

# Billboard

010660480 24BB MAR86 03 10  
 MONTY GREENLY CA 90807 UCY  
 3740 ELM  
 LONG BEACH

NEWSPAPER

**Madonna has trio of hits on Hot 100**  
 See page 76

**Frankie say: "Relax" in the top 20**  
 See page 76

**British government report urges blank tape levies**  
 See page 9

VOLUME 97 NO. 9

THE INTERNATIONAL NEWSWEEKLY OF MUSIC AND HOME ENTERTAINMENT

MARCH 2, 1985/\$3.50 (U.S.)

## As Short as Four Months Home Video Market Getting Earlier Windows on Features

LOS ANGELES Major motion picture studios are substantially shortening home video release windows, making recent feature film titles available on a regular basis to the home video sales/rental market as little as four months after theatrical release.

That's the trend illustrated by spring release schedules from home video manufacturers, whose monthly title listings show an increasing number of movies reaching the video market within six months of box-office rollout. As recently as last year, it was common practice for

studios to wait nine months or more to release features as prerecorded video titles. Since late 1984, however, the six-month window has become a standard benchmark, and shorter intervals are noted for a number of current and upcoming video releases.

Spurring the trend is the rising income seen for home video product on studio balance sheets. The rapid growth of the home video market, paced by the explosive increase in VCR households, has elevated home video release plans to a new priority for motion picture producers.

Representative of the trend is "Oh God, You Devil," which ships this month from Warner Home Vid-

(Continued on page 84)

## VHS HI-FI STARTS ROLLING Duplication Capacity Remains a Problem for Format

BY FAYE ZUCKERMAN

LOS ANGELES Plagued by early technical problems and the high cost of converting duplication equipment, the VHS Hi-Fi videotape format is only now attaining broader representation in prerecorded home video titles. Still impeding growth for the half-inch configuration, now more than a year old, is inadequate duplication capacity among a number of duplicators polled.

The sluggish spread of VHS Hi-Fi product contrasts with the rapid start achieved by the competing Beta Hi-Fi system, which Sony launched nearly three years ago. That format was rolled out with a number of home video vendors already committed to release product encoded with the additional AFM

stereo audio tracks, and most prerecorded Beta titles now routinely include hi-fi audio.

The public's acceptance of VHS Hi-Fi has been described by hardware manufacturers as weak. They predict that only about a million hi-fi machines will be sold this year; estimates of VHS Hi-Fi sales to date range from 250,000 to 500,000 units.

Typical of the more constricted VHS Hi-Fi market is the release schedule at Warner Home Video, where executives have yet to select which April releases will be duplicated in the format. Delaying the commitment, a spokesman reports, is the company's reliance on the production schedules for its duplicator, Technicolor. "If and when a title comes out in VHS Hi-Fi is determined by the duplicator's ability to

accommodate the order," the Warner source notes.

"We give priority to our titles with superior audio masters. But even a monaural soundtrack can be enhanced when copied in hi-fi," he adds.

And just as the duplicators have been slow to acquire VHS Hi-Fi equipment, it has taken home video companies more than a year to begin turning out sound-enhanced masters which take advantage of hi-fi technology. MCA Home Video will be releasing its first digitally mastered production in March, a long-form music video program

(Continued on page 84)

## IMIC '85 Chris Wright A Keynote; Agenda Set

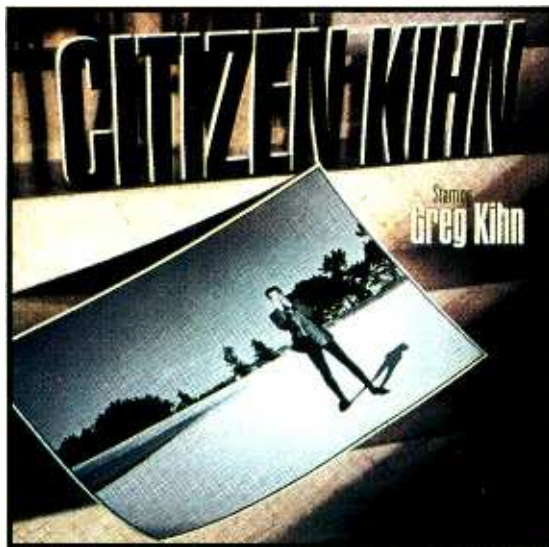
LONDON Chris Wright, who recently bought out partner Terry Ellis to acquire control of Chrysalis-Air U.K., one of Europe's leading independent record companies, will be a keynoter at Billboard's 14th International Music & Home Entertainment Industry Conference (IMIC) in Munich, June 5-8.

Wright will make the inaugural address on the first day of the IMIC meeting. His topic, "The New Horizons," is the overall theme of the 1985 conference.

The Munich conclave, to be held at the Sheraton Hotel, will be looking at future directions and developments in the international home entertainment industry, with a particular concentration on the impact of

(Continued on page 84)

ADVERTISEMENTS



With the first single "LUCKY" (B 8255) already riding high on the charts—CITIZEN KIHN (SJ 17152) the EMI America debut album from GREG KIHN is already assured of unprecedented success.



It began as a local affair and grew into a national, "OBSESSION," (880 266-7) the smash single from ANIMATION that's moving up the charts and activating phone lines at CHR/DANCE/AOR and URBAN radio. Generating strong sales after only two weeks with the video now on MTV. ANIMATION, they've got the right motivation. BB: 38\* On Mercury Records, Cassettes and Compact Discs.

## High Court Won't Review Buffalo Case

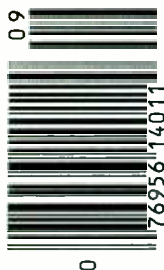
BY IS HOROWITZ

NEW YORK Refusal by the U.S. Supreme Court last Tuesday (19) to review an appeals court decision upholding the legality of the blanket license for local television failed to temper the determination of broadcaster negotiators to alter traditional licensing formulas.

Even as ASCAP and BMI chiefs hailed the High Court denial, plans were being laid by local tv interests to frustrate prior music clearance standards by promoting source licensing and the acquisition of performance rights from background music libraries.

In the case of ASCAP, backers of the failed class action brought by Buffalo Broadcasting will seek to maintain lower interim royalty pay-

(Continued on page 82)





# TOM PETTY AND THE HEARTBREAKERS



## *Southern Accents*

*Featuring The Single: DON'T COME AROUND HERE NO MORE*

**Don't Come Around Here No More** is the return of Tom Petty and The Heartbreakers. From the upcoming album **Southern Accents**, the song and the album mark numerous firsts.

The sixth album for Petty and the band and the first since 1982's **Long After Dark**, **Southern Accents**' highlights include collaborations with Dave Stewart of the Eurythmics and Robbie Robertson, of The Band fame. Tom Petty and Dave Stewart co-wrote three of the album's nine

tracks, combining with long-time Petty-Heartbreakers' co-producer Jimmy Iovine on the production of the three songs, including **Don't Come Around Here No More**.

Robbie Robertson co-produced with Petty and Iovine "The Best Of Everything" for the album and on the track. Richard Manuel and Garth Hudson, also formerly of The Band, make special guest appearances on backing vocals and keyboards, respectively.

**Southern Accents** is the latest

progress report from Petty and The Heartbreakers... Mike Campbell, guitars; Stan Lynch, drums; Benmont Tench, keyboards; and Howie Epstein, bass. And the progress is what you would expect from one of rock's most creative bands that has been responsible for **Don't Do Me Like That**, **Refugee**, **You Got Lucky**, **American Girl Breakdown**, **I Need To Know**, **Listen To Her Heart**, **Even The Losers**, **The Waiting**, and so many more. Their's is a style and musical signature

that is not only instantly recognizable, but has also earned them the plaudits of critics and fans alike as well as scores of platinum and gold certifications. When the Recording Industry Association of America (R.I.A.A.) initiated their multi-platinum certifications in 1984, Tom and the group's **Damn The Torpedoes**, of course, was one of the first recognized.

**Southern Accents** is the logical extension of the group's previous albums. Recorded in Tom's home

studio, it is the powerful work of a band that has carved out their turf and still possesses the confidence to continue to grow.

**MCA RECORDS**

DELIVERING THE MUSIC OF THE 80'S

TOM PETTY AND THE HEARTBREAKERS—"Southern Accents" FEATURING: "Don't Come Around Here No More"

AVAILABLE ON MCA RECORDS, CASSETTES, AND COMPACT DISCS.



# IN THIS ISSUE

VOLUME 97 NO. 9

MARCH 2, 1985

**1 NEWS** ▶ VHS Hi-Fi starts rolling, but duplication capacity remains a problem. ▶ Home video market getting shorter window on feature films. ▶ Supreme Court won't review Buffalo Broadcasting case. ▶ Chris Wright set as an IMIC keynote. ▶ 3/RIAA attacks Japanese tape machine and blank tape manufacturers on legislation. ▶ Strong dollar translates to weak '84 gains for ASCAP. ▶ VSDA will hold '85 meet at two hotels in Washington. ▶ 4/Labels ready March releases from platinum acts. ▶ 6/Supreme Court hearing video obscenity case. ▶ 86/Industry executives examine new 5-by-12 CD packaging.

4 Executive Turntable	74 Album & Singles Reviews
67 Gospel	79 Newsmakers
67 Jazz	85 Grass Route
68 Dance Trax	85 On the Beam
70 Classical	86 Inside Track
70 Latin	

**9 INTERNATIONAL** ▶ Signaling a reversal in copyright policy, a new British government report calls for a retail levy on audio and video blank tape. ▶ Newsline: Japan

**10 COMMENTARY** ▶ Guest Column: One music enthusiast isn't willing to sell his soul to cross over. ▶ Letters.

**12 RADIO** ▶ KCBQ-AM San Diego's Charlie & Harrigan to take over the morning slot at WAVA Washington. ▶ Barry Richards bringing the radio "zoo" concept to tv. ▶ Vox Jox. ▶ 17/YesterHits. ▶ 20/Promotions. ▶ 21/Featured Programming.

**22 RETAILING** ▶ Boosted by a holiday buying surge, record and tape sales are unusually high for February. ▶ On Target: A study of jazz record buyers. ▶ Counter Intelligence. ▶ 26/Now Playing. ▶ New Releases.

**27 HOME VIDEO** ▶ Industry measures have brought positive results in the battle against video piracy in both the U.S. and U.K. ▶ 28/New on the Charts.

**37 VIDEO MUSIC** ▶ NAVAS eyes royalties for producers/directors from clip sales. ▶ 34/New Video Clips. ▶ MTV Programming.

**39 PRO AUDIO/VIDEO** ▶ Cherokee Studios customizes Trident A range consoles to upgrade sound. ▶ New Tennessee studio specializes in special effects. ▶ Audio Track. ▶ 41/Video Track.

**43 CLASSIFIED ACTIONMART**

**48 TALENT** ▶ Some key changes preceded and followed "Break Out," the Pointer Sisters' first platinum album. ▶ Midnight Oil alters image with second U.S. album. ▶ 50/Talent in Action: Smokey Robinson, Joan Jett. ▶ Boxscore.

**53 COUNTRY** ▶ Cristy Lane's husband/manager Lee Stoller considers tv the key to big-time music marketing. ▶ Nashville Scene.

**61 BLACK** ▶ Linda Creed returns as songwriter and producer on Johnny Gill's "Chemistry." ▶ War declares comeback, forms own label. ▶ The Rhythm & the Blues.

**73 CANADA** MuchMusic's French-language network readies debut. ▶ Maple Briefs.

**79 UPDATE** ▶ Newsline. ▶ Calendar. ▶ Lifelines. ▶ New Companies.

**CHARTS** ▶ 6/Chartbeat: Billy Joel's "An Innocent Man" yields its sixth top 30 single in "Keeping The Faith," tying a record set by Michael Jackson's "Thriller." Wham! becomes the first international act to score a simultaneous No. 1 single and album in the U.S. since the Police did it in July, 1983, with "Careless Whisper" and "Make It Big."

Top Albums		Hot Singles	
20 Rock Tracks	18 Hot 100 Radio Action	19 Hot 100 Retail Action	
60 Country	21 Adult Contemporary	56 Country	
66 Black	58 Country Radio Action	59 Country Retail Action	
67 Jazz	62 Black	64 Black Radio Action	
70 Classical	65 Black Retail Action	68 Dance/Disco	
72 Hits of the World	72 Hits of the World	76 Hot 100	
79 Bubbling Under	79 Bubbling Under		
80 Top Pop			
Top Video/Computer			
25 Computer Software			
27 Videodisks			
31 Videocassette Sales			
32 Videocassette Rentals			

©Copyright 1985 by Billboard Publications, Inc. BILLBOARD MAGAZINE (ISSN 0006-2510) is published weekly (except for the last week in December) by Billboard Publications, Inc., One Astor Plaza, 1515 Broadway, New York, N.Y. 10036. Subscription rate: annual rate, Continental U.S. \$148.00. Second class postage paid at New York, N.Y. and at additional mailing office. Current and back copies of Billboard are available on microfilm from Kraus Microform, One Water Street, White Plains, N.Y. 10601 or Xerox University Microfilms, 300 North Zeeb Road, Ann Arbor, Mich. 48106. Postmaster, please send changes of address to Billboard, P.O. Box 1413, Riverton, N.J. 08077, (609) 786-1669.

## RIAA HITS BACK AT NIPPON FIRMS

### Formidable Fight Seen Ahead for Home Taping Bill

BY BILL HOLLAND

WASHINGTON The recording industry trade group has labeled as "arrogant" the recent assertions of Japanese tape machine and blank tape manufacturers that they will accept no compromise and will spend millions of dollars during the next decade to defeat home taping legislation in the U.S. Congress (Billboard, Jan. 5).

The RIAA also says it will fight for the passage of an audio home

taping royalty bill this year to offset the \$1.5 billion it now claims the industry is losing in lost sales due to home taping.

Underscoring the RIAA's continuing concern, the industry organization says, is the remarkable growth of the twin cassette copy machine, which now is being manufactured by 75 different manufacturers in 147 different models, according to an industry count.

Figures from the Consumer Electronics Group disclose that total

portable audio tape equipment of all types has made a 45% penetration in U.S. homes, with 1980-84 sales totaling 138.5 million units.

"This 'unconditional surrender' attitude on the part of the Japanese manufacturers is arrogant," says a Washington RIAA spokesman. "There's a high level of frustration in the industry caused by their unwillingness to respond to the economic problems their machines have caused in this country."

In a related announcement Thursday (21), IFPI director general Ian Thomas said in London that the organization, which has repeatedly tried to pursue a dialog with the Electronics Industries Assn. of Japan (EIAJ), will hold a press conference in Tokyo at the IFPI board meeting there March 14, to explain the critical problem to the Japanese.

Thomas said IFPI will "put our message across to the Japanese public and legislators by holding a press conference and talking to as many people as possible in Japan."

RIAA president Stan Gortikov, a member of the IFPI board, commented that EIAJ has "repeatedly shunned our requests for dialog, and in the meantime, the problem keeps expanding." Gortikov added, "Even if nothing results at first, let the dialog begin."

In his announcement, Thomas pointed to the just-released British government document supporting a royalty on blank tape (separate story, page 9). "We also seek to persuade governments of the seriousness of the situation facing copyright owners," he said. "The most recent evidence of the music industry's success is the change of heart by the U.K. government in the consultative document published yesterday."

(Continued on page 85)

## Strong Dollar Translates To Weak '84 ASCAP Gains

BY JOHN SIPPEL

LOS ANGELES The strong U.S. dollar hurt ASCAP's 1984 financial fortunes, as total receipts from foreign societies tumbled 13.5%, contributing to a modest overall gain of 3%. The latter figure represents the performing rights society's smallest percentile growth in more than a decade.

At its meeting here Wednesday (20), ASCAP disclosed total 1984 receipts of \$208,683,000, \$6,101,000 or 3% ahead of 1983's \$202,582,000. Total domestic receipts of \$181,851,000 in 1984 were \$10,263,000 or 6% more than the prior year's \$171,588,000.

Receipts from foreign societies plummeted from 1983's \$31,024,000 to \$26,832,000.

In accumulating total domestic receipts, licensees, including concert and symphonic, provided \$176,639,000 compared to \$166,730,000 in 1983, \$9,909,000 or

5.9% stronger. Interest from investments, \$4,625,000, was up \$426,000 or 10% from 1983. Membership dues dropped in 1984 to \$587,000, compared to \$629,000 the year before.

In delivering the financial report, managing director Gloria Messenger noted that ASCAP's total overhead for 1984 amounted to \$40,738,000 or 19.5% of total receipts. In 1983, it was \$37,727,000 or 18.6%. Overhead increased \$3,011,000 or 8% in 1984.

Domestic distribution after overhead was \$141,133,000 compared to \$133,831,000, a gain of \$2,969,000 or 2.2%.

Messenger reported that ASCAP distributed to members and set aside for foreign societies a total of \$136,800,000 in 1984. The amounts by quarter were: \$26.5 million, first quarter; \$28 million, second; \$33 million, third, and \$49.3 million, fourth quarter. The remainder of funds

(Continued on page 85)

### Two Hotels Will Host '85 Convention

## VSDA To Stay in D.C., Add Space

This story prepared by Tony Seideman in New York and Earl Paige in Los Angeles.

WASHINGTON After sharp controversies between key board members, the Video Software Dealers Assn. (VSDA) has confirmed reports that it will be holding its 1985 convention in Washington (Billboard, Feb. 23).

But as a result of the explosive growth that provided much of the reason for considering a move of the 1985 VSDA convention to Las Vegas, the event will be held in two hotels this year instead of one. Both attendee and exhibitor levels are expected to more than double last year's figures, to as many as 5,000 registrants and more than 350 exhibitors.

"We have more than 163,000 square feet of exhibit space, or as much as we would have had in the Las Vegas Convention Center," says VSDA executive vice president Mickey Granberg. The event was initially expected to take place Aug. 25-29 at the Sheraton Washington Hotel. Additional space has now been obtained across the street at the Shoreham Hotel.

Last year, the VSDA convention

drew around 125 exhibitors taking up less than 40,000 square feet of exhibit space, Granberg says.

When it was realized in late January that this year's VSDA meet could not be contained at the Sheraton alone, intense debate developed within the organization about a possible switch to the Las Vegas Convention Center (Billboard, Feb. 16).

An important new entry in the exhibitor population will be the video hardware companies. "All of the major hardware manufacturers are committed to VSDA," says convention chairman Steve Goodman. According to Granberg, eight or nine specially sized rooms will be occupied by hardware exhibitors.

As for the registrants, Goodman predicts that total attendance at the conference will be more than 5,000. The high number means the organization will have to resort to different category registrations, as it did in 1984, given that the sit-down meal capacity of the Sheraton Washington is about 4,000.

At the 1985 convention, "full registrants" will be allowed to sign up until capacity is reached, when "special registrations" without access to meal functions will be made available.

Both Granberg and Goodman say chances are good that in the future the VSDA convention will have to be a multiple-hotel affair, with attendees staying at the different accommodations and converging on a central convention center each day. This need not preclude having the entire convention sitting down for meals at the same time, Granberg claims, pointing to a new facility in Atlanta which is capable of serving 7,000 people at once.

It is unlikely that VSDA will be caught short of exhibition space in the near future, say sources at the Las Vegas Convention Center, who claim that more than 400,000 square feet of space have been reserved for Aug. 24-27, 1986, and an equivalent amount for the year after.

But the two years' worth of reservations at Las Vegas do not mean the convention is permanently locked into any one site, say several members of the organization's board of directors. Granberg and Goodman agree, saying the VSDA convention will be held wherever the best space and facilities are available.

# March Hot Album Releases

Nine albums are set for release in March by acts that have hit gold or platinum in the past 12 months, or with their last releases. All are studio sets listing for \$8.98 unless noted after titles.

ARTIST	TITLE	LABEL	DATE	PRODUCER
DAN FOGELBERG	HIGH COUNTRY SNOWS	EPIC	MARCH 25	DAN FOGELBERG, MARTY LEWIS
OAK RIDGE BOYS	STEP ON OUT	MCA	MARCH 18	RON CHANCEY
TOM PETTY & THE HEARTBREAKERS	SOUTHERN ACCENTS	MCA	MARCH 11	TOM PETTY, JIMMY IOVINE, MIKE CAMPBELL, DAVID A. STEWART, ROBBIE ROBERTSON
ROBERT PLANT	NOT AVAILABLE	ES PARANZA/ATLANTIC	MARCH 22	NOT AVAILABLE
POWER STATION	POWER STATION	CAPITOL	MARCH 22	BERNARD EDWARDS
KENNY ROGERS	LOVE IS WHAT WE MAKE IT	LIBERTY	MARCH 15	LARRY BUTLER, KENNY ROGERS
GEORGE STRAIT	GREATEST HITS	MCA	MARCH 4	BLAKE MEVIS, RAY BAKER
IKE & TINA TURNER (hits compilation)	GET BACK	EMI AMERICA	MARCH 15	VARIOUS
LUTHER VANDROSS	THE NIGHT I FELL IN LOVE	EPIC	MARCH 11	LUTHER VANDROSS, MARCUS MILLER



**Founding Fathers.** Tony Martell, seated right, poses with members of the T.J. Martell Foundation for Leukemia & Cancer Research, which selected the organization's founder as its 1985 humanitarian of the year, an award to be presented at the group's annual dinner May 18. Standing from left are CBS Records President Walter Yetnikoff, Dr. James Holland of the Mt. Sinai Medical Center and 1985 Foundation dinner chairman Floyd Glinert, while Vicky Martell sits with her husband.

## Vandross, Plant, Petty Top March List Power Station, Fogelberg Also on Release Schedule

BY PAUL GREIN

LOS ANGELES New efforts by Luther Vandross, Robert Plant and Tom Petty & the Heartbreakers head the list of hot albums due to be released in March. Vandross' fourth solo album, "The Night I Fell In Love," is due on Epic March 11; Plant's third solo album, still untitled at presstime is due on Es Paranza/Atlantic March 22.

Vandross' last two albums, "Forever, For Always, For Love" and "Busy Body," were certified platinum, as was Plant's last album, "The Principle Of Moments." Plant also hit platinum late last year with his "Honeydrippers" collection.

A similar superstar side project is

due to be released on Capitol March 22. That's "Power Station," a new group formed by John and Andy Taylor of Duran Duran and Tony Thompson of Chic. All four of Duran Duran's Capitol albums have been certified platinum.

Tom Petty & the Heartbreakers will endeavor to return to platinum when MCA releases their new album, "Southern Accents," on March 11. The band topped the million sales mark with "Damn The Torpedoes" and "Hard Promises" in 1980 and 1981, but slipped to gold with their last album, 1982's "Long After Dark." The subsequent resurgence of American rock'n'roll, spearheaded by Bruce Springsteen, may have created a more receptive

climate for Petty's new release.

Dan Fogelberg, another platinum perennial who slipped to gold with his last album, is also due to return in March. Fogelberg, whose 1984 "Windows And Walls" broke a string of five consecutive platinum albums, will be back March 25 with "High Country Snows" on Epic.

And Eric Clapton, whose 1983 album "Money And Cigarettes" didn't even go gold, will try to regain lost yardage March 11 when Warner Bros. releases his new album, "Behind The Sun." The album was produced by Lenny Waronker, Ted Templeman and Phil Collins.

Two of MCA's top country acts are due to follow 1984 gold albums with new releases in March. The Oak Ridge Boys, who went gold last year with "Deliver" and "Greatest Hits, Vol. 2," are due March 18 with "Step On Out"; George Strait, who hit gold last year with "Right Or Wrong," will return March 4 with "Greatest Hits."

Several other MCA country stars are due to have new albums in March. Barbara Mandrell's "Greatest Hits" and "The Best Of Terri Gibbs" are due Mar. 4; the Whites' "Whole New World" and Merle Haggard's "His Best" are slated for March 18.

EMI America/Liberty is planning new March albums by two of its top alumni. Kenny Rogers, now on RCA, will be represented by "Love Is What We Make It," a set of previously unreleased tracks, while Tina Turner, now on Capitol, will see her '60s and '70s hits with Ike Turner repackaged under the title "Get Back." Among the hits: "Proud Mary," "Nutbush City Limits" and "River Deep, Mountain High."

Several key soundtracks are set for March, including Motown's "The Last Dragon," featuring tracks by Vanity, who also stars in the film, Stevie Wonder, Smokey Robinson & Syreeta, Debarge, Rockwell, Charlene and new label signing Alfie. The film and soundtrack were executive produced by Motown chairman Berry Gordy Jr.

MCA has set a March 18 release date for the soundtrack to "The Slugger's Wife," featuring tracks by James Ingram, Jimmy Buffett, Don Felder, John Farnham, Van Stephenson and Nik Kerhaw. Quincy Jones is the executive music producer.

### PolyGram Exec Bullish

## Gout Sees CD Demand Boom

BY WOLFGANG SPAHR

HAMBURG Demand for Compact Disc software will reach a world total of 29 million disks this year, according to PolyGram. And the company is determined to press ahead in establishing the configuration, with the aim of a 5% penetration by households in 1986.

Says PolyGram senior director Hans Gout: "The Compact Disc must get a strong foothold in the market as soon as possible. We have to increase penetration from 1% to 5% next year. This is an ambitious goal, but it is dictated by the need to preempt digital audio tape and, for us, to strengthen our own company."

It follows, Gout goes on, that PolyGram should use its CD capacity intelligently by releasing product by acts with a greater-than-average probability of success. But labels within the group must plan ahead to ensure supplies, he warns.

The 11 million unit differences between current global capacity, at around 40 million, and predicted demand, at less than 30 million, should theoretically be adequate, Gout says, but he cautions: "We must be on our toes. Experiences in 1984 of both a market explosion and a factory breakdown have taught us to

be careful."

Factory load has to be spread evenly over every month of the year, Gout says. Labels should put in mastering orders early and worry about release dates and quantities later. Releases should be divided into "must" and "can wait" CDs. With pressing prices at specially reduced levels to encourage extra promotional activity, companies should be spending at least 10% of CD turnover on promotion, according to Gout.

The PolyGram director predicts that CD retail prices will fall this year, with differential pricing to bring some repertoire areas down to budget level. He promises the first CD maxi-single, new merchandising concepts, and advertising campaigns like the Philips/PolyGram-sponsored Dire Straits world tour.

On the packaging side, he says, "There will be no significant change to the jewel box, period. Bolder graphics and better legibility will be welcome changes, though."

In some territories, pop repertoire sales are lagging behind. "The new sound carrier will only really be made popular with popular repertoire," says Gout. "In a growth market with some constraints, that requires intelligence and foresight, plus an extra degree of attention."

## Executive Turntable

**RECORD COMPANIES.** PolyGram Records restructures its regional and local promotion staff. Heading the Northeast region is **Linda Feder**; Southwest, **Wade Conklin**; and West Coast, **Kyle Hetherington**. **David St. John** remains head of the Southeast region.

On the local level, there are eight new appointments: **Neda Tobin**, Charlotte; **Pat Rascona**, Dallas; **Katie Arnold**, Denver; **Bobbi Silver**, Philadelphia; **Andy Szulinski**, Baltimore; **David Kragoskow**, St. Louis; **Ted Mellenkamp**, Houston; and **Bill Rush**, Kansas City/Minneapolis.

WEA International promotes **Claude Nobs** to vice president of public relations and video development in Montreux, Switzerland. He was managing director.



NOBS



PACHECO



JACKSON



BROFFMAN

**Don Schmitzerle** leaves as vice president of international licensing for Bearsville Records and its music publishing affiliate, Fourth Floor Music. He has not announced future plans.

**Gary Pacheco** is named director of marketing development for CBS Records, New York. He was associate director in the marketing development and business affairs departments of the label.

**Chuck Jackson** becomes national a&r director at Solar/Constellation Records and professional manager for HipTrip/Spectrum VII Music Publishing. He is best known for his production and songwriting.

MCA Records Nashville appoints **Mark Maynard** director of marketing/sales. He was sales representative in the Nashville/Knoxville region for MCA Distribution.

**Brett Gurewitz** is appointed director of Epitaph Records, Sounds Good's in-house label, in Santa Monica. He's upped from the sales staff at Sounds.

**David Dorchin** is promoted to director of national credit for MCA Records, Los Angeles. He was assistant director of national credit.

**Randi Naughton** is appointed to the newly created position of director of marketing and promotions at Amherst Records, Buffalo, N.Y. She was an air personality at WRXT-FM.

**Jane Saltzman** is appointed royalties assistant at Atlantic Records, New York. She joins from Roulette Records, where she was in charge of computer operations.

**Holden Man** is appointed manager of financial administration for PolyGram Special Projects, New York. He was senior financial analyst for PolyGram's finance department.

**Dave Peaslee** joins World Trade Records as press and public relations representative in New York. He is a music writer and has recently worked with the Vinyl Dreams label.

**DISTRIBUTION/RETAILING.** **Morton H. Broffman** is named president and chief executive officer for Sound Video Unlimited, Niles, Ill. He served in a similar capacity at Public Media Inc. Also **Myron N. Goldstein** joins as chief financial officer. He comes from an extensive background in finance and systems.

Richman Bros. Records promotes **John Ellison** to singles coordinator and **Andy Schiffman** to account executive in Pennsauken, N.J. Ellison had



Michael Jackson

Bruce Springsteen

Prince

Thanks for all you've done for me,  
from America's Number 1 Ticket Broker  
Bill Meister Corporation

4015 Executive Park Drive  
Suite 223  
Cincinnati, Ohio 45241  
(513) 563-7555



# High Court Hearing Video Obscenity Case

WASHINGTON The U.S. Supreme Court heard oral arguments Wednesday (20) in an obscenity challenge case involving a video and film distributor in the state of Washington.

The state is asking the Supreme Court to overturn a recent Ninth Circuit Court of Appeals ruling that found that the state statute on obscenity was unconstitutional because of the "overbreadth" of its three-part test to determine obscenity. Also at issue is the definition, meaning and interpretation of the words "prurient" and "lust" in one of the three tests.

On April 5, 1982, the firm, J-R Distributing, along with several other businesses, commenced two actions in the U.S. District Court challenging the constitutionality of the statute, House bill 626. The court issued a preliminary injunc-

tion, but subsequently rejected J-R's challenge and held that the statute was not unconstitutional.

Conviction under the statute is a felony, bringing with it a five-year prison sentence, a \$50,000 fine (\$5,000 minimum) and unlimited civil penalties. Neither J-R nor the other businesses, most of whom have dropped out of the case, were ever tried under the statute.

The case involves the interpretation of the two words, and whether they refer to a "healthy interest in sex" or a "perfectly acceptable response by community standards" or can be defined as describing material which brings about "shameful, depraved, morbid or pathological" interest.

The lawyer for the distributor argued that the state, in its interpretation of the wording in the first test, could hold that a 150-page book

could be deemed obscene even if it had only one paragraph of a "prurient" sexual description, and even if the book passed the other two tests, being not "patently offensive" nor "lacking any social, intellectual or scientific redeeming features."

The Washington state lawyer argued that the statute was a reduplication of the federal law, and therefore that the Supreme Court itself had said, in legal footnotes in the landmark Roth and Miller obscenity cases, that the words "prurient" and "lust" can mean, but do not always simply mean, lewd or lascivious.



**Betting on Chet.** Famous faces gather in Nashville for a sneak preview of Chet Atkins' forthcoming Columbia album, "Stay Tuned." Standing from left are CBS jazz and progressive music vice president Dr. George Butler, rock/fusion guitarist Larry Carlton, Atkins, jazz guitarists George Benson and Earl Klugh and bassist David Hungate, who co-produced "Stay Tuned" with Atkins.

## RIAA Commends New U.S. Copyright Protection Report

NEW YORK The Recording Industry Assn. of America (RIAA) has endorsed recommendations by the President's Commission on Industrial Competitiveness that call for the worldwide strengthening of copyrights, patents and trademarks.

The recently released Special Report on the Protection of Intellectual Property Rights calls for new strategies for the protection of creative industries both here and abroad. Lauding the report, RIAA president Stan Gortikov emphasizes the group's desire for further protection from piracy and counterfeiting in the worldwide marketplace.

"American record companies create a substantial portion of the music that is listened to and enjoyed in other nations around the world," says Gortikov. "But American companies are frequently denied revenues for their creative works in many of these international markets because American recordings are being manufactured and sold by pirates and counterfeiters for their

own profit and without the payment of any compensation to the American artists and companies who created the recordings they exploit.

"In many nations, they do this with the tacit approval of their governments. Around the world, sales of counterfeit and pirated recordings have displaced some \$1 billion in sales.

"The President's Commission has taken an important first step in combatting this growing threat," adds Gortikov, "by developing specific proposals for action by the United States government to protect the trade competitiveness of America's creative industries. But much more needs to be done to secure adequate copyright protection in foreign countries for American artists and companies.

"The American recording industry is ready to join with the rest of the intellectual property community in the United States to help the U.S. government accomplish these vital objectives."

### Dees Parody Fingered

## 'Sunny' Writers Not Laughing

LOS ANGELES Songwriters Marvin Fisher and Jack Segal seek at least \$5 million in court-determined damages from nationally-known DJ Rick Dees, alleging he illicitly used and disparaged their song, "When Sunny Gets Blue," on a recent Atlantic album.

The Federal District Court complaint charges the KIIS-FM air personality, Atlantic Records and Warner Communications with including a demeaning parody of their standard in the album, "Put It Where The Moon Don't Shine."

Their song, which they claim has cumulative sheet music and record sales of 50 million, appears on the album without writer or publisher credits, they charge. The defendants never got the proper licensing to use the song, the complaint adds.

The parody, titled "When Sonny

Sniffs Glue," continues lyrically with "her eyes get red and bulgy, then her hair begins to fall," while the original lyric goes: "When Sunny gets blue, her eyes get gray and cloudy, then the rain begins to fall." The remainder of the songs on the Dees album, written by the defendants, are "filled with obscenities (sic), sexual innuendo and noise," the complaint contends.

Allen Hyman of Cohen & Luckenbacher, representing the plaintiffs, is demanding a jury trial for the action. The writers want the court to halt production and distribution of the album containing the controversial burlesque and want all present copies delivered and impounded.

JOHN SIPPEL

# CHARTBEAT

by Paul Grein



**BILLY JOEL's** "An Innocent Man" this week becomes only the second album in pop history to generate as many as six top 30 singles. It follows **Michael Jackson's** "Thriller," which yielded seven (all of which hit the top 10).

Joel accomplishes this feat as his latest single, "Keeping The Faith," jumps four notches to number 27. That's as high as the fifth "Innocent" single, "Leave A Tender Moment Alone," climbed last fall. The album's first four hits all cracked the top 15: "Tell Her About It" reached No. 1, "Uptown Girl" hit three, "An Innocent Man" made 10 and "The Longest Time" hit 13.

### 'An Innocent Man' ties 'Thriller' with its sixth top 30 single

Numerous albums have generated five top 30 hits, including **Lionel Richie's** "Can't Slow Down," **Huey Lewis & the News' "Sports,"** **Cyndi Lauper's "She's So Unusual"** and the soundtracks to "Saturday Night Fever," "Urban Cowboy," "Footloose" and "Xanadu." We should add that "Fever" included several songs that were top 30 hits before the album was released. Likewise, **the Carpenters' "A Song For You"** contained five top 30 hits, but two of them were singles before the album's release.

**WHAM!** this week becomes the first international act to score a simultaneous No. 1 album and single in the U.S. since **the Police** did it in July, 1983 with "Synchronicity" and "Every Breath You Take." Wham! accomplishes this feat as its album "Make It Big" moves up to No. 1 and its single "Careless Whisper" holds at No. 1 for the third straight week.

"Careless Whisper" is proving to be a major crossover hit. It holds at No. 1 on the adult contemporary chart for the fourth straight week, and jumps six points to number 15 on the black chart.

As such, it's likely to become the fourth hit by a white artist to crack the top 10 on the black chart in the past month, following **Madonna's "Like A Virgin,"** **Sheena Easton's "Sugar Walls"** and **Phil Collins' "Easy Lover,"** the latter a duet with **Philip Bailey.**

**MCA THIS WEEK** has two albums in the top 10 simultaneously for the first time in nearly a de-

cade. The label's platinum "New Edition" album holds at number six, while the gold "Beverly Hills Cop" soundtrack jumps four notches to number eight. The last time MCA had two albums in the top 10 at one time was in November, 1976, when **Elton John's "Blue Moves"** (on MCA/Rocket) and **Lynyrd Skynyrd's "One More For The Road"** peaked at three and nine, respectively.

"Beverly Hills Cop," incidentally, is now the best-selling soundtrack in the nation, replacing "Purple Rain," which tumbles from seven to 11 on this week's Top Pop Albums chart.

"Rain" logged 32 weeks in the top 10 before dropping out, an impressive tally, but well below the total of several other recent pop albums. **Michael Jackson's "Thriller"** had 78 weeks, **Lionel Richie's "Can't Slow Down"** had 58 and **Huey Lewis & the News' "Sports"** had 42.

But "Rain" may well return to the top 10, especially if it receives key Grammy Awards in the 27th annual ceremonies Tuesday (26), and/or if Prince performs on the telecast. "Rain" will also be helped if the fifth single, "Take Me With U," follows the first four releases into the top 10. This week it jumps five points to number 37.

**FAST FACTS:** **John Fogerty's "The Old Man Down The Road"** moves up to number 10 this week, putting Fogerty back in the top 10 for the first time since August, 1971, when **Creedence Clearwater Revival** scored its ninth (and last) top 10 hit with "Sweet Hitch-Hiker." Fogerty is also working on his first country hit, as "Big Train From Memphis" moves up to number 44 on the country chart.

A good old-fashioned cover battle is shaping up on the pop and dance charts between two versions of "One Night In Bangkok," the first hit from "Chess." **Murray Head's** original version on RCA jumps to number 70 on the Hot 100 and to number eight on the dance chart; a cover version by **Robey** on CBS's Silver Blue label debuts at number 80 on the Hot 100 and jumps to number 10 dance. Robey is a 22-year old New York-based model who formerly headed the new wave group **Louise & the Creeps.** (Honest. We couldn't make this stuff up.)

**Chaka Khan** this week collects her second No. 1 dance hit in a row with "This Is My Night." "I Feel For You," which is likely to bring both Khan and **Prince** Grammys this week, was a No. 1 dance and black hit last fall.

And **David Lee Roth's** remake of "California Girls" leaps to number three this week, which is as high as **the Beach Boys' original** version climbed in August, 1965.



# Whitney

she's got it!



The power.  
The emotion.  
The magnetism.  
The kind of talent  
that's going  
to blow you away.  
Whitney Houston.  
This is only  
the beginning.



Featuring  
the hit single  
"You Give Good Love," AS1-9274  
produced by Kashif,  
and her hit duets  
with Teddy Pendergrass  
and  
Jermaine Jackson.

Proudly,  
on Arista Records.

photograph: Steve Prezant

Album produced by Jermaine Jackson, Kashif, Michael Masser, and Narada Michael Walden.

**ARISTA** © 1985 Arista Records, Inc.





o a n a r m a t r a d i n g

s e c r e t  
s e c r e t s

The new album that strikes a match to hesitancy.

Some new albums offer you instant gratification.  
Others grow on you with each listen.  
The new Joan Armatrading album does both.  
The secret lies in years of global artist development, and  
the moment she's seized for herself – here and now.  
She's never had a stronger team behind her:

Berlin producer Mike Howlett  
Peter Gabriel guitarist David Rhodes  
Simple Minds drummer Mel Gaynor  
Paul Young bassist Pino Paladino  
Toyah synthesist Adrian Lee  
Joe Jackson pianist Joe Jackson

She's never put so much of herself upfront.

secret secrets  
CSF-5063  
from Joan Armatrading.

The album that ignites the flame.

Features the first single, "TEMPTATION"  
(A&M 711)

Produced by Mike Howlett.

On A&M Records, compact discs and BASF chrome cassettes.



© 1985 A&M RECORDS, INC. ALL RIGHTS RESERVED.



## SPECIAL REPORT: JAPAN ...newsline...

**REVERSING THE** usual launch format, San Francisco-based Steffanie Borges, signed to Japan's Warner-Pioneer late last year, is being handled by the company's domestic repertoire division rather than the international a&r section. The aim, says publicity man Tetsuji Nagao, is to sell her first in Japan, then "re-export" her to the U.S. The 22-year-old singer, formerly with the heavy metal band First Offense, was introduced to Japanese critics via a free trek to Las Vegas. Her debut single here reportedly sold more than 30,000 units in its first week of release.

**KOKI KOBAYASHI**, head of the Warner Home Video operation in Japan, says there are nationwide difficulties in expanding the video rental market here because the public is attuned more to buying than to borrowing. But Warner scheduled 18 new titles for the first three months this year, with the final batch of five set for March 21 release.

**MARI NAKAMOTA**, who sang at the Montreux Jazz Festival six years ago with Tatsuya Kakahashi & the Tokyo Union Orchestra, won the main prize in the first Sanae Mizushima Jazz Vocal Awards festival, set up to honor the Japanese jazz singer who died in 1978. Toshio Oida and New York-born Dolly Baker won special awards, and Yoko Sikes was named best newcomer.

**TOSHIBA JAPAN** has started marketing what it claims is the first stereo headphone set with recording/replay auto-reverse functions, the KT-RS7, selling at around \$145. The "Walky" model features a three-band graphic equalizer and Dolby for hiss reduction, can take metal tape and has an anti-rolling device which prevents noise fluctuation when it is carried.

SHIG FUJITA

## Policy Turnaround for Government U.K. REPORT CALLS FOR TAPE LEVIES

BY PETER JONES

LONDON A newly published government report recommends levies on both audio and video blank tape sales as the best way of compensating copyright owners for losses through home taping. This represents a policy turnaround from a 1981 Green Paper consultative document which firmly opposed the idea of any surcharge, levy or tax on software.

The new document sets maximum limits of a 10% levy on audio tape and 5% on video software. Each impost, payable at point of sale, would yield some five million pounds (roughly \$5.5 million) annually, according to the government report.

Geoffrey Pattie, minister of state for industry and information technology, says the government wants responses to the proposals by the end of April, with the aim of incorporating changes into a new Copyright Bill to be introduced in the next parliamentary session.

He adds that there will be exemptions to the levies, such as for audio tapes of less than 35 minutes' playing time and for certain groups,

such as the blind, who use tape for purposes which don't infringe copyright.

In their anti-levy campaign, brought to the boil in the past year or so, blank tape manufacturers here have voiced fears that the government would opt for a levy so big it would double the price of blank tapes. The actual proposals outlined would increase audio prices by about 10 pence, or 11 U.S. cents, and video software units by 25 pence, or about 28 cents.

The reason a lower level is suggested for videotape is because it is primarily used for time-shift recording, with programs used once after original transmission.

Though the Green Paper is understandably short on detail, prior to general debate, the suggestion is made that copyright owners should set up a collection agency to gather in the funds and then redistribute to the various corporate and individual copyright owners.

Pattie says the government is anxious to learn how copyright owners can operate such a scheme and adds, "The question of administration costs is a key one to the viability of the whole levy proposal. It would be unacceptable for a major part of the new funds to be swallowed up by administration."

The suggested levy rates fall short of recent record industry and

copyright organization pleas. The Tape Manufacturers' Group, representing 10 of the biggest audio/video tape producers, remains "totally opposed" to any kind of levy.

Says TMG spokesman David Lloyd: "The case for a levy has not been proven. The pro-levy lobby says the incidence of home taping equates with a lost sale, but a lot of taping is of things people like but just wouldn't buy."

"The high level of sales of original records and tapes belies claims that taping is damaging the industry," he continues. "For the public to be forced to pay what is a private tax to subsidize the film and record companies is grossly unfair."

Pattie says that while the government is not "at present" recommending a levy on the purchase of recording hardware, this has not been ruled out for the future.

The Green Paper is seen as unsympathetic to the software manufacturers' arguments about lost sales. It says: "Copyright underpins the livelihood of creative workers and the viability of the industries based on their work. An essential element of copyright is the right to take action against unauthorized reproduction of the subject of copyright."

John Deacon, director general of the British Phonographic Industry, (Continued on page 71)

## Musexpo Preparing for U.K. Debut

LONDON Musexpo, now in its 10th year, will be held in the U.K. for the first time, following the relocation of organizer Roddy Shashoua's IME/ITE organization to London. The industry showcase is set for Oct. 16-18 at the Kensington Exhibition Center, running concurrently with the fourth Videxpo, and Shashoua says he expects some 3,000 executives from 45 countries to attend.

"London is the leading creative center for music and music video in the mid-'80s," says Shashoua. "Much of the most influential activity is here, as it was in the '60s. We're getting strong reaction and expect exhibition space to sell out by the end of April."

"Something like 1,000 companies will be represented," he continues, "but it is no longer just quantity that counts at an event like Musexpo. Quality is vital."

Previous shows have been top-heavy with American participation, Shashoua suggests. "We were losing business in Europe because they felt it was not for them. There was a kind of psychological block."

"There's a different way of working this side of the Atlantic. Europeans are used to having stands, whereas Americans like to be able to call people up at three o'clock in the morning. Also, Americans believe in conferences and seminars and workshops, so we're adding those as a feature."

One major innovation will be the first International New Music Seminar, seen as a logical extension of the successful New York New Music Seminar, which itself grew out of Musexpo meets held since 1979.

Also planned is an International Music Video Festival, with awards for short- and long-form video entries from around the world. Sha-

shoua sees crossover between the video and record industries as an essential ingredient of today's trade events, but he will face competition both from Bernard Chevry's Midem, which is continuing its integration of music video, and from the second St. Tropez Music Video Festival, whose dates precisely coincide with Musexpo/Videxpo 1985.

After the collapse of RS Communications, which organized last year's St. Tropez festival, there was speculation that the event might be abandoned. But coordinator John Nathan says the St. Tropez authorities are eager to go ahead in an attempt to establish it as an annual fixture.

"Lessons have been learned from last year," Nathan says, "and there will be improvements this time. More hotels will be open, a better transport system will be devised,

the video judging and seminars will be improved, and a large temporary building will be erected to provide a central meeting point."

Shashoua says he is not in competition with Midem, which is held at a different time of year and in a different location. Both shows are needed, he maintains. Of the St. Tropez event, he says, "It hasn't worked out too well in its first year, and we didn't want to be involved in it. Music video is not really a new thing for us; we've always had music video showcases at Musexpo."

The absence of a clear-cut market for video clips has been cited to explain the difficulties experienced by such pioneering events as St. Tropez, but Shashoua suggests that is now changing. "There will eventually be a very viable market," he says. "It's just a question of who gets in on the ground floor."



**IMIC at Midem.** Mike Hennessey, left, managing director of Billboard's international operations and IMIC conference director, talks with MIDEM commissaire general Bernard Chevry at a cocktail reception after Billboard's music video seminar in Cannes. In the background are Billboard's publisher Sam Holdsworth, left, and Marty Feely, vice president, director of research.

## DISCOVER DISCODY!

### A Unique Franchise Opportunity



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

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

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

**DISCODY**

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

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



## Denying One's Roots

# CROSSOVER: A CULTURAL CRIME

BY DAVID LOPATIN

Growing up in the '60s and '70s in Baltimore did have one great advantage, especially for a white kid who was raised in an upper middle class neighborhood but found the music heard in the city's black ghetto full of meaning. This was the time that the legendary James Brown owned radio station WEBB, "1360 on the AM dial."

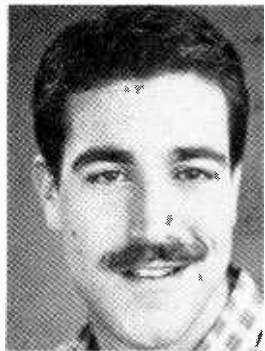
I must have been all of seven years old when the spirit took hold. Once the dial of my transistor radio landed on WEBB, it never moved again. I was hooked, and at seven became addicted to soul music.

Later, when I grew a little older, I learned that the expression "blue-eyed soul brother" was used to describe white boys who liked black music. Of the many names I was called because of my musical tastes, that was by far the kindest.

The soul music era was black music's finest hour. There was magic in those voices, something not present in my own culture. Singers like James Brown, Tina Turner, Esther

Phillips and Solomon Burke were in command of distinctive voices that hit like a ton of bricks.

It was a time when the singers were still interested in keeping in touch with their musical roots. I doubt if Wilson Pickett would have softened his "wicked" voice in order to hit big on the pop charts.



**'Take away the soul and you're left with a product that has no roots'**

*David Lopatin, now with a public relations firm in Los Angeles, is aiming for a post with a record label.*

As one of just a handful of whites at a James Brown concert in Baltimore in 1969, I could tell here was a man who was proud to be black, and

who wasn't about to add milk to the coffee for wider appeal.

Like myself, a lot of white kids were turned on to soul music because it had a sound unlike anything we had ever heard. During the heyday of soul music it was the voice of the performer that sold records, not the beat of a drum. Peo-

ple bought a record because they liked the performer and how that performer interpreted a song.

A James Brown record was—*James Brown* record. I kept waiting for the "Good Gawds" to jump right off the turntable. I don't like to dwell on the past, but I miss soul music. And I'm not alone. If an entire new generation of "heavy metal" kids can still hear new metal—which has basically remained loyal to its beginnings—why can't soul music still flourish? Many artists seem willing to sell out their musical heritage to cross over to here, there or anywhere. Take away the Southern accent from country, or the soulful feeling from a black artist, and you're left with a product that has no roots.

There are people who feel music should have no labels, that it should just blend into one big homogeneous mixture. But then we all would be losers.

Such an attitude could lead to the loss of one of the greatest gifts contributed by any culture. It would be a crime to bury the heritage of soul music under the mantle of crossover.

## Letters to the Editor

### SAVE THE JEWEL BOX

Damage done to Compact Discs in the mail and in stores is atrocious. It's not unusual to receive them with cracked jewel cases. If a sturdy plastic package can't come through a trip through the postal system unscathed, how could the cardboard package some in the industry are considering protect the disk better?

Once the CD is in the store, the rough treatment is often continued. I have seen retail outlets wedge CDs in so tightly that the disks could easily be warped if they weren't adequately protected. A flimsy paper package would invite warpage. A CD is a valuable investment. It should be protected.

In its current jewel box and tray, the CD not only looks better than an LP, it gives the owner a feeling that he has something special. In a paper package it would appear just like a small record. Collectors would be alienated.

The jewel box, with its front and back graphics, liner notes and, in some cases, lyrics, comes off as a glorified, if miniature, LP. Without the box, it could seem like a book without its cover. We know sound is the important thing, but we want CDs to look as good as they sound.

To all the experts, I say: No, we do not want paper packaging. People want better packaging in the future, not worse.

Tony Sachs  
Duran Duran Mail-Order  
New York

### CHARTING COUNTRY

It certainly was good to see country music mentioned in Paul Grein's Chart Beat column (Feb. 9), even though it was only two paragraphs.

I believe some significant results on the Hot Country Singles chart have been overlooked in the past. For instance, when Alabama's "Roll

On" album yielded four No. 1 singles, it went completely unnoticed. This has been accomplished only once before, with Earl Thomas Conley's "Don't Make It Easy For Me" in 1983.

Then there is the other side. Kenny Rogers' recent single "What About Me" peaked on the Hot Country Singles chart at 70. That's right, 70.

Let's give country music a little more recognition. I believe the interest is there.

Rickey Ferguson  
Mid-Illinois Newspapers  
Arcola, Ill.

### CHANGING A MINDSET

In reaction to David Ladd's commentary (Feb. 9), it's just a little bit funny how the "Woodstock Generation" our industry helped create is all grown up now and teaching its kids that it's all right to rip off artists, publishers, producers and labels because "they can afford it." There's a big fat irony hidden away in there somewhere.

Let's face it. It's very unhip to talk about being paid fairly for your music. Pop music has come to occupy an almost spiritual place in the hearts of the public, particularly the young. When we bitch about home duping taking money out of our pockets, the listening public (if they listen at all) reacts as if we are arguing for paid admission to church.

The most effective way to change this destructive mindset is to use radio and television (we're using it all the time anyway) as vehicles to educate. Gut level public service announcements, yes, and even paid commercial spots that take a "How would you feel if..." stance might turn minds around in time. Expensive, yes, but there are certainly enough private and corporate dollars floating around the business to begin financing such a tack.

We'll get nowhere talking to people about "the law." We have to hit them where they live, and we have to hit them in the media which are so much a part of their lives. We can all afford to contribute a small percentage of our profits to strengthen the system that has the potential to keep us fulfilled and make us rich.

Jim Lowery  
Media Man Productions  
Guilford, Conn.

### CD RADIO SERVICE

In response to your story on radio and Compact Disc (Feb. 16), it has been a year since A&M began servicing AOR radio with CDs at no charge on new, format-compatible product.

We currently service over 140 stations with CDs as they become available. Product serviced so far includes CDs from the Police, 38 Special, Joe Jackson, Chris DeBurgh, Roger Hodgson, Dennis DeYoung, Tommy Shaw and Summers & Fripp. Catalog product is available from A&M (to radio) at \$7.50 per title.

Compact Discs are here to stay, and AOR radio is a very important ingredient in the total marketing mix.

J.B. Brenner  
National Album Promotion Director  
A&M Records, Hollywood

### CHARTING REACTION

As a loyal Billboard reader, I have some views to express on its contents.

In the Feb. 2 issue, for instance, I noticed some significant and important changes: the reinstatement of songwriters on the Hot 100, black and country singles charts, Compact Disc designations on all album charts, and rankings by label. All of these changes are great; they've made the charts easy to read.

As for Hits of the World, there's not quite enough to go around. It's

interesting to see what's popular in other countries, but you have the same ones week after week. I'd like to see this section expanded to include countries like Spain, Mexico, New Zealand, and maybe even Switzerland.

Ken Douglas  
Topeka, Kans.

### SUPPORTING AOR

Hooray for the changes in Billboard introduced in the Feb. 2 issue. Those regarding Compact Disc and songwriter information on the charts are especially good.

However, I'm a bit concerned about a change that did not occur—expanded coverage of AOR. Pop, black and country radio are thoroughly covered, it seems. And adult contemporary has even been expanded to show the "most added" records, as well as a list of reporting stations. Not too long ago, AOR coverage was reduced. At this rate, I fear it will disappear.

What do you say we remind the industry that AOR is still a major format?

David W. Marquardt  
Sherman Oaks, Calif.

### KAREN & PHIL

Karen Kamon and Phil Ramone could easily become the Lucy and Desi of the music world. With their combined talents and experience, they could achieve new heights in music, just like Lucy and Desi did in television.

Karen's vocal style can get your body moving one moment and put a lump in your throat the next. That is a special quality nowadays, especially when music takes a back seat to theatrics and appearance. I'm glad she is not just sitting home and supporting her husband's endeavors. More people need to be introduced to this talented lady.

Brian Mickelson  
Milwaukee, Wis.

### Billboard Offices:

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

### Editorial

Editor-In-Chief: **ADAM WHITE**  
Deputy Editor: **Irv Lichtman**  
Executive Editor: **Is Horowitz**  
Senior Editor: **Peter Keepnews**  
International Editorial Director: **Mike Hennessey**

Special Issues Editor: **Ed Ochs**  
Assistant Editor: **Robyn Wells**

### Bureau Chiefs:

Sam Sutherland (Los Angeles), Kip Kirby (Nashville), Bill Holland (Washington)  
**Editors:**  
New York: Steven Dupler, Nelson George, Fred Goodman, Tony Seideman, Nancy Erlich,  
Kim Freeman (assistant editor), Linda Moleski (receptionist)  
Los Angeles: Rolfe Bornstein, Paul Grein, Earl Paige, John Sippel, Faye Zuckerman  
Nashville: Edward Morris  
London: Peter Jones

### Charts & Research

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

### Marketing & Sales

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

### Production

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

### Administration

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

### Billboard Publications Inc.

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



BIB, NORTH CAROLINA

TARA, GEORGIA

INDEPENDENT, FLORIDA

BASSINS, FLORIDA

NAVARRE, MINNESOTA

LAKESIDE, OHIO

GREAT BAY, MARYLAND

UNIVERSAL, PENNSYLVANIA

AQUARIUS, CONNECTICUT

SUNSHINE, NEW YORK

DISTRIBUTED BY

STANS, LOUISIANA

SELECT-O-HITS, TENNESSEE

BIG STATE, TEXAS

ASSOCIATED, ARIZONA

CITY HALL, CALIFORNIA

# DO YOU KNOW

## SHANNON

Grammy nominee for Best R&B Vocal Performance Female, with the worldwide smash "Let The Music Play" (EMDS-6540) and with a forthcoming album due out in March. The most unique sound of the 80's.

# HAVE YOU HEARD OF

## NOLAN THOMAS

With the hit single "YO! LITTLE BROTHER" (EMDS-6546) and the most talked about video clip of the new year.

# WELL YOU SHOULD KNOW

that we have a lot in store for you this year:

**AMII STEWART**  
with her worldwide hit  
"FRIENDS"  
(EMDS-6548)

**PAOLA B.**  
her debut single  
"LIAR, LIAR"  
coming soon

**MARLA ADLER**  
current release  
"HARD TO LOVE"  
(EMDS-6547)

**ELLY BROWN**  
current single  
"DON'T HANG UP"  
on Mirage

**JAY NOVELLE**  
new single in  
March

**XENA**  
new single in  
April



RECORD COMPANY

915 Broadway Suite 1607 New York City, NY 10010  
212-777-3200 TELEX: 238-794 EMRE



# Charlie & Harrigan Moving to WAVA

## Morning Team Heads East from KCBQ-AM San Diego

WASHINGTON "It's the culmination of a year-long search for a strong morning team," says Alan Goodman, general manager of Doubleday top 40 outlet WAVA here, on the recruiting of well-known early risers Charlie & Harrigan from Infinity's country-formatted station KCBQ-AM San Diego. Since WAVA's format switch from AC to top 40 in October, 1983, Goodman says, "We just haven't had a morning team," noting that station personalities such as Jim McKay and PD Smokey Rivers had been "temporarily assigned" to cover the shift for the past several months.

Goodman says Charlie & Harrigan (a.k.a. Jack Woods and Paul Menard) will start in D.C. within the next two weeks and likens the team's appeal to that of "your favorite uncle." "They have a very

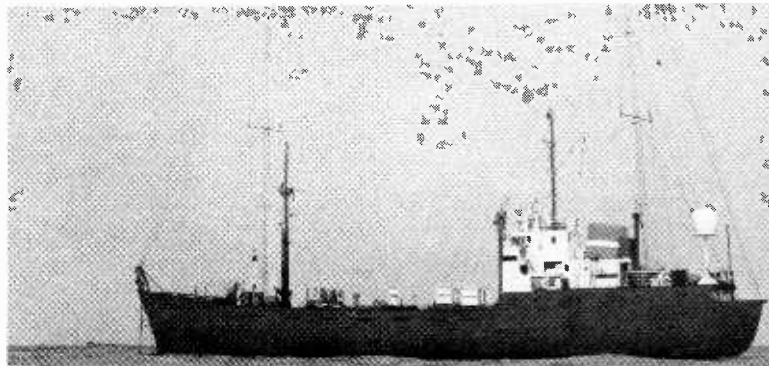
adult sense of presentation," he continues, "very topical and very professional."

Before joining KCBQ-AM in 1976, Charlie & Harrigan made a name for themselves in the San Diego market with a four-year stint at KFMB, which they joined in its MOR days and saw through to market dominance as an adult contemporary outlet. Of their tenure with KCBQ, that station's operations manager Peter Moore says, "They always generated a tremendous amount of awareness," a statement backed up by a recent KCBQ poll, wherein 75% of a random sampling were able to identify Charlie & Harrigan and their station affiliation.

As for the future of KCBQ's morning show, Moore says, "You can bet we're looking very hard and for the very best. We were paying

them a lot, and we can afford to hire anyone."

By all accounts, Charlie & Harrigan's move to Washington is an amicable one. The morning team's spokesman Jack Woods (Charlie) has nothing but high praise for Infinity president Mel Karmazin. "We had four years left on our contract [with KCBQ]," he says, "but Mel's response to our request was, 'We love you, we want you, but we'll let you go.'"



**Hits on the High Seas.** Pictured in the North Sea is the floating studio for Laser 558, a top 40 outlet broadcasting from international waters to nine countries in Northwestern Europe. Thanks to a recent Laser 558 promotion, four foreign listeners were sent on a U.S. tour earlier this year.

# Barry Richards Bringing 'Zoo' Concept to the Tube

LOS ANGELES "We're going to take the radio 'zoo' concept and do it on television," says Barry Richards of his upcoming television show "Video Zoo," which debuts April 1 on Anaheim's KDOC-TV. The hour-long show will be aired Monday through Friday from 6:30 to 7:30 p.m. on the UHF outlet owned in part by singer Pat Boone, and carried on most of the cable outlets in the greater Los Angeles area.

"It will be like a Soupy Sales show with video," says Richards, whose guest lineup includes a slew of national record promotion people: "We're going to have 'record promotion day' once a week—let them bring their own videos! We also plan to involve them in a few unplanned comedy skits."

Guests will also include recording artists, local celebrities and an assortment of characters, including "the world's largest weatherman—he'll have the map of the United States on his stomach," adds Richards, whose jocular manner belies a firm background in the medium.

