced a video of the Marvin Hagler-Sugar Ray Leonard fight, which has gone platinum, according to Pittman.

QMI At Gala

BY GERRY WOOD
 MEMPHIS QMI Music, part of the new joint venture between former MTV chief Robert Pittman and MCA Inc., plans a limited recording artists targeted at the "visual consumer." That and other facets of QMI's strategy were revealed at an April 2 showcase here, featuring the first three signings: singers Ella Brooks and Jimmy... and co-

QMI At Gala

BY GERRY WOOD
 MEMPHIS QMI Music, part of the new joint venture between former MTV chief Robert Pittman and MCA Inc., plans a limited recording artists targeted at the "visual consumer." That and other facets of QMI's strategy were revealed at an April 2 showcase here, featuring the first three signings: singers Ella Brooks and Jimmy... and co-

Whiz Kid Goes On Without

Director for National Broadcasting Co's... helped make it the top ranked station in the country. At 28, Mr. Pittman was a vice president at cable giant Warner-Amex, a joint venture of Warner Communications Inc. and American Express Co. At Warner-Amex—now named Warner Bros.—Pittman was responsible for programming industry's fastest-growing cable networks. Mr. Pittman was involved in every facet of the programming and format at N.B.T.V. He eventually sold a one-third interest in the public. In August 1985, Mr. Pittman tried to take MTV private with other company executives in a leveraged buyout.

75 Rockefeller Plaza
 New York, NY 10019
 (212) 484-6740

Quantum Media, Inc.

90 Universal City Plaza
 Universal City, CA 91608
 (818) 760-1993

www.americanradiohistory.com

The Cars Door to Door



featuring the first single and video,
"you are the girl"

World tour begins September 17.



PRODUCED BY RIC OCASEK
Management: Elliot Roberts
Jeff Kramer/Lookout Management



BE TRANSPORTED...
ON ELEKTRA SUPERIOR-QUALITY CASSETTES, COMPACT DISCS, AND RECORDS

© 1987 Elektra/Asylum Records, a Division of Warner Communications Inc.