Richards hosted several local television shows in his hometown of Washington, D.C., including "Rock & Soul" and "Turn On" on Milt Grant's WDCATV. He developed even more of a following on his Saturday night movie show on WTOP, Channel 9. "Sir Graves Ghastly

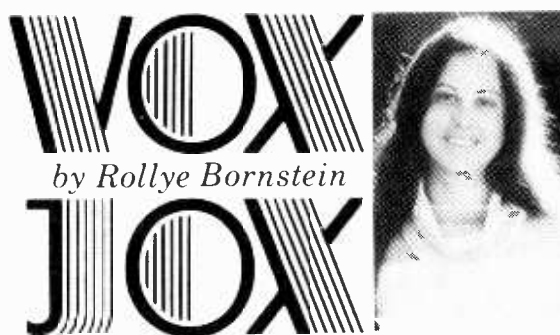
came out of his coffin hosting horror movies on Friday night," he recalls, "and on Saturdays I introed rock'n'roll films."

During the disco craze of the late '70s, Richards hosted "Studio 78," seen throughout the mid-Atlantic region on Washington's WJLA-TV, Baltimore's WMAR-TV and Philadelphia's WPVI-TV. While in New Orleans, his "Video Tracks" show, seen on WWL-TV and WDSU-TV, was overshadowed by his success in converting WAIL from also-ran to No. 1.

"And I'm not giving up radio," emphasizes Richards, who briefly programmed KGFJ here. "But L.A. is my home now, so the only offers I'm considering, at least for the time being, are right here."

Serving as executive producer for "Video Zoo" is Barry Fidel, publisher of Hitmakers, while Kris Sofley will be "video god," laughs Richards, who is already promoting the show's April Fools Day debut.

"Wally George [an arch-conservative talk show host with a cult following of teens] is on just before us," he notes, "and he's already warning his audience about the 'trash' they're in for. We could be in for one of the great television feuds here. But it's OK. I've got several world class wrestlers I plan to bring on when that happens."



ONE OF THE LEGENDARY NAMES is again in daily combat: Thom O'hair has been named marketing director of the San Francisco-based "Rip N Read" supplemental radio news service. You've seen O'hair's work if you've attended any convention in the last few years—he's the tired guy who has singlehandedly put together the closed circuit radio and television stations for several events, including the NAB, RCPC, Billboard, etc.—and he programmed several AOR legends in days gone by. More recently, he has been operating his own company, Ichi Bon Ichi O'hair. His goals this go-round are to broaden "Rip N Read" into an information service for jocks as well as news people.

Rak is back. Dick Rakovan, the flamboyant head of Outlet Communications, is on the front lines these days, replacing Bernie Kvale at RKO's WFYR in Chicago. The AC outlet is programmed by Glen Martin.

Up in Rochester, Bobby Hattfield exits WNYR just as the new owners, Grace Broadcasting, enter. Bobby is going crosstown to WHFM, which is soon to be "Kick 99" (WZKC-FM has been applied for, and the rumor is that country will replace the current AC/oldies format). Meanwhile, back at Grace Broadcasting—which also owns Grand Rapids' WOOD-AM-FM and Salinas' KDON-AM-FM, as well as the newly acquired Malrite Rochester combo (easy listening WEZO and country WNYR)—James P. White returns to the fold. White, who had been VP/GM of Toledo's WSPD/WLQR, which Grace used to own, comes into WOOD-AM-FM as VP/GM, succeeding Michael O. Lareau, who has been named president/COO of Grace Broadcasting. Harvey Grace also brings former Cap Cities Communications cable television division chief financial officer Allan Rothfeder on board as VP/chief financial officer. Meanwhile, WOOD's Gerald Vander Sloot is upped to director of engineering for the chain.

SO MUCH FOR life on the road for Birch Consumer Research president/COO David S. Gingold. He's resigning that position to reunite himself with his family. No firm word about which opportunity he'll take, but in any case, he'll remain as a stockholder, board member, friend and supporter of Tom Birch's growing Birch Research Corp.

WMAQ Chicago MD Jay Phillips exits that post to come to Music City U.S.A. as music and research manager for WSM-AM-FM Nashville, where he'll also pull a weekend shift. He replaces Cathy Martindale, who moves into the WSM-FM afternoon drive slot as Kris Bradley exits... Upped to MD at country-formatted Kix 106 (WPXX Washington) is afternoon driver Greg Cole, who replaces Paul Orsinger... Across the street at competing WMZQ, they've got a new production director in the form of WAVA's Jackson

Whitt.

Tommy Hedges' replacement as KLOS Los Angeles PD has been filled in-house—well, in the company, anyway—as recently promoted WLS-AM PD Tim Kelly moves across the country into that slot. Even though Kelly's past experience includes programming Chicago's AOR-formatted WLUP, more fuel has been added to those delightful rumors that KLOS would be abandoning AOR in favor of top 40. Back at WLS-AM, no word on a PD, as operations manager John Gehron steps in until an appointment is made, but some changes have occurred. For one, the simulcasting, with the exception of Larry Lujack's morning show, is gone. That moves WLS-AM-FM evening jock Brant Miller into afternoons on WLS-FM, while Chuck Britton, who had been in that slot, takes over the WLS-AM night show. If you're counting, that leaves a vacancy in the WLS-FM evening lineup, and if you're interested, Dallas Cole is the person to contact.

Hitches aside, it's a now done deal. Longtime Los Angeles general manager Tim Sullivan now owns Anaheim's KEZY-AM-FM. Just as we told you, the \$3.5 million outlets will be programmed by consultant Jeff Salgo, who formerly worked with Sullivan at L.A.'s Magic (KMGG). As for the AM, it'll remain SMN's AC approach while the FM continues the transition away from automation to live top 40, with KFXM San Bernardino PD Craig Powers in as music director.

## Thom O'hair prepares to 'Rip N Read'

IF YOU THINK OF HOUSTON and easy listening, you may say KODA, but the call letters with the longest lifespan have to be KYND. Out of circulation since Harte Hanks converted them to highly successful KKBQ, they're now back in action thanks to entrepreneur Roy Henderson, who drops KZRQ's top 40 approach (licensed to Seabrook) for the easy listening strains of KYND. KODA morning personality John Davidson comes in as PD and morning host. You may recognize the name from his long tenure in Norfolk at WTAR... Across town at KRBE, midday jock Ron Seldon exits for that shift on KIKK, where Dan Stevens now joins the morning team of Foster & Ivey (Ron & Pam, respectively).

KMET Los Angeles news vet Ace Young, who has been programming Atlanta's WCNN, moves further south and gets back into the personality slot he's famous for. Now he's the morning anchor on Miami's I-95 (WINZ-FM), sharing the mike with the infamous Don Cox, who can now be seen acting, appropriately enough, in a co-starring role on "Miami Vice." Meanwhile, WINZ-AM-FM GM Stanley Cohen adds VP to that title... Also adding VP to his GM title is WVAF Charleston's Jim Davis.

In Tampa, WYNF PD Tim Smith exits, while Carey Curelop, who left that slot to program AM country counterpart WSUN, pinch hits at the AOR outlet until a successor is named... Across town at WFLA-AM-FM, Blair Radio keeps it in the family as assistant PD Dave Michaels tries out Boston as the PD of WZOU, replacing Dave Gariano.

(Continued on page 16)

**Rockers '85**

**MARCH 10-13, 1985  
SHERATON PREMIERE HOTEL  
UNIVERSAL CITY, CALIFORNIA**

**FOR INFORMATION  
CALL (818) 343-3952**



# TRUMP

**MARCH 8**

**LIVE • SUPERGROUPS**

Sponsored in part by LEVI'S 501 JEANS and HONDA MOTORCYCLES

"Supergroups '85" explodes with rock's hottest ticket—Triumph, live via satellite from the L.A. Sports Arena on their "Thunder Seven" tour. The band played to over a million people during their last tour, so follow the fans for this one! Call (212) 371-6850 to be part of this thunderous event!



**DIR** Produced by DIR Broadcasting

**abc rock radio network** 



Seehafer's Station a Long Time Coming

## Y-108 Wausau Gets Off to Strong Start

WAUSAU, Wis. Nearly a decade of sweat and work has paid off for Wisconsin broadcaster Don Seehafer, who smiles at the initial success of Y-108 (WYCO) here. "We've had several advertisers calling us wanting to buy time," says Seehafer. "I've never heard of that happening before on a new station."

Seehafer, who also owns Wausau's country outlet WXCO-AM, began making plans for the new facility in the mid-'70s when it was discovered that a Class C frequency at 107.9 licensed to Rheinlander could be licensed to Wausau. The trouble was, a station on that frequency already existed in Rheinlander. A further engineering study proved that

another Class C frequency, 100.3, could be allocated to Rheinlander, with 107.9 going to Wausau.

In effect, Seehafer and his engineers found a way to serve both communities better. And so in 1977 they petitioned the FCC for a re-allocation of 107.9 and 100.3, much to the dismay of WRHN, which was operating in Rheinlander at 107.9.

"No doubt about it, they objected vehemently," says Seehafer. "They fought it for quite awhile, but the FCC granted the allocation in 1982." At that point WRHN moved to 100.3, but Seehafer waited to apply for 107.9 until the end of the cutoff period assigned by the FCC to see who would also be applying.

As it turned out, there was only one other contender, a religious broadcaster who approached Seehafer before the hearing date. "Basically he said to us that if we'd reimburse him for all his expenses in the deal, he'd back out and we'd have the CP [construction permit]," Seehafer says. "I think he looked at it and realized if he stayed in it, even if he won, there was no way he was going to put a station on the air cheaply."

"To buy him out at that point cost us around \$5,000. If it were reversed, we already had invested \$20,000, not to mention the time and effort."

From there, things proceeded smoothly, as Seehafer received the CP in July of '83 and began broadcasting last month. "We signed on Feb. 1 with Transtar's AC format," he says, "and it's been great."

One of the pleasant surprises was the signal strength of the 100,000-watt station. "We were thinking if we could serve a 50- to 60-mile radius with a city grade signal we'd have been pleased, but we're reaching upwards of 100 miles," Seehafer says. "We've had calls from people all over the state saying we're coming in clear as a bell. Our only problem now is we don't have enough salespeople to go around."

Would Seehafer, who also owns MOR-formatted WOMET in Manitowoc and top 40 WQTC in Two Rivers, both Wisconsin, as well as Rochester, Minn.'s AC combo KWEB/KRCH, do it again now that he knows what he'd be facing? "As I look at the end result now, I'd say yes!"

"But," adds his engineer Ed Duellman, "I don't think I've got enough hair left to go gray next time."

## Stevens To Program WBBF

### Eyes Younger News/Talk Demos

ROCHESTER "It's no different from programming top 40, country or any other contemporary format," says Jay Stevens of his added responsibilities programming news/talker WBBF-AM here. Stevens, who continues to program top 40 Q-92 (WMJQ), is hoping to attract younger demos to WBBF with a philosophy reminiscent of the ideals behind Group W's early all-news efforts in the mid-'60s.

"Basically," says Stevens, "we're going to brighten it up and promote it. We're looking at a lot of outside advertising, and we want our news personalities to become involved in the community. That's something that really hasn't been done, and there's no reason that these people

shouldn't be out there making appearances and meeting the audience."

"Like most formats," he continues, "news/talk is heavily dependent on a good morning team, and we want to get them involved in promotions both on and off the air. It's the little things—like cross-promoting dayparts on the air—that add up to a big difference."

Stevens, a Rochester native who worked at WBBF in 1982 before its switch to the all-news approach, returned to town to program WMJQ last year from Lansing's WVIC. He replaces Jeff Howlett, who moves across town as news consultant for WVOR-FM, which is in the process of acquiring WHAM-AM.

### Country Stations Face Off

## Giveaway Battle in Houston

HOUSTON There's gold in them thar hills, as competing country stations KILT and KIKK here go head to head in what appears to be a battle of the giveaway bucks. On Feb. 1, Lin Broadcasting-owned KILT began its ongoing "Money Song" promotion, wherein \$1,000 is awarded to five listeners five days a week. According to KIKK general manager Nick Trigony, his station "stepped up" its promotional campaign in February to offer amounts

of \$1,000, \$5,000 or \$25,000 to callers six days a week.

Trigony and KILT president and general manager Dickie Rosenfeld both deny being at war with one another, and acknowledge nothing more than a casual interest in each other's activities.

Trigony says KIKK's promotion is just a beefed-up stage in the station's "multi-million-dollar continuous cash promotion plan," a program that he says has been in place at the station for the past four years. "I suppose it looks like a competitive move," says Rosenfeld, "but our promotion is different. I believe they've [KIKK] started after us"—a claim also made by Trigony.

Anyone contemplating a relocation might consider Houston, as neither executive has expressed any intent of backing off from the lavish promotions. "Ours will continue" until further notice, says Rosenfeld, while Trigony claims, "We'll go on with our continuous cash plan 52 weeks a year." **KIM FREEMAN**

## Leiser Leaves WDJO/WUBE, Opens New Firm

CINCINNATI WDJO/WUBE general sales manager Todd Leiser has left the combo after six years to form his own Leiser Marketing Group here. As a free agent, Leiser intends to represent video and audio production houses to the broadcast industry. His approach includes plans to, in effect, market syndicated commercial spots.

"For instance," says Leiser, "if a car dealer in Cincinnati has a creative concept in his ads, I see no reason the same concept can't be customized for a car dealer in San Diego."

In addition to his sales experience with WDJO/WUBE, Leiser has published Salestalk, a weekly newsletter for local radio sales reps, for the past year. Now issued to its 150 subscribers under the Leiser Marketing Group umbrella, Salestalk's editorial content will be broadened to include updates on Leiser's efforts to sell locally produced commercials in other markets.

## BLACK

## CHART RESEARCH PACKAGES

The definitive lists of the top singles and albums, year by year, covering the entire history of the Black (R&B) charts.

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

### TITLES AVAILABLE:

**Number One Black Singles, 1948 through 1984.** (\$50.00)

**Number One Black Albums, 1965 through 1984.** (\$25.00)

Listings include Billboard issue date, title, artist and label of the number one record of each week.

**Top Ten Black Singles, 1948 through 1984.** (\$50.00)

**Top Ten Black Albums, 1965 through 1984.** (\$25.00)

Listings include title, artist and label of every record that reached number 10 or higher on the Billboard Black Singles or Black LPs chart. Titles are listed alphabetically within each year. #1 records are indicated.

**Top Black Singles Of The Year, 1946 through 1984.** (\$50.00)

**Top Black Albums Of The Year, 1966 through 1984.** (\$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: Debra Todd  
1515 Broadway  
New York, NY 10036

Please send me the following Billboard Chart Research Packages:

- E-1  Number One Black Singles @ \$50.00
- E-2  Top Ten Black Singles @ \$50.00
- E-3  Top Black Singles Of The Year @ \$50.00
- F-1  Number One Black Albums @ \$25.00
- F-2  Top Ten Black Albums @ \$25.00
- F-3  Top Black Albums Of The Year @ \$25.00
- Individual yearly lists from \_\_\_\_\_  
(please list book code number) for \_\_\_\_\_  
(please list year(s) desired.)

Check or money order is enclosed in the amount of:

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

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

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

Overseas air mail rates available upon request.

**THE PERFECT "10"**  
(minutes)

**T.R.S.O.**

**THE RADIO SOAP OPERA**

Romance • Adventure • Mystery • Laughs

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

**CALL NOW FOR SAMPLE TAPE (614) 239-1888**





An Open Letter to the Music Industry

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

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

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

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

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

Sincerely  
*Ken Kragen*  
Ken Kragen

1112 N. SHERBOURNE DRIVE LOS ANGELES, CA 90069



Issue Date: April 6 • Ad Deadline: March 15

## VOX JOX

(Continued from page 12)

IF YOU WERE SCANNING the UHF dial in Boston last Thursday, you caught the debut of **John Garabedian** and **Arnie Ginsburg's** long-awaited Channel 66. Yes, friends, it does have call letters: WVJV-TV. And according to those who've seen it, it looks like radio with pictures. (Isn't that what they said about that medium in 1948?)

**Bob McKay** is back in major market country action. The former KCBQ-AM-FM San Diego PD (who most recently was found at Cheyenne's KUUY) can now be reached in Miami, where he takes over the programming reigns of WKQS (Kiss) from **Mac Allen**. Allen, who you may remember from his highly successful years as national PD for Sonderling, is looking for his next challenge—location largely unimportant. He's also got a good clump of sales and management experience as well as a phone number: (305) 583-3375.

Speaking of phone numbers, we screwed up. The American Comedy Network is not in area code 212. Dial that and you get a nasty message that the area code is 718. It isn't; it's 203. And in case you need the rest of the number, it's 384-9443. If you've also forgotten why you've called, they're the guys with the excellent drunk driving PSA campaign—available free—that you must have.

Back in 212: WYNY's **Bill St. James** retires (what a glorious concept) from the afternoon drive shift at NBC's New York FM. Moving into that slot is evening personality **Steve O'Brien**, who celebrates his 15th year in New York radio, having spent six years at WYNY, five at WABC and assorted stints at WPLJ and WCBS-FM. Weekender **Sean Burke** takes over 6 to 10 at WYNY, while **Carol Mason** follows from 10

p.m. to 2 a.m., with **Mike McCann** on overnights, **Dandy Dan Daniels** in morning drive and **Randy Davis** middays.

WIRE Indianapolis evening lady **Karen Key** adds to her duties, becoming director of public affairs and public service for the AM country powerhouse . . . Three more females will soon be found floating in the North Sea—on Laser 558, that is. Joining the offshore British rocker are WDIV Orlando's **Liz West**, Erin Kelly from WVNA, Muscle Shoals, Ala., and KKRQ Iowa City's **Chris Carson**. Former 558er **Jessie Brandon**, who was slated to join England's Capitol Radio, is on her way back to the States—and she'll still be heard on Capitol. Seems she couldn't get her work permit straightened out, so she's going to host the show live via satellite from New York City. If this all sounds glamorous to you, you might want to contact **David Lee Stone** at Laser 558, 341 Madison Ave., Ninth Floor, New York, N.Y. 10017.

KFAC Los Angeles has broken the sound barrier and hired its first female air staffer. PD **Carl Princi** says he's been waiting for an opening for years so he could do this. Joining the weekend lineup is classical music fiend **Lynne Warfel**.

**Steve Dinius** writes from Ontario, Idaho, to tell us of the latest Boise goings-on. "KBBK is now KIYS (92 Kiss), and who knows why they haven't told you. AOR-formatted KIDQ is gone. Q-104 died without much fanfare. The Boise outlet became KUUB-FM 104. The AC-formatted station retains most of the Q-104 staff, adding **Lon Dunn** (former KBOIer, where he did the famous Dunn & Schneider morning show for years) to mornings, and a local Ontario jock—**Ray Amaya**. And finally, Boise's got a new FM

outlet, AC-formatted K-106 (KCIX at 105.9 licensed to Garden City)." So there.

WHILE WRITING THIS COLUMN, we're listening to 14 K (WHK Cleveland)'s oldies on the listen line while Kris Sofley is playing old "Geeter With The Heater" albums as **Barry Richards** sits here negotiating a big tv deal—if you consider Anaheim big (separate story, page 12). And you wonder how we managed to leave WIQI out of the Tampa Arbitron ratings listings last month? Note: W-101 has a 6.8, and that puts the Gannett AC outlet in third place overall behind easy listening WWBA and top 40-formatted Q-105.

**Sascha Rosen** wants a gig. He was most recently at Bishop, Calif.'s KIOQ, doing everything from nights to serving as GM. He's especially fond of production, and he's obviously versatile. He's also waiting by the phone at (619) 873-7792.

Former KJZZ Seattle personality **Alan Stuart** stays with Sandusky and remains in Seattle. Now that KJZZ is KLSY-AM, he does overnights on the AC outlet . . . Fans of WQXI-FM Atlanta's "Jazz Flavors" will remember host **Harriet Coffey**. These days she's about 500 miles further north, hosting Z-106 (WZGO Philadelphia)'s Sunday night feature "Jazz Fusion" with a playlist that ranges from Billy Joel and Steely Dan to Wes Montgomery and Dave Brubeck.

Country aficionado **Gene Bear** can now be heard on KCSN (licensed to California State Univ. at Northridge in suburban L.A.) on "Bear Country" from noon to 3 . . . Sometimes you just can't outdo the official press release: "**Tom Mason**, a very large personality who once

filled the airwaves of Alabama, now hangs his size 46 jeans in Flint, Mich. at 1330 WTRX. Tom, nicknamed 'Meat' by Flint listeners, works afternoons and uses a wide variety of character voices who visit the 'Rotund One' on the air."

Now 14 K is playing the flip side of a Fleetwoods record . . . Up in Los Gatos (it's near San Jose, Calif.), **Darryl O'Donnell** is upped to PD at KRVE, as **Rich Amooi** moves into mornings . . . **Joseph Brugh** is upped to LSM at Baltimore's WFBR . . . **Anita Carlisle** now heads up advertising and promotion for Phoenix's KTAR/KKLT. K-Lite PD **Sam Church** assumes her former MD chores, while midday jock **Roger Thomas White** adds to his duties, picking up her former assistant PD tasks at the AC FM outlet. Meanwhile, K-Lite's afternoon host **John Gibson** becomes full-time production director, as **Lisa Malay** slips into his old slot.

SO JUST WHAT STATIONS are Cole-Ray Associates consulting besides Austin's KOKE? According to partner **Bob Cole**, the list includes KMRB Marble Falls, KHLE Burnet and KGNT/KNBT New Braunfels, all Texas.

Consultant **Jay Mitchell** has moved Mitchell Communications halfway across the country. Strike that Connecticut address and jot down the new Iowa location: P.O. Box 1285, Fairfield, Iowa 52556; (515) 472-4087. In the transition, he's got a name change, too. The company is now Jay Mitchell Associates, Broadcast Consulting. Mitchell chose the site for its central location; as for the name, he says, "I wanted to use Drake-Chenault, but it was already taken."

Speaking of which, Drake-Chenault adds Boise's KBNY and Fort

Collins; Colo.'s KIIX (contemporary and country, respectively) to its lineup of clients, which also includes the newly signed KUUY Cheyenne (country), KJAS Jackson (Cape Girardeau, Mo.'s nostalgia outlet) and contemporary WDAN Danville, Ill. and KMOK Lewiston, Idaho.

New to the Burkhardt/Abrams/etc. fold is KZOK Seattle. The Atlanta-based company, by the way, has recently entered into an agreement with Allentown, Pa.'s Holt Media Group to market each other's products. What does Holt Media do? Well, they're appraisers, brokers, technical advisors and facility specialists who have a great amount of expertise in computers and software . . . B/A/M/D also announces its latest forum dates: June 19-22 at Atlanta's Waverly Hotel. More info about the multi-format event, open to clients and non-clients, can be had from Leslie at (404) 955-1550.

**Marc C. Little** hangs out his shingle. He'll continue as Millenium national PD and PD of Charleston's Z-93 (though he'll give up his morning drive shift there) but will add to his long hours, opening his own urban consultancy. What can he do for you? Give him a call at (803) 797-6996 and find out.

IF YOU'VE BEEN in country radio for any length of time, you've run across **Bill Taylor's** bingo game. The idea is that the cards contain artists' names instead of numbers. A new game starts every hour, and for each record played by an artist on the card, the listener blocks off that square. It's a great sales promotion and totally clutter-proof, since you never have to mention a thing about it on the air if you don't want to. It's been around for 11 years now and highly successful. In fact, KEBC Oklahoma City is the latest to sign up. If you'd like more info contact Bill at Box 118, Payson, Ariz.; (602) 474-3318.

You might also wish to rattle **Pat Martin's** cage. The Milwaukee PD's book "Pat Martin's Major Market Method" is now available for a mere \$20. What we've read so far seems excellent, as Martin lays out an easy-to-read common-sense plan to enable you to go from obscurity to fame within a five-year framework. Besides, you can deduct it from your taxes. That's 906 West Montana Ave., Milwaukee, Wis. 53215.

The snow may still be on the ground in D.C., but **Donnie Simpson's** ready to play ball. The WKYS PD and his brave team of "Small-stars" already kicked off their '85 season against MCA recording act New Edition. No word on a score.

The last cut on side one is worth whatever it takes to get hold of the latest WDHA Dover, N.J. album. It's done by **Phil Bernardi** and titled "I Like Jersey Best."

WLUP Chicago's **Jonathon Brandmeier** will soon be basking in the California sunshine at the Playboy Mansion. Seems he's won the competition open to jocks around the country explaining why they'd like to meet the "Girls of Rock'n'Roll" featured in a recent issue. As to exactly what he said to beat out 100 other jocks, we're not sure.



## START THE SPRING SEASON WITH TOP PROFESSIONALS IN THE MUSIC INDUSTRY.

- Concert Production with **Jim Rissmiller**  
Taught by **Jim Rissmiller**, concert promoter
- The Music Business Course  
Taught by **Ron Kramer**, President and Co-Owner, KII Management and President, Los Angeles Chapter, National Academy of Recording Arts and Sciences
- Record Production: The Process of Creating the Product  
Taught by **Dale Oehler**, independent record producer, orchestrator, and arranger
- Career Development of the Artist: Personal Management, Agencies,

- Concert Promotion, Publicity  
Taught by **Larry Larson**, personal manager, Larson and Associates
- Digital Audio Recording: Principles and Practices  
Taught by **Van Webster**, independent audio engineer and owner, Digital Sound Recording
- Introduction to Audio Engineering  
Taught by **Michael Braunstein**, independent audio engineer
- "Vocalesse": The Recording of an Album with The Manhattan Transfer  
Taught by **Tim Hauser**, member and founder, The Manhattan Transfer

UCLA Extension, Department of The Arts, offers Professional Designations in Recording Arts and Sciences, Recording Engineering, and Film Scoring. For further information and brochures please call Performing Arts (213) 825-9064, Monday-Friday, 8:30 am-5 pm.

SPRING QUARTER BEGINS MARCH 25, 1985.

For your free copy of the UCLA Extension Catalog, which provides information on these and other

programs in the music industry, phone Ms. Butler at (213) 825-9064 8:30 am-5 pm weekdays. Or fill out the coupon below and mail to: UCLA Extension, The Arts P.O. Box 24901 Los Angeles, CA 90024

Please send me the UCLA Extension Spring Catalog.

Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/ZIP \_\_\_\_\_

HL A99



## POP SINGLES—10 Years Ago

1. **Best Of My Love**, Eagles, ASYLUM
2. **Have You Never Been Mellow**, Olivia Newton-John, MCA
3. **Black Water**, Doobie Brothers, WARNER BROS.
4. **My Eyes Adored You**, Frankie Valli, PRIVATE STOCK
5. **Some Kind Of Wonderful**, Grand Funk, CAPITOL
6. **Lonely People**, America, WARNER BROS.
7. **Pick Up The Pieces**, Average White Band, ATLANTIC
8. **Lady Marmalade**, LaBelle, EPIC
9. **Nightingale**, Carole King, ODE
10. **Lady**, Styx, WOODEN NICKEL

## POP SINGLES—20 Years Ago

1. **This Diamond Ring**, Gary Lewis & the Playboys, LIBERTY
2. **You've Lost That Lovin' Feelin'**, Righteous Brothers, PHILIES
3. **My Girl**, Temptations, GORDY
4. **Downtown**, Petula Clark, WARNER BROS.
5. **The Jolly Green Giant**, Kingsmen, WAND
6. **Tell Her No**, Zombies, PARROT
7. **Shake**, Sam Cooke, RCA
8. **The Boy From New York City**, Ad Libs, BLUE CAT
9. **I Go To Pieces**, Peter & Gordon, CAPITOL
10. **King Of The Road**, Roger Miller, SMASH

## TOP ALBUMS—10 Years Ago

1. **Blood On The Tracks**, Bob Dylan, COLUMBIA
2. **Average White Band**, ATLANTIC
3. **Heart Like A Wheel**, Linda Ronstadt, CAPITOL
4. **War Child**, Jethro Tull, CHRYSALIS
5. **Do It ('Til You're Satisfied)**, B.T. Express, SCEPTER
6. **Empty Sky**, Elton John, MCA
7. **Rufusized**, Rufus featuring Chaka Khan, ABC
8. **Phoebe Snow**, SHELTER
9. **What Were Once Vices Are Now Habits**, Doobie Brothers, WARNER BROS.
10. **Have You Never Been Mellow**, Olivia Newton-John, MCA

## TOP ALBUMS—20 Years Ago

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

## COUNTRY SINGLES—10 Years Ago

1. **It's Time To Pay The Fiddler**, Cal Smith, MCA
2. **Rainy Day Woman/Help The Cowboy Sing The Blues**, Waylon Jennings, RCA
3. **Linda On My Mind**, Conway Twitty, MCA
4. **I Can't Help It (If I'm Still In Love With You)**, Linda Ronstadt, CAPITOL
5. **Before the Next Teardrop Falls**, Freddy Fender, ABC/DOT
6. **The Ties That Bind**, Don Williams, ABC/DOT
7. **Sweet Surrender**, John Denver, RCA
8. **I Care/ Sneaky Snakes**, Tom T. Hall, MERCURY
9. **I'm A Believer**, Tommy Overstreet, ABC/DOT
10. **Loving You Will Never Grow Old**, Lois Johnson, 20TH CENTURY

## SOUL SINGLES—10 Years Ago

1. **Shame, Shame, Shame**, Shirley & Company, VIBRATION
2. **Lady Marmalade**, LaBelle, EPIC
3. **Express**, B.T. Express, ROADSHOW
4. **Fire**, Ohio Players, MERCURY
5. **Pick Up The Pieces**, Average White Band, ATLANTIC
6. **I Am Love, Part 1 & 2**, Jackson 5, MOTOWN
7. **Supernatural Thing, Part 1**, Ben E. King, ATLANTIC
8. **I Get Lifted**, George McCrae, TK
9. **Super Duper Love Pt. 1**, Sugar Billy, FAST TRACK
10. **You're As Right As Rain**, Nancy Wilson, CAPITOL

# Unlock Hidden Ad Revenue with SRDS Co-op Data Base Special Reports

## Your Key to Effective Co-op Information Management.

Now you can take advantage of co-op programs which can increase your ad revenue by using a customized sales tool which gives you the information you need when you need it.

SRDS Co-op Data Base Special Reports track co-op programs essential to your specific sales needs. They are generated from the pool of over 3,400 co-op programs listed in the Co-op Source Directory, the most comprehensive computer based file of co-op information available . . . anywhere.

These in-depth reports can be ordered in either the Manufacturer Index or Mailing Label Format. They are continuously updated and are customized so you select and receive only the information crucial to your sales needs. For example, you can select a report in the Manufacturer Index of all programs which offer unlimited accruals. Your report will include only those co-op

programs meeting these criteria and will list:

- Manufacturer
- Product classification
- Expiration date
- Participation
- Plan type (manufacturer/retail)
- Accrual
- Manufacturer pre-approved media

You'll find Co-op Data Base Special Reports particularly valuable in identifying sales leads . . . retail accounts . . . pinpointing expiration dates . . . conducting co-op audits . . . and saving you and your retail accounts time and money.

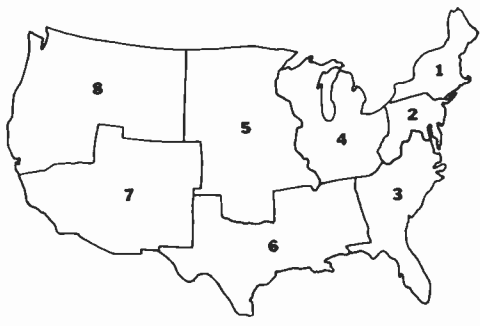
For more information about how you can enter into a program of successful co-op management with Data Base Special Reports, contact Larry Buchweitz at 1-800-323-4601.

**srds Co-op services—**

Standard Rate & Data Service, Inc.  
3004 Glenview Road  
Wilmette, IL 60091

A weekly national and regional compilation of the most added records on the radio stations currently reporting to the Hot 100 Singles chart.

		<b>NATIONAL</b> 191 REPORTERS		NEW ADDS TOTAL ON			
<b>REGION 1</b> CT,MA,ME,NY State,RI,VT  <b>MADONNA</b> CRAZY FOR YOU  <b>GO WEST</b> WE CLOSE OUR EYES  <b>GREG KIHN</b> LUCKY  <b>WZON</b> Bangor, ME <b>WIGY</b> Bath, ME <b>WHTT</b> Boston, MA <b>WXKS-FM (KISS)</b> Boston, MA <b>WBEN-FM</b> Buffalo, NY <b>WNYS</b> Buffalo, NY <b>WPHD</b> Buffalo, NY <b>WKPE</b> Cape Cod, MS <b>WERZ</b> Exeter, NH <b>WKSS (Kiss)</b> Hartford, CT <b>WTIC-FM</b> Hartford, CT <b>WKCI (KC-101)</b> New Haven, CT <b>WJBQ</b> Portland, ME <b>WSPK</b> Poughkeepsie, NY <b>WPRO-FM</b> Providence, RI <b>WMJQ</b> Rochester, NY <b>WPXY</b> Rochester, NY <b>WGFM</b> Schenectady, NY <b>WFLY</b> Troy/Albany, NY <b>WRCK</b> Utica/Rome, NY		<b>MADONNA</b> CRAZY FOR YOU GEFLEN  <b>CHICAGO</b> ALONG COMES A WOMAN FULL MOON/WARNER BROS.  <b>DON HENLEY</b> ALL SHE WANTS TO DO IS DANCE GEFLEN  <b>GREG KIHN</b> LUCKY EMI-AMERICA  <b>GO WEST</b> WE CLOSE OUR EYES CHRYSALIS		91 91  69 133  51 110  34 103  37 52		<b>REGION 6</b> AL,AR,LA,MS,West TN,TX  <b>MADONNA</b> CRAZY FOR YOU  <b>CHICAGO</b> ALONG COMES A WOMAN  <b>GREG KIHN</b> LUCKY  <b>KHFI</b> Austin, TX <b>WQID</b> Biloxi, MS <b>WKXX (KXX-106)</b> Birmingham, AL <b>KAFM</b> Dallas, TX <b>KEGL</b> Dallas, TX <b>KTKS (Kiss-FM)</b> Dallas, TX <b>KAMZ</b> El Paso, TX <b>KSEY</b> El Paso, TX <b>KISR</b> Fort Smith, AR <b>WQEN (Q-104)</b> Gadsden, AL <b>KKBQ (93-FM)</b> Houston, TX <b>KMJQ (Magic 102)</b> Houston, TX <b>KRBE-FM</b> Houston, TX <b>WTYX</b> Jackson, MS <b>KKYK</b> Little Rock, AR <b>KBFM</b> Mcallen-Brownsv, TX <b>WMC-FM (FM-100)</b> Memphis, TN <b>WJDQ (Q-101)</b> Meridian, MS <b>WABB-FM</b> Mobile, AL <b>WHHY-FM</b> Montgomery, AL <b>WWKX (KX-104)</b> Nashville, TN <b>WZKS (Kiss)</b> Nashville, TN <b>WEZB (B-97)</b> New Orleans, LA <b>WQUE-FM</b> New Orleans, LA <b>KITY</b> San Antonio, TX <b>KTFM</b> San Antonio, TX <b>KWTX-FM</b> Waco, TX	
<b>REGION 2</b> DE,D.C.,MD,NJ,NY Metro,PA,WV  <b>MADONNA</b> CRAZY FOR YOU  <b>CHICAGO</b> ALONG COMES A WOMAN  <b>GO WEST</b> WE CLOSE OUR EYES  <b>WQQQ (Q-100)</b> Allentown, PA <b>WFBG</b> Altoona, PA <b>WJLK-FM</b> Asbury Park, NJ <b>WBSB (B-104)</b> Baltimore, MD <b>WMAR-FM</b> Baltimore, MD <b>WVSR</b> Charleston, WV <b>WZYQ (Z-104)</b> Frederick, MD <b>WKEE</b> Huntington, WV <b>WBLI</b> Long Island, NY <b>WAPP</b> New York, NY <b>WHTZ (Z-100)</b> New York, NY <b>WKTU</b> New York, NY <b>WPLJ</b> New York, NY <b>WKHI</b> Ocean City, MD <b>WCAU-FM</b> Philadelphia, PA <b>WUSL</b> Philadelphia, PA <b>WZGO (Z-106)</b> Philadelphia, PA <b>WBZZ (B-94)</b> Pittsburgh, PA <b>WHTX</b> Pittsburgh, PA <b>WPST</b> Trenton, NJ <b>WAVA</b> Washington, DC <b>WRQX (Q-107)</b> Washington, DC <b>WOMP-FM</b> Wheeling, WV <b>WILK</b> Wilkes-Barre, PA <b>WKRZ</b> Wilkes-Barre, PA <b>WHTF</b> York, PA <b>WYCR</b> York/Hanover, PA		<b>REGION 4</b> IL,IN,KY,MI,OH,WI  <b>CHICAGO</b> ALONG COMES A WOMAN  <b>DON HENLEY</b> ALL SHE WANTS TO DO IS DANCE  <b>MADONNA</b> CRAZY FOR YOU  <b>WKDD</b> Akron, OH <b>WBWB</b> Bloomington, IN <b>WCIL-FM</b> Carbondale, IL <b>WBBM-FM (B-96)</b> Chicago, IL <b>WGCI-FM</b> Chicago, IL <b>WLS-AM</b> Chicago, IL <b>WLS-FM</b> Chicago, IL <b>WKRQ (Q-102)</b> Cincinnati, OH <b>WGCL</b> Cleveland, OH <b>WMMS</b> Cleveland, OH <b>WXGT-FM (92X)</b> Columbus, OH <b>WCZY</b> Detroit, MI <b>WHYT</b> Detroit, MI <b>WSTO</b> Evansville, KY <b>WNAP</b> Indianapolis, IN <b>WZPL</b> Indianapolis, IN <b>WVIC</b> Lansing, MI <b>WZEE</b> Madison, WI <b>WKTJ</b> Milwaukee, WI <b>WZUU</b> Milwaukee, WI <b>WKZW (KZ-93)</b> Peoria, IL <b>WRKR</b> Racine, WI <b>WZOK</b> Rockford, IL <b>WSPT</b> Stevens Point, WI <b>WHOT-FM</b> Youngstown, OH		<b>REGION 7</b> AZ,Southern CA,CO,HI,Southern NV,NM,UT  <b>MADONNA</b> CRAZY FOR YOU  <b>DON HENLEY</b> ALL SHE WANTS TO DO IS DANCE  <b>CHICAGO</b> ALONG COMES A WOMAN  <b>KKXX</b> Bakersfield, CA <b>KIMN</b> Denver, CO <b>KOAQ (Q-103)</b> Denver, CO <b>KPKE</b> Denver, CO <b>KRXY-FM (Y-108)</b> Denver, CO <b>KLUC</b> Las Vegas, NV <b>KIIS</b> Los Angeles, CA <b>KIQQ</b> Los Angeles, CA <b>KKHR</b> Los Angeles, CA <b>KCAQ (Q-105)</b> Oxnard, CA <b>KOPA</b> Phoenix, AZ <b>KZZP</b> Phoenix, AZ <b>KFMY</b> Provo, UT <b>KDZA</b> Pueblo, CO <b>KRSP</b> Salt Lake City, UT <b>KSDO-FM (KS 103)</b> San Diego, CA <b>XHITZ</b> San Diego, CA <b>KIST</b> Santa Barbara, CA <b>KHYT</b> Tucson, AZ <b>KRQQ</b> Tucson, AZ			
<b>REGION 3</b> FL,GA,NC,SC,East TN,VA  <b>MADONNA</b> CRAZY FOR YOU  <b>CHICAGO</b> ALONG COMES A WOMAN  <b>DON HENLEY</b> ALL SHE WANTS TO DO IS DANCE  <b>WISE</b> Asheville, NC <b>WQXI-FM (94-Q)</b> Atlanta, GA <b>WZGC (Z-93)</b> Atlanta, GA <b>WBBQ-FM</b> Augusta, GA <b>WSSX</b> Charleston, SC <b>WBCY</b> Charlotte, NC <b>WROQ</b> Charlotte, NC <b>WNOK-FM</b> Columbia, SC <b>WNKS (Kiss)</b> Columbus, GA <b>WNFI (I-100)</b> Daytona Beach, FL <b>WDCG (G-105)</b> Durham/Raleigh, NC <b>WQSM</b> Fayetteville, NC <b>WANS</b> Greenville, SC <b>WOKI</b> Knoxville, TN <b>WHYI (Y-100)</b> Miami, FL <b>WINZ-FM (I-95)</b> Miami, FL <b>WKZQ-FM</b> Myrtle Beach, SC <b>WYAV (Wave 104)</b> Myrtle Beach, SC <b>WNVZ</b> Norfolk, VA <b>WBJW</b> Orlando, FL <b>WRVQ (Q-94)</b> Richmond, VA <b>WXLK (K-92)</b> Roanoke, VA <b>WZAT (Z-102)</b> Savannah, GA <b>WRBQ (Q-105)</b> Tampa, FL <b>WMGG</b> Tampa Bay, FL <b>WZNE (Z-98)</b> Tampa Bay, FL <b>WSEZ</b> Winston-Salem, NC		<b>REGION 5</b> IA,KS,MN,MO,NE,ND,OK,SD  <b>CHICAGO</b> ALONG COMES A WOMAN  <b>DON HENLEY</b> ALL SHE WANTS TO DO IS DANCE  <b>MADONNA</b> CRAZY FOR YOU  <b>KFYR</b> Bismarck, ND <b>KFMZ</b> Columbia, MO <b>KHK</b> Davenport, IA <b>WDAY-FM (Y-94)</b> Fargo, ND <b>KKXL-FM</b> Grand Forks, ND <b>KRNA</b> Iowa City, IA <b>KBEQ (Q-104)</b> Kansas City, MO <b>KZZC (ZZ-99)</b> Kansas City, KS <b>KDWB-AM</b> Minneapolis, MN <b>KDWB-FM</b> Minneapolis, MN <b>WLOL</b> Minneapolis, MN <b>KJYO (KJ-103)</b> Oklahoma City, OK <b>KQKQ</b> Omaha, NE <b>KKLS-FM</b> Rapid City, SD <b>KKRC</b> Sioux Falls, SD <b>KWK</b> St. Louis, MO <b>KHTR</b> St. Louis, MO <b>KDVV</b> Topeka, KS <b>KAYI</b> Tulsa, OK <b>KFMW</b> Waterloo, IA <b>KEYN-FM</b> Wichita, KS		<b>REGION 8</b> AK,Northern CA,ID,MT,Northern NV,OR,WA,WY  <b>MADONNA</b> CRAZY FOR YOU  <b>CHICAGO</b> ALONG COMES A WOMAN  <b>DON HENLEY</b> ALL SHE WANTS TO DO IS DANCE  <b>KYYA</b> Billings, MT <b>KBBK</b> Boise, ID <b>KTRS</b> Casper, WY <b>KMGX</b> Fresno, CA <b>KYNO-FM</b> Fresno, CA <b>KGHO</b> Hoquaim, WA <b>KOZE</b> Lewiston, ID <b>KHOP</b> Modesto, CA <b>KOSO</b> Modesto, CA <b>KKRZ (Z-100)</b> Portland, OR <b>KMJK</b> Portland, OR <b>KPOP</b> Sacramento, CA <b>KSFM</b> Sacramento, CA <b>KWOD</b> Sacramento, CA <b>KSKD</b> Salem, OR <b>KITS</b> San Francisco, CA <b>KMEL</b> San Francisco, CA <b>KSOL</b> San Francisco, CA <b>KEZR</b> San Jose, CA <b>KWSS</b> San Jose, CA <b>KSLY</b> San Luis Obispo, CA <b>KPLZ</b> Seattle, WA <b>KUBE</b> Seattle, WA <b>KNBQ</b> Tacoma, WA			





A weekly compilation of "breakout", i.e., singles with initial movement indicative of significant future sales potential, but not yet on the top 30 lists of the retailers and one-stops currently reporting to the Hot 100 Singles chart.

## NATIONAL 190 REPORTERS

NUMBER  
REPORTING

22  
20  
17  
16  
15

### REGION 1

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

**THE FIRM**  
RADIOACTIVE

**ANIMOTION**  
OBSESSION

**AUTOGRAPH**  
TURN UP THE RADIO

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

### REGION 2

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

**BRUCE SPRINGSTEEN**  
I'M ON FIRE

**DAN HARTMAN**  
SECOND NATURE

**THE FIRM**  
RADIOACTIVE

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

**BRUCE SPRINGSTEEN** I'M ON FIRE COLUMBIA  
**THE FIRM** RADIOACTIVE ATLANTIC  
**DAN HARTMAN** SECOND NATURE MCA  
**JERMAINE STEWART** THE WORD IS OUT ARISTA  
**DEBARGE** RHYTHM OF THE NIGHT GORDY

### REGION 3

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

**JERMAINE JACKSON AND PIA ZADORA**  
WHEN THE RAIN BEGINS TO FALL

**DAN HARTMAN**  
SECOND NATURE

**SIMPLE MINDS**  
DON'T YOU (FORGET ABOUT ME)

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

### REGION 4

IL,IN,KY,MI,OH,WI

**SCANDAL FEATURING PATTY SMYTH**  
BEAT OF A HEART

**BRUCE SPRINGSTEEN**  
I'M ON FIRE

**BRYAN ADAMS**  
SOMEBODY

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

### REGION 5

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

**SCANDAL FEATURING PATTY SMYTH**  
BEAT OF A HEART

**BRUCE SPRINGSTEEN**  
I'M ON FIRE

**BILLY JOEL**  
KEEPING THE FAITH

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

### REGION 6

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

**BRONSKI BEAT**  
SMALL TOWN BOY

**JERMAINE STEWART**  
THE WORD IS OUT

**THE CARS**  
WHY CAN'T I HAVE YOU

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

### REGION 7

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

**DEBARGE**  
RHYTHM OF THE NIGHT

**BRONSKI BEAT**  
SMALL TOWN BOY

**JERMAINE JACKSON AND PIA ZADORA**  
WHEN THE RAIN BEGINS TO FALL

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

### REGION 8

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

**DEBARGE**  
RHYTHM OF THE NIGHT

**PATTI LABELLE**  
NEW ATTITUDE

**JERMAINE STEWART**  
THE WORD IS OUT

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

# TOP ROCK TRACKS

Compiled from a national sample of AOR radio playlists.					
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL	TITLE
1	2	4	4	<b>MICK JAGGER</b> COLUMBIA	JUST ANOTHER NIGHT
2	1	1	7	<b>BRYAN ADAMS</b> A&M	SOMEBODY
3	4	7	5	<b>THE FIRM</b> ATLANTIC	RADIOACTIVE
4	3	3	6	<b>JOURNEY</b> Geffen	ONLY THE YOUNG
5	7	13	4	<b>PHIL COLLINS</b> ATLANTIC	ONE MORE NIGHT
6	5	6	7	<b>JOHN FOGERTY</b> WARNER BROS.	ROCK & ROLL GIRLS
7	10	15	4	<b>DAVID BOWIE/PAT METHENY</b> EMI-AMERICA	THIS IS NOT AMERICA
8	8	10	11	<b>SURVIVOR</b> SCOTTI BROS.	HIGH ON YOU
9	12	21	6	<b>DON HENLEY</b> Geffen	ALL SHE WANTS TO DO IS DANCE
10	11	16	7	<b>FOREIGNER</b> ATLANTIC	THAT WAS YESTERDAY
11	13	18	6	<b>THE CARS</b> ELEKTRA	WHY CAN'T I HAVE YOU
12	6	2	10	<b>JOHN FOGERTY</b> WARNER BROS.	THE OLD MAN DOWN THE ROAD
13	9	8	9	<b>GLENN FREY</b> MCA	THE HEAT IS ON
14	14	12	12	<b>JULIAN LENNON</b> ATLANTIC	TOO LATE FOR GOODBYES
15	15	17	6	<b>LRB</b> CAPITOL	PLAYING TO WIN
16	21	43	3	<b>BRUCE SPRINGSTEEN</b> COLUMBIA	I'M ON FIRE
17	20	26	4	<b>ALAN PARSONS PROJECT</b> ARISTA	LET'S TALK ABOUT ME
18	22	34	3	<b>DAVID LEE ROTH</b> WARNER BROS.	EASY STREET
19	23	33	4	<b>THE CARS</b> ELEKTRA	BREAKAWAY
20	24	37	4	<b>TRIUMPH</b> MCA	FOLLOW YOUR HEART
21	16	11	11	<b>DON HENLEY</b> Geffen	SUNSET GRILL
22	17	9	7	<b>DAVID LEE ROTH</b> WARNER BROS.	CALIFORNIA GIRLS
23	18	5	12	<b>REO SPEEDWAGON</b> EPIC	CAN'T FIGHT THIS FEELING
24	19	14	15	<b>DEEP PURPLE</b> MERCURY	KNOCKING AT YOUR BACK DOOR
25	35	50	3	<b>SANTANA</b> COLUMBIA	SAY IT AGAIN
26	25	24	15	<b>AUTOGRAPH</b> RCA	TURN UP THE RADIO
27	33	40	4	<b>THE KINKS</b> ARISTA	LIVING ON A THIN LINE
28	29	30	4	<b>JOHN WAITE</b> EMI-AMERICA	RESTLESS HEART
29	27	23	16	<b>JOHN PARR</b> ATLANTIC	NAUGHTY, NAUGHTY
30	26	29	14	<b>BRYAN ADAMS</b> A&M	IT'S ONLY LOVE
31	32	28	7	<b>GEORGE THOROGOOD</b> EMI-AMERICA	GEAR JAMMER
32	28	20	15	<b>GIUFFRIA</b> CAMEL/MCA	CALL TO THE HEART
33	38	38	4	<b>DONNIE IRIS</b> HME	INJURED IN THE GAME OF LOVE
34	31	19	12	<b>FOREIGNER</b> ATLANTIC	I WANT TO KNOW WHAT LOVE IS
35	30	22	16	<b>DON HENLEY</b> Geffen	THE BOYS OF SUMMER
36	36	32	15	<b>DEEP PURPLE</b> MERCURY	PERFECT STRANGERS
37	43	—	2	<b>DEEP PURPLE</b> MERCURY	NOBODY'S HOME
38	44	—	2	<b>PHIL COLLINS</b> ATLANTIC	THE MAN WITH THE HORN
39	45	—	2	<b>SIMPLE MINDS</b> A&M	DON'T YOU (FORGET ABOUT ME)
40	39	36	12	<b>SCANDAL FEATURING PATTY SMYTH</b> COLUMBIA	BEAT OF A HEART
41	41	42	3	<b>GIUFFRIA</b> CAMEL/MCA	DO ME RIGHT
42	42	48	3	<b>DANNY SPANOS</b> EPIC	I'D LIE TO YOU FOR YOUR LOVE
43	34	25	7	<b>PAT BENATAR</b> CHRYSALIS	OOH-OOH SONG
44	37	31	6	<b>MARTIN BRILEY</b> MERCURY	DANGEROUS MOMENTS
45	48	—	2	<b>ELLIOT EASTON</b> ELEKTRA	(WEARING DOWN) LIKE A WHEEL
46	46	49	3	<b>ROBIN GEORGE</b> BRONZE/ISLAND	HEARTLINE
47	<b>NEW</b>			<b>DIO</b> Geffen	HUNGRY FOR HEAVEN
48	<b>NEW</b>			<b>GARY O.</b> RCA	SHADES CF 45
49	40	27	13	<b>PHILIP BAILEY</b> COLUMBIA	EASY LOVER
50	<b>NEW</b>			<b>GREG KIHN</b> EMI-AMERICA	LUCKY

# Radio

# Promotions

## NEW MUSIC PLAYOFF

**Y-100 (WHYI) Ft. Lauderdale/Miami (contemporary)**

Contact: *Tony Novia*

This one's so old it's new again. Reminiscent of the old "battle of the bands," Y-100 PD **Robert W. Walker** has instituted a new nightly feature, "The New Music Playoff," in which two new releases battle each other for a nightly championship and a chance for full-time airplay on the station.

Each night at eight, the previous night's "champion" is played, followed by the new "challenger." Listeners vote for an hour, with the winner played again at 9 p.m. An hour later, the 10 most requested songs are played in the "Hot 10 at 10" countdown.

If this sounds like teen-oriented radio (with a nostalgic flair for those in their 30s who remember such highlights from top 40 days gone by), so be it. The station is at an all-time high with a 9.4 in the recent Arbitron, and continues to be the talk of Miami's active listeners.

## BIRTHDAY WISHES

**WCPX Sandusky (contemporary)**

Contact: *Randy Hugg*

For some time now, **Randy Hugg** has incorporated a "Birthday Club" feature in his morning show, the premise being that Hugg and news anchor **Eileen Melvin** will call an unsuspecting and usually sleeping resident of North Central Ohio who happens to be celebrating his or her birthday. Names are submitted by listeners.

On Feb. 6, the name was obvious, and even though President Reagan is out of WCPX's TSA, not to mention ADI, Hugg and Melvin gave it a try. Needless to say, they didn't get through. Countless extensions were switched as the duo wound up on perpetual hold.

An interesting thing did occur, however: Seems another radio station in South Bend (Hugg never did make out the call letters) was trying the same ploy at the same time, and there was enough bleed-through on the lines for the Sandusky audience to hear the South Bend guy likewise try in vain. (So much for national security, huh?)

The feature regularly comes up with the unexpected. After all, what would *you* say if you were awakened from a deep sleep by some stranger wishing *you* a happy birthday at 6 a.m.? Yes, there is a tape delay.

## AROUND THE WORLD IN OH, ABOUT 80 HOURS

**CFCY Charlottetown, Prince Edward Island (AC)**

Contact: *Garry Barker*

In a variation on "The Great Race" (where two air personalities set out from the local airport in opposite directions to see who could make it around the world and back first, picking up souvenirs along the way), CFCY sent afternoon personality **Hilary Joseph** around the world (Toronto, London, Bombay, Singapore, Bangkok, Hong Kong and Vancouver). Listeners were asked to predict the exact duration of the trip.

Joseph, of course, phoned in regu-

lar updates with his whereabouts so that each of the over 1,000 entrants would be able to track how they were doing. When it was all over, the listener closest to the exact time of the journey won a trip for two around the world to the same locations. The difference, obviously, was that the winner and guest had the luxury of spending as much time as they wished in any or all of the aforementioned locations.

The contest, one of the largest in Prince Edward Island media history, is easily the most talked about in CFCY's 60-year history, with contestants and listeners alike interested in Joseph's escapades.

## THE ULTIMATE NEWS TEAM

**WRQX (Q-107) Washington (contemporary)**

Contact: *Marty Wall*

One of the more enduring traits of Q-107's morning team of **Elliott & Woodside** is the duo's ability to relate to the topics on the mind of the

audience. Among those topics is the quality of local news. Everyone's got an opinion, and everyone's got a favorite. Settling the issue once and for all, the team decided to put it to a vote so that "the ultimate tv news team" could be selected.

For a one-week period, Elliott & Woodside polled listeners on a different facet of tv anchor people (Monday was male anchormen, Tuesday was female anchorwomen, Wednesday was weather and movie people, sports was handled on Thursday, and the winners were announced on Friday).

The straw poll drew quite a bit of talk, with no word yet on who won—or any clue as to whether any of the winners worked for ABC's Channel 7, Q-107's companion station.



**Push Me, Pull Me.** WKMF Flint, Mich. program director Mark Thomas, left, and morning man Dennis Cannon argue over which direction to go before taking a cruise in the country station's custom built cab. The "Country Cab" consists of welded fronts from two original Yellow cabs and is used to deliver prizes and chauffeur listeners to promotional events.

**GREAT FOOD  
OPEN 24 HOURS  
LARRY PARKER'S**

**BEVERLY HILLS  
DINER**



Parker's limo service—the finest in limo luxury. Service so unique, it makes all else seem obsolete. We will send our stretch limo to your studios 24 hours a day for food deliveries or to transport your group anywhere.

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

Telephones at Each Dining Booth



## Featured Programming

**HEY, SPORTS FANS:** A godsend arrives for you in the form of Hal Uplinger's two-month-old **Sports Radio Network**, based in Los Angeles. Carried now by most of Cable News Network's 150 affiliates, the weekend program was born out of Uplinger's frustration with the lack of timely and national sports updates during the weekend.

"We want to be the central point of world sports," says Uplinger, a radio and tv sports broadcasting veteran. Carried on the Satcom 1-R satellite and available on a barter basis, the four-minute feeds include national scoreboards, commentaries and live comments from athletes across the country. To obtain these reports, Uplinger has a team of local stringers and a stable of well-known sports figures, including New York Times sportswriter **Dave Anderson**, tennis expert **Jack Kramer**, former football star **Johnny Unitas** and several others.

Uplinger relays that the information service is not exclusive to CNN affiliates, and is currently in Gotham (staying, of course, at the New York Athletic Club) to recruit more subscribers.

**MORE NEW PROGRAMMING:** Shopping mall music takes a turn for the better as the Cliffside Park, N.J.-based **Fantasy Music Group** lends its string and rhythm section, the Fantasy Strings, to the radio industry. First to sign up for the 20-title package of tunes is **WPAT** Paterson, N.J. The collection of contemporary and classic instrumentals is also available to syndicators and suppliers of background music... Bostonians can look forward to a countdown of another color during the last two weekends in March. To be aired on **WERS's "The Gold Rush"** program, the shows will feature a countdown of 100 "lost 45s of the '70s" as selected by listener requests over the past two years. The show's host, **Barry Scott**, says the disks were unearthed as reminders of days gone by, and not for their outstanding musical merit. Some of the now difficult-to-find titles include the Osmonds' "Yo Yo," the Village People's "YMCA," and "Disco Lucy" by the Wilton Place Street Band.

**SEVERAL PERSONNEL ADDITIONS** at CBS's various networks. **Ray Edwards** is tagged as director of planning for the CBS radio division. He was director of administration and planning for **WHTT** Boston. Sportscaster **Pat O'Brien** joins CBS RadioRadio as host of a special daily afternoon edition of "Sports-break." He was a reporter and weekend anchor for CBS-owned **KCBS** Los Angeles. And **Judy Muller** and **Frank Settiani** join CBS as news correspondents, both based in New York. Muller was with **KHOW** Denver; Settiani has been anchor on CBS's "News On The Hour" since 1981.

At **The United Stations**, **Debbie Fradin** is upped to director of affiliate relations. She remains in the company's Washington office, where she was a station clearance representative.

KIM FREEMAN

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

March 1-3, **Sheena Easton, Madonna**, Rock's Leading Ladies, Barnett-Robbins, two hours.

March 1-3, **Billy Idol, Bryan Adams, Julian Lennon**, Rock Stars '85, Barnett-Robbins, 90 minutes.

March 1-3, **Kay Starr**, The Great Sounds, United Stations, four hours.

March 1-3, **John Parr**, Rick Dees' Weekly Top 40, United Stations, four hours.

March 1-3, **John Anderson**, Weekly Country Music Countdown, United Stations, three hours.

March 1-3, **Johnny Rivers**, Dick Clark's Rock, Roll & Remember, United Stations, four hours.

March 1-7, **Iron Maiden**, Metalshop, MJI Broadcasting, one hour.

March 1-8, **Phil Collins**, On The Radio, NSBA, one hour.

March 1-3, **Everly Brothers**, Rare & Scratchy Rock'n'Roll, Program Services Group, one hour.

March 1-3, **Survivor**, Pat Benatar, Rock Album Countdown, Westwood One, one hour.

March 3-10, **Elton John**, Rock Over London, Radio International, one hour.

March 3-10, **Bar-Kays**, Budweiser Concert Hour, Westwood One, one hour.

March 4-10, **Patti Page**, The Music Makers, Narwood Productions, one hour.

March 4-10, **Merle Haggard**, Part I, Country Closeup, Narwood Productions, one hour.

March 4-10, **Phil Collins**, Off The Record Specials with Mary Turner, Westwood One, one hour.

March 4-10, **Ashford & Simpson**, Special Edition, Westwood One, one hour.

March 4-10, **Billy Joel**, Star Trak Profiles, Westwood One, one hour.

March 4-10, **Patti Page**, The Music Makers, Narwood Productions, one hour.

March 8-10, **Kool & the Gang**, Street Beat '85, Barnett-Robbins, 90 minutes.

March 8-10, **Rick Springfield**, Superstar Portraits, Barnett-Robbins, 90 minutes.

March 8-10, **John Waite, Steve Perry, David Lee Roth**, Rock Stars '85, Barnett-Robbins, two hours.

March 8-10, **Charlie Barnet**, The Great Sounds, United Stations, four hours.

March 8-10, **Pointer Sisters**, Rick Dees' Weekly Top 40, United Stations, four hours.

March 8-10, **Anne Murray**, Weekly Country Music Countdown, United Stations, three hours.

March 8-10, **Bobby Vinton**, Dick Clark's Rock, Roll & Remember, United Stations, four hours.

March 8-10, **Four Tops**, Rare & Scratchy Rock'n'Roll, Program Services Group, one hour.

March 8-15, **Leslie West of Mountain**, Metalshop, MJI Broadcasting, one hour.

## Billboard

### ADULT CONTEMPORARY MOST ADDED

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

83 REPORTERS	NEW ADDS	TOTAL ON
DEBARGE RHYTHM OF THE NIGHT	18	31
THE MANHATTANS YOU SEND ME	13	29
DOLLY PARTON DON'T CALL IT LOVE	12	32
BARBARA STREISAND EMOTION	9	15
DAN HARTMAN SECOND NATURE	6	22

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

FOR WEEK ENDING MARCH 2, 1985

## Billboard

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

## HOT ADULT CONTEMPORARY

Compiled from a national sample of radio playlists.

RANK	WEEKS ON CHART				TITLE	ARTIST
	THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART		
1	1	1	11	CARELESS WHISPER	COLUMBIA 38-04691 ◆ WHAM FEATURING GEORGE MICHAEL	
2	8	12	6	TOO LATE FOR GOODBYES	ATLANTIC 7-89589 ◆ JULIAN LENNON	
3	2	2	14	FOOLISH HEART	COLUMBIA 38-04693 ◆ STEVE PERRY	
4	4	5	14	MISSING YOU	RCA 13966 ◆ DIANA ROSS	
5	5	6	7	CRAZY	RCA 13975 ◆ KENNY ROGERS	
6	6	7	7	KEEPING THE FAITH	COLUMBIA 38-04681 ◆ BILLY JOEL	
7	7	8	6	CAN'T FIGHT THIS FEELING	EPIC 34-04713 ◆ REO SPEEDWAGON	
8	3	3	12	I WANT TO KNOW WHAT LOVE IS	ATLANTIC 7-89596 ◆ FOREIGNER	
9	13	25	3	ONE MORE NIGHT	ATLANTIC 7-89588 ◆ PHIL COLLINS	
10	17	20	6	NIGHTSHIFT	MOTOWN 1773 ◆ COMMODORES	
11	9	4	15	YOU'RE THE INSPIRATION	FULL MOON/WARNER BROS 7-29126 ◆ CHICAGO	
12	10	9	17	ALL I NEED	QWEST 7-29238/WARNER BROS JACK WAGNER	
13	14	17	6	TIME DON'T RUN OUT ON ME	CAPITOL 5436 ANNE MURRAY	
14	12	11	13	IN NEON	GEFFEN 7-29111/WARNER BROS ◆ ELTON JOHN	
15	16	19	7	EASY LOVER	COLUMBIA 38-04679 ◆ PHILIP BAILEY WITH PHIL COLLINS	
16	15	16	11	20/20	WARNER BROS 7-29120 ◆ GEORGE BENSON	
17	21	24	5	I WANNA HEAR IT FROM YOUR LIPS	GEFFEN 7-29118/WARNER BROS ◆ ERIC CARMEN	
18	19	21	7	METHOD OF MODERN LOVE	RCA 13970 ◆ DARYL HALL & JOHN OATES	
19	24	27	5	FINDER OF LOST LOVES	ARISTA 1-9281 DIONNE WARWICK AND GLENN JONES	
20	11	10	12	MAKE NO MISTAKE, HE'S MINE	COLUMBIA 38-04695 BARBARA STREISAND WITH KIM CARNES	
21	18	13	14	LOVE LIGHT IN FLIGHT	MOTOWN 1769 ◆ STEVIE WONDER	
22	20	15	19	DO WHAT YOU DO	ARISTA 1-9279 ◆ JERMAINE JACKSON	
23	22	22	15	JAMIE	ARISTA ASI-9293 RAY PARKER JR.	
24	23	18	9	MISTAKE NO. 3	VIRGIN/EPIC 34-04727 ◆ CULTURE CLUB	
25	25	14	12	BABY COME BACK TO ME	ATLANTIC 7-85994 THE MANHATTAN TRANSFER	
26	38	—	2	DON'T CALL IT LOVE	RCA 13987 DOLLY PARTON	
27	30	—	2	UNDER THE CLOCK	ARISTA 1-9304 ◆ JANEY STREET	
28	NEW	—	—	RHYTHM OF THE NIGHT	GORDY 1770/MOTOWN ◆ DEBARGE	
29	NEW	—	—	YOU SEND ME	COLUMBIA 38-04754 THE MANHATTANS	
30	31	31	5	NEUTRON DANCE	PLANET 13951 ◆ POINTER SISTERS	
31	27	26	20	SEA OF LOVE	ES PARANZA 7-99701/ATLANTIC ◆ THE HONEYDRIPPERS	
32	32	35	4	INVITATION TO DANCE	EMI-AMERICA 8250 ◆ KIM CARNES	
33	34	34	3	THE OLD MAN DOWN THE ROAD	WARNER BROS. 7-29100 ◆ JOHN FOGERTY	
34	26	23	17	UNDERSTANDING	CAPITOL 5413 BOB SEGER & THE SILVER BULLET BAND	
35	35	—	2	IT SHOULD HAVE BEEN LOVE	MCA 52525 BARBARA MANDRELL AND LEE GREENWOOD	
36	NEW	—	—	SECOND NATURE	MCA 52519 ◆ DAN HARTMAN	
37	37	37	3	SOLID	CAPITOL 5397 ◆ ASHFORD AND SIMPSON	
38	39	39	3	THE HEAT IS ON	MCA 52512 ◆ GLENN FREY	
39	40	40	3	CALIFORNIA GIRLS	WARNER BROS. 7-29102 ◆ DAVID LEE ROTH	
40	36	36	5	PRIVATE DANCER	CAPITOL 5433 ◆ TINA TURNER	

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

## Valentine's-to-President's Day Spree

# FEB. SALES HAVE STRONG HEARTBEAT

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

**NEW YORK** The five-day shopping period between Valentine's and Presidents' Days is being termed a high point in an unusually strong February by record and tape retailers.

"We experienced an increase over the weekend of between 25% and 40%, depending on location," says Jerry Dolan, retail systems supervisor for the North Canton, Ohio-based Camelot Music. Although the 167-store chain elected to concentrate its promotional efforts on the Grammys rather than the shoppers' holiday (Billboard, Feb. 23), Dolan attributes the hike to "added shoppers in the malls."

In Detroit, sales were strong for the 16-store Harmony House chain, according to buyer Lloyd Welch, although he, like others, doesn't yet have hard figures to back that statement up. "We've had a lot of snow for a week and a half here, but we're up," he says, adding that Val-

entine's Day helped, with all stores running product at \$6.99.

The 136 stores in the Amarillo-based Hastings chain saw a comparable sales hike of 11%, according to marketing vice president Bruce Shortz. He indicates that Presidents' Day activity was good enough to "catch some of our stores understaffed." Shortz merchandised towards Valentine's Day with a "heartbeats" Valentine's campaign using blue and burgundy for print and in-store material. The chain went \$2 off on a wide-ranging group of 24 titles.

The 36 mid-Atlantic Kemp Mills have been having "a great February," according to co-owner Howard Applebaum, who terms Presidents' Day "tremendous," although he credits the rise in sales to the chain's discount pricing policy.

The Long Island-based Record World chain didn't run anything special for Valentine's Day, according to merchandising director Tom Pettit, and Presidents' Day was incorporated into the chain's normal advertising. Yet Pettit also terms

February business "very good" for the 60-store outfit.

One retailer that aggressively pursued Valentine's Day was the Missouri-based Streetside chain. Buyer Tom Lunt says the eight-store web's four-day "Streetside Loves You" campaign produced the best sales response of any campaign since 1981. "We just did spectacular," he says, adding that the chain's markets, which include St. Louis, Kansas City and Columbia, could have benefitted from a "cumulative effect, since there were a lot of other accounts running sales."

Although Valentine's Day figures have yet to be totaled, Tower Records' Stan Goman says the chain has been chalking up record figures of late. Goman, who is division manager at Sacramento, says the chain was up 31% for the first two weeks of February, with video "incredible, up 108%."

Tower ran no Valentine's Day promotion per se because it was holding "CBS month" as the largest basic promotion. Renovations at the lower New York annex also produced a massive clearance sale, contributing to that outlet's strengthened showing.

# Life Is Sweet for Owner Of Santa Fe's Candyman

BY JOHN SIPPEL

**LOS ANGELES** For someone who came to Santa Fe cold, one-time entertainer and guitar repairman Matthew Schwartzman seems to have scored well. He recently opened a second store in the New Mexico capital that's 20,000 square feet in size, with state-of-the-art solar construction.

In the 16 years since Schwartzman left New York for a rented 300 square foot Candyman store, he has overcome the setback of a disastrous fire. He now has the original (relocated) store, an 1,800 square foot record/tape/accessories outlet, plus the new superstore, Candyman Center, which opened Feb. 15. The new store combines fretted instruments, audio and video hardware and prerecorded product.

"While my other interests are important, records have been my base," Schwartzman says. He's always used "Candyman" as his identification, culled from the classic blues written by Rev. Gary Davis and Mississippi John Hurt, who remain his idols.

Shortly after opening his 300 square foot one block from the downtown Plaza in the 50,000-population town, Schwartzman convert-

ed half the space to records. "I drove to Denver and picked up 300 to 400 albums, which I paid for with postdated checks," he recalls.

It wasn't long before he found Los Angeles one-stops were more competitive, so he started doing business with Pat Moreland, who was with the now-defunct Record Merchandising. That association continues today, with City 1-Stop, Moreland's operation, doing the fill for the two shops.

The first 12 months of Candyman produced a gross of \$50,000, half from guitars and half from recordings. Today Schwartzman estimates his total inventory in albums, fretted instruments and audio hardware at about \$400,000, with a strong regular turn in each.

Expertise is what has made Candyman work, Schwartzman maintains. "Every one of our people in records is a known musician. We live in a sophisticated area. Customers want knowledgeable assistance and advice. We specialize in classics. Elaine Grossman, the buyer, is a prominent oboist."

He has built a strong following in fretted instrument sales and repair. A self-taught guitar repairman, he still oversees that wing. He and his

(Continued on page 24)

## Counter Intelligence

A weekly column focusing on the concerns and suggestions of retailers.

... AND THEN HE WROTE: Retailers have been walking a tightrope between the growing consumer demand for Compact Discs and the short shipments manufacturers have been forced to deliver. Volume continues to rise dramatically at the store level, but even the most dramatic figures are drawing lamentations of what could be in a perfect world.

Among the most impressive figures being posted are the mid-Atlantic Kemp Mill chain's: co-honcho Howard Applebaum says he is doing as much as 15% of his prerecorded music sales in CD at some outlets, and that it "could be even more" if the chain got better fills. Despite that, the chain continues its tradition of deep discounting in the new configuration, offering it at \$11.99. "The price is bringing them in in droves," Applebaum adds.

Price point aside, Kemp Mill has used its mailing list to send customers a letter explaining that they expect whatever title shortages they're experiencing to be short-lived. In addition, the chain has managed to lay in a healthy stock of titles.

Whatever growing pains the CD business may be going through, Applebaum is willing to ride them out, and his pleasure comes from more than monetary interests. "This is a deep-rooted change in the industry," he says. "It's really neat to see something like this take root from the start."

**NARM TAKES ON NEW MEANING:** At least it does for a growing number of new middle management people emerging in fast-growing chains, as Western Merchandising's Bruce Shortz sees it. The chain's marketing vice president, Shortz says this year will be his first NARM convention. He also sees "a need to establish firm relationships with label people who impact on my functions beyond a voice on the phone." Perhaps surprisingly, Bruce hopes to exchange views "with my counterparts at Record Bar and other chains." Western Merchandising now has 136 Hastings stores coast to coast.

Edited by FRED GOODMAN


**KENNY ROGERS**

**DIVIDER CARDS**

BLANK & PRE-PRINTED  
CUSTOM OR PROMOTIONAL


800/648-0958

GOPHER PRODUCTS CORP  
2201 Lockheed Way  
Carson City, Nev 89701



**STORMIN' NORMAN**

PRODUCTIONS



Satin Jackets • Sweatshirts  
T-Shirts

Unique custom made jackets  
for the Rock 'N' Roll trade.

126 West 22 St. New York, N.Y. 10011  
(212) 206-0490

# ON TARGET

by Mike Shalett

**SWING, BEBOP, FUSION,** traditional, vocal, classical, experimental, big band, free-form: These are just some of the sub-genres one can find when walking through a record store's jazz section. With so much variety in one category, is there any way to target and identify

less than 19 years old, with interest in jazz beginning at 19 and peaking between 25 and 30. But record-buying jazz fans continue with strength through age 50.

Fans of jazz definitely prefer to buy LPs as opposed to cassettes. They are, as expected, heavy buy-

ers. Two-thirds buy more than six records every six months. They are not purchasers of seven- or 12-inch singles.

For the first time that we can recall, we have found a group of consumers who are influenced most often by something other than radio. Jazz fans are heavy browsers and indicate that browsing is the way they most often find out about the records they purchase. They are twice as likely to be influenced by newspapers as our average respondent.

Jazz fans are far more likely to shop in a free standing store; they show very little interest in buying their records in mall located stores. Of the five cities used in our last survey—New York, Los Angeles, Dallas, Atlanta and Minneapolis—the Twin Cities offered the greatest number of jazz freaks.

Alternative radio is the format of preference with jazz fans. Forty-eight percent of the absolute fans indicated an alternative station as their favorite. Among those consumers who had listed jazz among their favorites, 20% had noted such a station as their most listened to.

The jazz fan is less likely to own a VCR than our average respondent—an especially interesting statistic since this record buyer is more likely to own a high-end stereo system. In the case of those jazz fans who did own a VCR, they were much more likely to make videocassette purchases or rentals in a record store than our average respondent.

Concert attendance among the jazz buyer is high. Forty percent attend between three and five concerts every six months.

## A study of the jazz record buyers finds older males predominate

fy the customer interested in jazz?

When filling out a Street Pulse Group Consumer Survey questionnaire, the active record buyer is asked to check off the various types of music that he prefers, and to select a favorite. In preparing this column, we took a look at those who mentioned jazz as one of their favorites and then segmented out those record buyers who indicated that jazz was their favorite.

Males represent a greater percentage of the jazz sample than of our total survey. Among absolute jazz fans, those who chose the music as their No. 1 favorite, 72% were male.

The average jazz aficionado is older than our average record buyer. We see virtually no interest in jazz from record buyers who are

ers. Two-thirds buy more than six records every six months. They are not purchasers of seven- or 12-inch singles.

For the first time that we can recall, we have found a group of consumers who are influenced most often by something other than radio. Jazz fans are heavy browsers and indicate that browsing is the way they most often find out about the records they purchase. They are twice as likely to be influenced by newspapers as our average respondent.

Jazz fans are far more likely to shop in a free standing store; they show very little interest in buying their records in mall located stores. Of the five cities used in our last survey—New York, Los Angeles, Dallas, Atlanta and Minneapolis—

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



# new action narm convention

MARCH 29 - APRIL 2 ■ DIPLOMAT HOTEL ■ HOLLYWOOD, FLORIDA

a gala celebration  
of music & video

**THE NARM CONVENTION  
BRINGS BUYERS CLOSER  
TO SELLERS**

The lowest retailer  
registration fees  
in history!

SEND  
FOR  
REGISTRATION  
FORMS  
TODAY!

PLEASE SEND REGISTRATION FORMS FOR THE  
27th ANNUAL NARM CONVENTION TO:

NAME \_\_\_\_\_  
 COMPANY \_\_\_\_\_  
 ADDRESS \_\_\_\_\_  
 CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
 RETAILER       WHOLESALER       MANUFACTURER

ADDRESS INQUIRIES TO:  
 NARM • 1008-F ASTORIA BLVD. • CHERRY HILL, NJ 08003 • (609) 424-7404

- **PRODUCT PRESENTATIONS BY:**
  - CAPITOL • CBS • MCA • MOTOWN
  - POLYGRAM • RCA, A&M and ASSOCIATED LABELS — ARISTA • WARNER/ELEKTRA/ATLANTIC CORPORATION
- **INDUSTRY PARTICIPANTS:**
  - GILBERT FRIESEN, A&M RECORDS • JACK EUGSTER, THE MUSICLAND GROUP • RUSS SOLOMON, TOWER RECORDS • KEN KAI, PIONEER VIDEO • JOHN MARMADUKE, HASTINGS BOOKS, RECORDS AND VIDEO
  - JIM GREENWOOD, LICORICE PIZZA
  - ROBERT SUMMER, RCA • BOB KRASNOW, ELEKTRA/ASYLUM • GUENTER HENSLE, POLYGRAM • QUINCY JONES, QWEST
- **THE COMPACT DISC**
- **VIDEO IN THE MUSIC STORE**
- **THE MOST BEAUTIFUL OUTDOOR EXHIBIT AREA IN THE COUNTRY**
- **THE SCHOLARSHIP FOUNDATION DINNER**
- **THE NARM 1984 BEST SELLER AWARDS BANQUET**

**Stevie Wonder**  
 COURTESY: MOTOWN RECORDS  
 AT SCHOLARSHIP DINNER!!!

**Dan Fogelberg**  
 COURTESY: FULL MOON/EPIC RECORDS  
 AT AWARDS BANQUET!!!



**A Promotion for "Peanuts."** Well, it didn't cost all that much for Cincinnati's Video Store to herald its most recent opening, with CBS/Fox supplying a Snoopy character on loan from United Features Syndicate. Owner Jack Messer and store manager Andrea Lamplot pause during the festivities for a photo.

## Eugster Assumes Sporting Goods Role

### Musicland Chief To Double as Head of Dunham's Chain

MINNEAPOLIS With Musicland's Jack Eugster donning two hats, parent company American Can is staking out new territory in specialty retailing with the acquisition of a sporting goods chain doing \$40 million annually. Eugster heads the new chain and continues as Musicland president.

Speaking of Dunham's eight Detroit-based stores, Eugster says, "Dunham's adds an entirely new dimension to our retail store operations with an entry into the exciting growth market of 'athleisure' apparel and sports equipment. We expect the operation to further strengthen American Can's already strong retail presence in leisure time products."

The acquisition, for an undis-

closed amount of cash and stock, offers a rare observation of American Can's present thrust into specialty retailing. The sector represents more than \$1 billion of American Can's 1984 total of \$4.2 billion in revenue. American Can is engaged primarily in financial services, specialty retailing and packaging.

The sector includes the Musicland Group with its 435 Musicland, Sam Goody and Discount Records stores. A year ago, 24 Harmony Hut units were acquired and placed under the Sam Goody logo. The group, easily the nation's largest record/tape and video chain, had revenues in excess of \$300 million last year, says Eugster, as well as what he terms "significant profit increases."

American Can's specialty retailing sector also includes Fingerhut, Figi's, Michigan Bulb and Aspect Mail Order Ltd. (U.K.), with combined annual revenues of more than \$600 million.

Musicland today is well ahead of what Eugster described a year ago as a turnaround phase (Billboard, Jan. 14, 1984), when it was coming out of the demise of 120 stores and 15 depots. "That's over," says Eugster of store closings.

The chain also realigned its store base to more clustered patterns. And emphasis has swung away from higher ticket merchandise and to a step-up in personal electronics.

More recently, Musicland has aggressively moved into video sales (Billboard, Feb. 2), with Eugster especially enthusiastic about product coming down in price like Paramount's "25 for \$25." The chain scored huge volume in Paramount product during the recent Christmas season in 40 Musicland units, 40 Sam Goody's and 10 Discount Records. Eugster says Musicland is now looking at video rental in 12 select outlets across the country.

Of the Dunham's purchase, Eugster, who came to Musicland from apparel retailer The Gap, says the "fashion association" in sporting goods provides an ideal nexus with home entertainment in American Can's specialty retailing mix. He will head Dunham's as CEO, with the current Dunham's president, Robert L. Schmalzried, reporting to Eugster.

Alfred G. Goldstein, executive vice president of American Can's retailing sector, says, "Dunham's rep-

resents an excellent store-based merchandising venture for American Can that fits its strategic direction of expansion into additional specialty retail marketing."

From Dunham's, Schmalzried says, "We share American Can's enthusiasm for our business. American Can's additional resources and systems expertise greatly enhances our prospects for the future and brings new opportunities to our employees."

Dunham's operates 25,000 square foot stores, five in Detroit and one each in Grand Rapids and Anderson and Muncie, Ind. Eugster notes that Dunham's volume is 65% on the apparel side of the fast-changing sporting goods sphere.

### SANTA FE'S CANDYMAN

(Continued from page 22)

staff strive to be forward-looking, advising clientele on innovations like the Compact Disc, in which he has great faith. He stocks five different CD hardware units regularly. He also personally buys audio and video hardware.

Candyman Center also specializes in PA systems and a wide variety of electronic keyboards. For more than five years, Schwartzman has actively operated a car stereo sales/installation department.

Schwartzman wasn't daunted when his 1,800 square foot Candyman, also near the Plaza, burned to the ground on Nov. 14, 1981. He rebuilt and then reopened the following June with even more inventory on hand. He credits Dave Borrego, a 12-year employee who is now general manager of both stores, as playing a key role in the reconstruction.

The Candyman Center is a solar construction by Edward Mazria, considered a kingpin in energy conservation architecture. The store features 36 foot high ceilings in some areas, while other areas are multi-level, with offices over shopping areas. The store features natural pine and dusty colors contrasted with a great deal of white wall and slat wall. Leasehold improvements ran well over \$200,000, Schwartzman says.

# Christopher HOGWOOD

# Bach BRANDENBURGS

BACH  
BRANDENBURG  
CONCERTOS  
HOGWOOD  
ACADEMY OF ANCIENT MUSIC



COMPLETE  
ON TWO  
IMPORTED  
COMPACT DISCS,  
CASSETTES, LPS

CD: 414 187-2 OH2  
LP: 414 187-1 OH2  
MC: 414 187-4 OH2

- Brilliant performances on original instruments
- Order now — March release
- Nationwide Hogwood/Academy tour in March
- Hogwood/Academy currently commanding 4 Classical Chart positions
- 4-color poster, other merchandising aids available
- Contact your PolyGram rep NOW!

Christopher Hogwood and the Academy of Ancient Music exclusively on L'Oiseau-Lyre.  
Marketed by London Records, a division of PolyGram Records, Inc.



© 1985 London / PolyGram Records, Inc.

### RECORD SHOP MANAGEMENT SYSTEM

- MENU DRIVEN SYSTEM
- BAR CODE READER / PRINTER
- POINT OF SALE SYSTEM
- DAILY JOURNALS
- SALES REPORTS
- RETURNS REPORT
- SPECIAL ORDER SYSTEM

For more information call or write:

**COMP.U.SOLVE, INC.**

P.O. Box #7023  
Elgin, IL 60121  
(312) 741-7100

### DIVIDER CARDS

ALL SIZES AVAILABLE

15¢ and up

**Why Pay More?**

Direct from Manufacturer  
Call or Write

**Sam Lempert**

(212) 782-2322

109 So. 5th Street, Brooklyn, N.Y. 11211

AL-LEN CUTTING CO.

Special Volume Rates

We Buy Used and  
Obsolete Cards



# Billboard TOP COMPUTER SOFTWARE



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

	THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Publisher	Remarks	SYSTEMS	Apple II	Atari	Commodore	IBM	Macintosh	TRS	CP/M	Other
ENTERTAINMENT	1	1	59	FLIGHT SIMULATOR II	Sublogic	Simulation Package		•	•	•					
	2	6	29	SARGON III	Hayden	Chess Program		•			•				
	3	2	13	GHOSTBUSTERS	Activision	Strategy Arcade Game				•					
	4	3	67	FLIGHT SIMULATOR	Microsoft	Simulation Package					•				
	5	5	58	JULIUS ERVING AND LARRY BIRD GO ONE-ON-ONE	Electronic Arts	Arcade-Style Sports Game		•	•	•					
	6	12	39	SUMMER GAMES	Epyx	Arcade Style Sports Game		•	•	•	•				
	7	7	10	THE HITCHHIKER'S GUIDE TO THE GALAXY	Infocom	Adventure Strategy Game		•	•	•		•			
	8	4	21	ZORK I	Infocom	Fantasy Adventure Strategy Game		•	•	•	•	•		•	•
	9	8	73	EXODUS:ULTIMA III	Origins Systems Inc.	Fantasy Role-Playing Game		•	•	•	•				
	10	15	18	CUT THROATS	Infocom	Action Role Playing Game		•	•		•	•			•
	11	10	19	SARGON II	Hayden	Chess Program		•	•*	•*			•*		
	12	9	22	ARCHON II: ADEPT	Electronic Arts	Strategy Arcade Game			•	•					
	13	RE-ENTRY		RAID OVER MOSCOW	Access	Strategy Game				•					
	14	RE-ENTRY		WIZARDRY	Sir-Tech	Fantasy Role-Playing Game		•							
	15	RE-ENTRY		TRIVIA	Mirage Concepts	Trivia Game				•					
	16	RE-ENTRY		MILLIONAIRE	Bluechip	Stock Market Simulation Game		•		•	•	•	•	•	•
	17	17	6	STAR LEAGUE BASEBALL	Gamestar	Arcade Style Game		•	•*	•		•			
	18	16	16	KING'S QUEST	Sierra On-Line	Adventure Game		•			•				
	19	13	12	SKYFOX	Electronic Arts	Fantasy Role-Playing Game		•							
	20	18	3	QUESTRON	Strategic Simulations Inc.	Fantasy Adventure Game		•							
EDUCATION	1	1	74	NEW IMPROVED MASTER TYPE	Scarborough	Educational program that teaches touch typing to ages 7 to adult in an exciting video game format in 18 different lessons.		•	•♦	•♦	•	•			
	2	2	55	MUSIC CONSTRUCTION SET	Electronic Arts	Interactive music composition and learning tool enables user to work with a library of music or compose own.		•	•	•					
	3	5	15	SAMPLE SAT	Hayden	Sample Test Module		•	•	•	•				
	4	4	22	TYPING TUTOR III	Simon & Schuster	Program That Develops Speed, and shows progress in Typing Speed and Accuracy.		•		•	•	•			
	5	3	57	MATH BLASTER!	Davidson & Associates	Contains over 600 problems in addition, subtraction, multiplication, division, fractions and decimals for students ages 6 through 12, with a game at the end.		•		•	•				
	6	7	29	WORD ATTACK!	Davidson & Associates	Designed for students, grades 4 - 12, to teach new words, their meanings and their usages in an interesting and exciting way.		•		•	•				
	7	6	49	FACE MAKER	Spinnaker	Educational program designed to introduce children, ages 4 through 8, to the computer keyboard and the concept of programming.		•	•	•	•				
	8	RE-ENTRY		EARLY GAMES	Counterp	No adult supervision & friendly interactive package composed of 9 educational, entertaining games designed for children age 2 1/2 to 6.									
	9	9	22	STICKY BEARS ABC	Xerox Education	Educational Program designed to help children ages 3 to 6 in learning the alphabet. Program includes games that teach.		•	•	•					
	10	NEW ▶		SUCCESS WITH MATH: MULTIPLICATION/DIVISION	CBS	Designed for students grades 2-8. Provides student with practice in problem solving.		•	•*	•♦	•				
HOME MANAGEMENT	1	1	32	PRINT SHOP	Broderbund	At Home Print Shop		•							
	2	3	66	DOLLARS AND SENSE	Monogram	Home Financial Package		•			•	•			
	3	2	74	BANK STREET WRITER	Broderbund	Word Processing Package		•	•	•	•				
	4	4	13	LOTUS 1-2-3	Lotus Inc.	Programming Language					•	•			
	5	RE-ENTRY		PFS: FILE	Software Publishing	Information Management System		•			•	•			
	6	5	34	PAPER CLIP	Batteries Included	Word Processing Package			•	•♦					
	7	9	4	THE HOME ACCOUNTANT	Continental	Home & Small Business Financial Management Program		•	•	•	•	•	•	•	•
	8	10	3	ATARI WRITER	Atari	Word Processing Program			•						
	9	RE-ENTRY		PFS: WRITE	Software Publishing Company	Word Processing Package		•			•				•
	10	7	13	NET WORTH	Scarborough System	Designed to manage personal finances.		•	•	•	•				

## Licorice Deals With 'Confusing' Tape Promotions

LOS ANGELES Licorice Pizza here claims title as the first retail chain to "wrest free" of blank tape manufacturer rebate promotions which its executives say are confusing the public.

Licorice, for example, promoted Maxell standard grade T-120s/L-750's at \$4.99 without either a rebate or a quantity purchase limit. The same Maxell tapes are offered here by Warehouse at \$4.69, but the consumer must buy 10 tapes, with a \$20 cash rebate coming from Maxell, according to a Warehouse ad in The Los Angeles Times.

"We told all our vendors that consumers are just fed up and totally confused by the various rebate offers now running," says Licorice buyer Steve Fierro. Randy Gerston, marketing director for the 34-store Southern California chain, adds, "Maxell worked this out with us." The Licorice promotion ran through Feb. 10, Gerston says.

Maxell reps here refer questions to Gerry Ghinelli, video product manager at the firm's Moonachie, N.J. headquarters. Ghinelli says the company cannot suggest how dealers price product. He does, however, acknowledge that a pre-pack now being offered by Maxell consisting of two standard tapes and a high-grade tape with all three to list at the standard price could allow retailers to net out at \$4.99.

Buyers at other chains contacted are familiar with the pre-pack, but indicate that it could be a headache to break the pre-packs open in order to offer the \$4.99 price Licorice was featuring.

Ghinelli further says he is "delighted" that Licorice is taking a stand against the rebate confusion. Like other marketers, Maxell laments the present rebate competition referred to by 3M's Robert Burnett as a "shark frenzy" (Billboard, Jan. 12).

EARL PAIGE

**"CASSETTES" ON DISPLAY**

Cassettes are "Fully Visible" & "Puffer-proof" in the "Quick-Vue Displayer"



Promote impulse buying. Customers can see each tape and flip through the selections as simply as turning pages in a book, browsers become buyers!!!

**"Quick-Vue" Store Displayers**

FOR FREE BROCHURE CALL OR WRITE  
(214) 563-5869  
P.O. Box 409 FORNEY, TEXAS 75126

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

•—DISK ♦—CARTRIDGE ★—CASSETTE

## Chicago Chain Booming CD Spurs Rose's Expansion

BY MOIRA McCORMICK

CHICAGO Burgeoning Compact Disc sales have spelled major expansion for Rose Records here, says marketing director Ronna Hoffberg. After opening its eighth unit last November in north suburban Evanston, Rose is currently scouting new territory for two more stores, scheduled to open within the year. And Rose Records' two-story downtown flagship store on Wabash Ave. is expanding its space to the third floor, primarily to showcase CDs and cassettes.

"Record and tape business has been either fairly static or has shown nice increases this year," says Hoffberg, "but our growth phase is due primarily to the success of CD. Compact Disc is no step-sister. It is a fully bona fide third configuration."

Hoffberg says the Wabash store's expansion is due to be completed by summer. "With CDs gobbling up bin space downstairs, we've been having to move categories such as country to the second floor," she notes.

The 5,000 square foot third floor, soon to be vacated by its retiring tenant, will house "international music, easy listening, folk, country, spoken word" and other esoteric categories of disks, according to Rose Records chief Jim Rose. The second floor will feature almost exclusively classical music, and the first will be devoted to CD, cassettes and pop/rock albums.

Total floor space, including basement area, will run over 20,000 square feet with the addition of the third floor, says Rose.

Marketing director Hoffberg says that three "very different metropolitan locations" are being con-

sidered for the two new Rose sites. "In anticipation of our quick expansion," she adds, "we've been hiring as many new management people as possible."

The Compact Disc phenomenon, Hoffberg theorizes, "is not an ersatz growth. No one's calling it the quadrasonic of the '80s."

"With hardware and software prices being reduced, CD is no longer the plaything of the privileged. A year ago, we were selling mostly classical and opera, with very little pop and rock. Now we're selling CDs of Ratt and Twisted Sister, which tells us that kids are buying the players now."

With CD now available in cars and personal stereos, Hoffberg adds, the Compact Disc should become even more of a "lauded and affordable configuration, and not just the commodity itself, but the ancillary lines—cleaners, storage units—are expanding as well as CD." Compact Disc is available in all eight Rose locations, at \$14.99-\$15.99 regular price and \$11.99-\$12.99 sale price.

ACTIONMART

For fast action, use  
**ACTIONMART**

the Billboard  
Classified.  
Call Jeff Serette toll  
free at (800) 223-  
7524 (NY residents  
dial 764-7388).

## Imported Rock Posters

Largest U.S.A. Distributor  
of  
**ANABAS, ROCK-ON, HUNGRY TIGER**  
All our posters are fully authorized  
for sale in the U.S.A.



Order now for immediate delivery  
**(800) 227-1666 or  
(800) 223-9669 (CA)**

Select Rock • Box 5551 • Walnut Creek, CA 94596

## New Releases

### ALBUMS

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

#### POPULAR ARTISTS

**CUNNINGHAM, JOHN,  
PHIL CUNNINGHAM,  
TRIONA NI DHOMHNAILL  
& MICHAEL O DOMHNAILL**  
Relativity

LP Green Linnet SIF 1059/\$8.98

#### DARK AGE

LP Gnarly GNARL1001/Greenworld/\$6.98  
CA GNARC1001/\$6.98

**MOLLOY, MATT, & SEAN KEANE WITH  
ARTY McGLYNN**  
Contentment Is Wealth  
LP Green Linnet SIF 1058/\$8.98

**MOLLOY, MATT, TOMMY PEOPLES &  
PAUL BRADY**  
LP Green Linnet SIF 3018/\$9.98

**MOLONEY, MICK, ROBBIE O'CONNELL &  
JIMMY KEANE WITH LIZ CARROLL**  
There Were Roses  
LP Green Linnet SIF 1057/\$8.98

**SPROUT, JONATHAN**  
A Light In The Night  
LP Sprout JS-032/\$8.98  
CA JS-032C/\$8.98

**VYPER**  
Prepare To Strike  
LP Greenworld GWD 90501/\$8.98  
CA GWC 90501/\$8.98

(Continued on page 69)

## NOW PLAYING



by Faye Zuckerman

"THE FAMOUS COMPUTER CAFE" is not a new Los Angeles restaurant. It's a radio show that spotlights developments in the personal computer field.

"We are dedicated to de-mystifying home and business computers," says Michael Walker, who produces the show. "We also supply information for those already familiar with computer hardware and software."

The one-year-old radio program grew to fame on Los Angeles' KIEV and KFOX. On March 5, it will be streamlined to some 350 radio stations via National Public Radio's satellite feeds.

### L.A. audience tunes in to Dr. Disk at 'Computer Cafe'

Computer industry luminaries, including Electronic Arts' Trip Hawkins, Atari's Jack Tramiel, Don Estridge of IBM's Entry Systems division, Microsoft's Bill Gates and nearly 50 others, have been interviewed for "The Famous Computer Cafe." Every Friday, the soft-spoken Dr. Disk does a call-in show. And if one happens to stump the doctor, he'll research the question, find the answer and report on it next week.

But the doctor, a computer expert for a local think tank, is not easily stumped. On Feb. 15, he answered questions that ranged from recommending educational software and disk drives for Apple computers to the ins and outs of the operating system "ProDos."

After three weeks of airing the Dr. Disk segments, the show's producers—Michael Walker, Ellen Walker and Andrew Velcoff—say they are surprised by the overwhelming popularity of Dr. Disk. "I think people who own

computers have many questions, and nowhere to ask them," Ellen Walker notes. "They feel isolated. We are trying to appeal to those people by letting them know there is a place where they can call."

Adds Velcoff: "People call us up and say they want to come down to the cafe. 'Where is it?' they ask us. We are creating this fantasy that there is a place to go and discuss computers. I think that is what we are trying to do: humanize computers."

On Monday (25), "The Famous Computer Cafe" features Casio's Jerry Kurinsky and Ed Alstrum along with Roger Powell of the rock group Utopia. On Wednesday, Infocom's Joel Berez will talk about interactive fiction. And on Thursday, computer artist David Em will be featured.

"We try to cover an array of computer uses," says Michael Walker, from music to text adventures to making computerized art. We are very interested in profiling how people use computers."

THE IBM-COMPATIBLE Compaq computer is emerging as one of the few success stories in the computer industry. The Yankee Group recently called the portable computer reliable, available in quantities and supporting a plethora of computer programs. The Boston-based research firm also lauded the computer maker for the quality of the instruction booklets it publishes on how to use the computer.

Year-end figures for the Houston company pegged sales at \$329 million and net income at \$12.9 million. A spokesman for the firm says that 1984 sales represented a 196% increase over 1983.

Fourth quarter 1984 sales figures were \$112.7 million and net income was \$6.8 million, the spokesman says. For 1983's fourth quarter, the company reported a total income of \$3.2 million on sales of \$52.2 million.

**35 YEARS OF  
POP, ROCK, AND  
RHYTHM AND BLUES!**

**SAVE 15% SPECIAL  
BOOK PLUS  
1981, 1982,  
1983 & 1984  
SUPPLEMENTS ONLY  
\$49.95**

Prices includes shipping.

**SINGLES AND ALBUMS  
POP AND SOUL  
ALL IN ONE BOOK!**



Licensed by & Copyrighted by  
**BILLBOARD  
PUBLICATIONS**

**NOW IN EVERY STATE  
PLUS 46  
FOREIGN COUNTRIES**



**52 MONTHLY AND ANNUAL  
CHARTS PER YEAR!!!**

(costs less than \$1.50/year)

**PLUS  
1400 Trivia questions & answers  
PLUS**

**6 indexes!!** (you will find every artist and every song that made Billboard's weekly top 10 singles and top 5 albums (Artist, record title, record label & serial #, the year(s) each record made the Top 10 and if it made #1 are all included!!!)

**BLUEBERRY HILL PUBLISHING**  
Box 24170, St. Louis, MO 63130

Please send me:

- set(s) of TOP 10's & TRIVIA 1950-1984 at **\$49.95**
- copy(ies) of TOP 10's & TRIVIA 1950-1980 at **\$35.00**
- copy(ies) of 1981 SUPPLEMENT at **\$6.00**
- copy(ies) of 1982 SUPPLEMENT at **\$6.00**
- copy(ies) of 1983 SUPPLEMENT at **\$6.00**
- copy(ies) of 1984 SUPPLEMENT at **\$6.00**

Check or money order must accompany order.

Prices include shipping. Overseas orders that desire airmail please add \$9.00. (For supplement only add \$3.50). All payment in U.S. dollars only!



IT'S LOVE LIKE THIS  
THAT MAKES DREAMS COME TRUE.

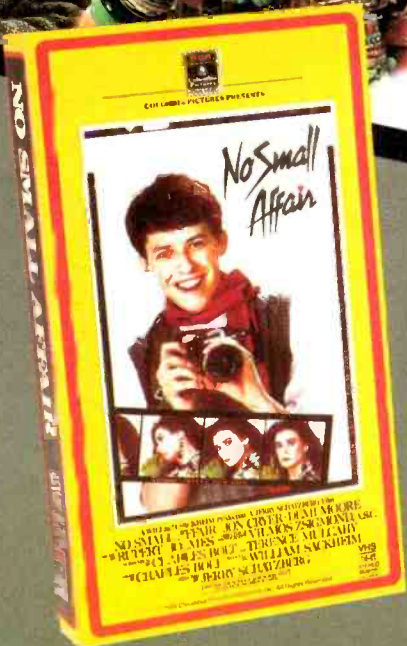
# No Small Affairs

An unlikely romance  
A glowing comedy  
A film that's sure to move  
the home video market

AVAILABLE ON  
VIDEOCASSETTE AND  
CED VIDEODISC

VHS  
hi-fi  
STEREO

Beta  
hi-fi  
STEREO



PG-13

CLOSED  
CAPTIONED  
BY TV



© Artwork & Design 1985 RCA/Columbia Pictures Home Video. All Rights Reserved.

RCA/Columbia Pictures Home Video 2901 W. Alameda Ave., Burbank, Co. 91505 POP HotLine 1-300-RCA/CPHV



Available on Videocassette



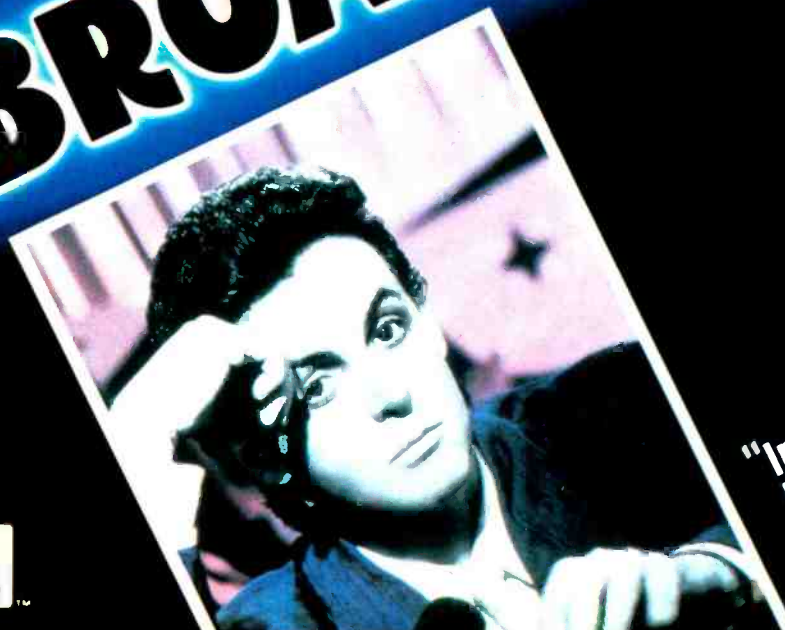
**The music, the magic  
and the man are back!**

Music blends with up-beat fantasy in this utterly delightful romp that features Paul McCartney, Ringo Starr, Linda McCartney and Barbara Bach. If you love Paul and Ringo, old Beatles favorites, music videos, or just having a lot of fun with music, you'll have a ball with this thoroughly entertaining tuneful frolic that's tailor-made for McCartney fans of all ages.

**PAUL MCCARTNEY'S**

*Give my  
Regards to*

# **BROAD STREET**



**"Includes the hit single,  
No More Lonely Nights"**

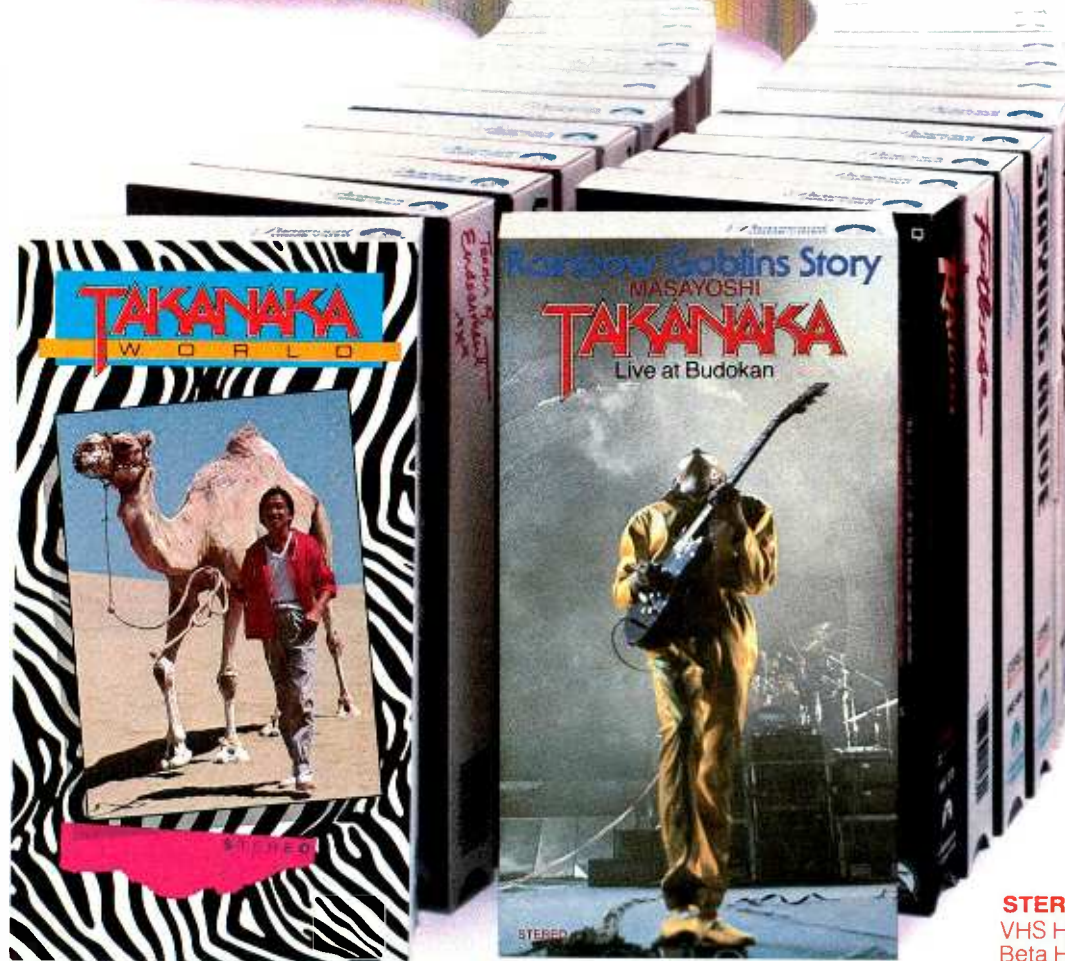
**\$29<sup>98</sup>**  
suggested retail price

Copyright © MCMLXXXIV  
MPL Communications, Ltd.  
Released by Twentieth Century-Fox Film Corp.  
All Rights Reserved.



© 1985 CBS/FOX Company. All rights reserved. Except in Canada. CBS™ is a trademark of CBS Inc. used under license. In Canada, CBS™ is a trademark of CBS Records Canada Ltd. used under license. FOX™ is a trademark of Twentieth Century-Fox Film Corporation used under license.





**STEREO**  
VHS Hi-Fi  
Beta Hi-Fi

## Paramount Proudly Presents A Sight For Sore Ears.

Your customers can now explore the full dimensions of their VHS or Beta Hi-Fi stereo systems with these two proven laserdisc hits. The music of Masayoshi Takanaka, Japan's virtuoso rock/jazz fusion guitarist, comes to life on two exciting music video programs—**TAKANAKA WORLD** and **RAINBOW**



**GOBLINS STORY.** The audio is mixed for the rich lows and crisp highs today's stereo VCR's can deliver. And the video ranges from breathtaking natural panoramas to scintillating live concert footage. Sound interesting? Contact your authorized Paramount Home Video Distributor today.

EACH CASSETTE  
**\$29<sup>95</sup>**  
SUGGESTED RETAIL

\*Takanaka World contains some nudity

©1985 Paramount Pictures Corp. All Rights Reserved.



**Ingram Digs In.** Ingram Video executives Joani Lehman and R. Richard Fontaine break ground for the company's new warehouse, distribution and office facility. Fontaine is the company's president, Lehman the vice president and general manager. The 240,000 square foot facility is scheduled to open before the end of the year.

### CHARTS ON THE NEW

**"ELECTRIC DREAMS"**  
#26 Rental

Music video veteran Steve Barron, whose credits include Michael Jackson's "Billie Jean," turned his directing talents to theatrical films with "Electric Dreams." Though this title did not produce substantial box-office revenue last summer, the home video may be on its way to making amends.

Released on cassette in January by MGM/UA Home Video, "Electric Dreams" is a technological fairy tale employing special video effects and animation, along with original contributions by Giorgio Moroder, Jeff Lynne, Phil Oakey, Heaven 17 and Culture Club. It tells the story of Miles (played by Lenny Von Dohlen) and his computer friend, Edgar, who fall in love with the same woman and end up competing for her affections.

This title is unique in that it's the first to combine the world of music video with the computer revolution. One-sheet posters and co-op advertising funds are the only promotional aids being offered. "Electric Dreams" is available in VHS and Beta format, with a suggested list price of \$79.95.

LINDA MOLESKI

### ACTIONMART

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



**Duplicating a Success.** Representatives of Maxell Corp. hand Video Associates president Judy Franklin an award for "outstanding contribution to the video home entertainment industry." TDK gave Franklin a similar award a few years ago. Standing from left are Joe Birkovich, George Rodrigues, Franklin and Herb Matsamoto.

## Trade Sensitivity Stressed PTA Meet Looks at Ratings

BY EARL PAIGE

LOS ANGELES Home video specialty retailers and the home video industry as a whole are developing a new sensitivity to ratings, if a Parent-Teachers Assn. seminar held here recently involving both theatrical and video panelists is a guide.

Subjects such as the kinds of content that determine the rating a film gets, the labeling of video-cassette rental boxes, and controlling the access youths have to product targeted at an older audience dominated the discussions here. Among the panelists were Video Software Dealers Assn. (VSDA) representative Rudy Neely and Motion Picture Assn. of America (MPAA) director of classification and rating administration Richard Heffner.

As Neely and Heffner took turns answering questions, Heffner said that if "Gone With The Wind" were to be rated today, it might well receive an R "but not because of Clark Gable's famous use of 'damn' — because of the war violence."

Such sensitivity to film content does not necessarily signal a return to more rigid standards, just more careful and deliberate attention, indicated Heffner and others on the program, part of a series the California PTA is sponsoring. Indeed, the audience was invited to a preview of "The Mask," which Heffner said is now rated PG after an appeal of the original R label. "We welcome appeal," said Heffner, adding that it was part of the freedom the MPAA is sensitive to protecting. The R rating was given because of "a strong word used twice," Heffner told the audience of 100 assembled in Pacific Theatre's Cinerama Dome.

Heffner evoked the tone for the seminar when he said that in world travels, he has found America "nearly alone" in its freedom from film censorship. A chilling warning, however, was given by Bob Selig, president of the Theater Assn. of Calif., who said proposals for new laws in both Utah and California would prohibit anyone under 17 from attending R-rated movies

"with or without parental consent."

Neely, of Video Show in Fullerton, agreed with a delegate in the audience that "an awful lot of our movies are not rated." But he also stressed that VSDA is working closely with the MPAA, whose 14 vendor members now print ratings on packages. Neely showed both the outside package with the rating printed on it and the store library copy in plain box.

Because rental customers go home with a plain box instead of a title's original packaging, Neely said his store stamps the film's rating on the library box as well, as all VSDA stores are advised to do. He also prints the ratings on catalog sheets distributed in his store, which also describe all the available movies.

Ratings, however, may be moot for many movies, as Neely and Heffner seemed to agree. Heffner said the MPAA has "gone to court several times" in cases involving rated movies that upon home video release, or even cable release "have certain [edited] objectionable material taken out to avoid an X," then placed back in.

Neely said his store insists that parents provide their children with written permission before they are authorized to rent or buy movies. "We're not doing business with the children, but with the parents," he said.

Also, Neely cautioned, the sensitivity of MPAA's members and printed ratings on home movies "is not a substitute for parental guidance. Each store will handle it [displaying ratings] differently." He estimated that perhaps 50% of current video store inventories are not rated, an indication of more catalog product that predates ratings or might not be from MPAA member vendors.

Neely's appearance was the second at the meeting by a VSDA spokesperson; VSDA vice president John Pough had appeared on the first panel.

Profanity, said Heffner, is but one of several qualities the MPAA

(Continued on page 33)

## Tighter Security Cited MPAA, Studios: Piracy Is Under Control

BY TONY SEIDEMAN

NEW YORK Video piracy has been "checked" in the U.S. via a combination of strict laws and film industry safeguards, say executives at the Motion Picture Assn. of America (MPAA) and leading movie studios.

But "checked" doesn't mean stopped, says MPAA vice president and deputy general attorney William Nix, who estimates that "less than 10%" of U.S. video stores are currently peddling pirated product.

"Since it's an attractive crime where people can make money, it never gets to 0%," says Nix. But, he adds, video piracy is "probably as much in check in the U.S. as it is anywhere in the world."

Less optimistic is Paramount Pictures vice president of film and video security Joe Moscarat. "It is stabilized," he says. "It has not increased per se; equally so, it has not decreased to any great measure."

Moscarat's main concern is big league video piracy: the professional theft of first-run feature films. He and Nix concur that this is the video piracy area that is under the greatest control in this country.

"Word has gotten to the boys in the business" that Paramount and other major motion picture companies are taking such actions as coding prints, adding safeguards at the laboratory and theatrical level, and making certain that all the weak links in a picture's distribution chain have been tightened up, Moscarat says.

According to Nix, the major area in video piracy right now is "basic duplication by retailers." "Unlike the record industry, we have not had problems with major plants,"

he says, adding, "Ours is a more dispersed problem: back-to-back copying by video retailers," which makes American video piracy virtually a "cottage industry."

Given the stabilization of videocassette piracy, public performance and signal theft are the major illegal drains on revenues, Nix says. That doesn't mean, however, that U.S. video piracy has dried up.

According to Nix, in 1984 the MPAA was involved in the seizure of 14,000 pirated videocassettes,

participated in 920 investigations and 28 criminal cases, and helped spur 50 raids around the country. The work resulted in 41 criminal convictions and 14 favorable civil decisions, he says.

The Recording Industry Assn. of America (RIAA) was also involved in videocassette raids and investigations (Billboard, Feb. 16), helping spark the seizure of more than 500 video masters.

On the public performance front, (Continued on page 33)

## Study: Piracy Down in U.K. FACT Seen 'Winning the Battle'

BY PETER JONES

LONDON According to a new report from the Federation Against Copyright Theft (FACT) here, video piracy in Britain has been reduced from around 30% of the market to 20% over the past year. In 1982, FACT says, the figure was nearer 60%.

In monetary terms, the cost of piracy has been cut from slightly more than \$40 million to \$23 million at trade prices in 1984. "We are clearly winning the battle against piracy," says David Rozalla, FACT vice chairman and managing director of Warner Home Video U.K.

Rozalla, who estimates the total turnover of the videocassette market in Britain at around \$115 million a year, says the antipiracy breakthrough comes from "a secret system" of marking films which allows FACT investigators to discover from which cinema original prints

were stolen.

Peter Duffy, the trade group's director of investigations, says the system has virtually put out of business the two leading crime rings responsible for pirating most popular films in the U.K.

In 1984, there were 401 FACT raids, in which 30,000 videocassettes were seized and some \$150,000 paid in civil damages. There is still a supply of pirated cassettes coming in from abroad, mainly transfers from the U.S. of such films as "Ghostbusters" and "Gremlins." But, says Duffy, "The quality is so poor they don't spread beyond London. If the quality improves, we could be in trouble."

FACT is financed by the film and video industry. The Indian Videogram Assn. has recently joined the group, and more than 15,000 pirated videos have already been confiscated within the U.K.'s Asian community.

FOR WEEK ENDING MARCH 2, 1985

Billboard

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

# TOP VIDEODISKS

Compiled from a national sample of retail store sales reports.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Distributor, Catalog Number	Principal Performers	Year of Release	Rating	Format	Price
1	1	15	THE EMPIRE STRIKES BACK	CBS-Fox Video 1425	Mark Hamill Harrison Ford	1980	PG	CED Laser	29.98 29.98
2	3	6	THE NEVERENDING STORY	Warner Brothers Pictures Warner Home Video 11399	Barrett Oliver Noah Hathaway	1984	PG	CED Laser	29.98 34.98
3	2	7	POLICE ACADEMY	The Ladd Company Warner Home Video 20016	Steve Guttenberg Kim Cattrall	1984	R	CED Laser	29.98 34.98
4	4	11	THE NATURAL	RCA Columbia Pictures Home Video 6-20380	Robert Redford Glenn Close	1984	PG	CED Laser	29.95 34.95
5	5	11	PURPLE RAIN ▲	Warner Brothers Pictures Warner Home Video 11398	Prince Apollonia Kotero	1984	R	CED Laser	19.98 29.98
6	6	27	ROMANCING THE STONE ▲	CBS-Fox Video 1358	Michael Douglas Kathleen Turner	1983	R	CED Laser	19.98 34.98
7	7	6	THE LAST STARFIGHTER ▲ ◆	Universal City Studios MCA Dist. Corp. 80078	Lance Guest Robert Preston	1984	PG	CED	29.98
8	10	3	CONAN THE DESTROYER ◆	Universal City Studios MCA Dist. Corp. 80079	A. Schwarzenegger Grace Jones	1984	PG	CED	29.98
9	9	7	ROBIN HOOD	Walt Disney Home Video 228	Animated	1973	G	CED Laser	19.98 34.98
10	8	25	SPLASH ◆	Touchstone Home Video 213	Daryl Hannah Tom Hanks	1984	PG	CED Laser	29.98 34.98

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



# 'Graduate' Rollout, Prepack Sparking Sales for Embassy

LOS ANGELES As Embassy Home Entertainment prepares to roll out the film classic "The Graduate" at \$59.95, the Century City video firm's lower prices and "pre-packaging" have sent sales soaring for a number of its titles.

In the 30 days after it dropped the price on 25 titles to \$39.95, Embassy shipped a total of 160,000 units, receiving 3,000 orders for a specially designed prepack unit, which contains all 25 titles.

According to an Embassy executive, "The prepack program gives retailers the chance to merchandise sale product on countertops." The 25-videocassette container supports a four-color poster placard and

## RKO Restoring Classic Titles

NEW YORK RKO HomeVideo, which began releasing classic film titles from the RKO vaults last year, is subjecting all of these titles to a thorough film-to-tape restoration process.

The procedure involves locating the original fine-grain movie print or negatives that have been kept in temperature controlled storage, then shipping the source material to National Video Center in New York. There an ultrasonic cleaning system removes all hiss and background noise before the Bosch FDL 60 transfers the original to videotape. A lengthy color correction process then concludes the renovation.

RKO HomeVideo is currently processing the RKO films at a videocassette release rate of six per month, with recent titles including "Citizen Kane," "King Kong," "Fifth Avenue Girl," "Pop Always Pays," "Having A Wonderful Time" and "Lucky Partners." This month the company will establish an 800 phone number for direct consumer orders.

### Tulsa Production

## Horror Made for the Home

TULSA Shooting is scheduled to begin this month on "Blood Cult," a low-budget horror movie to be made specifically for home video.

Producers are Christopher and Linda Lewis for United Entertainment Pictures of Tulsa. He is the former host of "PM Magazine" and "Tulsa Afternoon" on KOTV, and she is the host of "Intermission," which is broadcast on Tulsa Cable Television.

If "Blood Cult" is a success, Christopher Lewis says, "We are planning to do one [movie] a month. It sounds ambitious," he adds, "and it is." Negotiations are underway to secure professional "semi-name" Hollywood actors for the two main roles.

"Blood Cult" is a modern-day gothic horror film about serial mur-

ders on a Midwestern college campus. It will have a primarily Tulsa cast and crew, and the eight-day shooting schedule will be done at various Tulsa locations.

"We're going to shoot this like a soap opera," says Lewis. "We'll be using Sony BetaCam equipment." The finished movie will be distributed through Video Communications Inc. of Tulsa.

Lewis says a spy and detective series are other possible projects. Lewis is directing the film. Bill Blair is executive producer.

"Blood Cult" will be scored by Star Track Recording Studios of Tulsa and released in Beta and VHS Hi-Fi. It will also be exhibited for broadcast television worldwide.

ELLIS WIDNER

FOR WEEK ENDING MARCH 2, 1985

Billboard

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

# TOP VIDEOCASSETTES SALES

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Distributor, Catalog Number	Principal Performers	Year of Release	Rating	Format	Price
1	1	13	PURPLE RAIN ▲	Warner Brothers Pictures Warner Home Video 11398	Prince Apollonia Kotero	1984	R	VHS Beta	29.98 29.98
2	2	146	JANE FONDA'S WORKOUT ▲ ◆	Karl Video Corporation KVC-RCA 042	Jane Fonda	1982	NR	VHS Beta	59.95 59.95
3	5	63	RAIDERS OF THE LOST ARK	Paramount Pictures Paramount Home Video 1376	Harrison Ford Karen Allen	1981	PG	VHS Beta	24.95 24.95
4	3	13	PRIME TIME	Karl Video Corporation KVC-RCA 058	Jane Fonda	1984	NR	VHS Beta	39.95 39.95
5	7	104	STAR TREK II-THE WRATH OF KHAN ▲ ◆	Paramount Pictures Paramount Home Video 1180	William Shatner Leonard Nimoy	1982	PG	VHS Beta	24.95 24.95
6	4	14	THE EMPIRE STRIKES BACK	CBS-Fox Video 1425	Mark Hamill Harrison Ford	1980	PG	VHS Beta	79.98 79.98
7	6	15	RAQUEL, TOTAL BEAUTY AND FITNESS ●	Total Video, Inc. Thorn/EMI Home Video 2651	Raquel Welch	1984	NR	VHS Beta	39.95 39.95
8	10	50	TRADING PLACES	Paramount Pictures Paramount Home Video 1551	Dan Ackroyd Eddie Murphy	1983	R	VHS Beta	24.95 24.95
9	9	37	STAR TREK: THE MOTION PICTURE ▲ ◆	Paramount Pictures Paramount Home Video 8858	William Shatner Leonard Nimoy	1980	G	VHS Beta	24.95 24.95
10	13	7	POLICE ACADEMY ▲	The Ladd Company Warner Home Video 20016	Steve Guttenberg Kim Cattrall	1984	R	VHS Beta	79.95 79.95
11	8	48	THE JANE FONDA WORKOUT CHALLENGE ●	KVC-RCA Karl Video Corporation 051	Jane Fonda	1984	NR	VHS Beta	59.95 59.95
12	16	7	DURAN DURAN DANCING ON THE VALENTINE ●	TDV Sony Video Software 97W5075	Duran Duran	1984	NR	VHS Beta	16.95 16.95
13	20	62	48 HRS.	Paramount Pictures Paramount Home Video 1139	Nick Nolte Eddie Murphy	1983	R	VHS Beta	39.95 39.95
14	11	5	TIGHTROPE	Warner Brothers Pictures Warner Home Video 11400	Clint Eastwood	1984	R	VHS Beta	79.95 79.95
15	12	56	DO IT DEBBIE'S WAY ▲	Raymax Prod. P. Brownstein Prod. Video Associates 1008	Debbie Reynolds	1983	NR	VHS Beta	39.95 39.95
16	23	75	FLASHDANCE	Paramount Pictures Paramount Home Video 1454	Jennifer Beals	1983	R	VHS Beta	24.95 24.95
17	17	11	THE NATURAL	RCA/Columbia Pictures Home Video 6-20380	Robert Redford Glenn Close	1984	PG	VHS Beta	79.95 79.95
18	22	3	ALL OF ME	Thorn/EMI/HBO Video TVA2715	Steve Martin Lily Tomlin	1984	R	VHS Beta	79.95 79.95
19	15	56	STAR WARS	CBS-Fox Home Video 1130	Mark Hamill Harrison Ford	1977	PG	VHS Beta	39.98 39.98
20	14	4	THE SONG REMAINS THE SAME	Warner Brothers Pictures Warner Home Video 11389	Led Zeppelin	1976	PG	VHS Beta	39.98 39.98
21	18	21	1984 SUMMER OLYMPICS HIGHLIGHTS ▲	ABC, Inc. Continental Video 1014	Frank Gifford	1984	NR	VHS Beta	29.95 29.95
22	25	68	AN OFFICER AND A GENTLEMAN ▲ ◆	Paramount Pictures Paramount Home Video 1467	Richard Gere Debra Winger	1982	R	VHS Beta	24.95 24.95
23	32	4	DO THEY KNOW ITS CHRISTMAS? ▲	Vestron 0995	Band-Aid	1984	NR	VHS Beta	09.95 09.95
24	29	2	DURAN DURAN SING BLUE SILVER	Thorn/EMI/HBO Video 2852	Duran Duran	1985	NR	VHS Beta	29.95 29.95
25	19	10	ROBIN HOOD	Walt Disney Home Video 228	Animated	1973	G	VHS Beta	79.95 79.95
26	26	61	MAKING MICHAEL JACKSON'S THRILLER ▲ ◆	Vestron 1000	Michael Jackson	1983	NR	VHS Beta	29.95 29.95
27	34	25	FOOTLOOSE	Paramount Pictures Paramount Home Video 1589	Kevin Bacon John Lithgow	1984	PG	VHS Beta	39.95 39.95
28	24	5	ELVIS '68 COMEBACK SPECIAL	Media Home Entertainment M452	Elvis Presley	1968	NR	VHS Beta	29.95 29.95
29	27	14	VIDEO REWIND: THE ROLLING STONES GREAT VIDEO HITS ▲	Vestron 1016	The Rolling Stones	1984	NR	VHS Beta	29.95 29.95
30	30	2	THE WOMAN IN RED ▲	Vestron 5055	Gene Wilder Kelly Le Brock	1984	I3	VHS Beta	79.95 79.95
31	35	2	THE EVIL THAT MEN DO	RCA/Columbia Pictures Home Video 6-20407	Charles Bronson	1984	R	VHS Beta	79.95 79.95
32	NEW ▶		MIKE'S MURDER	The Ladd Company Warner Home Video 20015	Debra Winger	1984	R	VHS Beta	79.95 79.95
33	31	4	JAZZIN' FOR BLUE JEAN	TDV Sony Video Software 93W50002-1	David Bowie	1984	NR	VHS Beta	19.95 19.95
34	21	4	CLOAK AND DAGGER ▲	Universal City Studios MCA Dist. Corp. 80124	Henry Thomas Dabney Coleman	1984	PG	VHS Beta	79.95 79.95
35	39	84	DURAN DURAN ▲	Thorn/EMI Tvd 1646	Duran Duran	1983	NR	VHS Beta	29.95 29.95
36	28	25	ROMANCING THE STONE ▲	CBS-Fox Video 1358	Michael Douglas Kathleen Turner	1984	PG	VHS Beta	79.98 79.98
37	33	7	THE NEVERENDING STORY	Warner Brothers Pictures Warner Home Video 11399	Barrett Oliver Noah Hathaway	1984	PG	VHS Beta	79.95 79.95
38	37	3	BEST DEFENSE	Paramount Pictures Paramount Home Video 1587	Dudley Moore Eddie Murphy	1984	R	VHS Beta	79.95 79.95
39	38	3	ONCE UPON A TIME IN THE WEST	Paramount Pictures Paramount Home Video 6830	Henry Fonda Charles Bronson	1969	PG	VHS Beta	69.95 69.95
40	36	21	AGAINST ALL ODDS	RCA/Columbia Pictures Home Video 60077	Rachel Ward Jeff Bridges	1984	R	VHS Beta	79.95 79.95

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

# TOP VIDEOCASSETTES RENTALS

			Compiled from a national sample of retail store rental reports.				Year of Release	Rating	Format
THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Distributor, Catalog Number	Principal Performers				
1	1	8	POLICE ACADEMY ▲	The Ladd Company Warner Home Video 20016	Steve Guttenberg Kim Cattrall	1984	R	VHS Beta	
2	2	5	TIGHTROPE	Warner Brothers Pictures Warner Home Video 11400	Clint Eastwood	1984	R	VHS Beta	
3	3	3	ALL OF ME	Thorn/EMI/HBO Video TVA2715	Steve Martin Lily Tomlin	1984	R	VHS Beta	
4	12	2	THE WOMAN IN RED ▲	Vestron 5055	Gene Wilder Kelly Le Brock	1984	13	VHS Beta	
5	4	11	THE NATURAL	RCA/Columbia Pictures Home Video 6-20380	Robert Redford Glenn Close	1984	PG	VHS Beta	
6	5	24	ROMANCING THE STONE ▲	CBS-Fox Video 1358	Michael Douglas Kathleen Turner	1984	PG	VHS Beta	
7	7	13	PURPLE RAIN ▲	Warner Brothers Pictures Warner Home Video 11398	Prince Apollonia Kotero	1984	R	VHS Beta	
8	20	3	THE EVIL THAT MEN DO	RCA/Columbia Pictures Home Video 6-20407	Charles Bronson	1984	R	VHS Beta	
9	9	5	BEST DEFENSE	Paramount Pictures Paramount Home Video 1587	Dudley Moore Eddie Murphy	1984	R	VHS Beta	
10	10	12	THE LAST STARFIGHTER ▲ ◆	Universal City Studios MCA Dist. Corp. 80078	Lance Guest Robert Preston	1984	PG	VHS Beta	
11	6	5	CLOAK AND DAGGER ▲	Universal City Studios MCA Dist. Corp. 80124	Henry Thomas Dabney Coleman	1984	PG	VHS Beta	
12	13	23	SPLASH ◆	Touchstone Home Video 213	Daryl Hannah Tom Hanks	1984	PG	VHS Beta	
13	8	14	THE EMPIRE STRIKES BACK	CBS-Fox Video 1425	Mark Hamill Harrison Ford	1980	PG	VHS Beta	
14	11	8	THE NEVERENDING STORY ▲	Warner Brothers Pictures Warner Home Video 11399	Barrett Oliver Noah Hathaway	1984	PG	VHS Beta	
15	16	4	MIKE'S MURDER	The Ladd Company Warner Home Video 20015	Debra Winger	1984	R	VHS Beta	
16	14	10	DREAMSCAPE ▲	Thorn/EMI Home Video 2722	Dennis Quaid Kate Capshaw	1984	13	VHS Beta	
17	33	2	THE MUPPETS TAKE MANHATTAN	CBS-Fox Video 6731	The Muppets	1984	G	VHS Beta	
18	15	16	MOSCOW ON THE HUDSON	RCA/Columbia Pictures Home Video 60309	Robin Williams Maria Alonso	1984	R	VHS Beta	
19	17	21	AGAINST ALL ODDS	RCA/Columbia Pictures Home Video 60077	Rachel Ward Jeff Bridges	1984	R	VHS Beta	
20	21	20	GREYSTOKE: THE LEGEND OF TARZAN, LORD OF THE APES ▲	Warner Brothers Pictures Warner Home Video 11375	Christopher Lambert Andie MacDowell	1984	PG	VHS Beta	
21	23	8	TOP SECRET	Paramount Pictures Paramount Home Video 1567	Val Kilmer	1984	PG	VHS Beta	
22	19	14	CONAN THE DESTROYER ◆	Universal City Studios MCA Dist. Corp. 80079	A. Schwarzenegger Grace Jones	1984	PG	VHS Beta	
23	22	20	SIXTEEN CANDLES ▲ ◆	Universal City Studios MCA Dist. Corp. 80076	Molly Ringwald Paul Dooley	1984	PG	VHS Beta	
24	34	30	THE BIG CHILL ▲ ◆	RCA/Columbia Pictures Home Video 100211	William Hurt Glenn Close	1983	R	VHS Beta	
25	26	8	ROBIN HOOD	Walt Disney Home Video 228	Animated	1973	G	VHS Beta	
26	NEW ▶		ELECTRIC DREAMS	MGM/UA Home Video 800487	Lenny Von Dohlen Bud Cort	1984	PG	VHS Beta	
27	18	7	STREETS OF FIRE ● ◆	Universal City Studios MCA Dist. Corp. 80085	Michael Pare Diane Lane	1984	PG	VHS Beta	
28	24	16	THE PHILADELPHIA EXPERIMENT	Thorn/EMI Home Video 2547	Nancy Allen Michael Pare	1984	PG	VHS Beta	
29	28	39	SCARFACE ▲	Universal City Studios MCA Distributing Corp. 80047	Al Pacino	1983	R	VHS Beta	
30	30	11	BOLERO	Cannon Films Inc. USA Home Video 217-468	Bo Derek George Kennedy	1984	NR	VHS Beta	
31	29	2	RHINESTONE	CBS-Fox Video 1438	Sylvester Stallone Dolly Parton	1984	PG	VHS Beta	
32	27	24	FOOTLOOSE	Paramount Home Video Paramount Pictures 1589	Kevin Bacon John Lithgow	1984	PG	VHS Beta	
33	NEW ▶		MEATBALLS II	RCA/Columbia Pictures Home Video Home Video 6-20405	Richard Mulligan	1984	PG	VHS Beta	
34	31	18	FIRESTARTER ● ◆	Universal City Studios MCA Dist. Corp. 80075	David Keith Drew Barrymore	1984	R	VHS Beta	
35	35	4	2001: A SPACE ODYSSEY	MGM/UA Home Video 700002	Keir Dullea Gary Lockwood	1968	G	VHS Beta	
36	25	17	NEVER CRY WOLF ◆	Walt Disney Home Video 182	Charles Martin Smith Brian Dennehy	1984	PG	VHS Beta	
37	38	4	THE TROUBLE WITH HARRY	Universal Classics MCA Dist. Corp. 80130	John Forsythe Shirley MaClaine	1955	PG	VHS Beta	
38	40	6	THE MAN WHO KNEW TOO MUCH	Universal Classics MCA Dist. Corp. 80129	James Stewart Doris Day	1956	PG	VHS Beta	
39	32	3	ONCE UPON A TIME IN THE WEST	Paramount Pictures Paramount Home Video 6830	Henry Fonda Charles Bronson	1969	PG	VHS Beta	
40	37	17	BREAKIN' ▲ ◆	Cannon Films Inc. MGM/UA Home Video 800447	Adolfo Quinones Michael Chambers	1984	PG	VHS Beta	

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

## Home video



**Working Out for Jane.** Jane Fonda receives an award from Billboard in honor of her being the first artist to have three titles in the Top Videocassette sales top 10 at the same time. Standing from left are Karl Home Video head Stuart Karl, Fonda, "Jane Fonda's Workout" producer Sidney Galanty and Billboard's Diane Daou. (Photo: Atila Csupo)

### Fonda Sets Chart Record Three Titles in Top 10 at Once

LOS ANGELES Jane Fonda has become the first artist to have three titles on Billboard's Top Videocassettes Sales top 10 at the same time. Her "Jane Fonda's Workout," "Prime Time Workout" and "Workout Challenge" appeared on the video chart for the week ending Feb. 9 as numbers two, five and nine, respectively.

Upon receiving an award as a record-breaker, Fonda commented, "Who would have thought it would come to this? I'm delighted to know that I've gotten others involved in exercising on a regular basis."

"Jane Fonda's Workout" has

been a top 10 title for 145 weeks, longer than any other title on the videocassette sales listing. "Star Trek II: The Wrath Of Khan" holds second place with 103 weeks on the sales chart.

The Fonda exercise tapes, which are produced by Stuart Karl and Sidney Galanty and distributed by Karl Home Video, a division of Lorimar, remain popular even though some have been on the marketplace for three years. Fonda claims, "They are successful because they work. It makes people feel better."

"I do them myself," she adds. "I take them with me when I go on a trip. The tapes are fun, and they work."

"I didn't expect the interest to last this long," she admits. "I guess I'm a bit surprised about the number of people who exercise on a regular basis."

Fonda says that her goal is to create a full library of exercise tapes. "Depending on the mood one is in, you can choose from a variety of workouts," Fonda comments.

Her next made-for-video exercise project is expected to include dance, "similar to what we offer at the studio," she says.

"Jane Fonda's Workout" has spent more time at or close to No. 1 than any other home video title, accumulating a total of 23 weeks in the top spot, and moving up into the No. 1 position almost every time there is a change in titles at that spot.

### MCA Bowling Classics Series

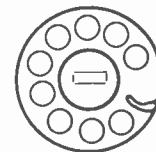
NEW YORK MCA Home Video is set to launch Film Classics, a new monthly videocassette release series, with the 1969 historical epic "Anne Of The Thousand Days" in April. Each month from then on will bring another classic film title obtained from the MCA Home Video Library.

The Film Classics line will bear readily identifiable packaging to promote collectability. Retail pricing for the series is described as "moderate," with the initial release at \$59.95.

Meanwhile, MCA Home Video will heavily promote its six exercise and fitness programs in the spring through national advertising, point-of-purchase and trade gift incentives. Each of the titles—"Jazzercise," "Let's Jazzercise," "Aerobic Dancing," "Aerobic Dancing Encore," "Yoga Moves" and "Body By Jake: Don't Quit"—will be supported at retail by banner posters and handouts, with dealers able to earn one digital jogging watch for every 15 exercise and fitness programs ordered from MCA during the April promotion period.

#### TOUCH That DIAL!

Get fast results with ACTION-MART, the Billboard Classified.



Call our Hotline at (800) 223-7524, and tell Jeff you want to see some Action!



## PTA MEET

(Continued from page 27)

is concerned with. Sex, nudity and violence are others, he said. "The rule is the rule of reason, what most parents will consider an appropriate rating. We are very reluctant to use the X, maybe the seventh time we review it, we hope they [producer] will edit it."

Heffner, again championing freedom, reminded the audience that X-rated movies free the parent from "making a decision for your child" because no one under 17 is admitted, with or without parental or guardian consent. As for the R rating, he said, the idea is "for the parent to sort of take the curse off" by accompanying minors. "R is not for rotten," he advised.

The relatively new PG-13 is a further caution, "particularly for the young," said Heffner, who said the "premise of X is used very often" by producers who withdraw movies from consideration for rating. This is a mistake, he said, because "it's an assumption that if a movie is not rated [by us], it would be X."

Speaking for the California PTA, Barbara Leonard said a survey of statewide video stores, with 400 responding, revealed that most conform to the standards Neely espoused. Neely urged all VSDA stores to cooperate.

## PIRACY LEVEL

(Continued from page 27)

Nix says that "both legal and illegal videos are being used in the public performance setting." In terms of scope and type of piracy, he says, "This is something that shifts from year to year."

A strict felony law, which makes the duplication of more than eight cassettes in six months a felony, and low pricing efforts by some manufacturers have been key factors in reducing video piracy's scope and impact, film industry executives say.

Paramount's Moscarat claims, "The pirate has a problem when he's dealing with product that's priced so low. It doesn't pay for him" to take the risks involved in running off illegal copies.

Moscarat points to titles in Paramount's "25 for under \$25" program, such as "Raiders Of The Lost Ark," as example of products tagged so low that it is not worth a pirate's trouble to make copies.

On most major titles, however, pirates still have a prime opportunity to cash in, Moscarat says, commenting that on any product bearing a list price of \$79.95 or higher, "There's still enough fat in the deal for him to make some money."

The Video Software Dealers Assn. (VSDA) maintains a piracy hotline for retailers who think their brethren are involved in shady activities. But executives at that organization say no records are kept as to where calls are coming from or how many come in each week.

Areas where major motion picture piracy is still strong include New York, Chicago and Los Angeles, with longtime record piracy hot spot North Carolina making a strong showing as well.

# Rock Idol. Poet. Visionary.

Jim Morrison. His lyrics revealed him as a truth seeker. His performances shocked and mesmerized his audiences. Rock 'n roll in the 60's reeled under the influence of The Doors.

Now there's an all-music video that captures the power and mystique of that legendary group — it contains rarely seen concert and TV appearances, previously banned footage and an intimate look at the man whose dynamic music lives on.

Some of the 14 complete songs include:

- BREAK ON THROUGH** The original Elektra Records promo film.
- LIGHT MY FIRE** Performance from The Ed Sullivan Show.
- L.A. WOMAN** A new film directed by Ray Manzarek.
- TOUCH ME** Performance from The Smothers Brothers Comedy Hour.
- THE END** Live performance from the 1968 Hollywood Bowl concert.
- CRYSTAL SHIP** Performance from American Bandstand.



**\$39.95** Suggested Retail  
Available in HiFi Stereo  
on VHS and Beta  
Selection # 80157

THIS VIDEOTAPE HAS BEEN DIGITALLY  
MASTERED ONTO HI FI AND DIGITALLY  
MIXED FROM THE ORIGINAL MASTER TAPES.

# The Doors dance on fire

CLASSIC PERFORMANCES \* GREATEST HITS

AVAILABLE ON VIDEOCASSETTE FROM



©1985 MCA Home Video, Inc.



## CBS/Fox Releasing Wham! Compilation

### Cross-Promotions Planned for Group's First Long-Form

BY HARRY WEINGER

NEW YORK Capitalizing on the huge international success of Wham!, CBS/Fox Video Music is releasing a long-form compilation video of the group exclusively for the home market. The half-hour package of seven songs will ship in late March and will retail for \$19.98.

The release of the video will coincide with the release of the group's next single, "Everything She Wants," which will be included in the compilation. The clip itself is still to be lensed.

Wham! completes production of the clip upon their return from their U.S. tour this week. Andy Morahan of Big Features Inc., who directed the group's "Careless Whisper" and "Last Christmas," is directing.

"By waiting for the next single, we increase our potential for cross-promotions with CBS Records for both pieces of product," notes Ken Ross, manager of music program-

ming for CBS/Fox. "Home video is becoming increasingly important in marketing a group. It's no longer an afterthought."

Jazz Summers, who co-manages Wham! with Simon Napier-Bell, concurs. Summers also says the group is involved with storyboards and production of the video and budgets are lower as a result.

"The video for 'Last Christmas' cost us 60,000 pounds (approximately \$66,000), and 'Wake Me Up Before You Go-Go' ended up costing 30,000 pounds (\$33,000)," he notes. "By today's standards that's pretty inexpensive."

Clips in the CBS/Fox release are "Wham Rap," "Bad Boys," "Club Tropicana," "Wake Me Up Before You Go-Go," "Careless Whisper," "Last Christmas" (marking its first availability in the U.S. in any recorded form) and "Everything She Wants."

The video is available in a shorter format in England and is selling

there for 14 pounds (\$15.40). Released at Christmas time and without the "Bad Boys" and "Everything She Wants" clips, the video reportedly sold 37,000 units in its first week. Current sales are said to exceed 50,000, making the title second only to "Making Michael Jackson's 'Thriller'" as that country's top-selling video.

Here, with a nod to Wham!'s back-to-back No. 1 singles, CBS/Fox is making what it terms a "significant commitment" to merchandising and advertising support. A full complement of banners, posters and other merchandising material will be available for audio and video retail outlets. The firm is also running spots on MTV.

While the group utilizes a specially created 16mm film during intermission of its live shows, CBS/Fox intends to tie in with a Wham! tour set for later this year.

"We are laying the groundwork for an extended sell-through with this product," Ross says. "And we feel it will be a good catalog item for us."



**Now She's Doing the Looking.** Penthouse magazine's Bob Guccione, left, and Vestron Video head Austin Furst chat at a party celebrating the release of "The Girls Of Penthouse" as "Girls" star and former Penthouse Pet of the Year Victoria Johnson looks on. (Photo: Chuck Pulin)

## ITA Plans Broad Agenda Meet To Examine New Technology

NEW YORK A broad slate of panelists, including retailers, manufacturers and marketers, will be speaking on topics ranging from "Changing Distribution Patterns In The Video Industry" to "Digital Audio Tape—Its Present Status And Its Future" at the 15th annual International Tape/Disc Assn. (ITA) Update Seminar.

Scheduled for March 20-23, the Update Seminar will be held at the Saddlebrook Golf & Tennis Resort in Tampa. Its official theme will be "Today's Technology—What It Means To You."

The conference will feature a broader image of subjects than most ITA seminars of recent years, with video, audio, floppy disks and computer tapes, media technical sessions and media management in

business and industry the official topics due for coverage.

Home video executives so far recruited include CBS/Fox Video's Len White, Karl Home Video's Stuart Karl, Thorn EMI/Home Box Office's Nick Santrizos, and two executives from the retail end of the business: David Westfall of American Home Video Corp. and George Hodgkins of Waldenbooks.

The home video executives will be part of a roundtable discussion. Other individual video presentations will include a talk by Eastman Kodak general manager Richard Lorbach Jr. on "8mm Video—Its Progress So Far And Its Future Outlook," and a blank tape panel dealing with the question, "How Can You Step Consumers Up To Premium Grade Tapes If They Can't Perceive The Difference?"

Other topics due for coverage include "Audio And Video Tape, What Can We Expect In The Future," "Laser Optical Technology And The Information Industry," "The Future Of Floppy Disks—Dimensions, Densities and Capacities," and, as part of the media management in business and industry category, "Video Discs—Learning From Previous Mistakes; Creating More Effective Programming; Making Discs A Usable Tool In Point-Of-Purchase Selling," "Strategies For Marketing Your Department To Your Company And To Outside Users," "Techniques Of Stress Management" and "Media Management Interface—An Exchange Of Experiences."

Other speakers so far scheduled to appear include VCA Duplicating Corp. president Bill Follett, CBS/Fox Video U.S. vice president and general manager Fred Fehlauer, DiscoVision Associates president James N. Fiedler, Verbatim Corp. president Malcolm Northrup, Matsushita Electric Industrial Co. acoustic recording tape general manager T. Kogure, Rank Video Services managing director Gerry Sadler, N.V. Philips deputy director video William den Tuinder and TDK Corp. tape division technical director Dr. Fukuzo Itoh.

### VIDEO SALES RENTAL SYSTEM

- MENU DRIVEN SYSTEM
- BAR CODE READER / PRINTER
- POINT OF SALE SYSTEM
- INVENTORY CONTROL
- DAILY REPORTING
- CLUB MEMBERSHIP SYSTEM
- RENTAL'S DUE REPORTING

For more information call or write:

**COMP-U-SOLVE, INC.**

P.O. Box #7023  
Elgin, IL 60121  
(312) 741-7100

### READ ALL ABOUT IT!

Send for

## 1984 CATALOG

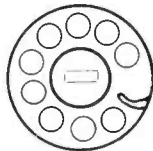
### POPCORN & VIDEO

## Poppers Supply Co., Inc.

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

### TOUCH That DIAL!

Get fast results with **ACTION-MART**, the Billboard Classified.



Call our Hotline at (800) 223-7524, and tell Jeff you want to see some Action!

# SWEDEN'S BIGGEST EXPORT

A dynamic follow-up to the first Abba videocassette, "Abba, Again" is an exciting thirty minute musical program with solo appearances by Agnetha Fältskog and Frida.

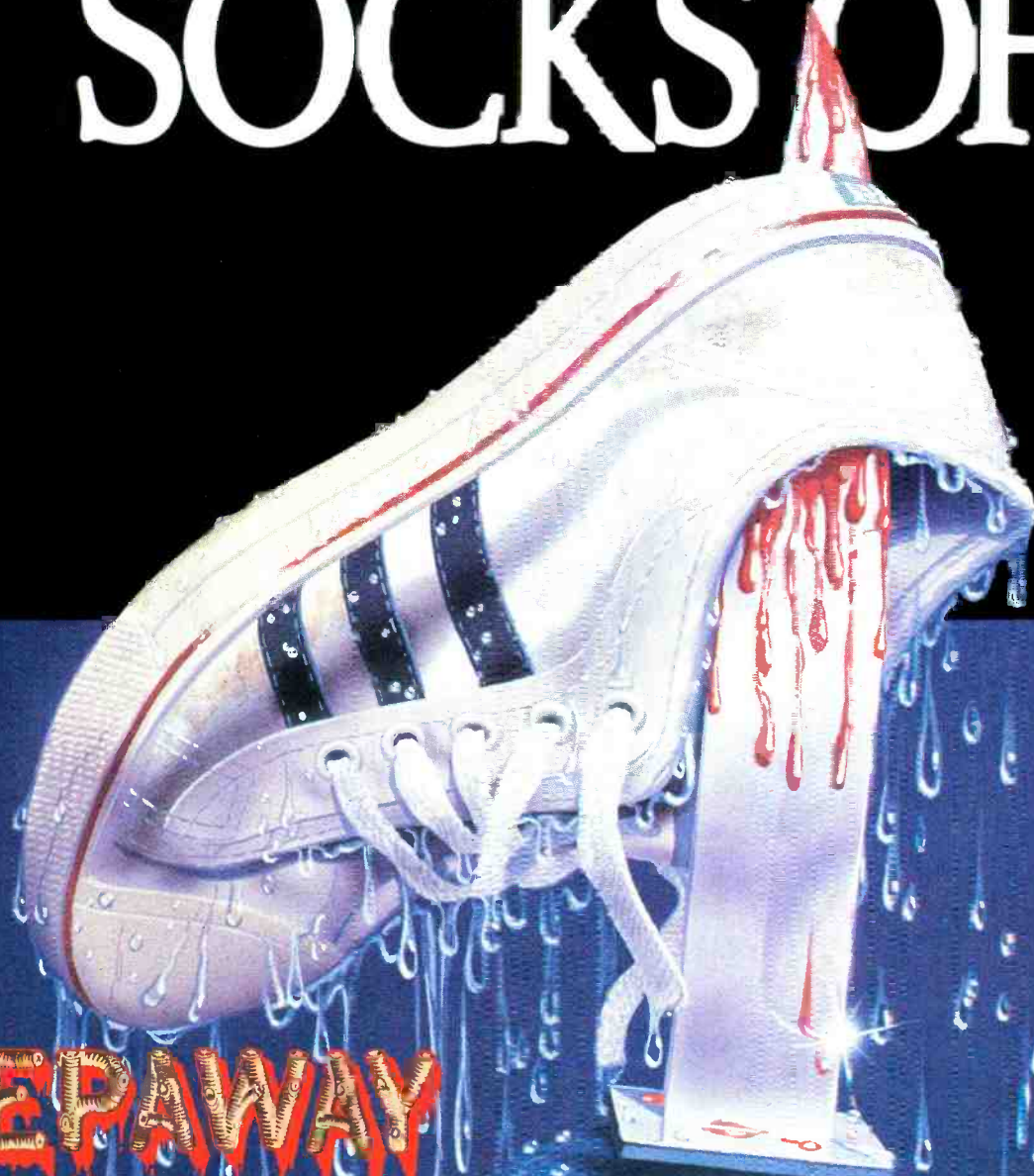
AVAILABLE ON  
VIDEOCASSETTE FOR  
\$19.95 IN VHS & BETA HI-FI

monterey home video™

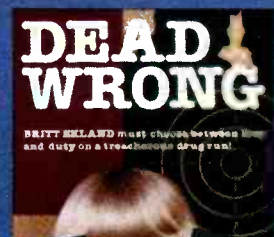
Monterey Home Video / Manufactured and Distributed Exclusively by  
International Video Entertainment, Inc. 7920 Alabama Avenue, Canoga Park, CA 91304-4991



# KNOCK THEIR SOCKS OFF.



## SLEEPAWAY CAMP



Let's get right to the point. We at Media Home Entertainment aren't fooling around this March. Just ask any of the kids on their way to "Sleepaway Camp." Better ask them fast, though. Some will be sleeping for quite a long time.

If this national release sounds like it'll quicken your pulse, our other videocassettes could cause it to race. Like "The Cold Room" starring George Segal. Or, "Dead Wrong" with Britt Ekland. Even James Brolin joins in with "Night of the Juggler."

We're more than serious this March. We mean business. Get the point?

Now on videocassette.

### MEDIA

MEDIA HOME ENTERTAINMENT, INC.  
A Heron International Company  
Los Angeles, California



MAKE THE AWARD WINNING

*Hans Christian Andersen's*

MAGIC  
ADVENTURE  
A WINNER FOR YOU!



For Only  
**\$49<sup>95</sup>**

Give your customers  
an opportunity to step into  
the land of make believe with  
this classic tale of enchantment.

International  
AWARD WINNER

**Now Available On Videocassette.**

Contact your local distributor.

Exclusive Canadian Distribution By Rocky Mountain Video Distributors L.T.D.  
109, 358-58 Ave. S.W., Calgary, Alberta T2H 2M5  
Call (403) 258-1705





**Atomic Clip Comedy.** Martin Briley mixes twisted humor and a nuclear nightmare message in his clip "Dangerous Moments." Taking the clip's weirdness index a few points higher are cameo appearances by such people as Briley's manager Mike Lembo and PolyGram International executive vice president Aart Dalhuisen, playing a drunk in his first video appearance. Standing from left are director Chris Gabrin, Briley, Dalhuisen and Lembo.

## Key Issue Facing NAVAS CLIP MAKERS FOCUS ON ROYALTIES

BY FAYE ZUCKERMAN

LOS ANGELES The question of royalty payments from sales of promotional music clips to video producers and directors is emerging as a critical issue for the three-year-old non-profit National Academy of Video Arts & Sciences (NAVAS).

"Now that some 350 television shows depend on music videos for programming and several home video companies make them available for sale, the clips have clearly become something more than just marketing tools," says Mick Kennedy, director of NAVAS, which represents some 550 members of the video community.

"We are seeing ad and sales reve-

nue generated from the clips," Kennedy adds. "So we feel that producers and directors should begin to benefit from those funds."

Local video show producer Lanny Zierling commented at a recent NAVAS meeting here that he is in the process of designing a payment schedule based on advertising revenue which is similar to that of ASCAP and BMI. But some music outlets are not about to start tying up funds for royalty payments.

At the same meeting, David Kellogg, executive producer of "Goodnight L.A.," countered: "It's not economically practical for us to pay for the clips. The show is dictated by ratings, and the ratings aren't there for us to defend an additional outlay. It costs us \$2,000 to put the show together weekly—a rerun of 'Love Boat' costs the same.

"When it's cheaper to run an old movie or 'Love Boat' at that [late night] time slot, chances are we will do it and cancel the [music video] show. The advertising dollars are just not enough."

Epic Records' Larry Stessel pointed out that few promotional videos recoup their costs. Noting CBS's "Prime Cuts" series of clip compilation reels being made available for sale on videotape, Stessel deferred to CBS/Fox Video.

"They set their own policies," he noted. "It is my understanding that right now home video sales [of promotional clips] are not making giant profits, if any at all."

It was generally agreed that directors and producers should share in revenues generated as a result of new home entertainment technologies. Video director/producer Bill Parker noted that he sees clips he created nearly three years ago still shown repeatedly on television.

"Why am I not getting paid for that work?" he asked.

Parker, who is best known for directing clips used to promote the soundtrack album and movie "Eddie & the Cruisers," said he wonders why he is not sharing in the revenues generated by the album. "When there are bills to pay, your enthusiasm starts to wane. I guess the industry is still in its embryonic stages."

Concurring with Parker was David Bean, president of Pacific Arts Video Records. "Music videos are the records of the future," Bean said. "Just as there are broadcast payments, there will be organizations that collect money for videos."

Video will come to mimic records, Bean predicted: "You make a video album, put out some singles for promotion and sell it via retailers.

"Recording artists should start paying for their music videos, and maintain control over the product," he added. "Right now, they are giving up control over something that is likely to bring profits."

In any event, record labels are putting up funds to produce videos to promote upcoming album releases. Larry Solters, senior vice president of artist development for MCA Records, called in the NAVAS quarterly newsletter for producers to put up their own funds, "if they think there is a fantastic revenue coming in on videos.

"We are the executive producers," Solters continued. "We pay. We come up with the money to do the job . . . when the job is done, we own the work.

"The original function of a music video is for marketing and promotion. If a small, small minority end up being sold, they [producers]

(Continued on page 38)

## 'Wallpaper' Firm Producing Own Material Video Placement Intl. Moves Beyond Public Domain

NEW YORK Video Placement International, a firm specializing in the distribution of ambient, "wallpaper" video footage, will broaden the scope of its catalog by producing some of its own product and using licensed footage instead of the public domain material that makes up most of its current library.

At the same time, the company is trying to increase the scope and types of markets it serves and lessen the \$200-a-month per subscriber cost of its reels, says VPI chief

Stewart Young. A key ingredient in cutting costs may be the use of commercial tie-ins, he says.

Young says he expects that his new "Fabulous Females—Volume 2: Today" compilation, will be among VPI's biggest sellers. Consisting of "lots of tushies, nothing overt," this new set marks the company's entrance into original production, mixing snippets of Miss America and movie serial heroine types with bikini-ed models filmed by an erotic fashion photographer

at California's Venice Beach and upstate New York.

This contrasts with VPI's "Fabulous Females—Volume 1: Through The Ages" program, which, like most of the 20 or so "video montage" titles in the catalog is made up of various existing movie, newsreel, cartoon and video footage intended for video club screening to song without their own video clips.

"We started out using public domain films for our tapes since they were already available, and from them made enough money to start producing our own," explains Young, who adds that the new "Fabulous Females" reel is VPI's "most ambitious," costing around \$10,000 to make.

In another departure from public domain, Young, who claims his product is in use at more than 600 U.S. locations, has just sent out flyers to prime customers announcing release of "Good Sports," a full-color collection of sports action including football, basketball, speedboating, bicycling and—most popular so far, he says—rodeo riding. Obtained via an agreement with New York post-production facility CineVid, the release results from customer demand, says Young, adding that future titles—to be released at the rate of one every three months—will similarly be "pre-sold in advance."

Young is also looking to pick up other outside product for distribution. VPI already carries "Video Grafix," a tape offering psychedelic video artistry, as well as "Laserium," culled from five house of Laserium laser light show footage. Young recently secured world rights to the latter material, except for home video in the U.S., U.K and Canada.

VPI is further branching out by selling its library of stock footage to broadcasters at the rate of \$200 per minute. It is also syndicating a 10-part television series entitled "Forgotten Films," featuring rare footage of movies made from 1920 to 1940.

JIM BESSMAN

## B.B. Gets Kingly Treatment Veteran Bluesman Profiled on MTV

NEW YORK To better acquaint young music video viewers with B.B. King, MCA Records, Universal Studios and director John Landis have produced a half-hour documentary on King, which aired on MTV Feb. 17.

In addition to looking at King's background, the documentary contains three King video clips from MCA's just-released "Into The Night" soundtrack album, including the title track first single. It also shows King's involvement in the recordings.

To further spark interest in the legendary bluesman and the "B.B. King—Into The Night" documentary, MCA Records have made available to MTV and other outlets a series of "testimonial" interviews with such guitarists as Steve Miller, Stevie Ray Vaughan, Jimmy Page, J. Geils and Neil Schon. Gathered by "Rock Of The 80's" executive producer Martin Schwartz, these pieces range in length from 35 seconds to two minutes and make up what MCA's senior vice president of artist development Larry Solters calls a "video press kit" designed to increase awareness of King.

"So many musicians attribute their work to B.B.," notes Solters, "but unfortunately, the current demo of contemporary radio doesn't realize it. Same with the usual video

audience, which hasn't the slightest idea of who he is. If they knew how much their records and heroes were influenced by him they'd freak out."

To facilitate that reaction, Solters instigated the campaign to focus attention on King and the soundtrack album to the Landis-directed movie, which opened in New York and Los Angeles Friday (22) and opens nationally March 8.

"Landis has a special knowledge of music and knows what appeals to a music-loving film audience," says Solters. Landis, who directed Michael Jackson's "Thriller" clip, also directed the three King videos from the soundtrack. While the title track's clip shows a fairly straightforward performance by King and his usual band, the other two—"Lucille" and "In The Midnight Hour"—feature an all-star cast of friends miming their instrumental parts. Among them are Eddie Murphy on drums; Dan Aykroyd, Steve Martin and actress Michelle Pfeiffer on horns, and actor Jeff Goldblum on keyboards.

### ACTIONMART

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

### ATTENTION VIDEO PROGRAM BUYERS

ARE YOU SATISFIED WITH  
YOUR CURRENT AMBIENT VIDEO?

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

### VIDEO PLACEMENT INTERNATIONAL

the creators of



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

### VIDEO PLACEMENT INTERNATIONAL

240 East 27th Street, Suite 8L, New York, NY 10016 212-696-9207

## CLIP MAKERS FOCUS ON ROYALTIES

(Continued from page 37)

should work that out with the home video people," he concluded.

Noted Stessel: "Over the past three years, budgets have been increased dramatically. At first, money was really tight. Producers are beginning to get more reasonable fees."

But video producer Ken Walz, who produced Scandal's "The Warrior" and Cyndi Lauper's "Girls Just Want To Have Fun" and "Time After Time," told NAVAS that current budgets are still exceedingly low.

"We do projects that should cost \$100,000 to \$200,000 for \$40,000 or \$50,000. It's been a buyers market. If we start to complain and say that we can't make ends meet, the record companies say, 'We have about 30 other people who want to do the same thing. We will just call them.'"

Walz claimed that his profits for

"Girls Just Want To Have Fun" came to only \$1,500. "I know that I've made Lauper and Portrait Records an awful lot of money . . . I don't even have a platinum record on my wall. They're selling both videos I did for Lauper on a compilation. Money is pouring into Cyndi's pocket and to CBS Records . . . I'm partially responsible for that, and I've received virtually no compensation."

In an attempt to create standards for the video industry, several producers have formed the Music Video Producers Assn. (MVPA), headed by Picture Music International's John Diaz. Walz said he hopes that the fledgling association will act as a liaison between the record industry and video production companies.

The MVPA is patterning itself after the Assn. of Independent Commercial Producers (AICP), which is said to be working out similar is-

suues with many of the major manufacturers for which its members develop commercials. "In the commercial industry, the markup on a budget, excluding the director's fee, is usually 35%," Walz claimed. "We make sometimes 6%. Other times it's 20%."

MCA's Solters bore out an ironic point, however, when he noted that the record companies "contributed to creating the video [music] industry." In fact, the executive advisory board of NAVAS includes MCA Records president Irving Azoff and CBS Records president Walter Yetnikoff.

"The record company executives actually formed the association in 1982 as an organization which voted for the American Video Awards," admits Kennedy. Since then, however, the association has tried to emerge as a non-biased concern for the music video industry.

# New Video Clips

This weekly listing of new video clips generally available for programming and/or promotional purposes includes: Artists, title, album (where applicable)/label, producer/production house, director.

Please send information to Billboard, New Video Clips, 1515 Broadway, New York, N.Y. 10036.

### ANGEL CITY

**Underground**  
Two Minute Warning/MCA  
Laughing Kookaburra Productions  
Phil Noyce

### BANG BANG

**This Is Love**  
Life-Part II/Epic  
Jerry Kramer & Assoc.

### PAT BENATAR

**Ooh Ooh-Song**  
Tropico/Chrysalis  
Callner & Shapiro  
Marty Callner

### GEORGE BENSON

**20/20**  
20/20/Warner Bros.  
Fiona Fitzherbert  
Kenny Ortega

### BIG COUNTRY

**East Of Eden**  
Steeltown/Mercury  
Jon Roseman Television  
Mike Brady

### BLUEBELLS

**I'm Falling**  
Sisters/Sire  
MGMM  
N. Morris

### CABARET VOLTAIRE

**Sensoria**  
Microphonies/Some Bizzare  
Active Image  
Peter Care

### AL CORLEY

**Square Rooms**  
Square Rooms/Mercury  
David Hodge  
David Hodge

### DEEP PURPLE

**Knocking At Your Back Door**  
Perfect Strangers/Mercury  
Colorvideo Productions  
Albie "The Man" Vos

### DANNY ELFMAN

**Gratitude**  
Solo/MCA  
Exposure Productions  
Graeme Whifler

### EVERYTHING BUT THE GIRL

**Native Land**  
Everything But The Girl/Sire  
WhyB2 Films

### WILTON FELDER

**(No Matter How High I Get) I'll Still Be Looking Up to You**  
Secrets/MCA  
Jon Roseman Television  
Jon Roseman

### THE FIXX

**Less Cities, More Moving People**  
Phantoms/MCA  
Rupert Hine for the Dopplerganger Video Co.  
Jeannette Obstoj

### JOHN FOGERTY

**Old Man Down The Road**  
Centerfield/Warner Bros.  
Francie Moore  
Mick Haggerty Design/Art Productions

### SIEDAH GARRETT

**Do You Want It Right Now**  
Fast Forward Soundtrack  
Jeff Abelson  
Jules Lichtman

### GO WEST

**We Close Our Eyes**  
Go West/Chrysalis  
Lexi Godfrey/Medialab  
Godley & Creme

### SAMMY HAGAR

**V.O.A.**  
V.O.A./Geffen  
John Callas/Fusion Films  
Gil Bettman

### DAN HARTMAN

**Second Nature**  
I Can Dream About You/MCA  
Fusion Films for OCC Enterprises  
Edd Griles

### DON HENLEY

**Boys Of Summer**  
Building The Perfect Beast/Geffen  
Randy Skinner  
Jean-Baptiste Mondino

### CHRIS ISAAK

**Dancin'**  
Silvertone/Warner Bros.  
Simon Field/Sharon Oreck  
Mary Lambert

### ELTON JOHN

**In Neon**  
Breaking Hearts/Geffen  
Beth Broday & Stephen Buck  
David Hogan & Bernie Taupin

### CHAKA KHAN

**This Is My Night**  
I Feel For You/Warner Bros.  
Sharon Oreck  
Lyndall Hobbs

### KLYMAXX

**The Men All Pause**  
Meeting In The Ladies Room/Constellation  
Bill Parker Productions  
Peter Allen

### HUEY LEWIS & THE NEWS

**Bad Is Bad**  
Sports/Chrysalis  
Dancing Bear Productions  
Tim Newman

### LOS LOBOS

**Will The Wolf Survive**  
How Will The Wolf Survive/Slash  
Francie Moore  
Mick Haggerty/Design/Art Productions

### MADONNA

**Like A Virgin** (Lion Lounge version)  
Like A Virgin/Sire  
Simon Fields  
Mary Lambert

### MADONNA

**Material Girl**  
Like A Virgin/Sire  
Sharon Oreck  
Mary Lambert

### MADONNA

**Gambler**  
Vision Quest Soundtrack/Geffen  
Gaywest Films

### LONETTE McKEE

**Ill Wind**  
The Cotton Club Soundtrack/Geffen  
Robert Evans  
Francis Ford Coppola

### PAT METHENY

**Yolanda, You Learn**  
First Circle/ECM  
Sue Huntley

### GARY O'

**Shades Of '45**  
RCA  
Michael Rosen  
Robert F. Quartly

VIDEOS ADDED THIS WEEK	WEEKS ON PLAYLIST
BIG COUNTRY EAST OF EDEN Mercury	LIGHT
DAVID BOWIE & PAT METHENY THIS IS NOT AMERICA EMI America	LIGHT
ERIC CARMEN I WANNA HEAR IT Geffen	LIGHT
CHICAGO ALONG COMES A WOMAN Full Moon/Warner Bros.	POWER
DEEP PURPLE KNOCKIN' AT YOUR BACK DOOR Mercury	BREAKOUT
ELLIOT EASTON LIKE A WHEEL Elektra	LIGHT
ROGER HODGSON IN JEOPARDY A&M	LIGHT
RUN-D.M.C. KING OF ROCK Profile	NEW
SADE SMOOTH OPEFATOR Portrait	LIGHT
SANTANA SAY IT AGAIN Columbia	BREAKOUT
TOTO HOLYANNA Columbia	LIGHT
JACK WAGNER PREMONITION Qwest	NEW
JOHN WAITE CHANGE Chrysalis	LIGHT
ZOT URANIUM Elektra	BREAKOUT
<b>POWER ROTATION</b>	
BRYAN ADAMS SOMEBODY A&M	5
PHIL COLLINS ONE MORE NIGHT Atlantic	2
THE FIRM RADIOACTIVE Atlantic	4
MICK JAGGER JUST ANOTHER NIGHT Columbia	2
SCANDAL FEATURING PATTY SMYTH BEAT OF A HEART Columbia	4
TALKING HEADS GIRLFRIEND IS BETTER Sire	5
TWISTED SISTER THE PRICE Atlantic	2
JOHN WAITE RECKLESS HEART EMI America	5
<b>HEAVY ROTATION</b>	
*BRYAN ADAMS RUN TO YOU A&M	13
PHILIP BAILEY with PHIL COLLINS EASY LOVER Columbia	11
*FOREIGNER I WANT TO KNOW WHAT LOVE IS Atlantic	9
GLENN FREY THE HEAT IS ON MCA	4
*DON HENLEY BOYS OF SUMMER Geffen	11
*BILLY JOEL KEEPIN' THE FAITH Columbia	14
*JULIAN LENNON TOO LATE FOR GOODBYES Atlantic	8
MADONNA MATERIAL GIRL Sire	3
*BILLY OCEAN LOVERBOY Jive/Arista	14
POINTER SISTERS NEUTRON DANCE Planet	13
*REO SPEEDWAGON CAN'T FIGHT THIS FEELING Epic	8
*DAVID LEE ROTH CALIFORNIA GIRLS Warner Bros.	7
*BRUCE SPRINGSTEEN BORN IN THE USA Columbia	13
SURVIVOR HIGH ON YOU Scotti Bros./Epic	7
WHAM! CARELESS WHISPER Columbia	11
<b>ACTIVE ROTATION</b>	
PAT BENATAR OOH OOH SONG Chrysalis	7
THE CARS WHY CAN'T I HAVE YOU Elektra	5
MORRIS DAY JUNGLE LOVE Warner Bros.	17
JOHN FOGERTY THE OLD MAN DOWN THE ROAD Warner Bros.	7
FRANKIE GOES TO HOLLYWOOD RELAX ZTT/Island	10
DARYL HALL & JOHN OATES METHOD OF MODERN LOVE RCA	11
JOHN PARR NAUGHTY NAUGHTY Atlantic	13
PRINCE TAKE ME WITH U Warner Bros.	5
TINA TURNER PRIVATE DANCER Capitol	7
<b>MEDIUM ROTATION</b>	
AUTOGRAPH TURN UP THE RADIO RCA	13
SAMMY HAGAR V.O.A. Geffen	4
*JOAN JETT I LOVE YOU LOVE ME MCA	13
MADONNA CRAZY FOR YOU Geffen	5
ALAN PARSONS PROJECT LET'S TALK ABOUT ME Arista	3
SIMPLE MINDS DON'T YOU (FORGET ABOUT ME) A&M	5
BARBRA STREISAND EMOTION Columbia	5
TEENA MARIE LOVER GIRL Epic	13
<b>BREAKOUT ROTATION</b>	
ANIMOTION OBSESSION Mercury	14
MARTIN BRILEY DANGEROUS MOMENTS Mercury	6
BRONSKI BEAT SMALL TOWN BOY MCA	9
LLOYD COLE PERFECT SKIN Geffen	5
ROBIN GEORGE HEARTLINE Bronze/Island	4
GD WEST WE CLOSE OUR EYES Chrysalis	3
JOHN HUNTER TRAGEDY Private I	8
GREG KINN LUCKY EMI America	2
B.B. KING INTO THE NIGHT MCA	3
LRB PLAYIN' TO WIN Capitol	4
ROMAN HOLLIDAY ONE FOOT BACK IN YOUR DOOR Jive/Arista	7
STONE FURY LIFE IS TOO LONELY MCA	2
<b>LIGHT ROTATION</b>	
EUROGLIDERS ANOTHER DAY IN THE BIG WORLD Columbia	5
DAN HARTMAN SECOND NATURE MCA	2
CHAKA KHAN THIS IS MY NIGHT Warner Bros.	4
KISS THRILLS IN THE NIGHT Mercury	4
KROKUS BALLROOM BLITZ Arista	4
STEVE MILLER BONGO BONGO Capitol	6
SUICIDAL TENDENCIES INSTITUTIONALIZED Frontier	14
<b>NEW ROTATION</b>	
ANGEL CITY UNDERGROUND MCA	4
THE BLUEBELLS I'M FALLING Sire	5
SHEENA EASTON SUGAR WALLS EMI America	5
DANNY ELFMAN GRATITUDE MCA	4
EURYTHMICS JULIA RCA	4
EVERYTHING BUT THE GIRL NATIVE LAND Sire	5
KING KOBRA HUNGER Capitol	2
LOUDNESS CRAZY NIGHTS Atco	2
MADAME X HIGH IN HIGH SCHOOL Epic	4
THE NAILS LET IT ALL HANG OUT RCA	2
NORMAN NARDINI & THE TIGERS IF YOU DON'T WANT ME CBS Associated	2
OMD TESLA GIRLS A&M	6
PSEUDO ECHO THERE'S A BEAT FOR YOU EMI America	2
ROMEO VOID SAY NO Columbia	5
THE VELS LOOK MY WAY Mercury	2
WIDOW BITCH Epic	3

\* Denotes Sneak Preview Recurrent.

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

# PROMOTIONAL MUSIC VIDEO

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

**We provide:**

- Newest Releases
- Quick Service
- Highest Quality
- Low Cost

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

Lawrence Enterprises, Inc. Dial (201) 667-4026

#1 way of staying on top of video music





**Computerized Kid-Stuff.** Mesa Records recording artist Karen Taylor-Good recently recorded a series of children's songs at Music Resources, a new Nashville studio geared exclusively to produce computerized and electronic music. Working at the Synclavier computer is studio president Stephen R. Schaffer, who designed and built the studio and compiled its extensive digital real-sounds library.

## CHEROKEE CONVERTS TRIDENT BOARDS

### L.A. Studio Streamlines Consoles To Upgrade Sound

BY STEVEN DUPLER

LOS ANGELES "We got our first Trident A range at the AES show in 1976, and we began to modify it almost immediately," says Cherokee Studios owner Dee Robb. "There were all kinds of little functional things we wanted to change, like the cue systems, the way the solo systems worked, the fact that there was no stereo buss. We loved the sound of the board, but felt we could improve on its design."

Cherokee now owns four of the 13 A range consoles produced by Trident before the British manufacturer phased out the series. All are heavily modified, with changes designed by Grey Thompson and car-

ried out primarily by Toby Foster, Cherokee's chief engineer. Foster says that when he began modifying that first Trident board acquired by the studio, it ended up "about 50% Trident and 50% Cherokee."

"Now," he continues, "there are only a few circuits that are Trident left in our A range consoles; the rest are all ours. We leave the equalizers alone, but with our other changes, we've managed to radically improve the noise and distortion."

The latest Trident conversion going on at Cherokee will result in a sophisticated yet simple custom board, scheduled to go on line early this month. The way Foster sees it, the changes Cherokee has wrought in the Trident reflect the studio's philosophy of making things simple and scaled-down while retaining convenience and excellent sound.

"A lot of things on a console which you use only 5% of the time get in your way 90% of the time," says Foster. "If you can accomplish something with just a patch cord rather than all the bells and whistles, you should do it. There's been a trend toward that way of thinking by some manufacturers the last couple of years, although not by all of them."

Cherokee is a world-class facility in the position to opt for practically any console it might desire. Why

spend the time and energy required to gut, redesign and wire an existing console chassis?

"We couldn't find anything out there that was just right for us," says Foster. "Manufacturers are only now recognizing the need for something more spartan sonically—as fully automated as, say, a NE-CAM, but with a more straightforward approach."

According to Foster and Robb, it's simply too expensive for console manufacturers to build a board with the kind of circuitry and design that go into Cherokee's custom console. "For us, on the other hand," says Robb, "it's cost-effective to use the best components we can get."

Adds Foster: "At many console manufacturing companies, there are often too many non-musical scientists designing boards that are too cluttered, have features you don't need, or just look good on the spec sheet. It's become a case of the technological tail wagging the musical dog."

The new Cherokee board is a futuristic-looking affair described by Foster as "the lowest-profile console ever made." Even the meter bridge is recessed within a Plexiglas-covered well at the top of the board for optimal visibility and non-interference. Other innovations in-

(Continued on page 41)

## New Studio Specializes in Special Effects

### Tennessee's Music Resources Built Around Synclavier

NASHVILLE Former session musician Stephen R. Schaffer has opened a studio in nearby Franklin designed specifically for the computerized and electronic production of music. His facility, Music Resources, is built around the Synclavier computer-based digital music system.

Schaffer says his specialties are enhancing, altering and providing special effects for musical projects rather than straightforward record-

ing. "I'm more service-then studio-oriented," he stresses. "The studio was sort of added to my equipment, rather than the other way around." He estimates that he has spent between \$175,000 and \$200,000 on the enterprise.

Three recent projects, he says, demonstrate his chief areas of service. For a Cristy Lane album, Schaffer repaired individual tracks, moving minute bits of music from one place to another. Computerized

editing, he maintains, "makes razor blade editing like taking a backhoe across a wedding cake" in comparison.

On a promotional video for the Minneapolis Star-Tribune, Schaffer synchronized the music for footage that had 84 images in 23 seconds. And for a Hank Williams Jr. cut, he created a sequence of "ethereal" sounding music.

Although most of his work has so far been done in his studio, Schaffer says his synthesizer equipment is portable. He also maintains an in-house production company, Sweet Sue, that is a signatory to both the AFM and AFTRA/SAG.

Rates depend on whether the music being recorded is live or programmed, generally ranging from \$75 to \$100 an hour. "More often than not," Schaffer says, "I work with producers who are also arrangers. If I play on a session, I charge leader scale." Schaffer, who does his own engineering, is a veteran Nashville bassist.

The Synclavier features a 32-track digital memory, sample to disk system, Kennedy tape drive, terminal display, music printing option and a 10-megabyte Winchester disk drive.

Other Music Resources equipment includes a Sony PCM-F1 digital two-track, Garfield Electronics Mini-Doc sequencer interface device, Sequential Circuits Prophet 10 synthesizer, a Linn Drum and a Lexicon Model 200 digital reverb.

EDWARD MORRIS

## Audio Track

NEW YORK

DAVID LAHM has finished mixing two jazz albums at Big Apple Studios. Bernard Fox was behind the desk, and Barry Rogers produced. Also there, Chico Mendoza's 19-piece Latin/jazz album was completed, with George Kazane engineering. And Flora Purim began tracking a new 12-inch single with producer Lewis Small.

Celestial Sound was host to World Trade Records act Mark IV, with label president Ray Daniels and mixer/producer Allen George recently completing mixing and additional production for the track "Rainy Days."

At Woodstock's Utopia Sound, L.A.-based funk/rock act What Is This is putting finishing touches on its MCA debut album with producer Todd Rundgren. Chris Anderson is at the controls.

LOS ANGELES

AT HOLLYWOOD'S Sunset Sound, Arista act Air Supply has been tracking with producer Bob Ezrin and engineer Brian Christian, with Bill Jackson assisting. Also, Sparrow artist Steve Camp has been working on new tracks and overdubbing for his upcoming album. Camp is producing, with Terry Christian at the console. And Lee Ritenour and Dave Grusin are

in tracking for their upcoming album. Ritenour and Grusin are co-producing, with Don Murray engineering. Christian and Stuart Furucho are assisting.

Recent activity at The Village Recorder saw EMI act the Tan in Studio A with producer Tony Berg tracking for their debut album. Frank Wolf engineered, with assistance from Tom Nist. In Studio D, Rick Springfield has been overdubbing with producer Bill Drescher for his upcoming RCA album. Drescher also engineered, with Cliff Jones assisting.

Meryl Streep and pianist George Winston were in at Group IV Recording with producer Frosty Horton, mixing "The Velveten Rabbit" for Dancing Cat Productions. Streep is narrating the animated special, which airs on PBS this month. Andy D'Addario engineered.

Jellybean Benitez and engineer Michael Hutchinson mixed dance versions of singles by Donna Summer, Kenny Loggins, Barbra Streisand and Santana at Santa Monica's Larrabee Sound. Sabrina Buchanek assisted.

NASHVILLE

AT THE SOUND SHOP, Lee Greenwood is working on a new album with producer Jerry Crutch-

(Continued on page 41)

Print your label copy  
right on your cassette  
with the apex printer



Forget about paper labels.  
Print up to 5,000 units per hour.  
Save time, money, trouble, space.  
Eliminate inventory problems, costly label overruns.  
Save 4¢ or more per cassette.

4 models to choose from:  
Two one-color table top models.  
Two high production multi-color consoles,  
that print up to three colors in one pass.

Distributed in the U.S.  
and worldwide by



400 Madison Avenue  
New York, New York 10017  
Telephone: (212) 308-6888  
Telex: 12-6419

Apex Machine Company  
3000 N.E. 12th Terrace  
Fort Lauderdale, FL 33334  
Telephone: (305) 566-1572

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

Compiled from a national sample of retail store,  
one-stop and rack sales reports.

THIS WEEK		LAST WEEK		2 WKS. AGO		WKS. ON CHART		ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*		TITLE	
1	2	3	17					WHAM ▲ COLUMBIA FC39595 (CD)	1 week at No. One	MAKE IT BIG	
2	1	1	14					MADONNA ▲ <sup>3</sup> SIRE 25157-1/WARNER BROS. (8.98) (CD)		LIKE A VIRGIN	
3	3	2	37					BRUCE SPRINGSTEEN ▲ <sup>3</sup> COLUMBIA QC 38653 (CD)		BORN IN THE U.S.A.	
4	4	5	6					JOHN FOGERTY WARNER BROS. 1-25203 (8.98) (CD)		CENTERFIELD	
5	5	4	9					FOREIGNER ▲ ATLANTIC 81999 (9.98) (CD)		AGENT PROVOCATEUR	
6	6	9	21					NEW EDITION ▲ MCA MCA5515 (8.98)		NEW EDITION	
7	8	8	15					BRYAN ADAMS ▲ A&M SP5013 (8.98) (CD)		RECKLESS	
8	12	15	8					SOUNDTRACK ● MCA 5547 (8.98)		BEVERLY HILLS COP	
9	10	11	38					TINA TURNER ▲ <sup>3</sup> CAPITOL ST-12330 (8.98) (CD)		PRIVATE DANCER	
10	9	6	40					CHICAGO ▲ <sup>2</sup> FULL MOON/WARNER BROS. 1-25060/WARNER BROS. (8.98) (CD)		17	
11	7	7	34					PRINCE & THE NEW POWER GENERATION ▲ <sup>9</sup> WARNER BROS. 25110-1 (8.98) (CD)		PURPLE RAIN	
12	15	22	15					REO SPEEDWAGON EPIC QE39593 (CD)		WHEELS ARE TURNING	
13	13	12	28					BILLY OCEAN ▲ JIVE/ARISTA JL 8-8213/ARISTA (8.98)		SUDDENLY	
14	14	14	12					DON HENLEY ● GEFEN GHS 24026/WARNER BROS. (8.98) (CD)		BUILDING THE PERFECT BEAST	
15	11	10	19					DARYL HALL & JOHN OATES ▲ RCA AFL1-5309 (9.98)		BIG BAM BOOM	
16	24	—	2					DAVID LEE ROTH WARNER BROS. 1-25222 (5.99)		CRAZY FROM THE HEAT	
17	17	21	17					JULIAN LENNON ● ATLANTIC 80184-1 (8.98) (CD)		VALOTTE	
18	18	20	67					POINTER SISTERS ▲ PLANET BXL1-4705/RCA (8.98) (CD)		BREAK OUT	
19	19	19	69					LIONEL RICHIE ▲ <sup>8</sup> MOTOWN 6059 ML (8.98) (CD)		CAN'T SLOW DOWN	
20	21	18	20					SHEENA EASTON ● EMI-AMERICA ST-17132 (8.98) (CD)		A PRIVATE HEAVEN	
21	16	13	63					CYNDI LAUPER ▲ <sup>2</sup> PORTRAIT BFR 38930/EPIC (CD)		SHE'S SO UNUSUAL	
22	22	24	17					PHILIP BAILEY COLUMBIA BFC 39542		CHINESE WALL	
23	20	17	14					DEEP PURPLE ● MERCURY 824003-1/POLYGRAM (8.98) (CD)		PERFECT STRANGER	
24	25	25	32					THE TIME ▲ WARNER BROS. 25109-1 (8.98)		ICE CREAM CASTLE	
25	23	16	14					DURAN DURAN ▲ <sup>2</sup> CAPITOL SWAV12374 (9.98) (CD)		ARENA	
26	28	31	13					GIUFFRIA CAMEL/MCA 5524/MCA (8.98)		GIUFFRIA	
27	26	26	19					GENERAL PUBLIC I.R.S. SP-70046/A&M (8.98) (CD)		ALL THE RAGE	
28	27	27	74					HUEY LEWIS AND THE NEWS ▲ <sup>5</sup> CHRYSALIS FV 41412 (CD)		SPORTS	
29	31	33	17					ASHFORD & SIMPSON CAPITOL ST-12366 (8.98)		SOLID	
30	35	37	12					KOOL & THE GANG DE-LITE 822943-1/POLYGRAM (8.98) (CD)		EMERGENCY	
31	29	23	20					THE HONEYDRIPPERS ▲ ES PARANZA 90220/ATLANTIC (5.98)		VOLUME ONE	
32	30	28	15					PAT BENATAR ▲ CHRYSALIS FV41471 (CD)		TROPICO	
33	34	34	48					THE CARS ▲ <sup>2</sup> ELEKTRA 60296 (8.98) (CD)		HEARTBEAT CITY	
34	37	41	9					AUTOGRAPH RCA NFL1-8040 (6.98)		SIGN IN PLEASE	
35	36	36	13					TRIUMPH MCA 5537 (8.98) (CD)		THUNDER SEVEN	
36	32	32	13					MIDNIGHT STAR ● SOLAR 60384/ELEKTRA (8.98) (CD)		PLANETARY INVASION	

THIS WEEK		LAST WEEK		2 WKS. AGO		WKS. ON CHART		ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*		TITLE	
56	51	48	9					FAT BOYS ● SUTRA SUS1015 (8.98)		FAT BOYS	
57	64	70	16					THE TEMPTATIONS GORDY 6119 GL/MOTOWN (8.98)		TRULY FOR YOU	
58	59	50	12					BARRY MANILOW ● ARISTA AL 8-8254 (8.98) (CD)		2:00 A.M. PARADISE CAFE	
59	89	—	2					SADE PORTRAIT BFR-39581/EPIC		DIAMOND LIFE	
60	53	51	79					MADONNA ▲ <sup>2</sup> SIRE 1-23867/WARNER BROS. (8.98) (CD)		MADONNA	
61	62	66	81					BILLY JOEL ▲ <sup>4</sup> COLUMBIA QC 38837 (CD)		AN INNOCENT MAN	
62	60	49	58					VAN HALEN ▲ <sup>5</sup> WARNER BROS. 1-23985 (8.98) (CD)		1984	
63	54	46	35					TWISTED SISTER ▲ ATLANTIC 80156 (8.98) (CD)		STAY HUNGRY	
64	66	72	4					DAVID SANBORN WARNER BROS. 25150-1 (8.98)		STRAIGHT TO THE HEART	
65	100	—	2					ALABAMA RCA AHL1-5339 (8.98) (CD)		40 HOUR WEEK	
66	52	52	8					SOUNDTRACK POLYDOR 823696-1/POLYGRAM (9.98) (CD)		BREAKIN' 2 ELECTRIC BOOGALOO	
67	57	57	12					THE KINKS ARISTA AL 8-8264 (8.98) (CD)		WORD OF MOUTH	
68	70	64	72					SOUNDTRACK ▲ MOTOWN 6062ML (8.98) (CD)		THE BIG CHILL	
69	67	68	42					JERMAINE JACKSON ● ARISTA AL88203-A (8.98) (CD)		JERMAINE JACKSON	
70	NEW	NEW	NEW					THE FIRM ATLANTIC 81239 (8.98)		THE FIRM	
71	72	74	14					THE JUDDS RCA/CURB AHL1-5319/RCA (8.98) (CD)		WHY NOT ME	
72	75	63	24					TALKING HEADS SIRE 1-25186/WARNER BROS. (8.98) (CD)		STOP MAKING SENSE	
73	73	75	20					TOMMY SHAW A&M SP-5020 (8.98) (CD)		GIRLS WITH GUNS	
74	74	76	23					BRUCE COCKBURN GOLD MOUNTAIN GM 80012/A&M (8.98)		STEALING FIRE	
75	78	62	98					Z Z TOP ▲ <sup>4</sup> WARNER BROS. 1-23774 (8.98) (CD)		ELIMINATOR	
76	76	61	15					AL JARREAU WARNER BROS. 1-25106 (8.98) (CD)		HIGH CRIME	
77	NEW	NEW	NEW					GEORGE THOROGOOD EMI-AMERICA ST-17145 (8.98)		MAVERICK	
78	61	55	43					JOHN CAFFERTY/BEAVER BROWN BAND ▲ SCOTTI BROS. BZ-38929/EPIC (CD)		EDDIE & THE CRUISERS-SOUNDTRACK	
79	68	73	15					SOUNDTRACK FANTASY WAM-1791 (2LPS)/RCA (19.98) (CD)		AMADEUS	
80	85	106	4					LRB CAPITOL ST-12365 (8.98)		PLAYING TO WIN	
81	71	71	35					SHEILA E. ● WARNER BROS. 1-25107 (8.98)		THE GLAMOUROUS LIFE	
82	65	58	7					THE GAP BAND TOTAL EXPERIENCE TEL-8-5705/RCA (8.98)		GAP BAND VI	
83	NEW	NEW	NEW					SOUNDTRACK GEFEN GHS-24063/WARNER BROS. (9.98) (CD)		VISION QUEST	
84	86	89	34					JOHN WAITE ● EMI-AMERICA ST-17124 (8.98)		NO BRAKES	
85	79	67	15					CULTURE CLUB ▲ VIRGIN/EPIC QE39881/EPIC		WAKING UP WITH THE HOUSE ON FIRE	
86	80	80	120					PRINCE ▲ <sup>2</sup> WARNER BROS. 1-23720 (2LPS) (10.98) (CD)		1999	
87	101	118	4					KIM WILDE MCA 5550 (8.98)		TEASES AND DARES	
88	77	77	21					DOKKEN ELEKTRA 60376 (8.98)		TOOTH & NAIL	
89	103	116	4					MARTIN BRILEY MERCURY 822423-1/POLYGRAM (8.98) (CD)		DANGEROUS MOMENTS	
90	90	81	23					IRON MAIDEN ● CAPITOL SJ-12321 (8.98) (CD)		POWER SLAVE	
91	NEW	NEW	NEW								



## Video Track

NEW YORK

"HOT SHORTS," a series of nine comedy clips created by the Fire-sign Theatre, has begun airing on the Cinemax cable network. The comedy videos, which parody selected segments of nine Saturday matinee cliffhangers from the '40s, were produced by Bud Groskopf. Fire-sign Theatre members Peter Bergman, Phil Austin and Phil Proctor say that National Telefilms Associates allowed them access to the entire Republic Pictures catalog of serials, which consists of some 100 titles and more than 1,000 hours of film.

The comedy team performed most of the voice-overs, and added their own sound effects and music. Patricia Stallone acted as line producer for the project, originally designed for RCA's now defunct CED videodisk system. RCA/Columbia Pictures Home Video will release the one-hour-plus program on videotape in early spring.

Picture Music International's Jim Yukich, who recently directed a music video clip to promote MGM/UA's "2010," took charge of a 75-minute concert video for A&M Records' .38 Special, filmed at New York's Nassau Coliseum. A&M Video will release the long-form, which will retail for \$29.95. Laura Reitman acted as executive producer for the title, "Wild Eyed And Live." Featured songs include "Back On The Track," "Stone Cold Believer," "Back Where You Belong" and "Twentieth Century

## CHEROKEE STUDIOS

(Continued from page 39)

clude the absence of a monitor section in the console itself. "We've located the monitor section on a wheeled remote unit," says Foster. "We've found that 80% of the time, the monitor section is unused. For overdubs and everything else, we bring everything up through the channel faders."

There are 56 inputs, Foster continues, 48 of them identical channel inputs and eight dedicated effects returns with full EQ and panning. Foster says there are also full quality inputs on the portable monitor section, if needed.

Each channel has mike preamps which are "updated versions of the Trident," Foster says, and the con-

Fox."

Motor Video has enhanced its off-line editing capabilities with the purchase of an Ampex VPR-2B one-inch tape deck. The VPR-2B works with the firm's Ampex TCB-2B Digital Time Base Corrector and a customized version of the ISC System 31 editing unit. Interestingly, ABC used an ISC unit to edit the 1984 Summer Olympics.

New York's Mayor Edward Koch makes a cameo appearance in Ricky Skaggs' new video, "Country Boy." Koch plays a Manhattan cab driver in the Martin Kahan-directed clip, which was shot in New York's Time Square area. His role was filmed separately, to be inserted into a street scene featuring Skaggs as a business executive and Bill Monroe as his hillbilly uncle. While this marks the mayor's first music video appearance, he claims to be an avid watcher of MTV.

USA Network's "Night Flight" will air a profile of Peter Wolf and the J. Geils Band on March 2. The show will feature music videos for "Centerfold," "Freeze Frame," "Love Stinks" and Wolf's "Lights Out" and "I Need You Tonight." On March 1, "Night Flight" will examine promotional video clips that contain political messages. The Rolling Stones, Frankie Goes To Hollywood, Spitting Image and Bob Dylan will be included in the segment, produced at ATI Video.

Send all material for Video Track to Faye Zuckerman, Billboard, 9107 Wilshire Blvd., Beverly Hills, Calif. 90210.

sole features patchable preamps, dedicated metering and full EQ for all effects sends (10) and a programmable muting system. Estimated costs for all the work involved in creating Cherokee's latest custom board came to less than \$100,000, with only one weekend required to install the unit.

"There're a number of other innovations in this board," says Foster, "including the use of some interesting materials, such as polycarbonate for the base of the console, and the placement of all LEDs behind the Plexiglas panels, so that no dirt can get in." He cites the "fallout from aerospace and computer fields" as heavily contributing to many of the facets of the board's design.

Is there a possibility that Cherokee will decide to market its unique board design, on a small per-order basis? Foster and Robb don't think so, at least for the present.

"We've talked about marketing it," says Foster. "We've actually had a lot of interest from other studios who've heard our other Trident modifications. There might be a market, but we'd have to finish two or three more of these before we can really see how cost-effective it is for us."

## Ampex Signs 'Milestone' Pact With Turner

NEW YORK Under the terms of a recently signed pact between Ampex Corp.'s Magnetic Tape Division and Turner Broadcasting System Inc., Ampex becomes supplier of two-inch and one-inch videotape as well as two-inch and quarter-inch audiotape for all TBS divisions, including superstation WTBS, Cable Network News, CNN Headline News and CNN Radio.

According to Richard Antonio, sales manager for Ampex Magnetic Tape Division, the deal with TBS is a "major milestone" for the tape manufacturer, representing the first time a magnetic tape supplier has obtained contracts with the four largest television networks: NBC, CBS, ABC and now TBS.

"No other tape company has all four of these four accounts," says Antonio. "It's a big step for us." He adds that TBS's decision to contract with Ampex was "due to our continued support of their requirements, and their appreciation of the quality of our tape, particularly the one-inch 196 and three-quarter inch 197."

Adds TBS vice president of business affairs Chuck Schultz: "This is basically a renewal of previous relationships we have had with Ampex. We've been purchasing a substantial amount of our tape from them for a number of years. They have a product we need at a competitive price—it's that simple. Their service is excellent, and their product fills our needs."

## AUDIO TRACK

(Continued from page 41)

field and engineer Ernie Winfrey. Also, Ronnie McDowell is working on an album with producer Buddy Killen, with Winfrey and Pat McMakin behind the board. And Warner Bros. artist Darrell Clanton is working with producer Chuck Howard and engineers McMakin and Randy Best.

Memphis is working on new singles at Pete's Place, with Ron Cornelius producing and Al Pachucki at the controls. Also, producer Jerry Kennedy was in mixing new material for Len Wade.

The Charlie Daniels Band and Lacy J. Dalton continue to work at Woodland Sound with producer John Boyland and Paul Grupp. Ken Cribblez is at the controls.

Steve Buckingham has been producing Tammy Wynette at The Bennett House, with Gene Eichelberger at the console. Eichelberger is also engineering Janie Fricke, with Bob Montgomery producing.

At Music Mill, John Anderson is finishing his new album. Lou Bradley and George Clinton are engineering, with Jim Ed Norman and Bradley producing.

All material for the Audio Track column should be sent to Steven Dupler, Billboard, 1515 Broadway, New York, N.Y. 10036.

# Pop-pourri

No matter how you like your Pop — artist by artist, year by year, Bubbling Under, or by the thousand — these five fact-packed volumes tell it all.

Because only Joel Whitburn's Record Research books cover the Billboard charts completely, from top to bottom. With detailed, comprehensive data — including artist and title, peak position, date charted, total weeks charted, label and record number, and more — for each record, from the hottest hits right down to every last charted title.

When the question's musical, nothing sets the records straight like a Whitburn book.

### JOEL WHITBURN'S TOP POP 1955-1982

The definitive listing of every record to ever hit the "Hot 100," arranged by artist. 692 pages. Hardcover \$39.95. Softcover \$29.95.

### JOEL WHITBURN'S POP ANNUAL 1955-1982

The only book that breaks down the "Hot 100" year by year. Lists in rank order, for each year, all singles to appear on the "Hot 100." 679 pages. Hardcover \$39.95.

### BILLBOARD'S TOP 1000 1955-1984 by Joel Whitburn

The all-time one thousand hottest singles of rock's entire 30-year span, ranked side by side, hit by hit. 80 pages. Softcover \$14.95.

### JOEL WHITBURN'S MUSIC YEARBOOK 1983

The complete story of 1983's charted music in one concise volume. Covers 14 major Billboard charts. Updates all previous Record Research books, plus complete data on 6 additional charts. 272 pages. Softcover \$24.95.

### JOEL WHITBURN'S BUBBLING UNDER THE HOT 100 1959-1981

Lists over 4,000 hits that never made the Hot 100. The only reference book of its kind. 235 pages. Softcover \$29.95.

Soon To Be Released!

★ Top LPs 1955-1984 ★

### TAKE YOUR PICK OF OUR POP-POURRI.

- Hardcover Top Pop 1955-1982 ..... \$39.95
- Softcover Top Pop 1955-1982 ..... \$29.95
- Hardcover Pop Annual 1955-1982 ..... \$39.95
- Top 1000 1955-1984 ..... \$14.95
- Music Yearbook 1983 ..... \$24.95
- Bubbling Under the Hot 100 1959-1981 ..... \$29.95
- Postage & Handling ..... \$ 3.00

(Personal checks may delay delivery 4-6 weeks. Check or money order for full amount must accompany order. Overseas orders add \$3.00 per book. All Canadian orders must be paid in U.S. dollars.)

Total — Enclosed is my check or money order for ..... \$

I'd like more information on the complete line of Record Research books and supplements. Please send me a free catalog.

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_  
State \_\_\_\_\_ Zip \_\_\_\_\_



Record Research Inc.  
P.O. Box 200  
Menomonee Falls, WI 53051

RECORD PRESSING  
CASSETTE DUPLICATION  
MASTERING · PLATING  
COLOR SEPARATIONS  
PRINTING · TYPESETTING

**QCA**  
CUSTOM PRESSING

2832 SPRINGROVE AVE.  
CINCINNATI, OHIO 45225  
(513) 681-8400



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

Compiled from national retail store and one-stop sales reports, and radio airplay reports.

THIS WEEK		LAST WEEK		2 WKS AGO		WKS. ON CHART		TITLE	PRODUCER/LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	1	1	11					CARELESS WHISPER G. MICHAEL (G. MICHAEL, A. RIDGELY)	3 weeks at No. One	◆ WHAM FEATURING GEORGE MICHAEL COLUMBIA 38-04691
2	4	7	7					CAN'T FIGHT THIS FEELING K. CRONIN, G. RICHARDI, A. GRATZER (K. CRONIN)		◆ REO SPEEDWAGON EPIC 34-04713
3	8	10	7					CALIFORNIA GIRLS T. TEMPLEMAN (B. WILSON)		◆ DAVID LEE ROTH WARNER BROS. 7-29102
4	7	8	13					THE HEAT IS ON K. FORSEY, H. FALTERMEYER (K. FORSEY, H. FALTERMEYER)		◆ GLENN FREY MCA 52512
5	2	4	14					LOVER BOY K. DIAMOND, R. J. LANGE (K. DIAMOND, B. OCEAN, R. J. LANGE)		◆ BILLY OCEAN JIVE/ARISTA 1-9284/ARISTA
6	6	6	15					NEUTRON DANCE R. PERRY (A. WILLIS, D. SEMBELLO)		◆ POINTER SISTERS PLANET J.K. 1-3951/RCA
7	5	2	13					I WANT TO KNOW WHAT LOVE IS A. SADKIN, M. JONES (M. JONES)		◆ FOREIGNER ATLANTIC 7-89596
8	3	3	15					EASY LOVER P. COLLINS, KALIMBA (P. BAILEY, P. COLLINS, N. EAST)		◆ PHILIP BAILEY COLUMBIA 38-04679
9	10	11	11					SUGAR WALLS G. MATHIESON, A. NEVERMIND (A. NEVERMIND)		◆ SHEENA EASTON EMI-AMERICA 8253
10	11	14	11					THE OLD MAN DOWN THE ROAD J. FOGERTY (J. FOGERTY)		◆ JOHN FOGERTY WARNER BROS. 7-29100
11	9	5	12					METHOD OF MODERN LOVE D. HALL, J. OATES, B. CLEARMOUNTAIN (D. HALL, J. ALLEN)		◆ DARYL HALL & JOHN OATES RCA 1-3970
12	12	15	11					MR. TELEPHONE MAN R. PARKER, JR. (R. PARKER, JR.)		◆ NEW EDITION MCA 52484
13	13	16	15					MISLED J. BONNEFOND, R. BELL, KOOL & THE GANG (R. BELL, J. TAYLOR, KOOL & THE GANG)		◆ KOOL & THE GANG DE-LITE 880431-7/POLYGRAM
14	16	24	12					LOVER GIRL T. MARIE (T. MARIE)		◆ TEENA MARIE EPIC 34-04619
15	17	23	6					TOO LATE FOR GOODBYES P. RAMONE (J. LENNON)		◆ JULIAN LENNON ATLANTIC 7-89589
16	18	25	7					PRIVATE DANCER CARTER (M. KNOPLER)		◆ TINA TURNER CAPITOL 5433
17	14	12	17					SOLID N. ASHFORD, V. SIMPSON (N. ASHFORD, V. SIMPSON)		◆ ASHFORD & SIMPSON CAPITOL 5397
18	24	34	4					MATERIAL GIRL N. RODGERS (P. BROWN, R. RANS)		◆ MADONNA SIRE 7-29083/WARNER BROS.
19	21	28	14					RELAX T. HORN (JOHNSON, J. TOOLE, GILL)		◆ FRANKIE GOES TO HOLLYWOOD ZTT/ISLAND 7-99805/ATLANTIC
20	23	30	6					ONLY THE YOUNG M. STONE, K. ELSON (S. PERRY, N. SCHON, J. CAIN)		JOURNEY Geffen 7-29090/WARNER BROS.
21	20	22	19					JUNGLE LOVE M. DAY, STARR COMPANY (J. JOHNSON)		◆ THE TIME WARNER BROS. 7-29181
22	34	41	4					ONE MORE NIGHT P. COLLINS, H. PADGHAM (P. COLLINS)		◆ PHIL COLLINS ATLANTIC 7-89588
23	29	35	5					SAVE A PRAYER C. THURSTON (DURAN DURAN)		◆ DURAN DURAN CAPITOL 5438
24	27	31	12					NAUGHTY NAUGHTY P. SOLLEY (J. PARR)		◆ JOHN PARR ATLANTIC 7-89612
25	30	37	6					HIGH ON YOU R. NEWSON (F. SULLIVAN, J. PETERIK)		◆ SURVIVOR SCOTTI BROS. 4-04685/EPIC
26	15	9	17					THE BOYS OF SUMMER D. HENLEY, D. KORTCHMAR, G. LADANYI, M. CAMPBELL (D. HENLEY, M. CAMPBELL)		◆ DON HENLEY Geffen 7-29142/WARNER BROS.
27	31	33	6					KEEPING THE FAITH P. RAMONE (B. JOEL)		◆ BILLY JOEL COLUMBIA 38-04681
28	33	40	4					JUST ANOTHER NIGHT M. JAGGER, B. LASWELL, M. MATERIAL (M. JAGGER)		◆ MICK JAGGER COLUMBIA 38-04743
29	22	18	15					FOOLISH HEART		◆ STEVE PERRY

THIS WEEK		LAST WEEK		2 WKS AGO		WKS. ON CHART		TITLE	PRODUCER/LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
51	56	67	5					THE WORD IS OUT P. COLLINS (J. STEWART, J. LINDSAY, G. CRAIG)		◆ JERMAINE STEWART ARISTA 1-9256
52	58	66	4					SECOND NATURE D. HARTMAN, J. JOVINE (D. HARTMAN, C. MIDNIGHT)		◆ DAN HARTMAN MCA 52519
53	61	72	3					LUCKY M. K. KAUFMAN (G. KIHN, S. WRIGHT)		◆ GREG KIHN EMI-AMERICA 8255
54	38	27	16					TENDERNESS GENERAL PUBLIC, G. MACKILLIP, C. FAIRLEY (GENERAL PUBLIC)		◆ GENERAL PUBLIC IRS 9934/A&M
55	NEW							CRAZY FOR YOU J. J. BENITEZ (J. BETTIS, J. LIND)		MADONNA Geffen 7-29051/WARNER BROS.
56	39	39	13					TRAGEDY J. HUNTER, P. BONANNO (J. HUNTER)		◆ JOHN HUNTER PRIVATE 1-4-04643/EPIC
57	57	61	9					YO LITTLE BROTHER M. LIGGETTI, C. BARBOSA (C. JOSEPH, A. GODWIN)		◆ NOLAN THOMAS MIRAGE 7-99697/ATLANTIC
58	67	74	4					RADIOACTIVE J. PAGE, P. RODGERS (RODGERS)		◆ THE FIRM ATLANTIC 7-89586
59	59	63	6					RESTLESS HEART J. WAITE, D. THOENER, G. GERSH (J. WAITE)		◆ JOHN WAITE EMI-AMERICA 8252
60	62	62	6					PLAYING TO WIN S. PROFFER (FARNHAM, GOBLE, LRB, PROFFER)		◆ LRB CAPITOL 5411
61	64	69	5					WHEN THE RAIN BEGINS TO FALL J. WHITE (M. BRADLEY, P. MARCH, S. WITTMACK)		◆ JERMAINE JACKSON AND PIA ZADORA MCA/CURB 52521/MCA
62	70		2					SAY IT AGAIN V. GARAY (V. GARAY, S. GOLDSTEIN, A. LAPEAU)		◆ SANTANA COLUMBIA 38-04758
63	68	68	8					RAIN FOREST P. HARDCASTLE (P. HARDCASTLE)		PAUL HARDCASTLE PROFILE 7059
64	74	84	3					LET'S TALK ABOUT ME A. PARSONS (E. WOODFORD, A. PARSONS)		◆ ALAN PARSONS PROJECT ARISTA 1-9282
65	71	80	3					KISS AND TELL E. ISLEY, C. JASPER, M. ISLEY (E. ISLEY, C. JASPER, M. ISLEY)		ISLEY/JASPER/ISLEY CBS ASSOCIATED 4-04741/EPIC
66	41	21	17					CALL TO THE HEART G. GIUFFRIA (G. GIUFFRIA, D. G. EISLEY)		◆ GIUFFRIA CAMEL/MCA 52497/MCA
67	36	36	7					OOH OOH SONG N. GERALDO, P. COLEMAN (N. GERALDO, P. GERALDO)		◆ PAT BENATAR CHRYSALIS 4-42843
68	95		2					WE CLOSE OUR EYES G. STEVENSON (P. COX, R. DRUMMIE)		◆ GO WEST CHRYSALIS 4-42860
69	52	29	14					LOVE LIGHT IN FLIGHT S. WONDER (S. WONDER)		◆ STEVE WONDER MOTOWN 1769
70	81		2					ONE NIGHT IN BANGKOK B. ANDERSSON, T. RICE, B. ULVAEUS (B. ANDERSSON, T. RICE, B. ULVAEUS)		◆ MURRAY HEAD RCA 13988
71	55	43	20					ALL I NEED G. BALLARD, C. MAGNESS (C. MAGNESS, G. BALLARD, D. PACK)		JACK WAGNER QWEST 7-29238/WARNER BROS.
72	82	95	3					NEW ATTITUDE H. RICE, P. BUNETTA, R. CHUDACOFF (S. ROBINSON, JR., J. GILUTIN, B. HULL)		PATTI LABELLE MCA 52517
73	63	48	12					TREAT HER LIKE A LADY R. R. JOHNSON, A. MICKAY (O. WILLIAMS, A. O. WOODSON)		◆ THE TEMPTATIONS GORDY 1-765/MOTOWN
74	66	57	18					RUN TO YOU B. ADAMS, B. CLEARMOUNTAIN (B. ADAMS, J. VALLANCE)		◆ BRYAN ADAMS A&M 2686
75	85		2					THE BIRD M. DAY, STARR COMPANY (M. DAY)		THE TIME WARNER BROS. 7-29094
76	53	32	11					MONEY CHANGES EVERYTHING R. CHERTOFF (T. GRAY)		◆ CYNDI LAUPER PORTRAIT 37-04737/EPIC
77	90		2					DON'T YOU (FORGET ABOUT ME) K. FORSEY (K. FORSEY, S. SCHIFF)		◆ SIMPLE MINDS A&M 2703
78	69	44	12					MISTAKE NO. 3 S. LEVINE (CULTURE CLUB)		◆ CULTURE CLUB VIRGIN/EPIC 34-04727/EPIC



## HELP WANTED

**DISK MASTERING ENGINEER**  
METRO NEW YORK AREA DISK MASTERING STUDIO SEEKS TOP MASTERING ENGINEER WITH FOLLOWING. THE RIGHT INDIVIDUAL CAN EXPECT A SUBSTANTIAL INCREASE IN SALARY. ALL MEMBERS OF OUR STAFF KNOW ABOUT THIS AD.

REPLY IN CONFIDENCE TO:  
Box #7587  
Billboard Magazine  
1515 Broadway  
New York, NY 10036

ACTORS, ACTRESSES, TELEMARTETING P/T, F/T—earn big \$\$\$—be able to give articulate, persuasive presentation. Call (212) 316 1577. Ask for Denise.

## FOR LEASE

### TOUR CREW BUSES

16 passenger sleeper tour buses available—Nicest buses on the road—Call for our competitive rates. Crew buses and tractor trailers—Call us first!

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

## THE ULTIMATE DREAM MACHINE

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

Call: HORIZONS  
(312) 438-4941

## RECORDING SALE

### N.Y.C.—PRIVATE RECORDING STUDIO FOR SALE

Live/work: beautiful, 1200 sq. ft., sound proof studio in Chelsea, without equipment: adjoining elegant 1450 sq. ft. living loft. Perfect for producer or artist. Both for \$445,000.

(212) 691-0054

Producers/Bands - Do your preproduction in a private, well maintained 4 track studio in N.Y.C. Personal attention guaranteed. \$12 rate all hours.

Donny's Place  
(212) 925-1064  
18 Spring St., New York, NY 10012

## PUBLISHING SERVICES

### AMERICA'S FIRST

Comprehensive & up-to-date guide to LP records that are STILL IN PRINT

The cross-reference book contains all AMERICAN, BRITISH, JAPANESE & GERMAN LP releases — the total number exceeds 50,000! All musical categories (except classical) are included. Cover price \$14.95. Wholesale inquiries (also overseas) welcome.

VINYL IN PRINT  
P.O. Box 42189, PORTLAND, OR 97242  
(503) 236-3381

A must for every record store, library or serious collector!

## COLLECTIBLES

MINT CONDITION RECORD collection — just bought from radio station — mint promo 45's, Beatles, Elvis, Ricky Nelson, Pat Boone, Beach Boys and countless other artists. All sales will go to charity. Call or write to: Youth Development Foundation, P.O. Box 363, White Rock, S.C., 29177 (803) 798-8651.

# BILLBOARD'S BLACK CHART RESEARCH PACKAGES

- Number One Black Singles, 1948-1983
- Top Ten Black Singles, 1948-1983
- Top Black Singles Of The Year, 1946-1983
- Number One Black Albums, 1965-1983
- Top Ten Black Albums, 1965-1983
- Top Black Albums Of The Year, 1966-1983

FOR INFORMATION, WRITE:  
Billboard Chart Research  
Attn: Debra Todd  
1515 Broadway  
New York, NY 10036

## POSTERS, BUTTONS & T-SHIRTS

### ROCK & FASHION ACCESSORIES

Reflecting the trends set by today's artists. From heavy metal to Madonna, we have the look that's hot! Neon, lace, rhinestone, studded leather belts, wristbands, and gloves. Plus licensed buttons, headbands, bandanas and posters. Send for catalog! WHOLESALE ONLY

No Music Dist.  
8948 Waltham Woods Dr., Baltimore MD 21234  
(301) 882-9899

## POSTERS

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

### Buttons, buttons, BUTTONS!

Order a \$50 or \$100 Button Master sampler pak to see all the newest of our 60,000 designs. We're the world's largest dist. of licensed and novelty pins with over 100 new designs weekly! We take full returns and even take returns of other button companies' stuff you got stuck with. If you're paying more than 40¢ per button, you're getting ripped off!! Kids that can't swing \$8.98 for an lp can afford a buck for a button. Ask for our catalog NOW!!

Button Master, P.O. Box 129, Bridgeport, PA 19405  
1-(800) 523-1197-(national)  
1-(215) 277-1966-(PA)

If you don't have a business phone directory listing, please send \$1.50 for the catalog.

## WANTED TO BUY

SCANDIA 8 TRACK OR CASSETTE WRAPPING MACHINE  
CALL:  
CARL  
(314) 343-7100

## REAL ESTATE

### STUDIO CITY

Comfortable office complex. Great owner/occupier. Can be 4 suites. Owner sells for \$446,000.00.

(818) 984-1484

### SANTA BARBARA/MONTECITO

Executives French Chateau \$3.6 — Magnificent 7 acre horse ranch \$2.9 — excellent terms.

Property Systems, Inc.  
(805) 963-0841

## DANCE FLOOR

THE MUSIC SERVICES  
MODULAR LIGHTED DANCE FLOOR  
Controllers, Gyro lites, Rain lighting, mirror balls, strobes, rotators and fog machines.  
Call or write:  
MUSIC SERVICE  
327 S. Miller Rd., Akron, OH 44313  
(216) 867-1575

## SCHOOLS & INSTRUCTIONS

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

### MUSIC BUSINESS CAREERS!

THE MUSIC BUSINESS INSTITUTE OFFERS career courses in fascinating behind-the-scenes techniques, letting you play a key role backstage or at the controls. Top pro training in studio/concert/video production, artist representation/management, retail/wholesale, promotion/marketing, copyright law, publishing, much more. Employment assistance; financial aid available.

Free brochure/career guide  
call toll-free 800-554-3346 or write  
MBI, Dept. B, 3376 Peachtree Road,  
N.E., Atlanta, GA 30326.

UNIVERSITY DEGREES! ECONOMICAL home study for Bachelor's, Masters, Doctorate. Prestigious faculty counsels for independent study and life experience credits. Free information—Richard Crews, M.D. (Harvard), President, Columbia Pacific University, 1415 Third St., Dept. 2B13 San Rafael, CA 94901. Toll Free: 800/227-0119; California: 800/552-5522; or 415/459-1650.

## ANNOUNCEMENTS

THE SIXTIES  
A NEW MUSIC LIBRARY FOR RADIO-TV USE

INQUIRE ON STATION LETTERHEAD

RECORD SOURCE INTERNATIONAL  
1515 Broadway  
New York, NY 10036

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

## GOLDEN OLDIES

### WHOLESALE OLDIES 45'S

Retailers: write or call for our free listing. Includes hundreds of import titles.

RETAIL OLDIES CATALOG \$2.00

Gold Vault  
P.O. Box 202  
Oshtemo MI 49077  
(616) 349-9413

### DISCOUNT OLDIES BY PHONE

MAIL ORDERS ALSO ACCEPTED  
215-649-7565 - SAME DAY SERVICE  
SPECIAL DISCOUNTS TO RADIO STATIONS  
SEND \$2 FOR CATALOG -  
OVER 10,000 OLDIES

DISCOUNT OLDIES  
BOX 77-B, NARBERTH, PA 19072

## BOXES FOR AUDIO & VIDEO

VHS AND BETA VIDEO CASSETTE BOXES CARDBOARD SLIP CASES AND MAILER BOXES

Ideal for: Duplication, Rental & Retail

Also, floppy disk boxes, diskettes, reel to reel boxes and 12" long pilfer-proof audio cassette boxes.

IN STOCK-INSTANT SHIPMENT  
BEAUTIFUL PRINTING  
LOW PRICES—FREE SAMPLES  
PAK-WIK CORP.  
128 Tivoli St., Albany, NY 12207  
(518) 485-4556 Collect

## COMEDY MATERIAL

### FUN-MASTER PROFESSIONAL COMEDY MATERIAL (The Service of the Stars Since 1940)

"THE COMEDIAN"  
12 Available Issues \$50—Plus \$5 postage  
HOW TO MASTER THE CEREMONIES \$15 plus \$3 postage  
ANNIVERSARY ISSUE (All different!) \$40 plus \$3 postage  
35 FUN MASTER Gag Files (all different!) \$100 plus \$10 postage  
BILLY GLASON  
200 W. 54th St. N.Y.C. 10019 (212) 265 1316  
NO FREEBIES I'M PROFESSIONAL!"

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

"COMIC RELEASE" ORIGINAL, funny one-liners and comedy bits. Free sample. White Creative Services, 20225 Mack Ave., Grosse Pointe Woods, MI 48236.

## RADIO JOB MART

### NATIONAL... The Radio Placement Leader

We have jobs for:

- Programmers
- News People
- Announcers
- Production Pros

Male & Female - All size markets - Coast to Coast - NATIONAL makes the presentation for you! For complete details and registration form enclose \$2 postage & handling. Let NATIONAL help you!!!

NATIONAL BROADCAST TALENT COORDINATORS  
Dept. L P O Box 20551  
Birmingham, AL 35216  
(205) 822-9144  
Act Now!

## RADIO TV JOBS

10,000 radio jobs a year for men and women are listed in the American Radio Job Market weekly paper. Up to 300 openings every week!! Disk Jockeys, Newspeople and Program Directors Engineers, Salespeople. Small, medium and major markets all formats. Many jobs require little or no experience! One week computer list \$6.00 Special Bonus, six consecutive weeks only \$14.95—you save \$2!

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

## GUARANTEED PROGRAMMING SERVICE FOR RADIO STATIONS

We can supply you with all the hits from the 30's, 40's, 50's and 60's. Big bands, Rock & Roll, Country and Easy Listening. \$3.00 per song on top quality tape.

Call or write:

Your Hit Parade  
P.O. Box 363  
White Rock, SC 29177  
(803) 798-8651

AMERICA'S HIGHEST RATED CONTEMPORARY RADIO STATION K92-FM (WXLK ROANOKE, VA.), AND IT'S SISTER STATION KISS-FM (WNKS COLUMBUS, GA.) ARE BOTH LOOKING FOR HIGHLY MOVIVATED SPORTS PERSONALITIES. ENTHUSIASM FOR SPORTS MUST BE GREAT TO APPLY!

K92-FM IS SEEKING A MORNING AIR PERSONALITY TO CO-HOST OUR HIGHLY SUCCESSFUL 5 PERSON NUMBER SHOW. (EOE-M/F)

SEND TAPE & RESUME TO:

Russ Brown  
WXLK-FM  
Box 92  
Roanoke VA 24022

## RECORD MFG. SERVICES WANTED

### Diskmakers

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

FOR WEEK ENDING MARCH 2, 1985

# Billboard TOP COMPUTER SOFTWARE

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

		THIS WEEK		LAST WEEK		WKS. ON CHART		SYSTEMS		Apple II	Atari	Commodore	IBM	Macintosh	TRS	CP/M	Other			
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	
TITLE	PUBLISHER	REMARKS																		
1	59	FLIGHT SIMULATOR II	Sublogic	Simulation Package	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
2	29	SARGON III	Hayden	Chess Program																
3	13	GHOSTBUSTERS	Activision	Strategy Arcade Game	●															
4	67	FLIGHT SIMULATOR	Microsoft	Simulation Package																
5	58	JULIUS ERVING AND LARRY BIRD GO ONE-ON-ONE	Electronic Arts	Arcade-Style Sports Game	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
6	39	SUMMER GAMES	Epyx	Arcade Style Sports Game	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
7	10	THE HITCHHIKER'S GUIDE TO THE GALAXY	Infocom	Adventure Strategy Game	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
8	21	ZORK I	Infocom	Fantasy Adventure Strategy Game	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
9	73	EXODUS:ULTIMA III	Origins Systems Inc.	Fantasy Role-Playing Game	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
10	18	CUT THROATS	Infocom	Action Role Playing Game	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
11	19	SARGON II	Hayden	Chess Program	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
12	22	ARCHON II: ADEPT	Electronic Arts	Strategy Arcade Game																
13	RE-ENTRY	RAID OVER MOSCOW	Access	Strategy Game																
14	RE-ENTRY	WIZARDRY	Sir-Tech	Fantasy Role-Playing Game	●															
15	RE-ENTRY	TRIVIA	Mirage Concepts	Trivia Game																
16	RE-ENTRY	MILLIONAIRE	Bluechip	Stock Market Simulation Game	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
17	6	STAR LEAGUE BASEBALL	Gamestar	Arcade Style Game	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
18	16	KING'S QUEST	Sierra On-Line	Adventure Game	●															
19	12	SKYFOX	Electronic Arts	Fantasy Role-Playing Game	●															
20	3	QUESTRON	Strategic Simulations Inc.	Fantasy Adventure Game	●															

## ENTERTAINMENT

1	74	NEW IMPROVED MASTER TYPE	Scarborough	Educational program that teaches touch typing to ages 7 to adult in an exciting video game format in 18 different lessons.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
2	55	MUSIC CONSTRUCTION SET	Electronic Arts	Interactive music composition and learning tool enables user to work with a library of music or compose own.	●															
3	15	SAMPLE SAT	Hayden	Sample Test Module	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
4	22	TYPING TUTOR III	Simon & Schuster	Program That Develops Speed, and shows progress in Typing Speed and Accuracy.	●															

## ON





# ACTION MART

BILLBOARD CLASSIFIED ADVERTISING SECTION

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

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

Check the heading you want...

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

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

Your Name \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Telephone \_\_\_\_\_

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

American Express  Diners Club  Visa  Master Charge  
 Bank # \_\_\_\_\_ Credit card # \_\_\_\_\_  
 Expiration date \_\_\_\_\_  
 Your signature \_\_\_\_\_

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

## LEGAL SERVICES

**NORMAN E. GREENFIELD**  
**ATTORNEY AT LAW**

Performing artists  
 tax planning  
 and  
 business strategist.

313-540-2111

555 SOUTH WOODWARD AVE.  
 BIRMINGHAM, MI 48011

## VIDEO

### ROCK VIDEOS!

Rock groups this message is for you! Are you planning to do a video? Call us we're a film production company. Specializing in music video. We'll give you top quality and will work within your budget.

Call: Gladys Bensimon  
 Ben-Motion Picture Co.  
 212-924-8072

### ATTENTION VIDEO DEALERS

New low prices! Save up to 40% on popular titles from a variety of manufacturers specializing in vintage television programs.

FREE CATALOG  
 Drake Independent Video Sales  
 P.O. Box 1341B  
 Burbank CA 91507  
 818-841-3926

EXPERIENCED MUSIC VIDEO PRODUCER  
 Creative, budget conscious. Have produced major artists - looking for new talent. Michael Beckman Productions, 212-620-0933.

## SONGWRITERS

### SONGWRITERS

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

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

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

PROFESSIONAL DEMOS FOR AMERICA'S  
 FUTURE STARS & SOUNDWARRIORS

**DEMO MASTERS**

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

## TALENT

### NEED A BAND!

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

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

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

## USED EQUIPMENT FOR SALE

### NEUMANN MASTERING SYSTEM

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

Call: JIM  
 (513) 681-8402

LIBERTY 1" DUPLICATOR with 5 slaves—complete mastering equipment, shrink tunnel and L-sealer—1 cassette and 4-8 track winders. Phone (615) 256 1099.

## FOR SALE

### Budget Cassettes

Rock - Pop - Country - R & B  
 Classical - Jazz - Children

Call or write for catalog

Golden Circle Inc.  
 45 Jefferson Street Stamford, CT 06902  
 203-325-2436

### Michael Jackson 'THRILLER'

t-shirt \$ 9.50 ea.  
 sleeveless \$ 9.50 ea.  
 jersey \$11.50 ea.  
 button \$ 1.50 ea.  
 Add \$1 per order for shipping.  
 CATALOG \$ 1.00

WHOLESALE INQUIRIES WELCOME  
 Quality Promotions  
 670 E. Third Ave. Ste # 800BB  
 San Mateo, CA 94401

### SAM ASH STORES

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

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

Scully Disc Cutting Lathe W/Capps  
 Varipitch/Varidepth Computer,  
 Westrex 3 DII 'Cutterhead W/RA-  
 1700 Cutting Amps. Complete cutting chain available.

Trutone Records  
 163 Terrace St.  
 Haworth, NJ 07641  
 201-385-0940

### LARGEST SELECTION OF CASSETTES & LPS

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

California Music  
 7473 Foothill Blvd.  
 Tujunga CA 91042  
 (818) 352-5953

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

Write for our free giant catalog. Retailers and distributors only

RECORD-WIDE DISTRIBUTORS, INC.  
 1755 Chase Dr.  
 Fenton (St. Louis) MO 63026  
 (314) 343-7100

### PRINCE

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

FREEWAY FUSION—UNIQUE marimba/vocal duo. Original progressive music. Cassette sampler \$3.50, FREE shipping! (NY residents please add 7.25% sales tax). Send checks payable to: J & J Musical Enterprises, 1195 St. Johnland Rd., Kings Park, NY 11745.

## TAPES

### CASSETTE TAPE SECURITY DEVICES

DESIGNED FOR RETAIL OUTLETS  
 EASY TO USE IN EXPENSIVE RE-USEABLE & DISPOSABLE

### 5 SELECTIVE MODELS

—FOR SAMPLES AND PRICES—

(CONTACT)  
**C & D SPECIAL PRODUCTS**  
 804 SE QUONIA DRIVE  
 HOPKINSVILLE, KY 42240  
 502/885-8088

### BLANK AUDIO VIDEO CASSETTES

- Very competitive prices!
- Audio cassettes C-5 to C-90's
- Video cassettes 1-120's & Beta 100
- Welded C-O's available, many colors—custom duplication
- Norelco boxes

RAINBOW USA  
 231 E. Commercial Blvd.  
 Ft. Lauderdale, FL 33334  
 305-493-8800

### RECORD PRESSING SERVICES

### RECORD PRESSING

45's AND LP's  
 COLORED VINYL  
 SPECIAL PACKAGING  
 QUALITY WORK  
 FAST SERVICE  
 Call Al Cohen for quotes  
**Peter Pan**  
 INDUSTRIES  
 (201) 344-4214

### WHY PAY MORE?

cassette • 8trk blanks, 3m tape •  
 1-45 cass 65 8trk 89  
 46-60 cass 74 8trk 97  
 61-80 cass 80 8trk 106  
 81-90 cass 90 8trk 115

CASSETTE & 8TRK DUPLICATORS, CUSTOM DUPLICATION, SHRINK WRAP & LABEL ADD 45¢  
**TRACK MASTER, INC**  
 1310 South Dixie Hwy. West  
 Pompano Beach Fla. 33060  
 Tel: (305) 943-2334

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

## MISCELLANEOUS

### MAN OF MANY VOICES NEEDED

Creative person to write and produce radio commercials. \$25,000 per year and up. Send demo tapes/resume to

TSI  
 5900 Dewey Street Hollywood FL 33021  
 Send Attn. Mr. T.

## FIREWORKS

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

TOLL FREE CLASSIFIED ADS HOT LINE!

CALL NOW

TO PLACE YOUR AD!

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





# POINTERS IN PLATINUM TERRITORY

## Success of 'Break Out' Leads to New Responsibilities

BY ROB HOERBURGER

NEW YORK The Pointer Sisters had expected a platinum album for years. When they finally got one last year for "Break Out," they weren't quite ready for the demands that came along with it.

"A lot more is expected of you once you get a 'promotion,'" says June Pointer. "Now we have our own stage, our own lights, we're playing bigger places and spending a lot more money on the road. We haven't adjusted because we're still babies when it comes to all this success."

The Pointers credit producer Richard Perry and Planet/RCA Records with keeping their promise to deliver with "Break Out." "We had been asking for a long time," says Ruth Pointer. "We've had some great albums that should have been this big. With 'Break Out,' everybody really put out and decided it was time."

To accommodate the step up to platinum territory, the Pointers signed with manager Sandy Gallin late last year after several years with Management III. "Our old managers didn't know what to do with us," charges June, "and our contract was up." Adds Anita: "It was time for a change, so we moved on to someone who we felt really had a strong interest in us, someone who had some fresh ideas."

The increasing demands on their time—they are booked solid through the end of 1985,—have caused the Pointers to record the followup to "Break Out" sporadically. The album, again produced by Perry, was started a year ago, and changed several times; there are still two more songs to be recorded before its scheduled release in early May. The Pointers enlisted many of the same songwriters from "Break Out," including Brook Walsh and Richard Page and the new album will have the same overall dance feel, but the group claims it avoided making a mere carbon copy of its platinum predecessor.

"The new album is an extension of 'Break Out,' says Ruth. "But it's a lot easier to listen to. The rhythms and performances are stronger."

The Pointers look to the new album to continue their renewed acceptance with black audiences. Though "How Long (Betcha Got A Chick On the Side)" reached No. 1 on the soul chart in 1975, the Pointers never had consecutive top 10 black hits until last year's "Automatic" and "Jump (For My Love)."

"It was like some kind of wall went up between black audiences and us after 'How Long,'" says June. "We hated that. The black audience was critical of the Pointer Sisters for years because we were accepted on the pop charts. We felt unwelcome with our own people. Black kids used to say to us, 'We love you, but we can't dance to your music.'"

"We were never a hard soul singing group like Aretha Franklin or Chaka Khan, though they do crossover," adds Anita. "But there are others that don't. We have a more universal sound in both our speaking and our singing voices. Touring with Lionel Richie just after 'Break Out' was released and getting that push from Motown really helped us."

"The black audience is harder to please," says Ruth. "I guess it's because they have a tendency to feel authoritative about music and rhythm."

The black base of "Break Out" ironically helped turn it into an even bigger pop crossover hit, as both pop radio and MTV had opened up to black music in the past 18 months. The Pointers, always one of pop's most visual acts, in fact became MTV favorites in 1984 with videos for "Jump," "Neutron Dance" and the re-released "I'm So Excited." The Pointers emphasize that they consider videos more than just promotional tools.

"There are a lot of kids out there who might have a tv but aren't close enough to get to a concert," says June. "When you have five or six kids, it gets expensive to buy tickets. Videos give them the chance to share our fantasies."

After one "nightmarish" experience with video during their early Planet days, the Pointers started to contribute their own ideas to the directors of their videos—an indica-

tion, they claim, of the control they now have over all aspects of their career. Gone are the days of the stereotypical female vocal group with all the strings being pulled by men behind the scenes, though the Pointers, who record primarily outside material and work with a dominant producer, would seem likely candidates for such a categorization.

Perry has "never forced an issue with us," says Ruth. "If we tell him we hate a song, that's it."

"Sometimes he brings back one that we rejected from a previous album, and he says, 'Remember this song? I think we should listen to it again,' and I'll say, 'I still hate it, please, we don't want to sing it.' It's

(Continued on page 52)



**Big Band Fans.** Bandleaders Lionel Hampton, left, and Benny Goodman, second from left, join singer Barbara Cook to help Woody Herman celebrate the opening of an 11-week engagement at the King Cole Room of New York's St. Regis Hotel.

## Lead Singer Garrett in Close Senate Race Midnight Oil, Australian Politics Mix

BY ETHLIE ANN VARE

LOS ANGELES For a rocker to speak out about politics in these conservative times is rare enough. For the lead singer of a top group actually to seek elective office is unheard of.

But that's what Peter Garrett, lead singer of Australia's Midnight Oil, did: He ran for the Senate. Remarkably, he almost won.

"I got about 327,000 votes," says Garrett, a lawyer in his home state of New South Wales. "That's about 10%. They thought I'd get about 1%."

"They" refers to the entrenched politicians in Australia, who looked more than a little askance at Garrett's Nuclear Disarmament Party. By the end of the campaign, they viewed the six-foot-five, bald singer with more respect: He came within a fraction of becoming one of New South Wales' seven senators.

"I debated the Foreign Minister on national television during the campaign, which I guess is akin to David Byrne debating George Schultz," cracks Garrett. "It made for good television viewing but, more importantly, it was an indication of how seriously they came to take us."

With the Senate seat on the back burner until the next election, three years away, Garrett has returned his attention to Midnight Oil, Australia's top rock band since 1982. This month, the group is releasing its second U.S. album, "Red Sails In The Sunset." It's their fifth album back home. That they postponed an American release until 1984 is a result of the band's iconoclastic, independent ways.

"Initially we were on an independent label in Australia, called Powerworks," explains Garrett, "which was basically a non-commercial proposition. But we had a large audience who could never get the records, so we ended up making an arrangement with Columbia. We pay, we make the record, and if they take it, they take it."

The band was offered a deal with A&M for the U.S. in 1983, but turned it down. "They were pre-

pared to offer us all the money in the world," says Garrett, "but it would have involved them having some control over our music. We'd rather walk home with holes in our jeans." The band ended up taking last year's "10,9,8,7,6,5,4,3,2,1" to Columbia in the U.S. on a "tape lease" sort of deal: take it or leave it.

Still, Midnight Oil is prepared to work through conventional industry channels to see that "Red Sails" makes a dent in the U.S. market. They've teamed up with Jerry Weintraub's Management III (overall, the band is managed by the "sixth Oil," Gary Morris) and have powerhouse publicists Rogers & Cowan on the case.

"It's important to have this kind of access in America," says Garrett. "We've got so much communicating to do. Yes, it's bloody expensive, but

we judge it money well spent. We don't have expensive lifestyles; we spend our money making our records and getting Midnight Oil to the world. If we have to hire someone like Rogers & Cowan to get our music out, it's one of those classic shady-line compromises."

The first challenge for the band and its publicists is to overcome the image of Midnight Oil as a "political" band, even an "anti-American" band. The stance is not as popular today as it was in, say, 1969.

"We were never an anti-American band," contends Garrett. "In fact, I hold America to be one of the hopes for the future. And we've never seen ourselves as a political band. I don't ever want to preach about nuclear war from the stage of a Midnight Oil concert. You go somewhere else to do that." Like the Senate.

## Extra Prince Seats for S.F. Graham Growls About \$200 Ticket

SAN FRANCISCO Prince, who already holds the distinction of being the first musical act to book six shows at San Francisco's Cow Palace, created further excitement—and probable frustration—for Bay Area concertgoers on Feb. 15 when his organization put an additional 2,000 behind-the-stage tickets on sale for each of the shows for the Feb. 27-March 5 engagement. They said the \$17.50 tickets had become available because of changes in the planned stage production.

On the same day, 300 choice "Purple Circle" tickets for each Cow Palace show were put on sale for \$200, quadruple the \$50 tag for the same tickets at other venues on the "Purple Rain" tour.

Producer Bill Graham, whose organization is handling the shows, says he has "no idea whether the production changes will mean that fans here will see a different show."

Regarding the 12,000 newly available seats—almost 25% of the number of tickets sold out in about four

hours in early February—Graham says, "It would have helped us greatly if they had told us in advance. We took all these precautionary measures with the earlier tickets, which meant some people were standing in line for up to eight hours. I feel very badly about those who stayed in line that long, and there's no way to find out who they are."

Proceeds from the "Purple Circle" tickets are earmarked for the Marva Collins West Side Preparatory School in Chicago. Of the pricing on those tickets, Graham says, "Of course we want to support a cause like that. But why should San Francisco be charged four times what people were charged elsewhere? When we asked that question, all we were told was, 'That's what we decided.'"

Graham notes that the "Purple Circle" tickets didn't sell out right away. Some were still available as of Tuesday (19).

**Custom Quality  
GLOSSY PHOTO PRINTS  
in QUANTITY**

from your prints or negatives (same size)

• Dependable • Quality • Service • Low Prices  
Since 1948

COLOR	100 - 5"x7" 80¢ ea	COPY NEGS —	
	100 - 8"x10" 99¢ ea	Color (2 1/4"x2 1/4")	\$10 ea
		from (4x5)	\$20 ea
B&W	100 - 5"x7" \$24 25	B&W - 10 to 8x10	\$5 50 ea
	100 - 8"x10" \$32 50		
POST CARDS - (plain back)	100 B&W \$30 00		

Plus Postage & Handling



**Bob Graves**

**PHOTO PRINTERS, INC.**  
40 HATHAWAY DR., STRATFORD, CT 06497



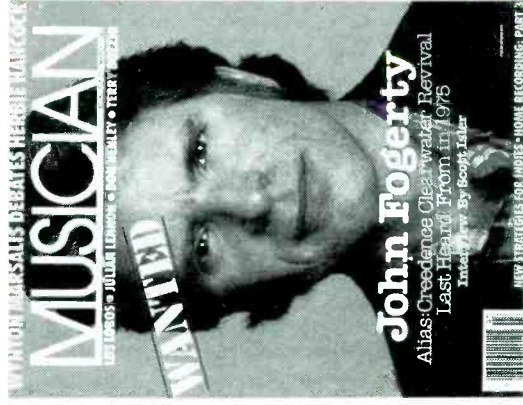
(203) 375-7034 or write for Price List



38	42	43	12	TEENA MARIE EPIC FE 39528	STARCHILD	93	94	97	14	THE WHISPERS SOLAR 60356-1/ELEKTRA (8.98) (CD)	SO GOOD
39	39	39	15	FRANKIE GOES TO HOLLYWOOD ISLAND 90232-1 (2-LPS)/ATLANTIC (12.98)	WELCOME TO THE PLEASURE DOME	94	87	90	31	SCANDAL FEATURING PATTY SMYTH COLUMBIA FC 39173 (CD)	WARRIOR
40	38	38	20	U2 ISLAND 90231/ATLANTIC (8.98)	THE UNFORGETTABLE FIRE	95	95	99	7	SOUNDTRACK GEFEN GHS24062/WARNER BROS. (9.98)	COTTON CLUB
41	41	30	24	STEVIE WONDER MOTOWN 6108ML (8.98) (CD)	THE WOMAN IN RED-SOUNDTRACK	96	83	84	82	GEORGE WINSTON WINDHAM HILL C-1025/A&M (9.98) (CD)	DECEMBER
42	47	47	23	SURVIVOR SCOTTI BROS. FZ 39578 EPIC (CD)	VITAL SIGNS	97	81	69	27	JULIO IGLESIAS COLUMBIA QC 39157 (CD)	1100 BEL AIR PLACE
43	43	54	45	STEVE PERRY COLUMBIA FC 39334 (CD)	STREET TALK	98	106	100	18	DAN HARTMAN MCA MCA5525 (8.98) (CD)	I CAN DREAM ABOUT YOU
44	33	29	13	LINDA RONSTADT ASYLUM 60387/ELEKTRA (8.98)	LUSH LIFE	99	118	123	71	PHIL COLLINS ATLANTIC SD16029 (8.98) (CD)	FACE VALUE
45	45	45	6	GEORGE BENSON WARNER BROS. 1-25178 (8.98)	20/20	100	88	87	24	KENNY ROGERS RCA AFL1-5043 (8.98) (CD)	WHAT ABOUT ME
46	40	35	15	WHODINI JIVE JL-8251/ARISTA (8.98)	ESCAPE	101	107	149	5	KLYMAXX CONSTELLATION/MCA 5529/MCA (8.98)	MEETING IN THE LADIES ROOM
47	46	40	20	CHAKA KHAN WARNER BROS. 25162-1 (8.98) (CD)	I FEEL FOR YOU	102	84	88	15	TOTO COLUMBIA QC38962 (CD)	ISOLATION
48	49	56	23	DIANA ROSS RCA AFL1-5009 (8.98) (CD)	SWEPT AWAY	103	98	95	21	WYNTON MARSALIS COLUMBIA FC39530 (CD)	HOT HOUSE FLOWERS
49	48	42	22	KISS MERCURY 822495-1/POLYGRAM (8.98) (CD)	ANIMALIZE	104	97	78	66	BILLY IDOL CHRYSALIS FV 41450 (CD)	REBEL YELL
50	58	65	12	JOHN PARR ATLANTIC 80180 (8.98)	JOHN PARR	105	93	98	9	SOUNDTRACK RCA ABL1-5349 (8.98) (CD)	EURYTHMICS (1984)
51	55	59	12	LOS LOBOS WARNER BROS. 25177-1 (8.98)	HOW WILL THE WOLF SURVIVE	106	109	121	6	EUGENE WILDE PHILLY WORLD 90239/ATLANTIC (8.98)	EUGENE WILDE
52	69	—	2	RUN-D.M.C. PROFILE PRO1205 (8.98)	KING OF ROCK	107	91	83	30	SAMMY HAGAR GEFEN GHS24043/WARNER BROS. (8.98) (CD)	VOA
53	56	60	20	JEFFREY OSBORNE A&M SP-5017 (8.98) (CD)	DON'T STOP	108	92	85	19	ROGER HODGSON A&M SP-5004 (8.98) (CD)	IN THE EYE OF THE STORM
54	50	44	24	JACK WAGNER QWEST 1-25214/WARNER BROS. (8.98)	ALL I NEED	109	115	120	23	METALLICA ELEKTRA 60396 (8.98)	RIDE THE LIGHTNING
55	63	94	3	COMMODORES MOTOWN 6124ML (8.98)	NIGHTSHIFT	110	105	86	20	DAVID BOWIE EMI-AMERICA SJ-17138/CAPITOL (8.98) (CD)	TONIGHT

Albums with the greatest sales gain this week. (CD) Compact Disc available. • Recording Industry Ass'n. Americana (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units. (101-110) Additional million indicated by # number following the symbol. \*CBS Records does not issue a suggested list price for its product.

# JOHN FOGERTY • TERRY BOZZIO • THE CURE WYNTON MARSALIS AND HERBIE HANCOCK HOME RECORDING PART 3 • DON HENLEY JULIAN LENNON • LOS LOBOS • FRANK ZAPPA INDEPENDENT LABELS • JEFFERY OSBORNE MUSICIAN MAGAZINE ON SALE NOW



# Talent in Action

## SMOKEY ROBINSON

*Gershwin Theatre, New York  
Tickets: \$30, \$25*

HE HASN'T HAD a bona fide hit in a few years (the indifferent quality of the two selections he performed from his most recent album, "Essar," offered some indication why), but Smokey Robinson hasn't lost the ability to captivate a crowd. And if the show he presented Feb. 12 at the Gershwin Theatre was more a greatest-hits recital than anything else, why not? There are few if any singer/songwriters whose greatest hits are any greater.

The most gratifying aspect of Robinson's opening night performance, the first of six, was the quality of his voice. There have been some indications in recent years that hitting and sustaining those trademark achingly pure high notes has become something of a strain for Robinson; that he is now more comfortable in the less challenging middle register. But on this night at least, he sailed through the upper vocal reaches with all the smoothness and sweetness he displayed back when he and the Miracles were among Motown's most consistent hitmakers.

To nobody's surprise, Miracles songs dominated the proceedings, and for the most part they sounded as fresh as they did when they were first on the charts. A few, notably "Ooo Baby Baby" and "The Tracks Of My Tears," actually sounded fresher; Robinson's mature, expressive delivery underlined those ballads' emotional impact with even more force than the original recordings. (A hard-hitting nine-piece band under Sonny Burke's direction, augmented by a 12-piece string section, played a crucial role in that impact.)

If those two selections transcended nostalgia, there were other moments of the show that exploited it, or played it for laughs. A medley of Robinson-penned Motown hits was performed by the singer and his three backup vocalists as a corny mini-drama of love and infidelity; the concept was mildly amusing, but it would have been better to hear Robinson sing the Temptation's classic "My Girl" all the way through. And his anecdotes about Stevie Wonder, Diana Ross and oth-

ers, delivered in an approximation of Richard Pryor's droll style, suggested that Robinson is a whole lot more comfortable singing than he is talking.

In general, the pacing of the show was a few notches shy of what one would have expected from an artist of Robinson's stature in his Broadway debut. Particularly awkward was the manner in which it ended: After a moving medley of songs he had written in collaboration with his longtime guitarist Marv Tarplin, Robinson closed the evening with one of his biggest and best post-Miracles hits, "Cruisin'." The choice of material was appropriate, but the manner of presentation wasn't: It's one thing to lead the audience in a lengthy sing-along, but the last number of the night hardly seemed like the ideal time to do it. Turning a good song into crowd-pleading schtick brought a mostly delightful concert to a decidedly limp conclusion.

PETER KEEPNEWS

## JOAN JETT & THE BLACKHEARTS

*Beacon Theatre, New York  
Tickets: \$13.50*

ADOLESCENT THEMES have made good rock'n'roll songs for years, and Joan Jett, who first made it in the business as a teenager, hasn't forgotten their attraction. She's built up their power, still fulfilling the expectations of her leather-clad teenage fans, and pulling the rest of the audience back into a safe return to adolescent rebellion. At her Feb. 15 show, she had the capacity crowd standing on the seats, fists raised and pumping, shouting "I love rock'n'roll" and "Yeah, oh yeah, oh yeah" over and over again. "Bad Reputation" immediately set the pace for the show: fast, hard and energetic. The Blackhearts—drummer Lee Crystal, bassist Gary Ryan and especially guitarist Ricky Byrd—punched out consistently clean riffs through one three-minute song after another (19 in slightly more than an hour), with little or no time or talk between songs.

Along with new material from the MCA album "Glorious Results Of A Misspent Youth" (including a wonderfully resuscitated "Cherry Bomb"), Jett brought a horn section to fill out some of the arrangements. None of it overpowered her, though. She's conditioned her husky voice into a limited but dependable instrument that, even when helped along in the choruses by Byrd, Ryan and the audience, cuts through everything.

Smiling often, shaking her black

(Continued on page 52)



Tom Returns. Tom Robinson performs in a recent show at the Ritz in New York. (Photo: Chuck Pulin)

# AMUSEMENT BUSINESS BOXSCORE TOP CONCERT GROSSES

ARTIST(S)	Venue	Date(s)	Gross Ticket Price(s)	Attendance Capacity	Promoter
OAK RIDGE BOYS OSMOND BROTHERS	Fox Theater St. Louis	Feb. 15-17	\$364,595 \$17.90-\$4.90	24,891 (27,000)	Ray Sheppardson
ALABAMA BILL MEDLEY	Rupp Arena Lexington, Ky.	Feb. 14	\$206,453 \$15/\$13.50	15,812 sellout	Keith Fowler Promotions
KISS QUEENSRYCHE	Long Beach (Calif.) Arena	Feb. 17-18	\$202,498 \$13.50/\$12.50	15,819 (22,534) two shows	Avalon Attractions
ALABAMA BILL MEDLEY	University of Dayton (Ohio) Arena	Feb. 16	\$192,014 \$15.50	12,388 sellout	Keith Fowler Promotions
CHICAGO ALAN KAYE	Providence (R.I.) Civic Center	Feb. 15	\$181,862 \$14.50/\$12.50	13,182 sellout	Frank J. Russo
DEEP PURPLE GIUFFRIA	Kempee Arena Kansas City, Mo.	Feb. 13	\$176,818 \$13.50	13,360 (15,000)	Contemporary Prods/ New West Presentations/ Pace Concerts
REO SPEEDWAGON	Byrne Meadowlands Arena East Rutherford, N.J.	Feb. 9-10	\$173,358 \$13.50/\$12.50	13,961 (14,953)	Monarch Entertainment Bureau
DEEP PURPLE GIUFFRIA	Met Center Minneapolis	Feb. 15	\$164,066 \$13.50	12,409 sellout	Pace Concerts
REO SPEEDWAGON SURVIVOR	The Spectrum Philadelphia	Feb. 12	\$162,448 \$13.50/\$11.50	12,156 (12,555)	Electric Factory Concerts
DARYL HALL & JOHN OATES	Orange County Civic Center Orlando, Fla.	Feb. 18	\$147,450 \$15	9,830 (11,582)	Fantasma Prods.
REO SPEEDWAGON SURVIVOR	Civic Arena Pittsburgh	Feb. 11	\$146,093 \$13.75	10,625 sellout	DiCesare-Engler Prods.
DEEP PURPLE GIUFFRIA	San Diego Sports Arena	Feb. 5	\$145,492 \$13.50/\$11.50	11,645 sellout	Avalon Attractions
DEEP PURPLE GIUFFRIA	Kiel Auditorium St. Louis	Feb. 12	\$136,905 \$13.50/\$12.50	10,492 sellout	Contemporary Prods./ Pace Concerts
REO SPEEDWAGON SURVIVOR	Cumberland County Civic Center Portland, Me.	Feb. 14	\$116,862 \$12.50	9,500 sellout	Frank J. Russo
LIBERACE	Lakeland (Fla.) Civic Center	Feb. 9-10	\$116,043 \$16/\$13	7,751 (16,272)	Cinderella Corp.
RODNEY DANGERFIELD DAN RILEY	Syria Mosque Pittsburgh	Feb. 16	\$112,456 \$16/\$13.75	7,448 two sellouts	DiCesare-Engler Prods.
GALLAGHER	Front Row Theater Cleveland	Feb. 14-16	\$106,533 \$11.75	9,500 three sellouts	In-House
ALABAMA BILL MEDLEY	Dunn Center Austin Peay State Univ. Clarksville, Tenn.	Feb. 17	\$103,140 \$15	6,876 sellout	Keith Fowler Promotions
NEW EDITION WHODINI FAT BOYS	James L. Knight Center Miami	Feb. 16	\$98,412 \$12/\$10	10,000 two sellouts	Dimensions Unlimited
WILLIE NELSON	Centennial Hall Toledo, Ohio	Feb. 17	\$97,240 \$13.50	7,283 9,662	Alex Cooley Prods./ Southern Promotions/ Belkin Prods.
HUEY LEWIS & THE NEWS DR. GONZO	Gill Coliseum Corvallis, Ore.	Feb. 12	\$96,128 \$13.50/\$12.50	7,420 sellout	Double Tee Promotions
HANK WILLIAMS JR. DAN SEALS	Roberts Stadium Evansville, Ind.	Feb. 14	\$86,435 \$11.50/\$10.50	8,143 (8,288)	Richard Mischell
WILLIE NELSON	Saginaw (Mich.) Civic Center	Feb. 15	\$81,742 \$13.50	6,055 (7,303)	Alex Cooley Prods./ Southern Promotions/ Belkin Prods.
PIANORAMA	Kansas City (Mo.) Music Hall	Feb. 8	\$79,583 \$100-\$15	2,400 sellout	Dino Media Ministry
BILL COSBY STANLEY JORDAN	Bismarck Theater Chicago	Feb. 17	\$77,880 \$20	4,298 sellout	Jam Prods.
HANK WILLIAMS JR. JOE STAMPLEY	Louisville (Ky.) Gardens	Feb. 6	\$76,550 \$12.50	6,547 sellout	Richard Mischell/ Maxima Prods.
DAVID COPPERFIELD	Morrison Center for the Performing Arts Boise, Idaho	Feb. 13	\$73,121 \$15.50/\$13.50	5,087 (6,000)	Churchill Prods.
HANK WILLIAMS JR. BACHMAN TURNER OVERDRIVE	Hara Arena Dayton, Ohio	Feb. 15	\$66,180 \$12	5,905 sellout	Richard Mischell
NEW EDITION WHODINI FAT BOYS	West Palm Beach (Fla.) Auditorium	Feb. 14	\$64,302 \$10.50	6,124 sellout	Fantasma Prods.
JOAN JETT & THE BLACKHEARTS	Beacon Theatre New York	Feb. 15-16	\$62,721 \$13.50	5,236 two sellouts	Monarch Entertainment Bureau
ANNE MURRAY	Grand Ole Opry House Nashville	Feb. 18	\$61,897 \$15/\$13.50/\$10	4,424 sellout	Sound Seventy Prods.
MILLIE JACKSON MANHATTANS	Front Row Theater Cleveland	Feb. 17	\$58,320 \$11.75	5,200 (6,300)	In-House
NEW EDITION WHODINI FAT BOYS	Curtis Hixon Hall Tampa, Fla.	Feb. 15	\$50,980 \$11.50/\$10.50	\$4,649 (5,000)	Fantasma Prods.
DOKKEN KEEL COIN	Hollywood Palladium	Feb. 15	\$50,599 \$13.50/\$12	4,400 sellout	Avalon Attractions
TEMPTATIONS HAROLD NICHOLAS	Academy of Music Philadelphia	Feb. 14	\$44,126 \$20/\$16.50/\$12	2,583 2,929	Electric Factory Concerts
UNTOUCHABLES	Golden Hall San Diego	Feb. 14	\$40,412 \$13.75/\$12.75	3,327 (4,337)	Fahn & Silva Presents
KINKS TWIGS	O'Connell Center Gainesville, Fla.	Feb. 7	\$37,225 \$12.50	2,978 (3,200)	Fantasma Prods.
WHAM	The Tower Philadelphia	Feb. 13	\$36,565 \$12.50/\$10.50	2,971 sellout	Electric Factory Concerts
DAVID SANBORN JOE COOL BAND	James L. Knight Center Miami	Feb. 15	\$33,100 \$15-\$8	2,257 (4,943)	Pace Concerts
KINKS LEFTY	Lakeland (Fla.) Civic Center	Feb. 6	\$32,913 \$13.50	2,438 (5,000)	Beach Club Concerts

Copyrighted and compiled by Amusement Business, a Billboard Publications, Inc. publication. Boxscores are compiled every Tuesday and should be submitted to Louise Zepp in Nashville at (615) 748-8129; Ancil Davis in New York at (212) 764-7314; Linda Deckard in Los Angeles at (213) 859-5338; or Melinda Newman in Chicago at (312) 236-2085.

## ACTIONMART

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

Unsurpassed in Quality

**GLOSSY PHOTOS**  
25 1/2c EACH IN 1000 LOTS

100 POSTCARDS \$25  
100 8x10 \$32.95  
CUSTOM COLOR PRINTS \$98 per 100

**COPYART Photographers**  
165 WEST 46th STREET, N.Y. 10014

(212) 382-0233





# UNIVERSALLY ACCLAIMED!

**The Universal Amphitheatre continues to get rave reviews from the entertainment industry, critics and concert-goers.**

The readers of *Performance Magazine* voted the Universal Amphitheatre "Arena of the Year Under 7000 Seats."

*Music Connection Magazine* said... "Universal, with its stellar acoustics, good site lines, comfy seats and full bars was the number one venue for MC's hedonistic reviewers."

Research\* has proven that nine out of ten concert-goers prefer the Universal Amphitheatre over all other venues in Southern California.

There's still time to get in on the spectacular 1985-86 season at the universally acclaimed Universal Amphitheatre. Call today, and then get ready for your own rave reviews.



100 Universal City Plaza, Universal City, CA 91608 (818) 508-4420

\*Source: Manpearl Research & Consulting, Inc., November 1984.

Book Review

# Rolling Stone Takes Look Back at '84

"The Rolling Stone Review 1985." New York, Rolling Stone Press/Charles Scribner's Sons. 225 pages, \$22.50 hardcover, \$11.95 paperback.

Written in a year when top 40 radio reigned supreme, "The Rolling Stone Review 1985" offers an entertaining retrospective of 1984's musical highlights from a variety of viewpoints, from the frivolous to the factual. Edited by former Trouser Press publisher Ira Robbins, the volume gives equal play to the year's highly visible newsmakers and the underground shakers, while presenting 1984 as the evolutionary, rather than revolutionary, period it was.

At its most frivolous, the "Review" includes a segment in which artists recount their most intriguing experiences. The reflections

range from the Replacements' thrill over sharing a bill with the Butthole Surfers to more thoughtful observations from the likes of Los Lobos' David Hidalgo, Jason & the Scorchers' Jason Ringenberg and others. On the factual side, the "Review" provides a list of 1984's record releases and gold and platinum award winners, as well as a month-by-month calendar of music news events.

Between these two extremes, the book's contributors give their opinions of 700 albums and numerous videos and music books. In an effort to tag the year's dominant trends, the "Review" examines the resurgence of American rock'n'roll, heavy metal's refusal to die and the return of mass appeal records by black and white artists. Of particular interest is the "Local Scene" sec-

tion, where movements in the country's music centers are documented and evaluated by observers from Atlanta/Athens to San Francisco.

Also included is a chapter on the year's "most entertaining and influential" artists, which features profiles of 25 performers from King Sunny Ade to Van Halen. The "Review" ventures to guess who 1985's winners will be, as well as which bands we'll never hear from again. The volume also sports a fairly complete look at 1984's hottest album producers and video directors.

As Robbins states in his introduction, the "Review" is an effort to capture the musical events of 1984 without the benefit and/or distortions of a historical perspective. Robbins has achieved this goal without lapsing into snobbery or pretension.

KIM FREEMAN

San Diego Promoters

# Southland, Berman Split

BY THOMAS K. ARNOLD

SAN DIEGO After working together for more than a year, Southland Concerts and Marc Berman have ended their concert promoting relationship due to lingering financial problems resulting from the last days of Marc Berman Concerts.

Both parties, however, plan to remain in the concert business here, which brings to four the number of promoters bringing big-name rock, pop and jazz acts to San Diego.

Southland Concerts, the Los Angeles firm headed by 39-year-old entrepreneur John Lee, is opening a new San Diego office this month. Kenny Weissberg, a former journalist and radio personality from Boulder, Colo., will assume booking and operations chores. He will be assisted in his efforts by John Harring-

ton, who also books the Palace nightclub in Los Angeles.

The firm, according to Lee, will retain sponsorship of the popular Concerts By The Bay summer concert series at Humphrey's, now in its fourth year, and will complement the more than 40 pop/jazz shows scheduled for the 750-capacity Shelter Island facility with a number of superstar concerts in larger halls.

Berman, meanwhile, is in the process of putting together a new consortium of investors under the corporate name of MBC Presents. The top local promoter throughout the late '70s and early '80s, Berman, 34, is being assisted by attorney C. Logan McKechnie.

Also competing for San Diego concert dollars are Avalon Attractions, which like Southland is headquartered in Los Angeles, and the local Fahn & Silva Presents.

But Berman, whose financial woes resulted in his filing for bankruptcy Jan. 22, is unfazed over the stiff competition his new venture will face.

Berman's financial problems date back more than two years, shortly after the firm he then owned, Marc Berman Concerts, had completed one of its most successful concert seasons.

With a group of other investors, he sponsored the ill-fated NFL Players Assn. All-Star Game, and promptly lost \$100,000. A few months later, Berman underwrote a six-city tour by Spanish singer Camilo Sesto. The tour flopped, and Berman was out another \$100,000.

A series of subsequent Sports Arena concerts promoted in conjunction with Avalon Attractions failed to bring Berman out of the hole. In the summer of 1983, Avalon severed its relationship with Berman.

Shortly thereafter, an agent friend of Berman's put him in touch with John Lee, who at the time headed the Entertainment Marketing Corp., responsible for setting up corporate tour sponsorships. Initially, Lee says, he invested money in Marc Berman Concerts, but found he couldn't stave off creditors.

So Lee formed a new company, Southland Concerts, and hired Berman as a "consultant" in charge of booking and producing shows. But still, old debts incurred by Marc Berman Concerts continued to haunt the new firm, leading to the recent split.

## TALENT IN ACTION

(Continued from page 50)

shag and taking herself seriously (but not too seriously), Jett appeared to be having as much fun as the audience. Much as one may want to forget what rock'n'roll meant during those teen years, Jett brings back those feelings of rebellious release in her music, leaving her younger fans satisfied and her older fans smiling at having almost gone home again.

KATHY GILLIS

## ANIMATION

The Roxy, Los Angeles  
Tickets: \$8.50

"OBSESSION" NEVER FAILS to pack the dance floor the moment it hits a disco sound system, but Animation would obviously have to find another sort of appeal for its performance Feb. 1 at the Roxy. Not only was the dance floor packed before the band ever took the stage, but that floor is barely large enough to host a troupe of dancing fleas at the best of times.

Instead, the Mercury act moved from the synthesized dance-pop sound of its single to a more guitar-driven, female-fronted rock sound for the 50-minute set. If "Obsession" is derivative of Berlin and the Human League, the rest of Animo-

## POINTER SISTERS

(Continued from page 48)

rare that we disagree on one anyway."

"All artists, women and men, are getting involved," adds Anita. "They're more intelligent, they read their contracts, they know where the money is going. The old stigma of being 'just a singer' is fading away."

The Pointers' next album is the last under their contract with Planet, and they are currently negotiating renewal. Eventually, they say, they would like to do a gospel album, a video album, and co-produce. "We're also going to start writing again," says June, "once we start to feel relaxed on the road."

**Funky ENTERPRISES, INC.**

The ROCK 'N' ROLL PLACE!

**U2**

**Duran Duran**

Daryl Hall/John Oates

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

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

Super Selection • Super Service

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

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

**Come home from the studio.**

Come home to a Manhattan hotel that is really like your own apartment on Central Park. Around the corner from Lincoln Center and minutes to the things that are important to you in New York City. And, while we recently have lavished millions on our guestrooms and suites, we pride ourselves most on our traditions: personal service; prompt and courteous attention; gracious hospitality; and good value. The Mayflower Hotel, 61st St. & Central Park West, New York 10023. See your travel agent or call toll-free 800-223-4164 or 212-265-0060

**The Mayflower Hotel**  
right on New York's Central Park

**PUBLICITY PRINTS**

Lithographed On Heavy Gloss Stock

**BLACK & WHITE 8x10's**  
500 - \$55.00 1000 - 80.00

**COLOR**  
1000 - \$376.00

Above Prices include Typesetting & Freight

**Send 8x10 Photo - Check or M.O.**

Full Color & B/W Posters  
Composites - Cards - Other Sizes

Send For Catalog & Samples

**ABC PICTURES**  
1867 E. Florida, Dept. 88  
Springfield, MO 65803  
(417) 869-9433 or 869-3456

**19,200 SEATS**

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





**It's Hot in These.** That's what songwriter Bob McDill seems to be saying as he models red longjohns given to him by BMI vice president Frances Preston, right, at BMI's reception in his honor. McDill had four songs in the country top 10, occasioning BMI's "Hotter Than Hot" party for the writer.

## Unconventional Push For Cristy Lane Singer's Manager/Husband Puts His Money on TV

BY EDWARD MORRIS

NASHVILLE That it is virtually impossible to watch cable television or leaf through a stack of consumer magazines without encountering the saga of singer Cristy Lane is a testimony to the scorched-earth marketing philosophy of Lane's husband and manager, Lee Stoller. Stoller also heads LS Records, the company for which Lane recorded until signing with United Artists (later Liberty), and to which she has returned after departing Liberty last year.

The circumstances of Lane's exit from Liberty are not clear—she still has four active albums there—but they may involve Stoller's disdain

for conventional methods of selling records. He says he is convinced that television, not radio, is the best way to let the public vote with its money on what is and isn't a hit.

"Last year was our best ever," he maintains, "and Cristy didn't even have a top 20 in the charts." In fact, Lane's last single on Liberty, "Midnight Blue," never charted at all, despite its being promoted by a video.

Taking a fairly slim body of recorded work, Stoller has packaged, repackaged and licensed Lane's music to the point that she is a multi-million-album seller on the various "One Day At A Time" compilations alone. Stoller says U.S. sales are approaching three million albums.

Although she was a fairly consistent top 20 country artist between 1977 and 1981, Lane's only No. 1 country hit was the gospel-oriented "One Day At A Time," which became the nucleus for albums on Liberty, Suffolk, K-tel and LS. The song also emerged as the title of Lane's biography, which Stoller wrote while he was in federal prison on a RICO (racketeering influenced and corrupt organizations) conviction.

In his latest market push, Stoller has packaged the book and a "One

Day At A Time" album together, tagging the combination at \$9.99. Priced thus, and prodded by an advertising blitz that involves nine cable networks and more than 150 network-affiliated stations, the package has sold more than 300,000 units this year alone, according to Stoller.

Two major book distributors, Spring Arbor and Baker & Taylor, confirm that they are now placing the book in both Christian and secular book chains. A spokesman for Spring Arbor credits the tv saturation with kicking off a wide interest in the bio, and notes that he has had calls from "all the major chain stores." Labeling the book a "weirdo bestseller," he likens it to the runaway secular success of Hal Lindsey's "The Late Great Planet Earth."

A representative of Kingsport Press, which prints the book and handles some of the fulfillment service, vouches that the book is being printed in the quantities Stoller cites.

Stoller, who started his tv ad buys on a per-inquiry basis, now buys straight time—around \$150,000 of it a week, he says. In the first quarter

(Continued on page 60)

## NASHVILLE SCENE

by Kip Kirby



THE USUALLY DIGNIFIED songwriter Bob McDill was toasted at a BMI "No. 1" party in his honor last week. The occasion was the celebration of his Mel McDaniel chart-topper, "Baby's Got Her Blue Jeans On," plus several radio hits of the hour, including Ed Bruce's "You Turn Me On (Like A Radio)," Dan Seals' "My Baby's Got Good Timing," Gus Hardin's "All Tangled Up In Love" and Emmylou Harris' "Someone Like You."

We say the "usually dignified" McDill because before the party was over, BMI vice president Frances Preston had the introspective songsmith decked out in fire-engine red longjohns emblazoned with "McDill Is Hotter Than Hot." BMI also imprinted a series of other chili-pepper red items for McDill, including exercise shorts, T-shirts, sweatshirts and socks. Each carried his name and some sort of complimentary slogan guaranteed to embarrass the somewhat reclusive writer.

### Bob McDill's got his longjohns on

Since the party was held the day before Valentine's Day, BMI had decked out its Music Row headquarters in red and white for the occasion; hence the red and white apparel for McDill. If Nashville continues to break temperature records this winter (already the city has logged an unprecedented minus 17 degrees plus three snowstorms), McDill may actually be seen wearing his longjohns. Time—not to mention McDill's co-writers—will tell.

VINCE GILL'S second album will be titled "The Things That Matter." When he isn't working on his own solo projects, Gill is a hotly sought-after session guitarist. In fact, RCA has to keep an eye on its artist or he would show up on even more albums by his friends.

One gig Gill has agreed to do will be with pal Rosanne Cash when she headlines the CBS Records convention in Hawaii March 15. He has also been invited to Holland to appear on a radio program there called "Country Time."

It was "Elvira," of course, that the Oak Ridge Boys chose to play when they officially changed formats on their Terre Haute radio station, WPFR-AM. The change from beautiful music to contemporary country came Feb. 4, following an earlier press conference hosted by the Oaks' Joe Bonsall.

Larry Gatlin is back in the swing of things after his voluntary check-in for drug rehabilitation treatment

at a California medical facility in December. The Gatlins appear March 10 on ABC's televised three-hour gala, "Night Of 100 Stars," recently taped before a live audience at Radio City Music Hall. The event is a fundraiser for the Actors' Fund.

Look out, it's comedian Gallagher helping Sawyer Brown through its paces in the group's first video, "Step That Step," released last week. Sawyer Brown did the clip in Los Angeles with a little help from sportswear manufacturer Converse, which outfitted the five-piece band and crew with tennis shoes. Fortunately for Sawyer Brown, Gallagher did not bring his famous Sledge-O-Matic to the set with him.

John Schneider, one of MCA's hottest numbers these days, will be the featured speaker, along with MCA vice president of product development Kent Crawford, at the third annual Academy of Country Music "Celebrity Speakers" luncheon, March 5 at the Los Angeles Press Club. The luncheon series was designed to provide information about various aspects of the entertainment industry. Previous speakers have been Dick Clark and Snuff Garrett. The ACM luncheon is open to the public, the media and Academy members. Reservations should be made through the ACM offices in L.A. Speaking of the Academy, its second annual Marty Robbins Memorial Golf Tournament, held last November, raised \$15,000 for the American Heart Assn.'s Los Angeles chapter.

SCENE HEARS that one of country music's genuine outlaw quartets—Willie Nelson, Waylon Jennings, Johnny Cash and Kris Kristofferson—are in town working on an album together. On one of Nashville's coldest nights not long ago, patrons of Tootsie's downtown were surprised to see Nelson and Kristofferson come jogging in. They stayed for a little while and then jogged back into the night.

It's interesting to note that while label advertising for Ricky Skaggs' new Epic collection "Favorite Selections" claims that it includes hard-to-find early Skaggs selections, the two cuts in the compilation which originally appeared on the Sugar Hill label have apparently been recut for this album. The songs are "I'll Take The Blame" and the title cut from the Sugar Hill album "Sweet Temptation." All other cuts, taken from Epic albums, are in their original album release form.

Speaking of Skaggs, he's back in Manhattan for his second video with director Martin Kahan. In this clip, Skaggs plays an executive in a New York bank. Bill Monroe plays Uncle Pen, and there are, we hear, cameo by Mayor Ed Koch, actor David Keith of "An Officer And A Gentleman" and Broadway dancer Charlotte d'Amboise of "Cats." Shooting was scheduled to take place in a Times Square subway station.

## Industry Vet's New Ploy: Nostalgic Nashville Videos

BY ANDREW ROBLIN

NASHVILLE Nashville dominates the market in the production of most forms of country music entertainment, but not in the production of long-form country videos. The first Nashville-based company to manufacture and distribute long-form country videos has been in business for less than a year.

Music industry veteran Hillous Butrum, an original member of Hank Williams' Drifting Cowboys, has entered the video retail business geared to the nostalgia market. Butrum's catalog, all of which was first produced in the '60s, includes the films "Country Music On Broadway," "Music City U.S.A." and "Country Boy," as well as the made-for-television programs "The Ernest Tubb Show, Vol. One," "The Best of Willie Nelson, Vol. One" and "The Kitty Wells & Johnny Wright Family Show."

According to Butrum, "Country Music On Broadway" is the best selling item in his inventory. "I recently got an order for 70 videos, and 40 of those were for 'Country Music On Broadway,'" he says.

The only dealer working with Butrum's catalog reports similar results. "I've sold 300 copies of 'Country Music On Broadway' in less than a month," claims Wally Medlin of Vintage Country Videos in Dalton, Ga.

Hosted by Ralph Emery, "Country Music On Broadway" features performances by George Jones, Buck Owens, Lester Flatt & Earl Scruggs and others. The video also includes the only known footage of

Hank Williams performing.

Before manufacturing his first tape, Butrum tested the waters for nostalgic country programming. He leased 26 episodes of "The Ernest Tubb Show" to The Nashville Network in early 1984. Although he refuses to discuss the details of his agreement with TNN, Butrum notes, "The price was based on the number of households TNN reaches. They got five runs of the 26 shows."

Butrum launched his mail order video operation under the name H. Butrum Enterprises last June, after attending the Consumer Electronics Show to familiarize himself with video packaging and pricing. Each of his titles sells for \$39.95 and is accompanied by a four-color wrapper showing scenes from the video.

"A lot of mail order videos come

(Continued on page 58)

### PARADE OF STARS

is the industry's oldest and most reliable weekly recording tip sheet.

Every publisher needs to get songs cut by America's leading artists.

1 year subscription \$120.00  
6 months subscription \$ 75.00

Send check or money order payable to Parade of Stars

### PARADE OF STARS

1201 16th Ave. So., Nashville, TN 37212  
(615) 320-7287

# Katz Broadcasting Chooses TRANSTAR Country

Katz Broadcasting, in its latest radio acquisition\* (Powerful 610 AM in Birmingham) has chosen to program "Transtar Country" all hours of the weekday (except morning drive) and all weekend.

We're honored by their choice because if it's good enough for Katz, it's good enough for some of the most successful country radio stations in America.

\*Katz Broadcasting Company is purchasing WSGN, Birmingham, pending FCC approval.



For more information and market availability, call us at  
**1-800-654-3904**

## April 13 Debut Scheduled for Opry Telecasts

NASHVILLE In a move that may lure some of its superstar members back for more frequent performances than they now make, the Grand Ole Opry will be televised live every week, beginning April 13.

A half-hour segment of the 59-year-old show is scheduled to air at 8 p.m. EST each Saturday on The Nashville Network. The debut show, however, will run for an hour. Taped repeats of the show will be broadcast each Saturday at midnight.

Except for live broadcasts on PBS during the 1978-81 fundraising periods and some brief experiments in the early '50s, the Opry has made its impact and name as a radio show.

As long as it was crucial to building a country artist's reputation, the Opry could—and did—demand a minimum number of appearances from its members. In recent years, though, there have been no such requirements, and appearances by such top-selling members as Dolly Parton, Loretta Lynn, Barbara Mandrell and George Jones have been few.

The Nashville Network's potential reach into more than 20.6 million cable tv homes will offer considerably increased exposure to those booked for the televised segment.

Currently, the Grand Ole Opry has a cast of 59 acts, approximately 25 of which will appear on any given two-and-a-half-hour show.

The Opry is staged from four to seven times a week, depending on the season, in the 4,400-seat Grand Ole Opry House and carried live on 50,000-watt WSM. Opry officials say that almost a million people attend the shows each year.

EDWARD MORRIS

## Nashville Network Plans Celebration At Radio City

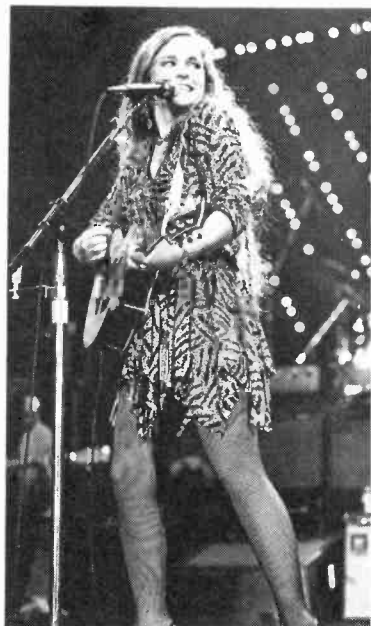
NASHVILLE To highlight its second anniversary celebration, The Nashville Network will present and tape for broadcast a concert called "Radio City Music Hall Welcomes The Nashville Network" March 7 at the famed New York venue.

The show will feature many of the top artists on the Columbia/Epic rosters, including George Jones (who is scheduled to host the event), Ricky Skaggs, Mickey Gilley, Charly McClain, Exile, Lacy J. Dalton and Mark Gray.

On April 6, the concert will be broadcast to TNN's 2,250 affiliates. A repeat will air on April 7.

TNN has designated April 6-13 as its anniversary observance week and will, in addition to the Radio City Music Hall concert, debut three new 30-minute series: "Video-Country," a music video show; "Play It Again, Nashville," a nostalgia talk and variety program; and "Country Notes," a country music news series.





**Volunteer Sellout.** MCA artist Nicolette Larson takes her turn at the recent Volunteer Jam XI in Nashville.

## Songwriting Symposium Set For March

NASHVILLE "Knowledge Is The Key" is the theme of the Nashville Songwriters Assn. International's seventh annual symposium, to be held at the Hyatt Regency here March 15-17. Atlanta publisher Bill Lowery will give the keynote address.

The symposium will begin Friday evening (15) with a showcase featuring such songwriters as Dave Loggins, Lisa Silver, Bobby Braddock, Dobie Gray, Paul Davis, Sammy Johns, Wayne Carson and Russell Smith.

Lowery's address will kick off the Saturday educational sessions on how songwriters can meet and deal with music publishers, and how songwriter/artists take their work from conception to its completion as a record.

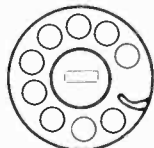
The NSAI will hold its songwriter achievement banquet Saturday evening and present awards for song and songwriter of the year. A cocktail party will precede the banquet.

On Sunday, registrants can have their songs evaluated by professional songwriters and publishers and collaborate with professional songwriters on song ideas.

Registration fees are \$125 for NSAI member and \$150 for others. Further details of the symposium are available from the NSAI office at (615) 321-5004.

### TOUCH That DIAL!

Get fast results with **ACTION-MART**, the Billboard Classified.



Call our Hotline at (800) 223-7524, and tell Jeff you want to see some Action!

# TRANSTAR #1 In Country

KCKN, Roswell, New Mexico is just one of over 80 stations carrying Transtar's Country format via satellite in its nine station market. Here's what it's achieved in its first year:

Roswell, NM  
Birch Share  
Fall 1984, Persons 18+

Mon-Fri 6A-10A:	#2
Mon-Fri 10A-3P:	#1
Mon-Fri 3P-7P:	#1
Mon-Fri 7P-Mid.	#2

Darrell Picou, General Manager of KCKN says it best: "KCKN changed format and call letters in June of 1984. We signed on with Transtar's Country format against two established country stations. In just six short months, we have moved out front 'by a country mile.'"

Would you like ratings like this in your market? Call us now.\*

1-800-654-3904

**TRANSTAR**  
The Quality Satellite Network

\*or come see us at the Country Radio Seminar.

# HOT COUNTRY SINGLES

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

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

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL
1	2	4	15	BABY BYE BYE J.E. NORMAN, G. MORRIS (G. MORRIS, J. BRANTLEY)	GARY MORRIS WARNER BROS. 7-29131
2	4	5	15	MY BABY'S GOT GOOD TIMING K. LEHNING (D. SEALS, B. MCDILL)	DAN SEALS EMI-AMERICA 8245
3	5	6	13	MY ONLY LOVE J. KENNEDY (J. FORTUNE)	◆ THE STATLER BROTHERS MERCURY 880-411-7/POLYGRAM
4	7	10	13	CRAZY FOR YOUR LOVE B. KILLEN (J.P. PENNINGTON, S. LEMAIRE)	EXILE EPIC 34-04722
5	6	9	14	A LADY LIKE YOU H. SHEDD (J. WEATHERLY, K. STEGALL)	GLEN CAMPBELL ATLANTIC/AMERICA 7-99691/ATLANTIC
6	1	2	17	BABY'S GOT HER BLUE JEANS ON J. KENNEDY (B. MCDILL)	MEL MCDANIEL CAPITOL 5418
7	12	14	12	WHAT I DIDN'T DO T. BROWN, J. BOWEN (W. NEWTON, M. NOBLE)	STEVE WARINER MCA 52506
8	13	18	12	SEVEN SPANISH ANGELS B. SHERRILL (T. SEALS, E. SETSER)	◆ RAY CHARLES WITH WILLIE NELSON COLUMBIA 38-04715
9	11	13	14	WHAT SHE WANTS J.E. NORMAN (K. CHATER, R. ARMAND)	◆ MICHAEL MARTIN MURPHEY EMI-AMERICA 8243
10	14	17	11	YOU'VE GOT A GOOD LOVE COMIN' J. CRUTCHFIELD (D. MORRISON, J. SILBAR, V. STEPHENSON)	LEE GREENWOOD MCA 52509
11	16	19	11	CRAZY D. FOSTER (K. ROGERS, R. MARK)	◆ KENNY ROGERS RCA 13975
12	17	21	13	SHE USED TO LOVE ME A LOT B. SHERRILL (K. FLEMING, D. MORGAN, C. QUILLEN)	DAVID ALLAN COE COLUMBIA 38-04688
13	18	23	9	WALKING A BROKEN HEART D. WILLIAMS, G. FUNDIS (A. RUSH, D. LINDE)	DON WILLIAMS MCA 52514
14	19	24	9	COUNTRY GIRLS J. BOWEN (T. SEALS, E. SETSER)	JOHN SCHNEIDER MCA 52510
15	22	26	9	HONOR BOUND N. LARKIN, E.T. CONLEY (C. BLACK, T. ROCCO, A. ROBERTS)	EARL THOMAS CONLEY RCA 13960
16	21	25	11	HALLELUJAH, I LOVE YOU SO B. SHERRILL (R. CHARLES)	GEORGE JONES WITH BRENDA LEE EPIC 34-04723
17	23	28	8	HIGH HORSE M. MORGAN, P. WORLEY (J. JIBBOTSON)	NITTY GRITTY DIRT BAND WARNER BROS. 7-29099
18	10	12	14	SLOW BURNING MEMORY B. MEVIS (V. GOSDIN, M. D. BARNES)	VERN GOSDIN COMPLEAT 135/POLYGRAM
19	24	27	9	THE FIRST WORD IN MEMORY IS ME B. MONTGOMERY (P. ROSE, M. A. KENNEDY, P. BUNCH)	◆ JANIE FRICKE COLUMBIA 38-04731
20	25	29	9	ROLLIN' LONELY J. BOWEN (J. D. MARTIN, G. HARRISON)	JOHNNY LEE FULL MOON 7-29110/WARNER BROS.
21	26	30	7	I NEED MORE OF YOU D. & H. BELLAMY, S. KLEIN (D. BELLAMY)	THE BELLAMY BROTHERS MCA/CURB 52518/MCA
22	3	3	18	YOU TURN ME ON (LIKE A RADIO) B. MEVIS (B. MCDILL, J. WEATHERLY)	ED BRUCE RCA 13937
23	27	32	7	TIME DON'T RUN OUT ON ME J.E. NORMAN (C. KING, G. GOFFIN)	ANNE MURRAY CAPITOL 5436
24	29	35	7	WALTZ ME TO HEAVEN J. BRIDGES, G. SCRUGGS (D. PARTON)	WAYLON JENNINGS RCA 13984
25	8	8	17	ALL TANGLED UP IN LOVE M. WRIGHT (B. MCDILL, J. WEATHERLY)	GUS HARDIN RCA 13938
26	30	34	7	MAJOR MOVES J. BOWEN, H. WILLIAMS, JR. (H. WILLIAMS, JR.)	HANK WILLIAMS, JR. WARNER/CURB 7-29095/WARNER BROS.
27	31	38	5	GIRLS NIGHT OUT B. MAHER (J. H. BULLOCK, B. MAHER)	THE JUDDS RCA/CURB 13991/RCA
28	33	37	6	DON'T CALL IT LOVE D. MALLOY (D. PITCHFORD, T. SNOW)	DOLLY PARTON RCA 13987
29	15	16	15	IF THAT AIN'T LOVE M. MORGAN, P. WORLEY (J. HARRINGTON, J. PENNING)	LACY J. DALTON COLUMBIA 38-04696
30	36	42	4	THERE'S NO WAY H. SHEDD, ALABAMA (L. PALAS, W. ROBINSON, J. JARRARD)	ALABAMA RCA 13992
31	38	41	5	THE COWBOY RIDES AWAY J. BOWEN, G. STRAIT (S. THROCKMORTON, C. KELLY)	GEORGE STRAIT MCA 52526
32	37	40	5	I'M THE ONE MAMA WARNED YOU ABOUT J. BOYLAN (M. JAMES, G. ZEILER)	MICKEY GILLEY EPIC 34-04746
33	9	1	17	MAKE MY LIFE WITH YOU R. CHANCEY (G. BURR)	THE OAK RIDGE BOYS MCA 52488
34	40	45	5	IT SHOULD HAVE BEEN LOVE BY NOW T. COLLINS, J. CRUTCHFIELD (J. CRUTCHFIELD, P. HARRISON)	BARBARA MANDRELL & LEE GREENWOOD MCA 52525
35	39	43	7	NOW THERE'S YOU B. BECKETT, J.E. NORMAN (L. CHERA, R. PEOPLES, B. MORRISON)	SHELLY WEST VIVA 7-29106/WARNER BROS.
36	20	20	13	EYE OF A HURRICANE J. ANDERSON, L. BRADLEY (J. FULLER)	JOHN ANDERSON WARNER BROS. 7-29127
37	42	47	6	LET THE HEARTACHE RIDE T. DUBOIS, S. HENDRICKS (T. DUBOIS, D. ROBBINS, V. STEPHENSON)	RESTLESS HEART RCA 13969
38	47	58	3	SOMEBODY SHOULD LEAVE H. SHEDD (H. HOWARD, C. RAINS)	REBA MCENTIRE MCA 52527
39	45	57	4	STEP THAT STEP R. SCRUGGS (M. MILLER)	◆ SAWYER BROWN CAPITOL/CURB 5446/CAPITOL
40	44	49	6	(THAT'S WHAT YOU DO) WHEN YOU'RE IN LOVE J.L. WALLACE, T. SKINNER (T. SKINNER, K. BELL, J.L. WALLACE)	THE FORESTER SISTERS WARNER BROS. 7-29114
41	28	7	17	ONE OWNER HEART J.E. NORMAN (W. ALDRIDGE, T. BRASFIELD, M. MCANALLY)	T.G. SHEPPARD WARNER/CURB 7-29167/WARNER BROS.
42	51	—	2	WARNING SIGN E. STEVENS, E. RABBITT, J. BOWEN (E. RABBITT, E. STEVENS)	EDDIE RABBITT WARNER BROS. 7-28089
43	34	22	17	SHE'S GONNA WIN YOUR HEART E. RAVEN, P. WORLEY (M. WILLIAMS, B. BURNETTE)	◆ EDDY RAVEN RCA 13939
44	49	54	5	BIG TRAIN FROM MEMPHIS J. FOGERTY (J. FOGERTY)	JOHN FOGERTY WARNER BROS. 7-29100
45	32	15	18	SOMETHING IN MY HEART R. SKAGGS (W. PATTON)	RICKY SKAGGS EPIC 34-04668
46	52	65	3	FALLIN' IN LOVE B. MAHER (R. GOODRUM, B. MAHER)	SYLVIA RCA 13997
47	55	75	3	RADIO HEART N. WILSON (S. DAVIS, D. MORGAN)	CHARLY MCCLAIN EPIC 34-04777
48	35	11	17	AIN'T SHE SOMETHING ELSE C. TWITTY, D. HENRY (J. FOSTER, B. RICE)	CONWAY TWITTY WARNER BROS. 7-29137
49	57	62	3	CALIFORNIA K. LEHNING (C. CRAIG, K. STEGALL, J. MCBRIDE)	KEITH STEGALL EPIC 34-04771
50	54	59	5	ACRES OF DIAMONDS R. HALL (B. HENDERSON, W. CAYLOR)	BENNY WILSON COLUMBIA 38-04724

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL
51	56	61	4	EVERYBODY NEEDS LOVE ON A SATURDAY NIGHT J. KENNEDY (J.L. WALLACE, T. SKINNER, K. BELL)	THE MAINES BROTHERS BAND MERCURY 880-536-7/POLYGRAM
52	72	—	2	IN A NEW YORK MINUTE B. KILLEN (M. GARVIN, C. WATERS, T. SHAPIRO)	RONNIE MCDOWELL EPIC 34-04816
53	58	63	4	ONLY LOVE WILL MAKE IT RIGHT E. GORDY, JR., T. BROWN (B. MCDILL)	NICOLETTE LARSON MCA 52528
54	43	31	16	LET ME DOWN EASY D. TOLLE (J. MICHAEL, L. LAFFERTY)	JIM GLASER NOBLE VISION 107
55	76	—	2	SOMETIMES WHEN WE TOUCH S. BUCKINGHAM (D. HILL, B. MANN)	MARK GRAY & TAMMY WYNETTE COLUMBIA 38-04782
56	41	33	13	THE MISSISSIPPI SQUIRREL REVIVAL R. STEVENS (C.W. KALB, JR., C. KALB)	RAY STEVENS MCA 52492
57	62	68	4	UNTIL I FALL IN LOVE AGAIN P. WORLEY (J. GIBSON, L. BOONE)	MARIE OSMOND CAPITOL/CURB 5445/CAPITOL
58	48	52	6	DADDY'S HONKY TONK B. MEVIS (B. KEEL, B. MOORE)	MOE BANDY & JOE STAMPLEY COLUMBIA 38-04756
59	NEW	▶		WORKING MAN B. LOGAN (J. HURT, B. R. REYNOLDS)	JOHN CONLEE MCA 52543
60	65	76	4	WINO THE CLOWN W. HAYNES (C. PUTMAN, R. HELLARD, B. JONES)	BILL ANDERSON SWANEE 4013
61	63	69	4	I'M THE ONE WHO'S BREAKING UP L. ROGERS (G. DOBBINS, P. MCMANUS, B. BURCH)	TARI HENSLEY MERCURY 880-424-7/POLYGRAM
62	50	44	9	THE FIRST IN LINE D. EDMUNDS (P. KENNERLY)	THE EVERLY BROTHERS MERCURY 880-423-7/POLYGRAM
63	73	—	2	NOTHING CAN HURT ME NOW G. DAVIES, L. SKLAR (P. KENNERLY, B. MCDILL)	GAIL DAVIES RCA 14017
64	60	64	4	ANYWAY THAT YOU WANT ME R. RUFF (C. TAYLOR)	CARLETTE OAK 1079
65	66	71	4	SURE THING D. TOLLE (T. ARATA)	TONY ARATA NOBLE VISION 108
66	69	74	4	YOU BRING OUT THE LOVER IN ME T. ROCCO, C. BLACK (C. BLACK, L. MARTINE, JR.)	ZELLA LEHR COMPLEAT 136/POLYGRAM
67	NEW	▶		GIVE HER ALL THE ROSES G. MILLS (L. REED, T. DEMPSEY)	TOM JONES MERCURY 880-569-7/POLYGRAM
68	46	36	19	A PLACE TO FALL APART M. HAGGARD, R. BAKER (M. HAGGARD, W. NELSON, F. POWERS)	MERLE HAGGARD EPIC 34-04663
69	NEW	▶		ONE HELL OF A HEARTACHE R. REEDER, G. WATSON (K. PALMER, J. WHITE)	GENE WATSON MCA 52533
70	61	48	19	ME AGAINST THE NIGHT J. BOWEN (P. ROSE, M. KENNEDY, P. BUNCH)	CRYSTAL GAYLE WARNER BROS. 7-29151
71	59	39	14	I NEVER GOT OVER YOU T. JENNINGS, M. SILLIS (T. JENNINGS)	JOHNNY PAYCHECK AMI 1322/NSO
72	53	46	17	(THERE'S A) FIRE IN THE NIGHT H. SHEDD, ALABAMA (B. CORBIN)	◆ ALABAMA RCA 13926
73	68	72	4	THE ALMIGHTY LOVER N. LARKIN (A. ALDRIDGE, R. ALDRIDGE)	SIERRA AWESOME 110
74	70	60	21	GOT NO REASON NOW FOR GOIN' HOME R. REEDER, G. WATSON (J. RUSSELL)	GENE WATSON MCA/CURB 52457/MCA
75	NEW	▶		FOUR WHEEL DRIVE B. FISHER (M. WATKINS)	THE KENDALLS MERCURY 880-588-7/POLYGRAM
76	80	—	2	A HARD ACT TO FOLLOW N. WILSON (G. NICHOLSON, D. CHAMBERLAIN)	KEITH WHITLEY RCA 13996
77	84	—	2	ONLY A DREAM AWAY R. DIXON, D. SCHAFER (P. DETMER)	MASON DIXON TEXAS 5558
78	NEW	▶		IS THERE ANYTHING I CAN DO M. WRIGHT (G. NICHOLSON, W. HOLYFIELD)	BILL MEDLEY RCA 14021
79	78	82	3	WE'VE STILL GOT LOVE T. CHOATE, E. WILSON (J.P. PENNINGTON, S. LEMAIRE)	SIMON AND VERITY EMI-AMERICA 8257
80	79	81	3	HURTS ALL OVER C. STEWART (C. STEWART, R. WEISS)	THE SHOPPE AMERICAN COUNTRY 45-3/AMERICAN COUNTRY
81	77	67	21	HOW BLUE H. SHEDD (J. MOFFAT)	REBA MCENTIRE MCA 52468
82	71	56	7	I FORGOT I DON'T LIVE HERE ANYMORE C. HOWARD (C. WATERS, M. GARVIN, T. SAPIRO)	DARRELL CLANTON WARNER BROS. 7-29185
83	NEW	▶		ALL THAT'S LEFT FOR ME J. CORNELIUS, C. JACKSON (C. JACKSON)	CARL JACKSON COLUMBIA 38-04786
84	NEW	▶		COUNTRY MUSIC LOVE AFFAIR S. GARRETT, S. DORFF (J. HURT, B. R. REYNOLDS)	DAVID FRIZZELL VIVA 7-29066/WARNER BROS.
85	74	55	15	SOMEONE LIKE YOU B. AHERN (B. MCDILL, D. LEE)	EMMYLOU HARRIS WARNER BROS. 7-29138
86	86	85	14	HEY E. STEVENS (J. IGLESIAS, C. BOLFIORE, M. BALDUCCI, R. ARCUSA)	HILLARY KANTER RCA 13935
87	64	51	9	HEY LADY J. MORRIS (T. SHARP, E. BURTON, J. SHARP)	NARVEL FELTS EVERGREEN 1027
88	81	66	5	PARDON ME BUT THIS HEART'S TAKEN B. MONTGOMERY (K. VASSY, J. WILDE)	TERRY GREGORY SCOTTI BROS. 4-04735/EPIC
89	89	88	22	JAGGED EDGE OF A BROKEN HEART G. DAVIES, L. SKLAR (W. IGLEHEART, M. JOYCE)	GAIL DAVIES RCA 13912
90	67	50	20	YEARS AFTER YOU B. LOGAN (T. SCHUYLER)	JOHN CONLEE MCA 52470
91	87	73	22	THE BEST YEAR OF MY LIFE E. RABBITT, E. STEVENS, J. BOWEN (E. RABBITT, E. STEVENS)	EDDIE RABBITT WARNER BROS. 7-29186
92	82	70	22	LEONA R. SCRUGGS (B. SHORE, D. WILLIS)	SAWYER BROWN CAPITOL/CURB 5403/CAPITOL
93	75	53	17	RUNNING DOWN MEMORY LANE A. DIMARTINO (E. RAVEN)	REX ALLEN JR. MOON SHINE 3034
94	83	77	22	WHY NOT ME B. MAHER (H. HOWARD, B. MAHER, S. THROCKMORTON)	THE JUDDS RCA/CURB 13923/RCA
95	94	93	3	YO YO (THE RIGHT STRING, BUT THE WRONG YO YO) S. MACLELLAN, S. LIMBO (W. PERRYMAN)	D. SHIRLEY & "PIANO RED" AMOR 1006
96	90	89	15	I'M GONNA LOVE YOU RIGHT OUT OF THE BLUES B. MONTGOMERY (W. ALDRIDGE, T. BRASFIELD)	LLOYD DAVID FOSTER COLUMBIA 38-04670
97	85	80	13	TOUCHY SITUATION T. BROWN, J. BOWEN (C. LESTER)	RAZZY BAILEY MCA 52500
98	93	87	24	I LOVE ONLY YOU M. MORGAN, P. WORLEY (D. LOGGINS, D. SCHLITZ)	NITTY GRITTY DIRT BAND WARNER BROS. 7-29203
99	97	94	13	BIGGER THAN BOTH OF US J. BOWEN, M. UTLEY, T. BROWN (R. COULLET)	JIMMY BUFFETT MCA 52499
100	88	78	23	DOES FORT WORTH EVER CROSS YOUR MIND J. BOWEN, G. STRAIT (S. D. SHAFER, D. SHAFER)	GEORGE STRAIT MCA 52458

○ Products with the greatest airplay and sales gains this week. ◆ Video clip availability. ● Recording Industry Assn. Of America (RIAA) seal for sales of one million units. ▲ RIAA seal for sales of two million units.



# Billboard Hot Country Singles SALES & AIRPLAY

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

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT COUNTRY POSITION
1	2	BABY BYE BYE	GARY MORRIS	1
2	6	MY ONLY LOVE	THE STATLER BROTHERS	3
3	4	MY BABY'S GOT GOOD TIMING	DAN SEALS	2
4	7	CRAZY FOR YOUR LOVE	EXILE	4
5	8	A LADY LIKE YOU	GLEN CAMPBELL	5
6	1	BABY'S GOT HER BLUE JEANS ON	MEL MCDANIEL	6
7	11	WHAT SHE WANTS	MICHAEL MARTIN MURPHEY	9
8	13	SEVEN SPANISH ANGELS	RAY CHARLES WITH WILLIE NELSON	8
9	12	WHAT I DIDN'T DO	STEVE WARINER	7
10	16	SHE USED TO LOVE ME A LOT	DAVID ALLAN COE	12
11	17	CRAZY	KENNY ROGERS	11
12	15	YOU'VE GOT A GOOD LOVE COMIN'	LEE GREENWOOD	10
13	18	WALKING A BROKEN HEART	DON WILLIAMS	13
14	20	COUNTRY GIRLS	JOHN SCHNEIDER	14
15	23	HONOR BOUND	EARL THOMAS CONLEY	15
16	22	HALLELUJAH, I LOVE YOU SO	GEORGE JONES WITH BRENDA LEE	16
17	21	HIGH HORSE	NITTY GRITTY DIRT BAND	17
18	10	SLOW BURNING MEMORY	VERN GOSDIN	18
19	29	THE FIRST WORD IN MEMORY IS ME	JANIE FRICKE	19
20	28	ROLLIN' LONELY	JOHNNY LEE	20
21	—	I NEED MORE OF YOU	THE BELLAMY BROTHERS	21
22	3	YOU TURN ME ON (LIKE A RADIO)	ED BRUCE	22
23	—	MAJOR MOVES	HANK WILLIAMS, JR.	26
24	—	WALTZ ME TO HEAVEN	WAYLON JENNINGS	24
25	5	ALL TANGLED UP IN LOVE	GUS HARDIN	25
26	—	TIME DON'T RUN OUT ON ME	ANNE MURRAY	23
27	9	MAKE MY LIFE WITH YOU	THE OAK RIDGE BOYS	33
28	—	DON'T CALL IT LOVE	DOLLY PARTON	28
29	14	IF THAT AIN'T LOVE	LACY J. DALTON	29
30	—	THE COWBOY RIDES AWAY	GEORGE STRAIT	31

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT COUNTRY POSITION
1	2	BABY BYE BYE	GARY MORRIS	1
2	4	MY BABY'S GOT GOOD TIMING	DAN SEALS	2
3	5	MY ONLY LOVE	THE STATLER BROTHERS	3
4	6	A LADY LIKE YOU	GLEN CAMPBELL	5
5	7	CRAZY FOR YOUR LOVE	EXILE	4
6	11	WHAT I DIDN'T DO	STEVE WARINER	7
7	12	YOU'VE GOT A GOOD LOVE COMIN'	LEE GREENWOOD	10
8	13	SEVEN SPANISH ANGELS	RAY CHARLES WITH WILLIE NELSON	8
9	10	WHAT SHE WANTS	MICHAEL MARTIN MURPHEY	9
10	1	BABY'S GOT HER BLUE JEANS ON	MEL MCDANIEL	6
11	15	CRAZY	KENNY ROGERS	11
12	17	WALKING A BROKEN HEART	DON WILLIAMS	13
13	19	COUNTRY GIRLS	JOHN SCHNEIDER	14
14	20	HONOR BOUND	EARL THOMAS CONLEY	15
15	18	HALLELUJAH, I LOVE YOU SO	GEORGE JONES WITH BRENDA LEE	16
16	23	HIGH HORSE	NITTY GRITTY DIRT BAND	17
17	22	THE FIRST WORD IN MEMORY IS ME	JANIE FRICKE	19
18	24	ROLLIN' LONELY	JOHNNY LEE	20
19	25	I NEED MORE OF YOU	THE BELLAMY BROTHERS	21
20	21	SHE USED TO LOVE ME A LOT	DAVID ALLAN COE	12
21	9	SLOW BURNING MEMORY	VERN GOSDIN	18
22	27	TIME DON'T RUN OUT ON ME	ANNE MURRAY	23
23	3	YOU TURN ME ON (LIKE A RADIO)	ED BRUCE	22
24	8	ALL TANGLED UP IN LOVE	GUS HARDIN	25
25	—	GIRLS NIGHT OUT	THE JUDDS	27
26	29	WALTZ ME TO HEAVEN	WAYLON JENNINGS	24
27	—	DON'T CALL IT LOVE	DOLLY PARTON	28
28	30	MAJOR MOVES	HANK WILLIAMS, JR.	26
29	—	THERE'S NO WAY	ALABAMA	30
30	16	IF THAT AIN'T LOVE	LACY J. DALTON	29

## COUNTRY SINGLES BY LABEL

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

LABEL	NO. OF TITLES ON CHART
MCA (17)	19
MCA/Curb (2)	
RCA (16)	18
RCA/Curb (2)	
WARNER BROS. (12)	17
Viva (2)	
Warner/Curb (2)	
Full Moon (1)	
COLUMBIA	9
EPIC (8)	9
Scotti Bros. (1)	
POLYGRAM	8
Mercury (6)	
Complet (2)	
CAPITOL (2)	5
Capitol/Curb (3)	
EMI-AMERICA	3
NOBLE VISION	2
AMERICAN COUNTRY	1
American Country (1)	
AMOR	1
ATLANTIC	1
Atlantic/America (1)	
AWESOME	1
EVERGREEN	1
MOON SHINE	1
NSD	1
AMI (1)	
OAK	1
SWANEE	1
TEXAS	1

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

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

TITLE  
(Publisher - Licensing Org.)  
Sheet Music Dist.

50 ACRES OF DIAMONDS (Fame, BMI)	62 THE FIRST IN LINE (Irving, BMI)	78 IS THERE ANYTHING I CAN DO (Cross Keys, ASCAP/April, ASCAP/Idea Of March, ASCAP)	20 ROLLIN' LONELY (MCA/Dick James/BMI)	94 WHY NOT ME (Cross Keys, ASCAP/Welbeck, ASCAP/Blue Quill, ASCAP/Tree, BMI) HL
48 AIN'T SHE SOMETHING ELSE (Jack & Bill, ASCAP)	19 THE FIRST WORD IN MEMORY IS ME (Irving, BMI/Love Wheel, BMI) CPP/ALM	34 IT SHOULD HAVE BEEN LOVE BY NOW (Unichappell, BMI/Jan Crutchfield, BMI/Music Corp. of America, BMI)	93 RUNNING DOWN MEMORY LANE (Ravensong, ASCAP/Michael H. Goldsen, ASCAP)	60 WIND THE CLOWN (Tree, BMI/Cross Keys, ASCAP)
25 ALL TANGLED UP IN LOVE (Hall-Clement, BMI/Bright Sky, ASCAP/Charlie Monk, ASCAP)	75 FOUR WHEEL DRIVE (Anbern, ASCAP)	89 JAGGED EDGE OF A BROKEN HEART (Black Note, ASCAP/Greaser, BMI)	8 SEVEN SPANISH ANGELS (Warner-Tamerlane, BMI/WB, ASCAP/Two Sons, ASCAP)	59 WORKING MAN (Tapadero, BMI)
83 ALL THAT'S LEFT FOR ME (Glen Tan, BMI)	27 GIRLS NIGHT OUT (Welbeck, ASCAP/Blue Quill, ASCAP)	5 A LADY LIKE YOU (Bright Sky, ASCAP/Charlie Monk, ASCAP/Stegall, BMI/Blackwood Music, BMI) CPP	12 SHE USED TO LOVE ME A LOT (Hall-Clement, BMI/Jack & Bill, ASCAP)	90 YEARS AFTER YOU (Debdave, BMI/Briarpatch, BMI) CPP
73 THE ALMIGHTY LOVER (Alan Cartee, BMI)	67 GIVE HER ALL THE ROSES (Rebecca, ASCAP/Fruit, BMI)	92 LEONA (Royal Haven, BMI/Gid, ASCAP) CPP	43 SHE'S GONNA WIN YOUR HEART (Welbeck, ASCAP/Dorsey, ASCAP/Cavesson, ASCAP)	95 YO YO (THE RIGHT STRING, BUT THE WRONG YO YO) (Rightsong, BMI)
64 ANYWAY THAT YOU WANT ME (Blackwood, BMI)	74 GOT NO REASON NOW FOR GOIN' HOME (Vogue, BMI/Sunflower County, BMI)	54 LET ME DOWN EASY (Tolovon, BMI/Jidobi, BMI)	18 SLOW BURNING MEMORY (Hookit, BMI/Blue Lake, BMI) CPP	66 YOU BRING OUT THE LOVER IN ME (Chappell, ASCAP/Unichappell, BMI/Watch Hill, BMI)
1 BABY BYE BYE (WB, ASCAP/Gary Morris, ASCAP)	16 HALLELUJAH, I LOVE YOU SO (Rightsong, BMI)	37 LET THE HEARTACHE RIDE (WB, ASCAP/Bob Montgomery, ASCAP/Warner-Tamerlane, BMI/Writers House, BMI)	38 SOMEBODY SHOULD LEAVE (Tree, ASCAP/Choakee Bottom, ASCAP/Cross Keys, ASCAP)	22 YOU TURN ME ON (LIKE A RADIO) (Hall-Clement, BMI/Bright Sky, ASCAP)
6 BABY'S GOT HER BLUE JEANS ON (Hall-Clement, BMI)	76 A HARD ACT TO FOLLOW (Cross Keys, ASCAP)	26 MAJOR MOVES (Bocephus, BMI) CPP	85 SOMEONE LIKE YOU (Jack, BMI)	10 YOU'VE GOT A GOOD LOVE COMIN' (Warner House of Music, BMI/WB Gold, ASCAP)
91 THE BEST YEAR OF MY LIFE (Deb Dave, BMI/Briarpatch, BMI) CPP	86 HEY (April, ASCAP) CPP/ABP	33 MAKE MY LIFE WITH YOU (Garwin, ASCAP/Sweet Karol, ASCAP)	45 SOMETHING IN MY HEART (Jack & Bill, ASCAP/Amanda-Lin, ASCAP)	
44 BIG TRAIN FROM MEMPHIS (Wanaha, ASCAP) CPP	87 HEY LADY (Tapadero, BMI/Lynn Shawn, BMI) CPP	70 ME AGAINST THE NIGHT (Irving, BMI/Love Wheel, BMI) CPP/ALM	55 SOMETIMES WHEN WE TOUCH (Welbeck, ASCAP/ATV, BMI/Mann & Weil, BMI)	
99 BIGGER THAN BOTH OF US (Coral Reefer, BMI/Myrtle, BMI)	17 HIGH HORSE (Unami, ASCAP)	56 THE MISSISSIPPI SQUIRREL REVIVAL (Ray Stevens, BMI)	39 STEP THAT STEP (Gid, ASCAP)	
49 CALIFORNIA (April, ASCAP/Blackwood, BMI/Stegall, BMI)	15 HONOR BOUND (Chappell, ASCAP/Bibo, ASCAP/MCA, ASCAP/Chriswald, ASCAP/Hopi Sound, ASCAP)	2 MY BABY'S GOT GOOD TIMING (Pink Pig, BMI/Hall-Clement, BMI/BobMcDill, BMI)	65 SURE THING (Grandison, ASCAP)	
14 COUNTRY GIRLS (Warner-Tamerlane, ASCAP/WB Music, ASCAP/Two Sons, ASCAP)	81 HOW BLUE (Sonmedia, BMI/Bugshoot, BMI)	3 MY ONLY LOVE (Statler Brothers, BMI)	40 (THAT'S WHAT YOU DO) WHEN YOU'RE IN LOVE (Hall-Clement, BMI)	
84 COUNTRY MUSIC LOVE AFFAIR (Tapadero, BMI/Maypop, BMI)	80 HURTS ALL OVER (Upstart, BMI)	63 NOTHING CAN HURT ME NOW (Rondor, BMI/Irving, BMI/Hall-Clement, BMI)	72 (THERE'S A) FIRE IN THE NIGHT (Sabal, ASCAP) CPP	
31 THE COWBOY RIDES AWAY (Cross Keys, ASCAP/Tightlist, ASCAP)	82 I FORGOT I DON'T LIVE HERE ANYMORE (Tree, BMI/O'Lyric, BMI)	35 NOW THERE'S YOU (Southern Nights, ASCAP/Music City, ASCAP)	30 THERE'S NO WAY (Alabama Band, ASCAP)	
11 CRAZY (Lionsmate, ASCAP/Security Hogg, ASCAP)	98 I LOVE ONLY YOU (MCA, ASCAP/Don Schlitz, ASCAP/Leeds, ASCAP/Patchwork, ASCAP)	69 ONE HELL OF A HEARTACHE (Cavesson, ASCAP)	23 TIME DON'T RUN OUT ON ME (Screen Gems-EMI, BMI/Elorac, ASCAP)	
4 CRAZY FOR YOUR LOVE (Pacific Island, BMI/Tree, BMI) CPP	21 I NEED MORE OF YOU (Bellamy Brothers, ASCAP/Famous, ASCAP) CPP	41 ONE OWNER HEART (R.Hall, ASCAP/Almost, ASCAP/Tom Brasfield, ASCAP) CPP	97 TOUCHY SITUATION (Warner-Tamerlane, BMI/Writers House, BMI)	
58 DADDY'S HONKY TONK (Royalhaven, BMI/First Lady, BMI) CPP	71 I NEVER GOT OVER YOU (Tomtran, BMI)	77 ONLY A DREAM AWAY (MDS, ASCAP)	57 UNTIL I FALL IN LOVE AGAIN (Silverline, BMI/Sunprint, ASCAP)	
100 DOES FORT WORTH EVER CROSS YOUR MIND (Scuff-Rose, BMI)	29 IF THAT AIN'T LOVE (Flowering Stone, ASCAP)	53 ONLY LOVE WILL MAKE IT RIGHT (Hall-Clement, BMI)	13 WALKING A BROKEN HEART (Combine, BMI)	
28 DON'T CALL IT LOVE (Pzazz, BMI/Snow, BMI) CPP	96 I'M GONNA LOVE YOU RIGHT OUT OF THE BLUES (Rick Hall, ASCAP)	88 PARDON ME BUT THIS HEART'S TAKEN (Lionsmate, ASCAP/Songcastle, ASCAP)	24 WALTZ ME TO HEAVEN (Velvet Apple, BMI) CPP	
51 EVERYBODY NEEDS LOVE ON A SATURDAY NIGHT (Hall-Clement, BMI)	32 I'M THE ONE MAMA WARNED YOU ABOUT (Sweet Glenn, BMI)	68 A PLACE TO FALL APART (Mount Shasta, BMI)	42 WARNING SIGN (Deb Dave, BMI/Briarpatch, BMI)	
36 EYE OF A HURRICANE (ATV, BMI/Wingtip, BMI)	61 I'M THE ONE WHO'S BREAKING UP (Music City, ASCAP/Combine, BMI)	47 RADIO HEART (Tapadero, BMI/Tom Collins, BMI)	79 WE'VE STILL GOT LOVE (Pacific Island, BMI/Tree, BMI)	
46 FALLIN' IN LOVE (April, ASCAP/Random Note, ASCAP/Welbeck, ASCAP/Blue Quill, ASCAP)	52 IN A NEW YORK MINUTE (Tree, BMI/O'Lyric, BMI)		7 WHAT I DIDN'T DO (Warner House of Music, BMI/WB Gold, ASCAP)	
			9 WHAT SHE WANTS (Vogue, BMI/Padre, BMI)	

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

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

A weekly national and regional compilation of the most added records on the radio stations currently reporting to the Hot Black Singles chart.

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

### CRISTY LANE

(Continued from page 53)

of 1985, he has print ad buys in such diverse magazines as Moral Majority, Weight Watchers, Reader's Digest, TV Guide, the National Enquirer and Better Homes & Gardens.

LS Records operates with a staff of 15 out of a recently expanded, but still small, office building in Madison, a Nashville suburb. To handle orders and mailing, Stoller has installed an IBM System 34 computer and has a System 36 on order. Orders gathered from four 800-number services are transferred to the computer each morning for the printout of mailing labels. Stoller says his mailing list now exceeds two million names. Flyers advertising additional Cristy Lane merchandise are inserted in each order filled.

In March, Stoller will add a new product to the mix: a 14-inch Cristy Lane doll, which will retail, along with an album of her gospel and "positive" hits, for \$19.95, plus \$3 for shipping. He says he will test market it in "half a dozen" areas to give him the data he needs to buy tv time during the Christmas season.

By April 1, Stoller hopes to have a new double album ready for direct mail and retail. It will be called "Two Different Worlds" and will contain half gospel and half traditional love songs.

Singles will be cut from this and subsequent albums, Stoller asserts, only if he believes they have mammoth hit potential. Otherwise, all country, gospel and AC radio stations will simply be serviced with the entire albums.

Columbia Pictures published a "Cristy Lane Greatest Hits & Favorites" songbook last year, and Stoller says he will have matching folios for each of her forthcoming albums, probably under the LS imprint.

The next big project appears to be generating interest and financing for a movie based on Lane's biography. To keep that thought afloat, Stoller has incorporated the phrase, "It'd make a great movie," into his tv advertising. Vowing that he will finance, produce and act in the movie should all else fail, Stoller says he plans to put a deal together in 1986 and have the movie finished the next year.

He adds that he will also produce three one-hour Cristy Lane tv specials in 1985, the use of which he says he's not ready to disclose.

Lane will do approximately 70 concert and fair dates this year, Stoller estimates, aiming her show at 3,000 to 5,000-seat arenas. Stoller will be her MC.

### For The Record

Larry Butler was the first Nashville-based producer to win a Grammy as producer of the year in 1980. A story last week incorrectly identified his Grammy win as being for album of the year.



#### REGION 1

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

#### REGION 2

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

**RONNIE MCDOWELL**  
IN A NEW YORK MINUTE

**JOHN CONLEE**  
WORKING MAN

**MARK GRAY & TAMMY WYNETTE**  
SOMETIMES WHEN WE TOUCH

**WPTR** Albany, NY  
**WBOS** Boston, MA  
**WYRK** Buffalo, NY  
**WOKQ** Dover, NH  
**WPOR-FM** Portland, ME  
**WHIM** Providence, RI  
**WSEF-FM** Syracuse, NY

**WCAO** Baltimore, MD  
**WRKZ** Hershey, PA  
**WHN** New York City, NY  
**WXTU** Philadelphia, PA  
**WMZQ** Washington, DC  
**WPXK** Washington, DC  
**WWVA** Wheeling, WV

#### REGION 3

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

**JOHN CONLEE**  
WORKING MAN

**RONNIE MCDOWELL**  
IN A NEW YORK MINUTE

**MARK GRAY & TAMMY WYNETTE**  
SOMETIMES WHEN WE TOUCH

**WJAZ** Albany, GA  
**WWNC** Asheville, NC  
**WPLO** Atlanta, GA  
**WGUS** Augusta, GA  
**WXBQ** Bristol, VA  
**WEZL** Charleston, SC  
**WSOC-FM** Charlotte, NC  
**WDOD** Chattanooga, TN  
**WUSY** Chattanooga, TN  
**WCOS** Columbia, SC  
**WGTO** Cypress Springs, FL  
**WFNC** Fayetteville, NC  
**WESC** Greenville, SC  
**WCRJ** Jacksonville, FL  
**WIVK** Knoxville, TN  
**WWOD** Lynchburg, VA  
**WCMS** Norfolk, VA  
**WHOO** Orlando, FL  
**WWKA** Orlando, FL  
**WPAP** Panama City, FL  
**WKIX** Raleigh, NC  
**WRNL** Richmond, VA  
**WSLC** Roanoke, VA  
**WQYK** St. Petersburg, FL  
**WIRK** West Palm Beach, FL  
**WTQR** Winston-Salem, NC

#### NATIONAL

130 REPORTERS

	NEW ADDS	TOTAL ON
<b>JOHN CONLEE</b> WORKING MAN MCA	54	57
<b>RONNIE MCDOWELL</b> IN A NEW YORK MINUTE EPIC	46	74
<b>GENE WATSON</b> ONE HELL OF A HEARTACHE MCA	38	38
<b>THE KENDALLS</b> FOUR WHEEL DRIVE MERCURY	34	34
<b>MARK GRAY &amp; TAMMY WYNETTE</b> SOMETIMES WHEN WE TOUCH COLUMBIA	35	63

#### REGION 4

IL, IN, KY, MI, OH, WI

**JOHN CONLEE**  
WORKING MAN

**RONNIE MCDOWELL**  
IN A NEW YORK MINUTE

**CHARLY MCCLAIN**  
RADIO HEART

**WSLR** Akron, OH  
**WYNE** Appleton, WI  
**WUSN** Chicago, IL  
**WUBE** Cincinnati, OH  
**WGAR-FM** Cleveland, OH  
**WMNI** Columbus, OH  
**WONE** Dayton, OH  
**WCXI-AM/FM** Detroit, MI  
**WWWV** Detroit, MI  
**WAXX-FM** Eau Claire, WI  
**WROZ** Evansville, IN  
**WGEE** Green Bay, WI  
**WFMS** Indianapolis, IN  
**WIRE** Indianapolis, IN  
**WITL** Lansing, MI  
**WAMZ** Louisville, KY  
**WTSO** Madison, WI  
**WMIL** Milwaukee, WI  
**WXCL** Peoria, IL  
**WKKN** Rockford, IL  
**WKLR** Toledo, OH  
**WTOD** Toledo, OH

#### REGION 5

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

**RONNIE MCDOWELL**  
IN A NEW YORK MINUTE

**JOHN CONLEE**  
WORKING MAN

**GENE WATSON**  
ONE HELL OF A HEARTACHE

**KHAK** Cedar Rapids, IA  
**KSO** Des Moines, IA  
**KLXL** Dubuque, IA  
**KFGO** Fargo, ND  
**KWMT** Fort Dodge, IA  
**KFKF** Kansas City, MO  
**WDAF** Kansas City, MO  
**KEBC** Oklahoma City, OK  
**WOW** Omaha, NE  
**KTTS** Springfield, MO  
**KUSA** St. Louis, MO  
**WIL-FM** St. Louis, MO  
**KTPK** Topeka, KS  
**KVOO** Tulsa, OK  
**KFDI** Wichita, KS

#### REGION 6

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

**JOHN CONLEE**  
WORKING MAN

**RONNIE MCDOWELL**  
IN A NEW YORK MINUTE

**THE KENDALLS**  
FOUR WHEEL DRIVE

**KEAN-AM/FM** Abilene, TX  
**KMML** Amarillo, TX  
**KASE** Austin, TX  
**WYNK** Baton Rouge, LA  
**WZZK** Birmingham, AL  
**KOUL** Corpus Christi, TX  
**KHEY** El Paso, TX  
**KPLX** Fort Worth, TX  
**KIKK-FM** Houston, TX  
**KILT** Houston, TX  
**KSSN** Little Rock, AR  
**KLLL** Lubbock, TX  
**WMC-AM** Memphis, TN  
**WOKK** Meridian, MS  
**KNOE** Monroe, LA  
**WLWI** Montgomery, AL  
**WSM-AM** Nashville, TN  
**WNOE** New Orleans, LA  
**KYXX** Odessa, TX  
**WPMO** Pascagoula, MS  
**KBUC** San Antonio, TX  
**KKYX** San Antonio, TX  
**KRMD** Shreveport, LA  
**KWKH** Shreveport, LA  
**WACO** Waco, TX  
**KLUR-FM** Wichita Falls, TX

#### REGION 7

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

#### REGION 8

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

**JOHN CONLEE**  
WORKING MAN

**EDDIE RABBITT**  
WARNING SIGN

**GENE WATSON**  
ONE HELL OF A HEARTACHE

**KRST** Albuquerque, NM  
**KUZZ** Bakersfield, CA  
**KSSS** Colorado Spring, CO  
**KBRQ-AM/FM** Denver, CO  
**KLZ** Denver, CO  
**KYGO** Denver, CO  
**KVEG** Las Vegas, NV  
**KIKF** Orange, CA  
**KNIX-FM** Phoenix, AZ  
**KSOP** Salt Lake City, UT  
**KSON-AM** San Diego, CA  
**KCUB** Tucson, AZ

**KGHL** Billings, MT  
**KGEM** Boise, ID  
**KHSL** Chico, CA  
**KUGN** Eugene, OR  
**KMAK** Fresno, CA  
**KMIX** Modesto, CA  
**KNEW** Oakland, CA  
**KUPL-AM/FM** Portland, OR  
**KWJJ** Portland, OR  
**KOLO** Reno, NV  
**KRAK** Sacramento, CA  
**KGAY** Salem, OR  
**KMPS** Seattle, WA  
**KGA** Spokane, WA  
**KRPM** Tacoma, WA





A weekly compilation of "breakout", i.e., singles with initial movement indicative of significant future sales potential, but not yet on the top 30 lists of the retailers and one-stops currently reporting to the Hot Country Singles chart.

**REGION 1**  
CT,MA,ME,NY State,RI,VT

**REGION 2**  
DE,D.C.,MD,NJ,NY Metro,PA,WV

**GEORGE STRAIT**  
THE COWBOY RIDES AWAY

**ALABAMA**  
THERE'S NO WAY

**THE BELLAMY BROTHERS**  
I NEED MORE OF YOU

**Peter's One Stop** Norwood, MA  
**Record Town** Latham, NY

**A&C Records** Pittsburgh, PA  
**Elkins One Stop** Charleston, WV  
**Kemp Mill** Beltsville, MD  
**Mobile Record Serv** Pittsburgh, PA

**REGION 3**  
FL,GA,NC,SC,East TN,VA

**GEORGE STRAIT**  
THE COWBOY RIDES AWAY

**WAYLON JENNINGS**  
WALTZ ME TO HEAVEN

**HANK WILLIAMS, JR.**  
MAJOR MOVES

**Bibb Distributors** Charlotte, NC  
**Dean's Record One Stop** Richmond, VA  
**Lieberman** Norcross, GA  
**Peaches Records & Tapes** Clearwater, FL  
**Peaches Records & Tapes** West Palm Beach, FL  
**Record Bar** Atlanta, GA  
**Record Bar #74** Columbus, GA  
**Ripete Records** Fayetteville, NC  
**Sounds Familiar** Columbia, SC  
**Southern Music** Orlando, FL  
**Tuckers Record Shop** Knoxville, TN

**NATIONAL**  
60 REPORTERS

	NUMBER REPORTING
<b>GEORGE STRAIT</b> THE COWBOY RIDES AWAY MCA	19
<b>THE JUDDS</b> GIRLS NIGHT OUT RCA/CURB	17
<b>HANK WILLIAMS, JR.</b> MAJOR MOVES WARNER/CURB	16
<b>ANNE MURRAY</b> TIME DON'T RUN OUT ON ME CAPITOL	15
<b>WAYLON JENNINGS</b> WALTZ ME TO HEAVEN RCA	15

**REGION 4**  
IL,IN,KY,MI,OH,WI

**HANK WILLIAMS, JR.**  
MAJOR MOVES

**THE JUDDS**  
GIRLS NIGHT OUT

**ANNE MURRAY**  
TIME DON'T RUN OUT ON ME

**Am-Bat Records** Cincinnati, OH  
**Arc Distributing** Cincinnati, OH  
**Arrow Dist** Solon, OH  
**Gemini Records** Cleveland, OH  
**Martin & Snyder** Dearborn, MI  
**National Record Mart #74** St. Clairsville, OH  
**National Records** Akron, OH  
**Radio Doctors** Milwaukee, WI  
**Singer One Stop** Chicago, IL  
**Sounds Unlimited** Niles, IL  
**Wax Works** Owensboro, KY

**REGION 5**  
IA,KS,MN,MO,NE,ND,OK,SD

**THE JUDDS**  
GIRLS NIGHT OUT

**GEORGE STRAIT**  
THE COWBOY RIDES AWAY

**ALABAMA**  
THERE'S NO WAY

**Lieberman** Kansas City, MO  
**Lieberman** Minneapolis, MN  
**Musical Sales** Minneapolis, MN  
**Phil's One Stop** Oklahoma City, OK  
**Uptown Records** St. Louis, MO

**REGION 6**  
AL,AR,LA,MS,West TN,TX

**ANNE MURRAY**  
TIME DON'T RUN OUT ON ME

**THE JUDDS**  
GIRLS NIGHT OUT

**GEORGE STRAIT**  
THE COWBOY RIDES AWAY

**ABC One Stop** San Antonio, TX  
**Camelot Music** Austin, TX  
**Central South Dist.** Nashville, TN  
**E&R One Stop** San Antonio, TX  
**Handleman Co.** Little Rock, AR  
**Lieberman** Dallas, TX  
**Music City** Nashville, TN  
**Poplar Tunes** Memphis, TN  
**Record Bar** New Orleans, LA  
**Record Bar** Baton Rouge, LA  
**Record Service** Houston, TX  
**Sound Warehouse** Metairie, LA  
**Southwest Wholesalers** Houston, TX  
**Top Ten Records** Dallas, TX  
**Western Merch.** Dallas, TX

**REGION 7**  
AZ,Southern CA,CO,HI,Southern NV,NM,UT

**REGION 8**  
AK,Northern CA,ID,MT,Northern NV,OR,WA,WY

**ANNE MURRAY**  
TIME DON'T RUN OUT ON ME

**SHELLY WEST**  
NOW THERE'S YOU

**HANK WILLIAMS, JR.**  
MAJOR MOVES

**Charts Records And Tapes** Phoenix, AR  
**KSG** Layton, UT  
**Mountain Coin** Denver, CO  
**Music Operators** Fullerton, CA  
**Pro One Stop** Tempe, AZ  
**Smash Record Dist** Phoenix, AZ  
**Tower** El Cajon, CA  
**Tower** El Toro, CA

**Stereo** Springfield, OR  
**Major Dist.** Seattle, WA  
**Sea Port Records** Portland, OR  
**Tower** Fresno, CA

## Stephen Dorff In Pact With Warner Music

NASHVILLE Composer and record producer Stephen Dorff has signed a publishing agreement with Warner/Elektra/Asylum Music that encompasses a record production deal with Warner Bros. Records' Nashville division.

The affiliation will strengthen the ties between the Warner/Elektra/Asylum publishing division and the record company's film and television projects.

The first Dorff venture under the new pact involves Warner Television's upcoming series, "Spenser for Hire," starring Robert Urich. Another project is the upcoming Paramount film, "Rustler's Rhapsody," for which Dorff is scoring the music and has written six songs, with an additional two that will be incorporated onto the soundtrack album.

"Rustler's Rhapsody," a comedy western, stars Tom Berenger. The soundtrack, which Dorff is co-producing, will feature Warner Bros. Records' Nashville artists Gary Morris, John Anderson, Pam Tillis, the Nitty Gritty Dirt Band, Karen Brooks, Pinkard & Bowden and Randy Travis.

Prior to joining Warner Bros. under the new umbrella agreement, Dorff was a partner in Snuff Garrett Music Enterprises. His hits include "Every Which Way But Loose," "Any Which Way You Can," "Through The Years," Dionne Warwick's "Easy Love," Jermaine Jackson's "Take Good Care Of My Heart" and "Fire In The Morning" by Melissa Manchester. Dorff will be based in the Warner Music offices in Los Angeles.

## ACM Mails Out First Round of Ballots

NASHVILLE The Academy of Country Music has mailed out its first round of ballots in preparation to choosing winners for its 20th annual awards ceremony. The ceremony will be held at Knott's Berry Farm, Buena Park, Calif., May 6. Final ballots will be sent to ACM members on March 29.

The awards show will be broadcast live on NBC-TV. It will be produced by the Dick Clark Co.

# BILLBOARD'S COUNTRY CHART RESEARCH PACKAGES

THE DEFINITIVE LISTS OF THE BEST-SELLING COUNTRY SINGLES AND ALBUMS, YEAR BY YEAR

- Number One Country Singles, 1948-1983
- Top Ten Country Singles, 1948-1983
- Top Country Singles Of The Year, 1946-1983
- Number One Country Albums, 1964-1983
- Top Ten Country Albums, 1964-1983
- Top Country Albums Of The Year, 1965-1983

**FOR INFORMATION, WRITE:**  
**Billboard Chart Research**  
**Attn: Debra Todd**  
**1515 Broadway**  
**New York NY 10036**



**Industry Leaders.** The recent Country Music Assn. board meeting held in Palm Springs brought together, from left, Dianne Petty, SESAC vice president and CMA director; Connie Bradley, southern director of ASCAP and CMA officer; Frances Preston, BMI vice president and lifetime CMA director; and artist Charlie Daniels, CMA director.

## NOSTALGIC NASHVILLE VIDEOS

(Continued from page 53)

in a plain paste-board box with black lettering on it," says Butrum. "I decided to go with full-color stills of the shows so people would know what they were getting."

Lack of duplicating facilities in Nashville led Butrum to purchase his own equipment. "I checked on duplicating costs, but the only two places in town that did bulk duplicating were so expensive that I decided to buy my own equipment," he says. Butrum estimates that he has invested \$150,000 in a three-quarter-inch editor, a half-inch editor and a time-base corrector, all made by Panasonic, and other equipment.

Butrum has already had experience in direct marketing as the owner of Look Records, a firm that sold some of Hank Williams Jr.'s early albums. He sees the video business as a ripe area for the mail order approach.

"I have a mailing list of over 100,000 names from the mail order record business," he says. "I've been sending brochures to people I know are country fans." Butrum says he has sent promotional material supporting his videos to 5,000 addresses on his list and has had good results.

In addition to the direct mail cam-

paign, the videos have been advertised in country fan magazines. Ads have appeared in the Music City News and the Country Music Enquirer since November.

Butrum plans to follow his current releases with a wider variety of programming if sales continue. "I'm still seeing what the demand is for nostalgic country," he says. In addition to further episodes of "The Ernest Tubb Show" and "The Best of Willie Nelson," Butrum says he may release a series of western films and how-to videos teaching guitar, log home construction and weapons use.

FOR WEEK ENDING MARCH 2, 1985

# Billboard® TOP COUNTRY ALBUMS

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

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
1	1	2	18	RICKY SKAGGS EPIC FE 39410 (CD) 2 weeks at No. One	COUNTRY BOY
2	4	4	18	EARL THOMAS CONLEY RCA AHL1 5175 (8 98)	TREADIN' WATER
3	3	3	18	GEORGE STRAIT MCA FE 5518 (8 98) DOES FORT WORTH EVER CROSS YOUR MIND	
4	5	6	26	JOHN SCHNEIDER MCA 5495 (8 98)	TOO GOOD TO STOP NOW
5	2	1	15	THE JUDDS RCA CURB AHL1 5319 RCA (8 98)	WHY NOT ME
6	7	9	38	LEE GREENWOOD MCA 5488 (8 98) (CD)	YOU'VE GOT A GOOD LOVE COMIN'
7	9	11	28	RAY CHARLES COLUMBIA FC-39415	FRIENDSHIP
8	6	5	23	EXILE EPIC FE 39424	KENTUCKY HEARTS
9	10	10	19	KENNY ROGERS RCA AJL 5335 (8 98) (CD)	WHAT ABOUT ME
10	12	8	33	NITTY GRITTY DIRT BAND WARNER BROS 25113 (8 98)	PLAIN DIRT FASHION
11	11	12	11	RAY STEVENS MCA 5517 (8 98)	HE THINKS HE'S RAY STEVENS
12	13	13	19	ANNE MURRAY CAPITOL SJ 12363 (8 98)	HEART OVER MIND
13	15	16	38	HANK WILLIAMS, JR. ● WARNER CURB 25088 WARNER BROS (8 98)	MAJOR MOVES
14	8	7	27	THE OAK RIDGE BOYS ● MCA 5496 (8 98)	GREATEST HITS 2
15	16	15	31	WILLIE NELSON COLUMBIA FC 39145 (CD)	CITY OF NEW ORLEANS
16	18	18	42	THE STATLER BROTHERS MERCURY 818-652 1 (8 98) (CD)	ATLANTA BLUE
17	14	14	16	JOHN CONLEE MCA 5521 (8 98)	BLUE HIGHWAY
18	19	19	16	REBA MCENTIRE MCA 5516 (8 98)	MY KIND OF COUNTRY
19	20	20	25	JANIE FRICKE COLUMBIA FC 39338	THE FIRST WORD IN MEMORY
20	22	23	9	MICHAEL MARTIN MURPHEY EMI/AMERICA ST 17143 (8 98)	THE BEST OF MICHAEL MARTIN MURPHEY
21	35	—	2	ALABAMA RCA AHL1 5339 (8 98)	40 HOUR WEEK
22	17	17	46	ALABAMA ▲ <sup>2</sup> RCA AHL1 4939 (8 98) (CD)	ROLL ON
23	23	25	14	GENE WATSON MCA CURB 5520 MCA (8 98)	HEARTACHES, LOVE & STUFF
24	26	29	16	DAN SEALS EMI/AMERICA ST 17131 (8 98)	SAN ANTOINE
25	28	45	4	EMMYLOU HARRIS WARNER BROS 25205 (8 98)	THE BALLAD OF SALLY ROSE
26	24	22	66	JIM GLASER NOBIE VISION NV-2001 (8 98)	THE MAN IN THE MIRROR
27	27	32	20	JOHNNY LEE WARNER BROS 25125 (8 98)	WORKIN' FOR A LIVIN'
28	25	24	69	CRYSTAL GAYLE WARNER BROS 23958 (8 98)	CAGE THE SONGBIRD
29	21	21	27	BARBARA MANDRELL & LEE GREENWOOD MCA 5477 (8 98)	MEANT FOR EACH OTHER
30	30	36	45	GARY MORRIS WARNER BROS 25069 (8 98)	FADED BLUE
31	32	34	37	THE BELLAMY BROTHERS MCA CURB 5489 MCA (8 98)	RESTLESS
32	34	30	37	MERLE HAGGARD EPIC FE 39364	IT'S ALL IN THE GAME
33	29	28	15	WAYLON JENNINGS RCA AHL1 5325 (8 98) (CD)	WAYLON'S GREATEST HITS - VOL. 2
34	43	60	3	STEVE WARINER MCA 5545 (8 98)	ONE GOOD NIGHT DESERVES ANOTHER
35	31	31	53	THE JUDDS RCA CURB MHL1-8515 RCA (8 98)	THE JUDDS - WYNONNA & NAOMI
36	40	40	31	GLEN CAMPBELL ATLANTIC AMERICA 90164 ATLANTIC (8 98)	LETTER TO HOME
37	33	33	69	GEORGE STRAIT ● MCA 5450 (8 98)	RIGHT OR WRONG
38	36	27	16	GEORGE JONES EPIC FE 39272	LADIES CHOICE

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
39	39	38	38	DON WILLIAMS MCA 5493 (8 98)	CAFE CAROLINA
40	42	35	17	THE EVERLY BROTHERS MERCURY 822 431 POLYGRAM (8 98) (CD)	EB84
41	41	37	20	EDDIE RABBITT WARNER BROS WB 25151 (8 98)	THE BEST YEAR OF MY LIFE
42	59	—	2	SHELLY WEST VIVA 25189 WARNER BROS (8 98)	DON'T MAKE ME WAIT ON THE MOON
43	45	41	14	MERLE HAGGARD EPIC FE 39545 (CD)	MERLE HAGGARD'S EPIC HITS
44	37	38	33	JOHN ANDERSON WARNER BROS 25099 (8 98)	EYE OF THE HURRICANE
45	50	53	19	JOHN ANDERSON WARNER BROS 25169 (8 98)	JOHN ANDERSON'S GREATEST HITS
46	49	54	180	WILLIE NELSON ▲ <sup>2</sup> COLUMBIA KC 237542 (CD)	GREATEST HITS
47	48	49	17	DAVID FRIZZELL & SHELLY WEST GOLDEN DUETS-THE BEST OF FRIZZELL & WEST VIVA 25148 WARNER BROS (8 98)	
48	51	42	18	GEORGE JONES EPIC FE 39546	BY REQUEST
49	38	26	14	T.G. SHEPPARD WARNER CURB 25149 WARNER BROS (8 98)	ONE OWNER HEART
50	47	44	16	CONWAY TWITTY WARNER BROS 25170 (8 98)	CONWAY'S LATEST GREATEST HITS-VOL. 1
51	61	—	2	RAZZY BAILEY MCA 5544 (8 98)	CUT FROM A DIFFERENT STONE
52	53	51	76	THE KENDALLS MERCURY 812 7791 1 POLYGRAM (8 98)	MOVIN' TRAIN
53	54	47	14	MARK GRAY COLUMBIA FC 39518	THIS OL' PIANO
54	64	—	2	RICKY SKAGGS EPIC FE 39409 (8 98)	FAVORITE COUNTRY HITS
55	55	59	21	EDDY RAVEN RCA AHL1 5040 (8 98)	I COULD USE ANOTHER YOU
56	58	48	19	TOM JONES MERCURY 422 822 701 POLYGRAM (8 98) (CD)	LOVE IS ON THE RADIO
57	44	43	21	JIMMY BUFFETT MCA 5512 (8 98)	RIDDLES IN THE SAND
58	<b>NEW</b>			SAWYER BROWN CAPITOL CURB ST 12391 CAPITOL (8 98)	SAWYER BROWN
59	60	62	96	JOHN CONLEE MCA 5406 (8 98)	JOHN CONLEE'S GREATEST HITS
60	62	61	154	WILLIE NELSON ▲ <sup>3</sup> COLUMBIA FC 37951 (CD)	ALWAYS ON MY MIND
61	46	46	11	DAVID ALLAN COE COLUMBIA KC2 39585	FOR THE RECORD - THE FIRST 10 YEARS
62	<b>NEW</b>			JOHN FOGERTY WARNER BROS 25203 (8 98)	CENTERFIELD
63	63	67	102	ALABAMA ▲ <sup>2</sup> RCA AHL 1 4663 (8 98) (CD)	THE CLOSER YOU GET
64	56	50	8	ED BRUCE RCA AHL1 5324 (8 98)	HOME COMING
65	52	52	5	DEBORAH ALLEN RCA AHL1 5318 (8 98)	LET ME BE THE FIRST
66	66	65	356	WILLIE NELSON ▲ <sup>3</sup> COLUMBIA JC 35305 (CD)	STARDUST
67	67	68	109	WILLIE NELSON & MERLE HAGGARD ▲ EPIC FE 37958 (CD)	PANCHO & LEFTY
68	68	57	13	GAIL DAVIES RCA AHL1 5187 (8 98)	WHERE IS A WOMAN TO GO
69	57	58	85	EARL THOMAS CONLEY RCA AHL1 4713 (8 98)	DON'T MAKE IT EASY FOR ME
70	71	69	67	WILLIE NELSON ● COLUMBIA FC 39110 (CD)	WITHOUT A SONG
71	70	66	155	ALABAMA ▲ <sup>3</sup> RCA AHL1 4229 (8 98) (CD)	MOUNTAIN MUSIC
72	69	56	11	MICKEY GILLEY EPIC F2X 39867	TEN YEARS OF HITS
73	65	55	7	ELVIS PRESLEY RCA CPM 655172 (49 95)	A GOLDEN CELEBRATION
74	73	64	71	RICKY SKAGGS ● SUGAR HILL EPIC FE 38954 EPIC	DON'T CHEAT IN OUR HOMETOWN
75	72	63	19	EMMYLOU HARRIS WARNER BROS 21561 (8 98) (CD)	PROFILES II - THE BEST OF EMMYLOU HARRIS

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



# Billboard Hot Black Singles SALES & AIRPLAY

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

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT BLACK POSITION
1	1	MISSING YOU	DIANA ROSS	1
2	2	MR. TELEPHONE MAN	NEW EDITION	2
3	6	EASY LOVER	PHILIP BAILEY WITH PHIL COLLINS	3
4	10	SUGAR WALLS	SHEENA EASTON	4
5	4	MISLED	KOOL & THE GANG	9
6	9	TONIGHT	READY FOR THE WORLD	6
7	5	THE MEN ALL PAUSE	KLYMAXX	7
8	3	BEEP A FREAK	THE GAP BAND	12
9	11	ROXANNE, ROXANNE	UTFO	10
10	17	PRIVATE DANCER	TINA TURNER	8
11	16	NIGHTSHIFT	COMMODORES	5
12	20	OUTTA THE WORLD	ASHFORD & SIMPSON	11
13	7	TREAT HER LIKE A LADY	THE TEMPTATIONS	25
14	19	NEUTRON DANCE	POINTER SISTERS	13
15	15	THE BORDERLINES	JEFFREY OSBORNE	14
16	8	GOTTA GET YOU HOME TONIGHT	EUGENE WILDE	21
17	13	HANG ON TO YOUR LOVE	SADE	20
18	28	CARELESS WHISPER	WHAM FEATURING GEORGE MICHAEL	15
19	12	LOVE LIGHT IN FLIGHT	STEVIE WONDER	23
20	18	LOVER BOY	BILLY OCEAN	35
21	14	RAIN FOREST	PAUL HARDCASTLE	19
22	21	BASKETBALL	KURTIS BLOW	30
23	—	I'LL STILL BE LOOKIN' UP TO YOU	FELDER/WOMACK	16
24	—	ROXANNE'S REVENGE	ROXANNE SHANTE	32
25	27	20/20	GEORGE BENSON	18
26	22	CHANGE YOUR WICKED WAYS	PENNYE FORD	36
27	25	SOLID	ASHFORD & SIMPSON	46
28	—	METHOD OF MODERN LOVE	DARYL HALL & JOHN OATES	29
29	23	LOVER GIRL	TEENA MARIE	95
30	—	NEW ATTITUDE	PATTI LABELLE	22

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT BLACK POSITION
1	1	MISSING YOU	DIANA ROSS	1
2	8	NIGHTSHIFT	COMMODORES	5
3	9	THIS IS MY NIGHT	CHAKA KHAN	17
4	5	EASY LOVER	PHILIP BAILEY WITH PHIL COLLINS	3
5	11	OUTTA THE WORLD	ASHFORD & SIMPSON	11
6	16	I'LL STILL BE LOOKIN' UP TO YOU	FELDER/WOMACK	16
7	12	PRIVATE DANCER	TINA TURNER	8
8	6	SUGAR WALLS	SHEENA EASTON	4
9	13	TONIGHT	READY FOR THE WORLD	6
10	4	THE BORDERLINES	JEFFREY OSBORNE	14
11	2	MR. TELEPHONE MAN	NEW EDITION	2
12	17	CARELESS WHISPER	WHAM FEATURING GEORGE MICHAEL	15
13	14	NEUTRON DANCE	POINTER SISTERS	13
14	7	20/20	GEORGE BENSON	18
15	15	ROXANNE, ROXANNE	UTFO	10
16	23	NEW ATTITUDE	PATTI LABELLE	22
17	25	TILL MY BABY COMES HOME	LUTHER VANDROSS	27
18	10	THE MEN ALL PAUSE	KLYMAXX	7
19	27	MY TIME	GLADYS KNIGHT & THE PIPS	31
20	20	YO LITTLE BROTHER	NOLAN THOMAS	26
21	—	BE YOUR MAN	JESSE JOHNSON'S REVUE	33
22	22	THE BIRD	THE TIME	37
23	29	HEARTBEAT	THE DAZZ BAND	28
24	24	METHOD OF MODERN LOVE	DARYL HALL & JOHN OATES	29
25	30	HALF CRAZY	JOHNNY GILL	41
26	26	AT LAST YOU'RE MINE	CHERYL LYNN	34
27	—	SOME KINDA LOVER	THE WHISPERS	38
28	—	A FORK IN THE ROAD	REBBIE JACKSON	47
29	3	BEEP A FREAK	THE GAP BAND	12
30	—	BACK IN STRIDE	MAZE	42

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

## BLACK SINGLES BY LABEL

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

LABEL	NO. OF TITLES ON CHART
MCA (9)	11
Constellation/MCA (1)	
MCA/Curb (1)	
WARNER BROS. (7)	10
Sire (2)	
Qwest (1)	
ATLANTIC (1)	9
Philly World (3)	
Island (2)	
4th & Broadway (1)	
Cotillion (1)	
Mirage (1)	
COLUMBIA	7
EPIC (2)	7
Tabu (2)	
CBS Associated (1)	
Portrait (1)	
Private I (1)	
MOTOWN (4)	7
Gordy (3)	
RCA (3)	7
Planet (2)	
Total Experience (2)	
ARISTA (4)	6
Jive/Arista (2)	
CAPITOL	6
ELEKTRA (2)	5
Solar (3)	
POLYGRAM	3
De-Lite (1)	
Mercury (1)	
Polydor (1)	
A&M	2
PROFILE	2
SELECT	2
TOMMY BOY	2
COCO PLUM	1
CREATIVE FUNK	1
EMI-AMERICA	1
FANTASY	1
Reality (1)	
JAY JAY	1
PANORAMIC	1
PAULA	1
POP ART	1
PRELUDE	1
Savoy (1)	
SOUNDTOWN	1
SUGAR SCOOP	1
SUTRA	1
TIMETRAX/HEAT	1
URBAN SOUND	1

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

TITLE	(Publisher - Licensing Org.)	Sheet Music Dist.
18 20/20	(April, ASCAP/Random Notes, ASCAP/Stephen A. Kipner, ASCAP) CPP/ABP	
34 AT LAST YOU'RE MINE	(April, ASCAP/Is Hot, ASCAP/Wilbert, ASCAP) CPP/ABP	
42 BACK IN STRIDE	(Amazement, BMI)	
49 BAD HABITS	(Puff, BMI/Captain Keyboard, BMI/Donnie Linton, BMI)	
30 BASKETBALL	(Neutral Gray, BMI/MoFunk, BMI/Original J.B. BMI/Mokojumbi, ASCAP)	
66 BE READY FOR LOVE	(Temp. Co., BMI)	
33 BE YOUR MAN	(Crazy People, ASCAP/Almo, ASCAP)	
12 BEEP A FREAK	(Temp. Co., BMI)	
87 BEHIND THE MASK	(Colgems-EMI, ASCAP/Mjac, BMI/Warner-Tamerlane, BMI)	
83 BELIEVE IN THE BEAT	(Watch Hill, BMI/Unichappell, BMI)	
37 THE BIRD	(Tionna, ASCAP)	
76 BOOGIE DOWN BRONX	(Sugar Scoop, ASCAP)	
14 THE BORDERLINES	(WB, ASCAP/Zubaidah, ASCAP)	
100 CAN I	(Philly World, BMI/Persembre, ASCAP)	
39 CAN YOU FEEL IT	(Amber Pass, ASCAP/Kuwa, ASCAP/Green Ogre, ASCAP/Fools Prayer, BMI)	
15 CARELESS WHISPER	(Chappell, ASCAP)	
36 CHANGE YOUR WICKED WAYS	(TX, ASCAP/Temp, BMI)	
93 CITY GIRL	(Colgems-EMI, ASCAP/Sweetbeat, ASCAP)	
72 COOL OUT	(Su-ma, BMI/Two Starr, BMI)	
94 DO WHAT YOU DO	(Unicity, ASCAP/RaRa, ASCAP/Aldente, ASCAP)	
71 DO YOU WANT IT RIGHT NOW	(Virgin, ASCAP)	
74 DON'T YOU FEEL IT	(Backlog, BMI/Garrison Gallery, BMI/Jambah, BMI)	
3 EASY LOVER	(Sir & Trini, ASCAP/Phil Collins, ASCAP/Pun, ASCAP/New East, ASCAP)	
57 FINDER OF LOST LOVES	(Spelling Ventures, ASCAP/New Hidden Valley, ASCAP/Carole Bayer, BMI)	
50 FORGIVE ME GIRL	(T-Boy, ASCAP)	
47 A FORK IN THE ROAD	(Jobete, ASCAP)	
43 FREAKS COME OUT AT NIGHT	(Zomba (U.K.), ASCAP/Zomba (N.Y.), ASCAP)	
75 GENTLE	(New Trend, BMI)	
59 GIMME, GIMME, GIMME	(Gratitude Sky, ASCAP/Bellboy, BMI/Polo Grounds, BMI)	
21 GOTTA GET YOU HOME TONIGHT	(Philly World, BMI/Great Alps, BMI)	
80 GROOVIN'	(Slacsar, BMI/Far Out, ASCAP)	
41 HALF CRAZY	(DeCree, ASCAP/Large Jar, ASCAP)	
20 HANG ON TO YOUR LOVE	(Adu-Matthewman, MCPS)	
58 HARD TIMES	(Hills Hideaway, BMI/Variena, BMI) CPP	
28 HEARTBEAT	(Jobete, ASCAP/DazzberryJam, ASCAP/J.regg, ASCAP)	
91 HE'S A COBRA	(Jobete, ASCAP)	
82 I GUESS IT MUST BE LOVE	(Flyte Tyme, ASCAP)	
62 I WANT TO KNOW WHAT LOVE IS	(Somerset, ASCAP/Evansongs, ASCAP)	
97 I WOULD DIE 4 U	(Controversy, ASCAP)	
16 I'LL STILL BE LOOKIN' UP TO YOU	(Abkco, BMI/Ashtray, BMI)	
88 I'M YOUR SUPERMAN	(Marimelanie, ASCAP/Elo-Raine, ASCAP)	
56 IN MY HOUSE	(Stone City, ASCAP/Jay Warner, ASCAP)	
67 INNOCENT	(Flyte Tyme, ASCAP/Avant Garde, ASCAP)	
78 INTO THE NIGHT	(MCA, ASCAP)	
85 JUST FOR YOU	(Nick Johnson, BMI/Tower High, BMI)	
40 KING OF ROCK	(Protoons, ASCAP/Rush Groove, ASCAP)	
52 KISS AND TELL	(April, ASCAP/IJ, ASCAP)	
84 LET ME BE THE ONE	(Purple Bull, ASCAP/Alpat, ASCAP/Suchow, ASCAP)	
45 LIKE A VIRGIN	(Billy Steinberg, ASCAP/Denise Barry, ASCAP)	
24 LOVE IN MODERATION	(Kenya, ASCAP/Tricky Track, BMI)	
23 LOVE LIGHT IN FLIGHT	(Jobete, ASCAP/Black Bull, ASCAP) CPP	
35 LOVER BOY	(Zomba, ASCAP/Willesden, BMI) CPP	
95 LOVER GIRL	(Midnight Magnet, ASCAP) CPP/ABP	
96 LOVERIDE	(Fresh Ideas, ASCAP)	
99 LOVIN'	(Boston International, ASCAP/T-Boy, ASCAP)	
79 MATERIAL GIRL	(Minong, BMI)	
7 THE MEN ALL PAUSE	(Spectrum VII, ASCAP)	
29 METHOD OF MODERN LOVE	(Hot-cha, BMI/Unichappell, BMI)	
9 MISLED	(Delightful, BMI) CPP	
1 MISSING YOU	(Brockman, ASCAP)	
2 MR. TELEPHONE MAN	(Raydiola, ASCAP)	
64 MY GIRL LOVES ME	(Overdue, ASCAP/WB, ASCAP/Hip Trip, BMI/Lakiva, BMI/Irving, BMI/Dark Idol, BMI)	
31 MY TIME	(Bubs, ASCAP/Shakej, ASCAP/Irving, BMI/Ljesrika, BMI)	
13 NEUTRON DANCE	(Off Backstreet, ASCAP/Streamline Moderne, ASCAP)	
22 NEW ATTITUDE	(Unicity/Music of Backstreet, ASCAP/Brass Heart, BMI/Rokomatic, BMI)	
5 NIGHTSHIFT	(Walter Orange, ASCAP/Tuneworks, ASCAP/Rightson, BMI/Franne Golde, BMI) CPP	
89 NOT TOO YOUNG	(Philesto, BMI/Ensign, BMI)	
98 OPERATOR	(Hip Trip, BMI/Midstar, BMI) CPP	
54 OUT OF CONTROL	(MCA, ASCAP)	
11 OUTTA THE WORLD	(Nick-O-Val, ASCAP)	
8 PRIVATE DANCER	(Straitjacket, ASCAP/Almo, ASCAP) CPP/ALM	
81 RAGING WATERS	(Aljarreau, BMI/Garden Rake, BMI/Welbeck, ASCAP/Nanacub, ASCAP)	
19 RAIN FOREST	(Oval, PRS)	
69 RAINBOW	(Philly World, BMI)	
66 THE REAL ROXANNE	(ADRA, BMI/K.E.D., BMI/Mokojumbi, BMI)	
44 REQUEST LINE	(Anjue, ASCAP/Stacy & Bros., ASCAP)	
53 RHYTHM OF THE NIGHT	(Edition Sunset, ASCAP/Arista, ASCAP)	
10 ROXANNE, ROXANNE	(ADRA, BMI/K.E.D., BMI/Mokojumbi, BMI)	
32 ROXANNE'S REVENGE	(Pop Art, ASCAP)	
63 SCIENTIFIC LOVE	(Hip Trip, BMI/Midstar, BMI)	
77 SENSE OF PURPOSE	(Worlers, ASCAP)	
70 SETTLE DOWN	(Bush Burnin', ASCAP/Johnnie Mae, BMI)	
55 SIGN OF THE TIMES	(Flash-O-Matic, ASCAP)	
46 SOLID	(Nick-O-Val, ASCAP) CPP	
38 SOME KINDA LOVER	(Hip Trip, BMI/Midstar, BMI)	
73 STEP BY STEP	(Kuzu, BMI/Anita Pointer, BMI/Just A Lawyer, BMI)	
4 SUGAR WALLS	(Tionna, ASCAP)	
48 TAKE ME WITH U	(Controversy, ASCAP)	
17 THIS IS MY NIGHT	(CBS, ASCAP/Science Lab, ASCAP) CPP	
92 THIS TIME	(Walkin, BMI)	
27 TILL MY BABY COMES HOME	(April, ASCAP/Uncle Ronnie's, ASCAP/Thriller Miller, ASCAP/MCA, ASCAP)	
6 TONIGHT	(Ready For The World, BMI)	
25 TREAT HER LIKE A LADY	(Jobete, ASCAP/Tall Temptations, ASCAP)	
51 WE BELONG TOGETHER	(Rainbow Horse, BMI/Firehorse, ASCAP)	
61 WEEKEND GIRL	(Flyte Tyme, ASCAP/Avant Garde, ASCAP)	
90 WHEN THE RAIN BEGINS TO FALL	(Edition Sunrise/BMI/Edition Sunset, ASCAP)	
68 WHO'S GONNA MAKE THE FIRST MOVE	(Goody, BMI/Dark Cloud, BMI)	
26 YO LITTLE BROTHER	(Jobete, ASCAP/Not Fragile, BMI) CPP	
86 (YOU GOT ME) HYPNOTIZED	(Wahton, BMI/C.F.M., ASCAP)	
65 YOU SEND ME	(Abkco, BMI)	

### SHEET MUSIC AGENTS

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

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

## LINDA CREED

(Continued from page 61)

With a new production team at the helm, the album became a conscious image change for the teenaged singer, whose deep voice belies his age.

"There has been a definite change this time, to capture the older people," Gill says. "Henry Allen had the idea to do so, and he put me together with Linda, Dennis and Bill. Having three producers worried me at first, but they put me through my paces. We worked well together."

Gill recently completed his first video, which he calls "an important step" towards his acting aspirations. The clip, for "Half Crazy," was directed by Bill Mason and produced by Eric Mesa, and was shot in Manhattan at the Ukrainian Institute.

Creed says that she, Matkowski and Neale plan to showcase more material with other artists yet to be announced. The market, she claims, is primed for her romantic style.

"Everybody can't jump on Prince's thing," she says. "People need romance. It's like a pendulum swing. After bam-bam-bam, the love songs will always be there."

## WAR'S COMEBACK

(Continued from page 61)

len and Scott. Bassist Luther Rabb and drummer Ronnie Hammon, who have been part of the touring unit for the past five years, remain with the band on the road and will be re-recording with them.

War is on a U.S. tour that is scheduled to last until October. They will then travel to Europe to play festivals and 3,000-seat halls, including American military bases. Most of the group's shows there are sponsored by Coors Beer.

"Our main thing is to get rolling," Epstein says. "We'll never stop making records again."

HARRY WEINGER

## re: ACTION!

That's what you'll get when you advertise in

### ACTIONMART



the Billboard Classified.  
Call toll free (800) 223-7524, NY residents dial (212) 764-7388.

# Billboard HOT BLACK SINGLES RADIO ACTION

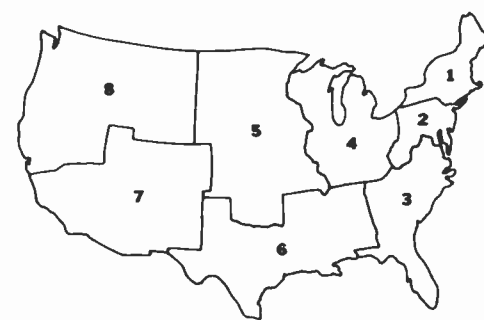
A weekly national and regional compilation of the most added records on the radio stations currently reporting to the Hot Black Singles chart.

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

## NATIONAL

89 REPORTERS

ARTIST	NEW ADDS	TOTAL ON
AL JARREAU RAGING WATERS WARNER BROS.	38	38
MELBA MOORE READ MY LIPS CAPITOL	28	28
GLENN JONES BRING BACK YOUR LOVE RCA	29	29
THE MANHATTANS YOU SEND ME COLUMBIA	21	49
MAZE BACK IN STRIDE CAPITOL	17	77



## REGION 1

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

## REGION 2

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

ALFONSO RIBEIRO  
NOT TOO YOUNG

GLENN JONES  
BRING BACK YOUR LOVE

THE MANHATTANS  
YOU SEND ME

WILD Boston, MA  
WKND Hartford, CT  
WNHC New Haven, CT  
WDX-FM Rochester, NY

WWIN-FM Baltimore, MD  
WYV Baltimore, MD  
WRKS New York, NY  
WNJR Newark, NJ  
WDAS-FM Philadelphia, PA  
WUSL Philadelphia, PA  
WAMO Pittsburgh, PA  
WDJY Washington, DC  
WHUR Washington, DC

## REGION 3

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

AL JARREAU  
RAGING WATERS

MELBA MOORE  
READ MY LIPS

PRINCE & THE REVOLUTION  
TAKE ME WITH U

WAOK Atlanta, GA  
WIGO Atlanta, GA  
WVEE Atlanta, GA  
WPAL Charleston, SC  
WWWZ Charleston, SC  
WGIV Charlotte, NC  
WPEG Charlotte, NC  
WRBD Ft. Lauderdale, FL  
WJAX-AM Jacksonville, FL  
WJAX-FM Jacksonville, FL  
WPDQ Jacksonville, FL  
WEDR Miami, FL  
WOWI Norfolk, VA  
WRAP Norfolk, VA  
WORL Orlando, FL  
WPLZ Petersburg, VA  
WANT Richmond, VA  
WEAS Savannah, GA  
WRXB St. Petersburg, FL  
WDDM Sumter, SC  
WANM Tallahassee, FL  
WQKS Williamsburgh, VA  
WWIL-FM Wilmington, NC  
WAAA Winston-Salem, NC

## REGION 4

IL,IN,KY,MI,OH,WI

AL JARREAU  
RAGING WATERS

NARADA MICHAEL WALDEN WITH PATTI AUSTIN  
GIMME, GIMME, GIMME

MELBA MOORE  
READ MY LIPS

WBMX Chicago, IL  
WGCI-FM Chicago, IL  
WJPC Chicago, IL  
WBLZ Cincinnati, OH  
WCIN Cincinnati, OH  
WDMT Cleveland, OH  
WJMO Cleveland, OH  
WZAK Cleveland, OH  
WDAO Dayton, OH  
WDRQ Detroit, MI  
WGPR Detroit, MI  
WJLB Detroit, MI  
WKWM Grand Rapids, MI  
WTLC Indianapolis, IN  
WLou Louisville, KY  
WLUM Milwaukee, WI  
WNOV Milwaukee, WI

## REGION 5

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

GAP BAND  
I FOUND MY BABY

AL JARREAU  
RAGING WATERS

MELBA MOORE  
READ MY LIPS

KPRS Kansas City, MO  
KAEZ Oklahoma City, OK  
KMJM St. Louis, MO  
WESL St. Louis, MO  
WZEN St. Louis, MO

## REGION 6

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

AL JARREAU  
RAGING WATERS

GLENN JONES  
BRING BACK YOUR LOVE

MELBA MOORE  
READ MY LIPS

WXOK Baton Rouge, LA  
WATV Birmingham, AL  
WENN-FM Birmingham, AL  
KNOK Ft. Worth, TX  
KCOH Houston, TX  
KMJQ Houston, TX  
WJMI Jackson, MS  
WKXI Jackson, MS  
KLAZ Little Rock, AR  
KRNB Memphis, TN  
WDIA Memphis, TN  
WHRK Memphis, TN  
WLOK Memphis, TN  
WBLX Mobile, AL  
WQQK Nashville, TN  
WVOL Nashville, TN  
WYLD-AM New Orleans, LA  
WYLD-FM New Orleans, LA  
KHYS Port Arthur, TX  
KAPE San Antonio, TX  
KOKA Shreveport, LA  
KZEY Tyler, TX

## REGION 7

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

## REGION 8

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

AL JARREAU  
RAGING WATERS

MAZE  
BACK IN STRIDE

JENNY BURTON  
BAD HABITS

KDKO Denver, CO  
KACE Los Angeles, CA  
KDAY Los Angeles, CA  
KGFJ Los Angeles, CA  
KJLH Los Angeles, CA  
KUKQ Phoenix, AZ  
XHRM San Diego, CA

KSOL San Francisco, CA

# BILLBOARD'S BLACK CHART RESEARCH PACKAGES

## THE DEFINITIVE LISTS OF THE BEST-SELLING BLACK SINGLES AND ALBUMS, YEAR BY YEAR

- Number One Black Singles, 1948-1983
- Top Ten Black Singles, 1948-1983
- Top Black Singles Of The Year, 1946-1983
- Number One Black Albums, 1965-1983
- Top Ten Black Albums, 1965-1983
- Top Black Albums Of The Year, 1966-1983

FOR INFORMATION, WRITE: Billboard Chart Research Attn: Debra Todd 1515 Broadway New York, NY 10036



A weekly compilation of "breakout", i.e., singles with initial movement indicative of significant future sales potential, but not yet on the top 30 lists of the retailers and one-stops currently reporting to the Hot Black Singles chart.

**NATIONAL**  
135 REPORTERS

NUMBER  
REPORTING  
23

**REGION 1**  
CT,MA,ME,NY State,RI,VT

**REGION 2**  
DE,D.C.,MD,NJ,NY Metro,PA,WV

**JESSE JOHNSON'S REVUE**  
BE YOUR MAN

**DEBARGE**  
RHYTHM OF THE NIGHT

**JEFF LORBER FEATURING AUDREY WHEELER**  
STEP BY STEP

**Cambridge One Stop** Boston, MA  
**Cavages** Cheektowaha, NY  
**Easy One Stop** N.Quincy, MA  
**Hill Records** E. Norwalk, CT  
**Mass One Stop** Boston, MA  
**Skippy White's** Stoughton, MA

**A-1 One Stop** New York, NY  
**Al Wicke Records** Elizabeth, NJ  
**Broadway Record Museum** Camden, NJ  
**C&M Distributors** Hyattsville, MD  
**Disc-O-Mat** New York, NY  
**Harmony Music** Bronx, NY  
**J&R Music World** New York, NY  
**Kemp Mill** Beltsville, MD  
**King James Records** Philadelphia, PA  
**P & L Records** Philadelphia, PA  
**Record & Tape Ltd.** Washington, DC  
**Record And Tape Collector** Baltimore, MD  
**Record Outlet** Pittsburgh, PA  
**Richman Brothers** Pennsauken, NJ  
**Sabins Records** Washington, DC  
**Sam K Records** Washington, DC  
**Serenade Records** Washington, DC  
**Sound Of Market** Philadelphia, PA  
**Stratford** Garden City, NY  
**The Wiz** Washington, DC  
**The Wiz** Brooklyn, NY  
**Tower** New York, NY  
**Universal One Stop** Philadelphia, PA  
**Vogels** Elizabeth, NJ  
**Waxy Maxy** Washington, DC  
**Webb's Dept.Store** Philadelphia, PA  
**Wins Records** Long Island City, NY  
**Your Record Shop** Baltimore, MD

**REGION 3**  
FL,GA,NC,SC,East TN,VA

**MAZE**  
BACK IN STRIDE

**J.BLACKFOOT**  
DON'T YOU FEEL IT LIKE I FEEL IT

**JESSE JOHNSON'S REVUE**  
BE YOUR MAN

**Album Den** Richmond, VA  
**Bibb Distributors** Charlotte, NC  
**Cals Records** Jacksonville, FL  
**Camelot Music** Atlanta, GA  
**D.J. Records** Jacksonville, FL  
**Frankie's Got It** Norfolk, VA  
**Goldmine Records** Atlanta, GA  
**Nova Dist. Inc.** Norcross, GA  
**One Stop Records** Atlanta, GA  
**Peaches** N. Miami, FL  
**Peppermint Records** Atlanta, GA  
**Pritchetts** St. Petersburg, FL  
**Record Boutique** Winston-Salem, NC  
**Rudy's Records & Tapes** Miami, FL  
**Second Act** Atlanta, GA  
**Southern Music** Orlando, FL  
**Specs Music** Miami, FL  
**Tara Records** Atlanta, GA  
**Tidewater One Stop** Norfolk, VA  
**Tropical Records** Miami, FL  
**Tucker's Record Shop** Knoxville, TN

**MAZE**  
BACK IN STRIDE CAPITOL

**JESSE JOHNSON'S REVUE**  
BE YOUR MAN A&M

**LUTHER VANDROSS**  
TILL MY BABY COMES HOME EPIC

**MARY JANE GIRLS**  
IN MY HOUSE GORDY

**DEBARGE**  
RHYTHM OF THE NIGHT GORDY

**REGION 4**  
IL,IN,KY,MI,OH,WI

**MARY JANE GIRLS**  
IN MY HOUSE

**JESSE JOHNSON'S REVUE**  
BE YOUR MAN

**NEW JERSEY MASS CHOIR**  
I WANT TO KNOW WHAT LOVE IS

**Angott** Detroit, MI  
**Audie's One Stop** Milwaukee, WI  
**Barneys** Chicago, IL  
**Central One Stop** Columbus, OH  
**Cleveland One-Stop** Cleveland, OH  
**Color Rite Records** Chicago, IL  
**Damon's** Detroit, MI  
**Detroit Audio** Detroit, MI  
**Eklund Enterprises** Kansas City, MO  
**Filmore Records** Cleveland, OH  
**Fletcher's One Stop** Chicago, IL  
**Gemini One-Stop** Cleveland, OH  
**Greater Detroit** Detroit, MI  
**Kendricks Records** Detroit, MI  
**Metro Music** Chicago, IL  
**Music Master** Chicago, IL  
**Musicland** Southfield, MI  
**Northern Records** Cleveland, OH  
**Old Town Record Shop** Hamtramck, MI  
**Professionals** Detroit, MI  
**Radio Doctors** Milwaukee, WI  
**Record Center** Cleveland, OH  
**Record Den** Cleveland, OH  
**Record Rendezvous** Cleveland, OH  
**Singer One Stop** Chicago, IL  
**Sound Asylum** Toledo, OH  
**Sounds Good** Chicago, IL

**REGION 5**  
IA,KS,MN,MO,NE,ND,OK,SD

**MAZE**  
BACK IN STRIDE

**MELBA MOORE**  
READ MY LIPS

**JESSE JOHNSON'S REVUE**  
BE YOUR MAN

**CML One Stop** St.Louis, MO  
**Hudson's Embassy** St.Louis, MO  
**Musicland** Minneapolis, MN  
**Musicland** St.Louis, MO  
**Musicvision** Jennings, MO  
**Sound Town** St. Louis, MO  
**Uptown Records** St. Louis, MO

**REGION 6**  
AL,AR,LA,MS,West TN,TX

**MAZE**  
BACK IN STRIDE

**LUTHER VANDROSS**  
TILL MY BABY COMES HOME

**THE WHISPERS**  
SOME KINDA LOVER

**All South Distributors** New Orleans, LA  
**Big State Distributors** Dallas, TX  
**Bowie's Records** Baton Rouge, LA  
**Brown Sugar** New Orleans, LA  
**Curly** Dallas, TX  
**Discount Records** Nashville, TN  
**H&W Records** Dallas, TX  
**Hastings** Houston, TX  
**Kings Record Mart** Dallas, TX  
**Mushroom** New Orleans, LA  
**Music Center, One Stop** Birmingham, AL  
**Peaches** Memphis, TN  
**Peaches** New Orleans, LA  
**Pop Tunes** Memphis, TN  
**Poplar Tunes** Memphis, TN  
**Reeses Records** Dallas, TX  
**Sam's Records** Dallas, TX  
**Select-O-Hits** Memphis, TN  
**Sound Warehouse** Metairie, LA  
**Southern Records** New Orleans, LA  
**Stans Record Service** Shreveport, LA  
**Sun Belt Music** Dallas, TX  
**Tape City U.S.A.** Metairie, LA  
**United Records** Houston, TX  
**Warehouse** Metairie, LA

**REGION 7**  
AZ,Southern CA,CO,HI,Southern NV,NM,UT

**REGION 8**  
AK,Northern CA,ID,MT,Northern NV,OR,WA,WY

**MAZE**  
BACK IN STRIDE

**JESSE JOHNSON'S REVUE**  
BE YOUR MAN

**MARY JANE GIRLS**  
IN MY HOUSE

**Circles** Phoenix, AZ  
**City One Stop** Los Angeles, CA  
**Flipside Records** Los Angeles, CA  
**Integrity** Gardena, CA  
**Jazz City** Los Angeles, CA  
**Malt Shop** Denver, CO  
**Music Brokers** Los Angeles, CA  
**On Target** San Diego, CA  
**Riverwood Music** Inglewood, CA  
**Sun State** Los Angeles, CA  
**Tower** San Diego, CA  
**Uncle Jam's** Los Angeles, CA  
**World Of Records** Los Angeles, CA

**Evans House Of Music** San Francisco, CA  
**Leopold** Berkley, CA  
**Leopold Records** San Jose, CA  
**Music Menu** Seattle, WA  
**Music People** Oakland, CA  
**Record Factory** Oakland, CA  
**Tower** San Francisco, CA  
**Wauzi Records** San Francisco, CA

**POP  
SINGLES**

**CHART  
RESEARCH  
PACKAGES**

The definitive lists of the top hits year by year, through the entire history of record charts.

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

**THREE TITLES  
AVAILABLE:**

*Number One Pop Singles, 1941 through 1984.* Lists Billboard issue date, title, artist and label of the number one record of each week. \$50.00.

*Top Ten Pop Singles, 1947 through 1984.* Lists title, artist and label of every record which reached number 10 or higher on Billboard's pop singles charts. Listed alphabetically within each year. #1 records are indicated. \$50.00.

*Top Pop Singles Of The Year, 1946 through 1984.* The annual listings of the top hits of the year in rank order, as published in Billboard's year-end special issues. Includes title, artist and label for each entry. \$50.00.

Billboard Chart Research  
Attn: Debra Todd  
1515 Broadway  
New York, NY 10036

Please send me the following Billboard Chart Research Packages:

- A-1  Number One Pop Singles @ \$50.00
- A-2  Top Ten Pop Singles @ \$50.00
- A-3  Top Pop Singles Of The Year @ \$50.00

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.

## BILLBOARD'S BLACK CHART RESEARCH PACKAGES

- Number One Black Singles, 1948-1983
- Top Ten Black Singles, 1948-1983
- Top Black Singles Of The Year, 1946-1983
- Number One Black Albums, 1965-1983
- Top Ten Black Albums, 1965-1983
- Top Black Albums Of The Year, 1966-1983

FOR INFORMATION, WRITE:  
**Billboard Chart Research**  
**Attn: Debra Todd**  
**1515 Broadway**  
**New York, NY 10036**



**Weather Forecast.** The Weather Girls, Izora Armstead and Martha Wash, are seen in Manhattan's Park South Studio, cutting a track for their upcoming Entertainment Co. album.

FOR WEEK ENDING MARCH 2, 1985

Billboard

# TOP BLACK ALBUMS

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

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
1	1	1	16	ASHFORD & SIMPSON CAPITOL ST-12366 (8.98)	SOLID
2	2	2	19	NEW EDITION ▲ MCA 5515 (8.98)	NEW EDITION
3	3	3	16	THE TEMPTATIONS GORDY 611GL/MOTOWN (8.98)	TRULY FOR YOU
4	4	6	8	THE GAP BAND TOTAL EXPERIENCE TEL8-5705/RCA (8.98)	THE GAP BAND VI
5	5	4	37	TINA TURNER ▲ <sup>3</sup> CAPITOL ST-12330 (8.98) (CD)	PRIVATE DANCER
6	7	7	11	KOOL & THE GANG DE-LITE 822943-M-1/POLYGRAM (8.98) (CD)	EMERGENCY
7	6	5	23	STEVIE WONDER ▲ MOTOWN 6108ML (8.98) (CD)	SOUNDTRACK-WOMAN IN RED
8	8	9	11	MIDNIGHT STAR ● SOLAR 60384/ELEKTRA (8.98) (CD)	PLANETARY INVASION
9	9	12	11	TEENA MARIE EPIC FE39528	STARCHILD
10	12	17	22	DIANA ROSS ● RCA AFL1-5009 (8.98) (CD)	SWEPT AWAY
11	11	8	16	WHODINI ● JIVE/ARISTA JL8-8251/ARISTA (8.98)	ESCAPE
12	13	13	11	THE WHISPERS SOLAR 60356/ELEKTRA (8.98) (CD)	SO GOOD
13	15	15	15	PHILIP BAILEY COLUMBIA FC 39542	CHINESE WALL
14	14	14	11	EUGENE WILDE PHILLY WORLD 90239/ATLANTIC (8.98)	EUGENE WILDE
15	16	10	14	FAT BOYS ● SUTRA SUS 1015 (8.98)	FAT BOYS
16	10	11	34	PRINCE & THE REVOLUTION ▲ <sup>9</sup> WARNER BROS. 25110-1 (8.98) (CD)	PURPLE RAIN
17	29	—	2	COMMODORES MOTOWN 6124ML (8.98)	NIGHTSHIFT
18	19	20	69	LIONEL RICHIE ▲ <sup>8</sup> MOTOWN 6059ML (8.98) (CD)	CAN'T SLOW DOWN
19	17	18	19	JEFFREY OSBORNE ● A&M SP-5017 (8.98) (CD)	DON'T STOP
20	20	21	7	KLYMAXX CONSTELLATION/MCA 5529/MCA (8.98)	MEETING IN THE LADIES ROOM
21	21	22	30	BILLY OCEAN ▲ JIVE/ARISTA JL8-8213/ARISTA (8.98)	SUDDENLY
22	22	27	4	GEORGE BENSON WARNER BROS. 25178-1 (8.98) (CD)	20/20
23	27	32	4	SOUNDTRACK MCA 5547 (8.98)	BEVERLY HILLS COP
24	24	24	19	CHAKA KHAN ▲ WARNER BROS. 25162-1 (8.98) (CD)	I FEEL FOR YOU
25	18	16	11	MADONNA ▲ <sup>3</sup> SIRE 25157-1/WARNER BROS. (8.98) (CD)	LIKE A VIRGIN
26	26	29	15	AL JARREAU WARNER BROS. 25706-1 (8.98) (CD)	HIGH CRIME
27	28	23	24	KURTIS BLOW MERCURY 822420-1M-1/POLYGRAM (8.98)	EGO TRIP
28	31	35	3	SHEENA EASTON ● EMI-AMERICA ST 17132 (8.98) (CD)	A PRIVATE HEAVEN
29	30	31	18	THE DAZZ BAND MOTOWN 6117ML (8.98)	JUKEBOX
30	59	—	2	RUN-D.M.C. PROFILE PRO 1205 (8.98)	KING OF ROCK
31	34	38	4	WHAM ▲ COLUMBIA FC39595 (CD)	MAKE IT BIG
32	32	26	30	POINTER SISTERS ▲ PLANET BXL1-4706/RCA (8.98) (CD)	BREAK OUT
33	36	42	4	DAVID SANBORN WARNER BROS. 25150-1 (8.98)	STRAIGHT TO THE HEART
34	35	28	16	DARYL HALL & JOHN OATES ▲ RCA AFL1-5309 (9.98)	BIG BAM BOOM
35	23	19	32	THE TIME ▲ WARNER BROS. 25109-1 (8.98)	ICE CREAM CASTLE
36	25	25	7	SOUNDTRACK POLYDOR 823696/POLYGRAM (9.98) (CD)	BREAKIN' 2 ELECTRIC BOOGALOO
37	37	41	27	THE S.O.S. BAND TABU FZ-39332/EPIC	JUST THE WAY YOU LIKE IT
38	57	—	2	SADE PORTRAIT BFR 39581/EPIC	DIAMOND LIFE

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
39	33	33	8	RONNIE LAWS CAPITOL ST-12370 (8.98)	CLASSIC MASTERS
40	40	43	43	RUN-D.M.C. ● PROFILE PRO 1201 (8.98)	RUN-D.M.C.
41	41	45	11	SHALAMAR SOLAR 60385/ELEKTRA (8.98) (CD)	HEART BREAK
42	43	37	20	GLENN JONES RCA NFL1-8036 (8.98)	FINESSE
43	38	40	42	JERMAINE JACKSON ● ARISTA AL88203-A (8.98) (CD)	JERMAINE JACKSON
44	42	34	22	VANITY MOTOWN 6102ML (8.98)	WILD ANIMAL
45	46	47	19	GROVER WASHINGTON JR. ELEKTRA 60318 (8.98) (CD)	INSIDE MOVES
46	48	30	8	THELMA HOUSTON MCA 5527 (8.98)	QUALIFYING HEAT
47	49	51	11	ISLEY/JASPER/ISLEY CBS ASSOCIATED FZ 39873/EPIC	BROADWAY'S CLOSER TO SUNSET BLVD.
48	47	48	16	THE FORCE MD'S TOMMY BOY TBLP 1003 (8.98)	LOVE LETTERS
49	45	46	36	SHEILA E. ● WARNER BROS. 25107-1 (8.98)	THE GLAMOROUS LIFE
50	51	49	15	JERMAINE STEWART ARISTA AL8-8261 (8.98)	THE WORD IS OUT
51	50	36	27	MTUME EPIC FE-39473	YOU, ME AND HE
52	39	39	5	PENNYE FORD TOTAL EXPERIENCE TEL8-5704/RCA (8.98)	PENNYE
53	44	44	6	EGYPTIAN LOVER EGYPTIAN EMPIRE PMSR 0663 (8.98)	ON THE NILE
54	52	52	28	LILLO CAPITOL ST-12346 (8.98)	ALL OF YOU
55	NEW	NEW	NEW	CASHMERE PHILLY WORLD 90243/ATLANTIC (8.98)	CASHMERE
56	54	54	27	ALICIA MYERS MCA 5485 (8.98)	I APPRECIATE
57	55	56	7	JOHNNIE TAYLOR MALACO 7421 (8.98)	THIS IS YOUR NIGHT
58	60	62	15	WYNTON MARSALIS COLUMBIA FC 39539 (CD)	HOT HOUSE FLOWERS
59	NEW	NEW	NEW	FOREIGNER ▲ ATLANTIC 81999 (9.98) (CD)	AGENT PROVOCATEUR
60	58	60	74	MADONNA ▲ <sup>2</sup> SIRE 23867-1/WARNER BROS. (8.98) (CD)	MADONNA
61	61	50	19	STEPHANIE MILLS CASABLANCA 822421-1M-1/POLYGRAM (8.98)	I'VE GOT THE CURE
62	62	63	17	Z.Z. HILL MALACO 7420 (8.98)	BLUESMASTER
63	63	69	9	ROY AYERS COLUMBIA 39422	IN THE DARK
64	64	57	34	KASHIF ARISTA AL8-8205 (8.98) (CD)	SEND ME YOUR LOVE
65	65	58	18	CHAMPAIGN COLUMBIA FC-39365	WOMAN IN FLAMES
66	74	71	15	DREAMBOY QWEST 25763-1/WARNER BROS. (8.98)	CONTACT
67	70	59	17	EVELYN "CHAMPAGNE" KING RCA AFL1-5308 (8.98)	SO ROMANTIC
68	67	70	37	TEDDY PENDERGRASS ● ASYLUM 60317-1/ELEKTRA (8.98) (CD)	LOVE LANGUAGE
69	73	67	11	CULTURE CLUB ▲ VIRGIN/EPIC QE39881/EPIC	WAKING UP WITH THE HOUSE ON FIRE
70	71	65	16	PRINCE ▲ <sup>2</sup> WARNER BROS. 1-23720 (10.98) (CD)	1999
71	72	68	14	TOM BROWNE ARISTA AL8-8249 (8.98)	TOMMY GUN
72	68	64	19	APOLLONIA 6 WARNER BROS. 25108-1 (8.98)	APOLLONIA 6
73	53	53	11	RAY PARKER JR. ARISTA AL8-8266 (8.98)	CHARTBUSTERS
74	56	55	20	REBBIE JACKSON COLUMBIA BFC39238	CENTPEDE
75	66	66	15	ANGELA BOFILL ARISTA AL8-8258 (8.98)	LET ME BE THE ONE

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



# TOP JAZZ ALBUMS

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

THIS WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL	TITLE
1	1	20	WYNTON MARSALIS COLUMBIA FC 39530 (CD)	15 weeks at No. One HOT HOUSE FLOWERS
2	2	14	AL JARREAU WARNER BROS. 25106-1 (CD)	HIGH CRIME
3	3	20	PAT METHENY GROUP ECM 25000-1/WARNER BROS (CD)	FIRST CIRCLE
4	15	3	DAVID SANBORN WARNER BROS. 25150-1	STRAIGHT TO THE HEART
5	4	16	GROVER WASHINGTON JR. ELEKTRA 60318 (CD)	INSIDE MOVES
6	5	14	JEAN-LUC PONTY ATLANTIC 80185	OPEN MIND
7	9	3	GEORGE BENSON WARNER BROS. 25178-1 (CD)	20/20
8	8	9	LINDA RONSTADT ▲ ASYLUM 60387/ELEKTRA	LUSH LIFE
9	6	116	GEORGE WINSTON ● WINDHAM HILL C-1025/A&M (CD)	DECEMBER
10	7	18	BOB JAMES COLUMBIA FC 39580	12
11	12	14	SHADOWFAX WINDHAM HILL WH-1038/A&M (CD)	DREAMS OF CHILDREN
12	10	18	EARL KLUGH CAPITOL ST-12372	NIGHT SONGS
13	13	9	THE MANHATTAN TRANSFER ATLANTIC 81233 (CD)	BOP DOO WOP
14	25	5	ELLA FITZGERALD VERVE 823247-1/POLYGRAM (CD)	THE JOHNNY MERCER SONGBOOK
15	11	51	ANDREAS VOLLENWEIDER COLUMBIA FM 37827 (CD)	CAVERNA MAGICA (... UNDER THE TREE-IN THE CAVE ...)
16	20	7	RONNIE LAWS CAPITOL ST-12375	CLASSIC MASTERS
17	19	26	GEORGE WINSTON WINDHAM HILL C 1012/A&M (CD)	AUTUMN
18	29	5	JOHN SCOFIELD GRAMAVISION GR-8405/POLYGRAM (CD)	ELECTRIC OUTLET
19	14	139	GEORGE WINSTON WINDHAM HILL C-1019/A&M (CD)	WINTER INTO SPRING
20	24	5	JAMAALADEEN TACUMA GRAMAVISION GR-8308/POLYGRAM (CD)	RENAISSANCE MAN
21	21	34	DAVE GRUSIN GRP A-1006 (CD)	NIGHT LINES
22	22	7	SOUNDTRACK WINDHAM HILL WH-1039 (CD)	COUNTRY
23	18	26	SADAO WATANABE ELEKTRA 60371-1	RENDEZVOUS
24	16	87	WYNTON MARSALIS COLUMBIA FC 38641 (CD)	THINK OF ONE
25	27	34	MILES DAVIS COLUMBIA FC-38991 (CD)	DECOY
26	23	34	SPYRO GYRA MCA 2-6893	ACCESS ALL AREAS
27	28	5	SARAH VAUGHAN & BILLY ECKSTINE EMARCY 822526-1/POLYGRAM (CD)	THE IRVING BERLIN SONGBOOK
28	17	9	ANDREAS VOLLENWEIDER COLUMBIA FM-37793 (CD)	BEHIND THE GARDENS, BEHIND THE WALL . . . .
29	34	3	BARRY MANILOW ARISTA AL8-8254 (CD)	2:00 A.M. PARADISE CAFE
30	30	5	ROY AYERS COLUMBIA FC 39422	IN THE DARK
31	31	67	DAVID SANBORN WARNER BROS. 23906-1	BACKSTREET
32	33	14	RICKIE LEE JONES WARNER BROS. 25117-1 (CD)	THE MAGAZINE
33	NEW ▶		JEFF LORBER ARISTA AL8-8269	STEP BY STEP
34	26	10	VARIOUS ARTISTS WINDHAM HILL 1015/A&M (CD)	SAMPLER '84
35	36	5	DIANE SCHUUR GRP 1010 (CD)	DEEDLES
36	32	26	STEVE MORSE BAND MUSICIAN 60369-1/ELEKTRA	THE INTRODUCTION
37	37	32	MICHAEL HEDGES WINDHAM HILL WH-1032/A&M (CD)	AERIAL BOUNDARIES
38	38	7	LONNIE LISTON SMITH DOCTOR JAZZ FW 39420	SILHOUETTES
39	39	18	TOM BROWNE ARISTA AL8 8249	TOMMY GUN
40	40	42	PAT METHENY ECM 25004-1/WARNER BROS	REJOICING

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

# JAZZ BLUE NOTES

by Sam Sutherland & Peter Keepnews



ONE WOULD THINK that an album titled "The Great Songs From The Cotton Club By Harold Arlen & Ted Koehler" was designed to tie in with the much-ballyhooed Francis Coppola film about that legendary Harlem venue (which, of course, has turned out to be a major boxoffice dud). But according to Maxine Sullivan, whose album it is, the proximity of the album's release to the movie's was a coincidence. "I had no idea it would come out at the same time as the movie," claims Sullivan, who sang at the Cotton Club in 1940. "The album really grew out of the idea of paying tribute to Harold Arlen. I haven't seen the

## Maxine Sullivan offers her own 'Cotton Club'

movie, but from what I've heard, the emphasis is not on the music."

Sullivan, who rose to fame in 1937 with her rendition of "Loch Lomond," has remained active well into her 70s. These days, she says, she is "as busy as I need to be." She does a number of jazz festivals every year, performs at clubs in the vicinity of her New York home, and recently returned from Japan, where she appeared in concert and recorded with a band that included saxophonist Scott Hamilton.

The Cotton Club album, on the Stash label, is noteworthy for Sullivan's pipes, which are in impressive shape, and for the backing musicians, led by pianist Keith Ingham. It's also noteworthy for the material, most of which is new to Sullivan's repertoire and some

of which had never been recorded before by anyone. There is one number that Sullivan says she was particularly happy was included. "I had never recorded 'Stormy Weather,'" she notes, "because over the years I've tried to steer clear of material that other singers are identified with.

"But I've heard a lot of singers in the last 10 years or so do songs that I've been associated with. So I figured, why not?"

ALSO NOTED: Miles Davis and Wynton Marsalis will perform on the same bill for the first time at the upcoming New Orleans Jazz & Heritage Festival. The historic concert—which will also mark Davis' first appearance at the festival—is set for April 26. Each trumpeter will play with his own band; there are no plans for the two to perform together . . . Vibraphonist Jay Hoggard and his quintet leave Wednesday (27) for a six-week tour of Morocco, Egypt, Sudan, Syria, Jordan and India. The trek is sponsored by the State Dept. Cultural Exchange Program of the U.S. Information Agency . . . In other travel news, the Modern Jazz Quartet recently returned from a Japanese sojourn. The two-week tour was the elegant ensemble's sixth visit to Japan since 1960 and its third since reuniting in 1976 . . . San Francisco's stalwart jazz station KJAZ is holding its second annual Spring Swap & Festival on April 21 at Golden Gate Park. Records, books, instruments, photos and memorabilia will be on sale, and there will be food, drink and—of course—live music. Those interested in participating as vendors should contact Robin Boyce at (415) 523-9300.

# GOSPEL LECTERN

by Bob Darden



JUDGING FROM a recently previewed rough mix, Russ Taff's second Myrrh album, "Medals," could well be the album of the year for 1985.

Formerly with the Imperials, Taff either wrote or sang many of the group's biggest hits during the late '70s and early '80s, including "Praise The Lord," "Oh Buddha," "The Trumpet Of Jesus," "Higher Power," "Eagle Song" and "Be Still My Soul." He's won Grammys, Dove Awards (including male vocalist of the year), just about everything Christian music had to offer.

But at the peak of that success in early 1981, he left the Imperials to perform solo. His first solo album, "Walls Of Glass," was beset by troubles with producers and material and wasn't released until 1983. Although it spawned a hit, "We Will Stand," it wasn't quite what his friends and fans were looking for.

Today he's back in the studio again, this time with co-producer Joseph Puig. The two have gone through hundreds of songs, including some from England and Canada, trying to find just the right material to complement religious music's most arresting voice.

"We're having a good time doing it, but it's tough work," Taff says. "My wife Tori and I do a lot of collaborating on the writing, but we spend more time really seeking our own hearts, trying to discover exactly what God is saying.

"I think this album is a little different in approach than my first.

harder for me to please myself than anyone else. But we've allowed time to experiment, and I've found different areas of my voice I never knew were there."

Taff is working with Word Records more this year doing advance work as well. It is part of a new slant in his ministry: using his mu-

## Former Imperial Russ Taff aims his new album at a younger audience

It's more a mixture of rock and rhythm & blues or pop/rock than just straight r&b. Actually, I'm not sure what the terms are, I just sing the stuff."

Taff says he's gearing "Medals" more towards a younger audience. Having worked with well-known producers like Michael Omartian and Bill Schnee, he says this is the first time he's really felt comfortable about expressing his musical opinions in the studio.

"I do know that this is the first album where I've been able to really stretch on the vocals, to try different textures," he says. "This time I've been able to go in and sing until I was pleased, and it's

sic to reach young people. His idea is to share with youth pastors, ministers and young people his particular vision of contemporary Christian music and how it can be an effective force in church evangelism.

"I believe Christian music is taking some of the role of the great youth evangelists of 10 years or so ago. There aren't many of them out there anymore," Taff says. "I believe God is working through music to reach these young people. I know some evangelists are down on contemporary Christian music. But the Lord is saying—and showing—that He will use it."

# dance TRAX

by Brian Chin

**REMIXES:** Madonna's cruel and truthful "Material Girl" gets a now-obligatory John Benitez remix for a commercial Sire 12-inch, with an atypically jarring percussive intro and some well-placed lyric echoes... Twin Image's "My Baby Loves Me" (Capitol 12-inch), noted here recently as an album



cut, has been remixed by Victor Flores. It's a non-abrasive girl group hip-hop with very clean lines... Though not remixed, Deodato's "Are You For Real" (Warner Bros. 12-inch promo) should renew that track's progress up the chart, where it made an unusual appearance a few weeks ago

as an LP cut. On the flip is "Motion," a bare, pumping vocoder near-instrumental.

The Time's "The Bird" (Warner Bros. 12-inch) has been remixed for commercial 12-inch release in a very trebly new version, with some very unusual rhythmic edit effects borrowed from hip-hop... Jermaine Jackson & Pia Zadora's recent import, "When The Rain Begins To Fall," is being handled domestically by Arista in its 12-inch version and MCA/Curb in its single version. This remix sports a great cliched break and breakneck tempo; certainly, this record won't be considered a phantom if by chance it turns up at Grammy time next year.

**ASSORTED CUTS:** "Keep Me Up," the Cashmere single on Philly World, runs out in a busy welter of vocal effects that's pretty entertaining; earlier in the track, the harmonies recall every family group from the Jacksons to DeBarge... Alexander O'Neil's "Innocent" (Tabu 12-inch) is the latest in the Jimmy Jam/Terry Lewis string of hits; as ever, their approach is unmistakable but not a drownout of the vocalist (until the guitars get really loud halfway through). This particular one veers closer than ever to the duo's earlier work with the Time.

**SOME RAPS:** Eddie 'D's "Back Stabbin'" (Philly World 12-inch) is

a fairly standard beat-box rap, but it's notable for a verse that's actually sensitive to women, highly unusual in this polarized season of Roxanne... Speaking of which, Sparky "D" 's "Sparky's Turn" (Nia 12-inch) now opens up the field to otherwise uninvolved passersby; It's entirely true, though, that she's a better rapper than either of the female Roxannes yet on disk—of which we're sure there will be a continuing parade... The Imperial Brothers' "Live It Up" (Cutting 12-inch) is a nervously up-tempo rap with good, processed female choral accents.

**IMPORTS:** T.C. Curtis' "You Should Have Known Better," al-  
(Continued on opposite page)

FOR WEEK ENDING MARCH 2, 1985

Billboard

# HOT DANCE/DISCO

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

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE (CONFIG.) LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	3	5	6	THIS IS MY NIGHT (12 INCH) WARNER BROS. 0-20296	◆ CHAKA KHAN
2	1	2	8	SUGAR WALLS (12 INCH) EMI AMERICA V-7852	◆ SHEENA EASTON
3	2	3	9	COME INSIDE/CHINESE EYES (12 INCH) PERSONAL P49812	◆ FANCY
4	5	11	5	NEW ATTITUDE/AXEL F (12 INCH) MCA 23534	PATTI LABELLE/HAROLD FALTERMEYER
5	4	4	12	NEUTRON DANCE (12 INCH) PLANET YD-13952/RCA	◆ POINTER SISTERS
6	11	12	6	BAD TIMES, GOOD TIMES (12 INCH) MCA (PROMO)	THELMA HOUSTON
7	18	30	4	BAD HABITS (12 INCH) ATLANTIC 0-86909	◆ JENNY BURTON
8	9	13	9	ONE NIGHT IN BANGKOK (12 INCH) RCA PW13959	◆ MURRAY HEAD
9	12	22	8	MISLED (REMIX) (12 INCH) DE-LITE 880 581-1/POLYGRAM	◆ KOOL & THE GANG
10	16	16	11	ONE NIGHT IN BANGKOK (12 INCH) SILVER BLUE 429-05145/CBS ASSOCIATED	◆ ROBEY
11	15	25	6	OUTTA THE WORLD (12 INCH) CAPITOL V-8623	ASHFORD & SIMPSON
12	17	40	4	EASY LOVER (12 INCH) COLUMBIA 44-05160	◆ PHILIP BAILEY
13	13	21	7	TREAT HER LIKE A LADY (12 INCH) MOTOWN (PROMO)	◆ THE TEMPTATIONS
14	6	6	9	LOVE LIGHT IN FLIGHT (12 INCH) MOTOWN (PROMO)	◆ STEVIE WONDER
15	7	8	9	THE BORDERLINES (12 INCH) A&M SP-12116	JEFFREY OSBORNE
16	10	9	11	THE MEN ALL PAUSE (12 INCH) CONSTELLATION 23526/MCA	◆ KLYMAXX
17	19	26	6	GRATITUDE (12 INCH) MCA 23532	◆ DANNY ELFMAN
18	22	32	5	CAN'T AFFORD (12 INCH) PROFILE PRO-7062	◆ 52ND STREET
19	8	1	12	SMALLTOWN BOY (12 INCH) MCA 23521	◆ BRONSKI BEAT
20	27	39	4	INVITATION TO DANCE (12 INCH) EMI AMERICA V-7851	◆ KIM CARNES
21	21	27	8	BORN TO LOVE/YOUR SWEET TOUCH (12 INCH) PERSONAL P49815	CLAUDJA BARRY
22	14	14	8	OUT OF CONTROL (12 INCH) RCA PW13981	EVELYN "CHAMPAGNE" KING
23	34	44	4	MIDNIGHT MAN (12 INCH) EPIC 49-05188	FLASH & THE PAN
24	29	34	5	ROCKIN' AT MIDNIGHT (12 INCH) ES PARANZA (PROMO)/ATLANTIC	◆ THE HONEYDRIPPERS
25	25	31	6	OPEN MIND (12 INCH) ATLANTIC 0-86912	JEAN-LUC PONTY
26	26	36	7	LET THE NIGHT TAKE THE BLAME (12 INCH) PROFILE PRO-7061	LORRAINE MCKANE
27	37	37	5	DON'T HANG UP (12 INCH) MIRAGE 0-96909/ATLANTIC	ELLY BROWN
28	28	33	7	THIS IS MINE (12 INCH) VIRGIN (PROMO)/ARISTA	◆ HEAVEN 17
29	38	57	4	THE BIRD (12 INCH) WARNER BROS. (PROMO)	THE TIME
30	30	42	6	ARE YOU FOR REAL/MOTION (LP CUTS) WARNER BROS. 25175-1	DEODATO
31	33	35	6	FREAKS COME OUT AT NIGHT (12 INCH) JIVE JD1-9303/ARISTA	◆ WHODINI
32	32	49	4	PLEASE DON'T GO (12 INCH) FEVER SF-802/SUTRA	NAYOBE
33	35	46	5	TAKE ME TO HEAVEN/SEX (12 INCH) MEGATONE MT-133	SYLVESTER
34	47	—	2	TURN YOUR BACK ON ME (12 INCH) EMI AMERICA (PROMO)	KAJA
35	39	53	4	BELIEVE IN THE BEAT (12 INCH) POLYDOR 881 414-1/POLYGRAM	◆ CAROL LYNN TOWNES
36	43	61	3	SO TRANQUILIZIN' (12 INCH) GRAMAVISION 181 210-1/POLYGRAM	◆ COSMETIC WITH JAMAALADEEN TACUMA
37	40	56	4	GO FOR IT (12 INCH) MCA 23533	◆ KIM WILDE
38	60	—	2	STEP BY STEP (12 INCH) ARISTA AD1-9311	JEFF LORBER FEATURING AUDREY WHEELER
39	20	15	9	METHOD OF MODERN LOVE (12 INCH) RCA PW13971	◆ DARYL HALL & JOHN OATES
40	55	—	2	JUST ANOTHER NIGHT (12 INCH) COLUMBIA (PROMO)	◆ MICK JAGGER

○ Products with the greatest play increases this week. ◆ Video Clip availability. ● Recording Industry Assn. Of America (RIAA) seal for sales of one million units. ▲ RIAA seal for sales of two million units.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE (CONFIG.) LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
41	24	19	9	I CAN FEEL YOUR LOVE SLIPPIN' AWAY (12 INCH) SATURN SRA903-498	SAMSON & DELILAH
42	NEW	—	—	MATERIAL GIRL (REMIX) (12 INCH) SIRE 0-20304/WARNER BROS.	◆ MADONNA
43	31	20	14	HANG ON TO YOUR LOVE (12 INCH) PORTRAIT 4R9-05122/EPIC	◆ SADE
44	44	45	5	TOO MUCH BLOOD ROLLING STONES 0-96902/ATLANTIC	◆ THE ROLLING STONES
45	67	70	3	FOUR YEAR BATTLE (12 INCH) ATLANTIC 0-86906	PAULA ANDERSON
46	53	—	2	SCIENTIFIC LOVE (12 INCH) SOLAR (PROMO)/ELEKTRA	MIDNIGHT STAR
47	23	7	14	LOVERBOY (12 INCH) JIVE JD1-9280/ARISTA	◆ BILLY OCEAN
48	NEW	—	—	BOY/BOOK OF LOVE (12 INCH) SIRE 0-20299/WARNER BROS.	BOOK OF LOVE
49	49	60	5	DANCE LOVER (12 INCH) RENAISSANCE 12-1125	MIKKI
50	50	63	4	SET IT OFF (12 INCH) JUS BORN JB-001	STRAFE
51	65	—	2	ELECTRIC AUTOMAN (12 INCH) VANGUARD SPV-81	TONY PARIS
52	63	—	2	ANIMAL/SUSAN (12 INCH) RECOVERY R-2003	◆ 4-3-1
53	56	64	4	DON'T QUIT (12 INCH) MCA 23536	◆ BOBBY CALDWELL
54	36	29	9	PUTTIN' THE NIGHT ON HOLD (12 INCH) DICE TGR1003	LAUREN GREY
55	48	48	5	COOL OUT (12 INCH) PAULA 1244	MAGNUM FORCE
56	41	18	15	LOVERIDE (12 INCH) 4TH & BROADWAY BWAY409/ISLAND	NUANCE FEATURING VIKKI LOVE
57	57	59	3	CHANGE YOUR WICKED WAYS (12 INCH) TOTAL EXPERIENCE TED1-2605/RCA	PENNYE FORD
58	NEW	—	—	DO YOU WANT IT RIGHT NOW (REMIX) (12 INCH) QWEST 0-20302/WARNER BROS.	SIEDAH GARRETT
59	68	71	3	SETTLE DOWN (12 INCH) CAPITOL V-8625	LILLO THOMAS
60	NEW	—	—	MY GIRL LOVES ME (12 INCH) SOLAR (PROMO)/ELEKTRA	SHALAMAR
61	NEW	—	—	IN MY HOUSE (12 INCH) MOTOWN 4529MG	MARY JANE GIRLS
62	62	—	2	CHERRY BOMB (12 INCH) MCA (PROMO)	JOAN JETT AND THE BLACKHEARTS
63	54	52	8	ROXANNE, ROXANNE (12 INCH) SELECT FMS62254	UTFO
64	69	—	2	SKIN DEEP (12 INCH) EPIC 49-05144	◆ THE STRANGLERS
65	70	72	3	TOTAL ECLIPSE OF THE HEART (12 INCH) PANDISC PD-010	KOFFIE
66	66	67	3	BEEP A FREAK (REMIX) (12 INCH) TOTAL EXPERIENCE TED1-2606/RCA	THE GAP BAND
67	42	10	11	SIDEWALK TALK (12 INCH) EMI AMERICA (PROMO)	JELLYBEAN
68	NEW	—	—	MAKE LUV TONITE (12 INCH) POSSE POS 5001/SPRING	PRITTI BOYZ FEATURING FELIX
69	NEW	—	—	THE BEAST IN ME (12 INCH) PRIVATE 1 ZS4-05166	BONNIE POINTER
70	NEW	—	—	TWO WRONGS MAKE IT RIGHT (12 INCH) TSR TSR834	YVONNE WILKINS
71	NEW	—	—	LUCKY (12 INCH) EMI AMERICA V-7855	◆ GREG KIHN
72	58	43	16	YOU DON'T KNOW (12 INCH) EASY STREET EZS-7512	SERIOUS INTENTION
73	59	54	7	WORLD DESTRUCTION (12 INCH) CELLULOID CEL-176	TIME ZONE
74	51	24	9	THE AGE OF CONSENT (LP CUTS) MCA MCA5538	BRONSKI BEAT
75	52	28	18	TENDERNESS (12 INCH) I.R.S. SP-70980/A&M	◆ GENERAL PUBLIC
76	61	38	12	PUSH (IN THE BUSH) (12 INCH) KN/PERSONAL KN-1002	CLAIR HICKS AND LOVE EXCHANGE
77	46	23	8	HEARTS ON FIRE (12 INCH) MOTOWN (PROMO)	SAM HARRIS
78	45	17	12	THAT'S LOVE THAT IT IS/GAME ABOVE MY HEAD (12 INCH) SIRE 0-20282/WARNER BROS.	◆ BLANCMANGE
79	74	69	7	HOW TO BE A MILLIONAIRE (12 INCH) IMPORT	ABC
80	73	58	15	SEXCRIME (NINETEEN EIGHTY-FOUR)/I DID IT JUST THE SAME (12 INCH) RCA PW13957	◆ EURYTHMICS



## NEW RELEASES

(Continued from page 26)

**WARRIOR**  
Fighting For The Earth  
LP MCA MCA-5549/\$8.98  
CA MCAC-5549/\$8.98

**ZADORA, PIA**  
When The Rain Begins To Fall  
LP MCA MCA-5557/\$8.98  
CA MCAC-5557/\$8.98

### BLACK

**FELDER, WILTON**  
Secrets  
LP MCA MCA-5510/\$8.98  
CA MCAC-5510/\$8.98

### CLASSICAL

**BACH**  
6 Schubler Chorales  
Daniel Chorzempa  
LP Philips 412 117-1 PH/PolyGram/\$10.98  
CA 412 117-4 PH/\$10.98

**BERLIOZ, RAVEL**  
Nuits d'ete, Scheherazade  
Hildegard Behrens  
Vienna Symphony Orchestra/Francis Travis  
LP London 411 895-1 LH/PolyGram/\$10.98  
CA 411 895-4 LH/\$10.98

**BRUCKNER**  
Symphony No. 7  
RSO Berlin/Chailly  
LP London 414 290-1 LH/PolyGram/\$10.98  
CA 414 290-4 LH/\$10.98

**DVORAK**  
Slavonic Dances  
American Suite  
Royal Philharmonic/Antal Dorati  
LP London 411 735-1 LH2/PolyGram/\$19.96  
CA 411 735-4 LH2/\$19.96

**HANDEL**  
Concerti a due cori  
Academy Of Ancient Music  
Christopher Hogwood  
LP London 411 721-1 OH/PolyGram/\$10.98  
CA 411 721-4 PH/\$10.98

**MOZART**  
"Coronation" Mass  
Vienna Boys' Choir/Vienna Symphony  
LP Philips 411 139-1 PH/PolyGram/\$10.98  
CA 411 139-4 PH/\$10.98

**MOZART**  
Sonatas, Rondo  
Mitsuko Uchida  
LP Philips 412 122-1 PH/PolyGram/\$10.98  
CA 412 122-4 PH/\$10.98

**STRAVINSKY**  
The Rake's Progress  
Riccardo Chailly  
LP London 411 644-1 LH3/PolyGram/\$29.94  
CA 411 644-4 LH2/\$29.94

**TCHAIKOVSKY**  
Symphony No. 4  
Chicago Symphony Orchestra/Solti  
LP London 414 192-1 LH/PolyGram/\$10.98  
CA 414 192-4 LH/\$10.98

**VIVALDI**  
L'Estro armonico  
I Musici  
LP Philips 412 128-1 PH2/PolyGram/\$21.96  
CA 412 128-4 PH2/\$21.96

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

## HOME VIDEO

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

**CARLIN ON CAMPUS**  
George Carlin  
♣ Vestron VL3061/\$34.95

**DEATHSTALKER**  
♣ Vestron VC5048/\$29.95

**GONE WITH THE WEST**  
James Caan, Stephanie Powers  
♣ Unicorn Video M-88/\$49.95 (Spanish)  
♣ M-84/\$49.95 (English)

**KILLPOINT**  
♣ Vestron VC5046/\$29.95

**LIVE AND SMOKIN'**  
Richard Pryor  
♣ Vestron VL3075/\$34.95

**LOS ASESINOS**  
Nick Adams, Regina Torne, Pedro Armendariz  
♣ Unicorn Video M-87/\$49.95 (Spanish only)

**LOVE LETTERS**  
Jamie Lee Curtis  
♣ Vestron VC3056/\$29.95

**OLIVER TWIST**  
♣ Vestron VC3076/\$29.95

**PRISON DE MUJERES**  
Carmen Montejo, Hilda Aguirre, Zully Keith  
♣ Unicorn Video M-85/\$49.95 (Spanish only)

**SUPER COLT 38**  
Jeffrey Hunter, Rosa Maria Vazquez, Pedro Armendariz  
♣ Unicorn Video M-86/\$49.95 (Spanish only)

**THE WOMAN IN RED**  
Gene Wilder  
♣ Vestron VL5055/\$34.95

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

## DANCE TRAX

(Continued from opposite page)

ready an actively played record on the Hot Melt label, is bouncy British funk, with a staccato bass figure pulling the bottom along. Curtis turns the conclusion into a soul rave-up, and the flip side instrumental is a good, ghostly breakdown version... Now that's more like it: Helen Terry's "Now You're Mine" (Virgin/U.K.) is the first of her solo records to have a real serious hook; it has a solid "Maniac" beat and a '60s-ish vocal approach. We still hope to hear her sing out sometime soon... The Bluebells' "South Atlantic Way," which is the flip of their current single on London U.K., is a fine, danceable guitar track with a passionate anti-war message, which should easily find a following among fans of U2 and Big Country, especially as it's so strongly structured as a dance record. "All I Am (Is Loving You)," the Beatlish A side, is possibly dance material, but certainly for AOR and top 40... "Melodies Of Love" by Pink Rhythm, a production by John Rocca on Britain's Beggar's Banquet label, is exactly on a midpoint between Imagination's oozy soul and his own blue-eyed hip-hop of the last couple of years, slickly produced and quite melodic... See? Even disco spawns its own remakes: Paul Parker's latest from Europe is a remake of the 1979 (and 1980, '81, '82 and so on) underground standard by Cut Glass, "Without Your Love," sung straightforwardly to a faithful version of the original rhythm.

**WHOOPS:** We had some information backwards last column. Paul Harcastle's upcoming Profile album will contain both versions of "Rain Forest" currently playing: the original and the remix which had been imported on Chrysalis. Harcastle is in fact scheduled to do a Chrysalis album, but "Rain Forest" won't appear on that one... Our favorite record-to-be: Chaz Jankel's "Number One," coming soon on A&M... Sade's second U.S. single is "Smooth Operator," which in its nine-minute import version runs out in a terrific hot Latin jazz break; surprisingly, "Hang On To Your Love" did not break the ice at pop radio. Our bet is on a subsequent re-release, however.



Some of our brand new releases are:

#### U.S. & Canadian 12"

Get It Off—Harlequin Four  
Jam The Box—Pretty Tony  
Look Out Weekend—Debbie Deb  
African Connection—Tiembelana  
Get Up And Dance—Ladies Choice  
Dancing On the Planet—Dave Storrs  
Don't You Care—Nadia Lee  
Hot Platters (4 Track)  
Itchiban Scratch—Various Artists  
Victim Of Love—Charade  
I'm A Winner—Gypsy  
I'm No Angel—Madleen Kane  
Stand On The Rock—Vision 1/Bobby O  
Only A Memory—Oh Romeo  
Latin Jungle—Gringo Lopez

#### European 12"

RSVP—James & Susan Wells  
Love Is Just A Heartbeat—Gloria Gaynor  
Cocktail #3  
Love Is Only Skin Deep—Le Jeune  
No Fool For Love—Hazel Dean  
Americano—Vivian Vee  
Night After Night—Dee Dee  
Don't Play With Fire—Paul Parker  
Jump Up Jump Back—Mandy  
Hi Nrg Trio  
Challenger—Babys Gang  
Void Vision—Cyber People  
High Flyer—Princess UFO  
You Should Have Known Better—TC Curtis  
I Won't Give It Away—Kelly Page  
You're My Heart—Modern Talking

How To Pick Up Girls  
(Remix)—Bobby O

#### DISCO CLASSICS

Mandolay—La Flavour  
Infatuation—Upfront  
Take Me To The Bridge—Vera  
One More Shot—C Bank  
Ten Percent—Double Exposure  
Don't Stop The Train—Phyllis Neilson  
Disco Circus—Martin Circus  
Souvenirs/Discolch—Voyage  
It's A War/I'm Ready—Kano  
Plus Many More

Same day service for DJs ordering before noon New York time. Call for our new catalog featuring new lower prices on import and domestic 12" We export to DJs in all countries (retail only). Telex - 4758 158 IM PT-DISC We have a complete selection of all U.S. releases and all import disco records. We also export to foreign countries.

MAIL O DISC RECORDS

855e Conklin St. Farmingdale, NY 11735  
Phone (516) 694-0088

## SNEAK PREVIEWS

Another reason why dance music professionals read Dance Music Report

When top radio programmers, disc jockeys and A&R want to get the jump on soon-to-be-released hits, they turn to DANCE MUSIC REPORT. With DRM's Sneak Preview column, they know what's coming before it hits the street.

### Subscribe Today

1 Year-25 issues  
 U.S. \$35.  Canada/Mex. \$40.  
 International \$80.

Please include your name, address, zip code and occupation on a separate sheet of paper with your remittance. All subscriptions paid in U.S. dollars.

# DANCE MUSIC REPORT

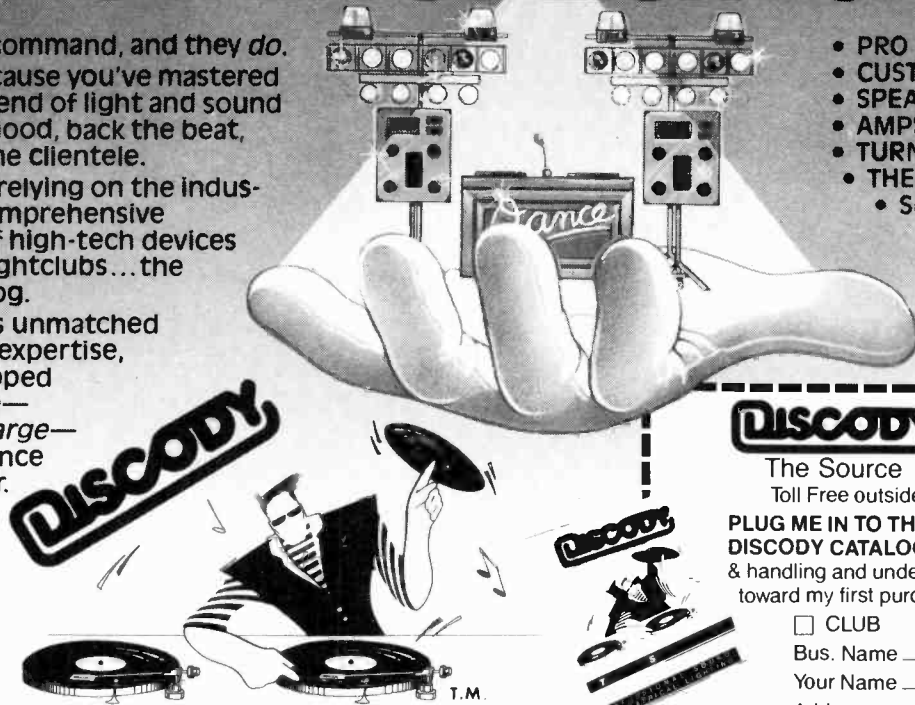
DANCE MUSIC REPORT Keeping you #1  
1747 First Avenue, New York, NY 10128 (212) 860-5580

## THE POWER OF LIGHT & SOUND.

"Dance!" you command, and they do. Why? Because you've mastered the perfect blend of light and sound to make the mood, back the beat, and capture the clientele.

How? By relying on the industry's totally comprehensive sourcebook of high-tech devices for DJ's and nightclubs... the DisCodY Catalog.

With DisCodY's unmatched selection and expertise, you'll be equipped to take charge—and stay in charge—of every audience you encounter.



- PRO SOUND
- CUSTOM MOBILE DJ BOOTHS
- SPEAKERS
- AMPS & MIXERS/PRE AMPS
- TURNTABLES
- THEATRICAL LIGHTING
- SPECIAL EFFECTS—

OSCILITES, LIGHT SPINNERS, MIRROR BALLS, STROBES, ROPE LIGHTS, CONFETTI CANONS, SMOKE MACHINES.  
• MORE (EXPLORE OUR CATALOG)

**DISCODY**

The Source  
465 N. ANAHEIM BLVD.  
ORANGE, CA 92668  
714/937-1237

Toll Free outside CA 1-800-228-7622

PLUG ME IN TO THE POWER OF THE DISCODY CATALOG! I enclose \$5<sup>00</sup> for postage & handling and understand it will be credited toward my first purchase.

CLUB  STORE  MOBILE

Bus. Name \_\_\_\_\_

Your Name \_\_\_\_\_

Address \_\_\_\_\_

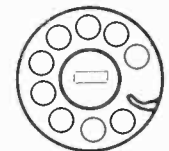
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_



## TOUCH That DIAL!

Get fast results with ACTION-MART, the Billboard Classified.



Call our Hotline at (800) 223-7524, and tell Jeff you want to see some Action!

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

**TOP CLASSICAL ALBUMS**

THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE		ARTIST
			LABEL & NUMBER/DISTRIBUTING LABEL	Compiled from a national sample of retail store sales reports.	
1	1	16	AMADEUS SOUNDTRACK	FANTASY WAM-1791 (CD)	10 weeks at No. One NEVILLE MARRINER
2	3	82	HAYDN/HUMMEL/MOZART: TRUMPET CONCERTOS	CBS IM-37846 (CD)	W.MARSALIS, NAT'L. PHILHARMONIC ORCH. (LEPPARD)
3	2	32	MAMMA	LONDON 411-959 (CD)	LUCIANO PAVAROTTI (MANCINI)
4	4	20	MOZART: REQUIEM	L'OISEAU LYRE 412-711 (CD)	ACADEMY OF ANCIENT MUSIC (HOGWOOD)
5	5	18	BAROQUE SOLOS AND DUETS	CBS IM 39061 (CD)	WYNTON MARSALIS WITH EDITA GRUBEROVA
6	6	272	PACHELBEL: CANON/FASCH: TRUMPET CONCERTO	RCA FRL 1-5468	PAILLARD CHAMBER ORCHESTRA
7	9	20	THE BEST OF WOLFGANG AMADEUS MOZART	PHILIPS 412-244	NEVILLE MARRINER
8	10	10	IN THE PINK	RCA CRC1-5315 (CD)	JAMES GALWAY & HENRY MANCINI
9	8	122	BACH: GOLDBERG VARIATIONS	CBS IM-37779 (CD)	GLENN GOULD
10	7	24	BOULEZ CONDUCTS ZAPPA-THE PERFECT STRANGER	ANGEL DS-38170 (CD)	P. BOULEZ, F. ZAPPA
11	12	8	CAVERNA MAGICA	CBS FM-37827 (CD)	ANDREAS VOLLENWEIDER
12	22	4	CANTELOUBE: SONGS OF THE AUVERGNE VOL. 2	LONDON 411-730 (CD)	KIRI TE KANAWA
13	13	20	GERSHWIN: AN AMERICAN IN PARIS	ANGEL DS-38130 (CD)	LABEQUE SISTERS
14	15	8	BEHIND THE GARDENS, BEHIND THE WALLS	CBS FM-37793 (CD)	ANDREAS VOLLENWEIDER
15	11	16	BIZET: CARMEN (EXCERPTS)	ERATO HBC1-5302 (CD)	DOMINGO (MAAZEL)
16	19	8	BACH: UNACCOMPANIED CELLO SUITES VOL. I	CBS M-39345	YO-YO MA
17	14	18	VIVALDI: FOUR SEASONS	L'OISEAU LYRE 410-126 (CD)	ACADEMY OF ANCIENT MUSIC (HOGWOOD)
18	16	30	BIZET: CARMEN (COMPLETE)	ERATO NUM 751133 (CD)	DOMINGO (MAAZEL)
19	17	12	RAMEAU	CBS IM-39540 (CD)	BOB JAMES
20	30	4	BEETHOVEN: SYMPHONIES 5 & 9	DG 413-933	BERLIN PHILHARMONIC (KARAJAN)
21	20	50	PACHELBEL: CANON	RCA AGL1-5211	PAILLARD CHAMBER ORCHESTRA
22	21	50	BOLLING: SUITE FOR CELLO AND JAZZ PIANO TRIO	CBS M-39059 (CD)	YO-YO MA, CLAUDE BOLLING
23	27	4	MOZART: EXSULTATE, JUBILATE	L'OISEAU LYRE 411-832 (CD)	EMMA KIRKBY
24	24	472	BOLLING: SUITE FOR FLUTE AND JAZZ PIANO	CBS M-33233 (CD)	JEAN-PIERRE RAMPAL, CLAUDE BOLLING
25	28	12	MOZART: REQUIEM	PHILIPS 411-420 (CD)	SCHREIER
26	18	26	MOZART: EINE KLEINE NACHTMUSIK	L'OISEAU LYRE 411 720 (CD)	ACADEMY OF ANCIENT MUSIC (HOGWOOD)
27	37	4	PUCCINI: MANON LESCAUT	DG 413 893 (CD)	MIRELLA FRENI, PLACIDO DOMINGO
28	31	6	JONGEN: SYMPHONIE CONCERTANTE	TELARC 10096 (CD)	SAN FRANCISCO ORCHESTRA, MICHAEL MURRAY
29	29	26	SONGS OF ERNESTO LECUONA	CBS FM 38828	PLACIDO DOMINGO
30	NEW		ADAMS: HARMONIUM	ECM 25012 (CD)	SAN FRANCISCO SYMPHONY (DE WAART)
31	25	10	THE HARMONIOUS BLACKSMITH	ARCHIV 413-591 ARCHIVE (CD)	TREVOR PINNOCK
32	26	26	SUNDAY IN THE PARK WITH GEORGE	RCA HBC1-5042 (CD)	ORIGINAL BROADWAY CAST
33	23	32	COME TO THE FAIR	ANGEL DS-38097 (CD)	KIRI TE KANAWA
34	34	26	GREATEST HITS OF 1720	CBS MX-34544 (CD)	PHILHARMONIA VIRTUOSI (KAPP)
35	35	6	BEETHOVEN: 9TH SYMPHONY	DG 410-987-2 (CD)	BERLIN PHILHARMONIC (KARAJAN)
36	36	12	PUCCINI: TOSCA	ANGEL BLX-3508	MARIA CALLAS
37	32	66	STRAUSS: FOUR LAST SONGS	PHILIPS 6514 322 (CD)	JESSYE NORMAN (MASUR).
38	40	76	NOCTURNE	RCA ARL1 4810 (CD)	JAMES GALWAY
39	38	50	HANDEL: WATER MUSIC	ARCHIV 410-525 ARCHIVE (CD)	THE ENGLISH CONCERT (PINNOCK).
40	39	30	HAYDN: THREE FAVORITE CONCERTOS	CBS M-39310 (CD)	MARSALIS, MA, LIN

(CD) Compact Disc available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of one million units.

**CLASSICAL KEEPING SCORE**  
by Is Horowitz



**CBS MASTERWORKS** has cast a new lure to attract consumers with the introduction of a new album series: **Light Classics**. First out is "Instant Classics," a new set of familiar short selections performed by **Richard Kapp** and the Philharmonia Virtuosi.

Although entries in the new series may vary somewhat, they will apparently focus on special arrangements of classical items, in contrast to Masterworks' crossover green label, which is more likely to present classical artists in pop material, or the reverse, pop artists in classical material.

A special logo in the upper right hand corner of the

**New CBS album series has the 'Light' touch**

new album cover identifies it as part of the Light Classics series, and the logo also appears on the disk label, which has distinctive artwork as compared to standard Masterworks entries. Though recorded digitally, price category is equivalent to analog LPs and tapes.

On Kapp's new album, just sent out to market, such pieces as "Traumerei," the slow movement of the "New World Symphony," Chopin's "Fantaisie-impromptu" and Rameau's "Tambourin" are heard in arrangements mostly by **Yasuo Higuchi**, whose own theme from "Fame" is the only non-classical selection in the package.

Some of Kapp's albums, such as his best-selling "Greatest Hits of 1720," have been effective vehicles in broadening the market range of the Masterworks division. However, as the division seeks to compete ever more strongly in the more standard classical area, it has apparently been thought more advisable to

give the lighter contenders an identity of their own.

It's not yet certain that Kapp's newest project to go before the microphones will fall into the Light Classics slot, but on any count it is one of the more unusual to come along in some time. CBS will tape a March 17 concert by Kapp and his orchestra, and the audience will be invited to stay on after the program to hear takes to repair any fluffs that may occur.

The concert at the State Univ. of New York at Purchase—fast becoming a favored regional recording venue—will feature a number of artists in unexpected roles. **Maureen McGovern** will sing selections by Faure and Bernstein, **Bob James** will be the soloist in a movement from Ravel's G Major Piano Concerto, and guitarist **Steve Lukather** of **Toto** will be the featured performer in the second movement from Joaquín Rodrigo's ubiquitous "Concierto de Aranjuez."

Working title of the album is "Greatest Hits of the 1900s." It will also include pieces by Copland, Barber and Thomson. **Sam Carter** and **Gregory Squires** will produce.

**ANGEL RECORDS'** promotional pump is well primed for the introduction this week of **Andrew Lloyd Webber's** "Requiem," slated for simultaneous release in all three configurations. Lots of point-of-purchase material is already said to be on the way to retailers, including soft-sheet posters, streamers and album covers. Print ads and radio spots in major markets are committed, say Angel reps.

Webber, meanwhile, has been making a number of television appearances plugging the work and the live performance, which was to be given in New York Sunday (24). The performance at Fifth Ave.'s St. Thomas' Church was to star **Plácido Domingo**, **Sarah Brightman**, **Paul-Miles Kingston** and **Lorin Maazel**, all of

(Continued on page 84)

**LATIN NOTAS**  
by Enrique Fernandez



**FIRST THE ORIGINAL MASTER** was lost. By the time they could record the song again, one of the original musicians had passed away. And when, finally, they were ready to record, the plumbing in the building went and the studio was flooded.

"Since the song was called 'Elegua,' after one of the Afro-Caribbean deities, some people told me the other gods were jealous and were causing all the trouble," says **Leon Ichaso**, director of the film "Crossover Dreams," about the song that will accompany his movie's opening credits.

The gods must have had it in for not just one song but the whole movie. A few months ago, this film about the New York salsa world, starring **Ruben Blades**, was so plagued by ills, mostly monetary, that Ichaso himself believed it would never be finished.

Today the tide has turned and "Crossover Dreams" is almost a reality. The haunting—and haunted—"Elegua" has been recorded and mixed, along with the rest of the score of the film, which depicts

and honors the world of New York Latin music.

The score features some original Blades compositions, including the crossover tune of the title, an English-language song called "Good For Baby," and there are pieces arranged by **Javier Vazquez** and others by **Jerry & Andy Gonzalez**.

Besides **Marti** and **Blades**, the score used such musicians as **Yomo Toro**, **Marco Rizzo**, **Jose Gallegos**, **Manny Oquendo's Libre** with **Jerry & Andy Gonzalez** and flutist **Dave Valentin**, and existing recordings by **Conjunto Clasico**, **Eddie Palmieri**, **Tito Puente**, **Rocio Durcal** and **Juan Ga-**

**'Crossover Dreams' film survives more than its share of nightmares**

But the bulk of the score was composed and arranged by flutist **Mauricio Smith**.

In some ways, "Crossover Dreams" is an *homenaje* to veteran percussionist **Virgilio Marti**, who plays the protagonist's musical mentor in the film. Besides playing this principal supporting role, Marti sings on some of the pieces, and his recasting of a traditional Peruvian waltz, "Todos Vuelven," into an Afro-Cuban *güanaco* rhythm is featured prominently in the score.

For the protagonist's venture into the "American" world, the band **Ballistic Kisses** was featured.

In addition, the score uses compositions from such masters as **Bobby Capo** and **Beny More**. Top salsa recording engineer **John Fausty**, who plays a cameo in the film, did the recording and mixing. All the work was done at the Sound Ideas studio in Manhattan, except for the ill-fated "Elegua," which was finished at Opal Sound.



## Fourth-Quarter Upturn in Portugal

BY FERNANDO TENENTE

LISBON The final quarter of 1984, with a Christmas spending spree that exceeded the wildest sales predictions, brought rays of sunshine into a Portuguese record industry otherwise clouded over by economic recession, an annual inflation rate of some 30%, and government-imposed restrictions on salaries.

The first nine months of the year were estimated to have produced a tumbling turnover of some 25%-30% compared with the previous year. But the results for the October-December quarter were so good that industry insiders are suggesting final statistics for the whole year could be up as much as 10% on 1983.

Now it is a matter of analyzing what went right, instead of the usual agonizing over what went wrong. One key reason is the nationally growing interest here in black mu-

sic. Stevie Wonder, for instance, collected a platinum award for sales of more than 170,000 units of his single "I Just Called To Say I Love You," and also a gold disk for sales of 70,000 units of the album "The Woman In Red." Tina Turner and Lionel Richie also picked up silver and gold awards for both singles and albums.

But there's also wide acknowledgment that there was a plethora of quality commercial recordings available, showcased by the new television show "Top Disco," presented by journalist Antonio Duarte. The Saturday series lists the official pop charts as supplied by GPPFV, the Portuguese IFPI branch, giving exposure to 10 video clips, five reflecting the album top 20 chart and five from the singles listing.

Even the cost of imported video clips is high in Portugal. But the

major record companies invested heavily, though selecting suitable material with care and with an eye on profit potential via record sales.

CBS Portugal estimates that its singles sales tripled in the final quarter of last year. The label says that overall single, LP and cassette sales for 1984 were up some 30% on the previous year.

Wham! had four hit singles, with "Careless Whisper" going gold. Art Company and the "All Of You" duet by Julio Iglesias and Diana Ross also did well. Hit albums came from Portuguese artist Ana Faria, Julio Iglesias, Bruce Springsteen and the "Footloose" soundtrack.

Oporto-based Radio Triunfo, WEA licensee here, had big last-quarter hits with the albums "The Art Of Tea" by Michael Franks (originally released in 1975) and "The Magazine" by Rickie Lee Jones. Says Noly Trindade, Triunfo deputy chief: "That quality records become hits shows a commendable development in consumer mood."

Other Triunfo successes came from singles or albums by Laura Branigan, Alphaville, Chaka Khan, Madonna, Jose Afonso, Frank Sinatra ("L.A. Is My Lady"), Rod Stewart and Phil Collins.

PolyGram's Nik Kershaw is now a major seller in this territory. Portuguese musician Kao Kyao went gold with the album "Estrada da Luz." Says company marketing manager Toze Brito: "Our sales tumbled some 12% from January to September last year, but recovered really well in the last quarter, mainly through Stevie Wonder and Lionel Richie."

The new linked company of Valentim de Carvalho/EMI builds hits, too. But promotions chief Paul Seco draws special attention to the sales of national artists Marco Paulo and Amalia Rodrigues. Other artists figuring in the company's sales revival: Tina Turner, Paul McCartney, Diana Ross, local act Vitorino, Limahl, John Waite and Queen.

Portugal's small companies also did good business towards the end of last year. Edisom had success via license deals with Virgin (Culture Club and Giorgio Moroder/Phil Oakley) and a "Superdisco" compilation. And new company Transmedia scored with the album "Cadoi," by local act Julio Pereira.

### U.K. TAPE LEVIES

(Continued from page 9)

says he welcomes the proposals as a big step forward in what has been a 10-year pro-levy campaign. But the record industry organization had been hoping for a higher levy, and wanted it to be applied to length of tape rather than to retail price.

In its survey of 1984 sales (Billboard, Feb. 23), BPI noted: "Recent improvements go nowhere near making up for all the losses which can undeniably be attributed to home taping. Our latest research shows that six-sevenths of all recorded music acquired by the public is unlawfully copied at home to the obvious detriment of record producers."

## Production Down in Japan Records, Tapes Dropped in '84

BY SHIG FUJITA

TOKYO Production of records in Japan for the whole of 1984 totalled 138.523 million units, down 7% from the 148.736 million registered in 1983, according to final statistics for the year from the Japan Phonograph Record Assn. (JPRA).

When the total production of Compact Discs for the year, 6.251 million, is added on, the actual drop comes out to only 3%. But there was a big drop of 15% in the number of prerecorded audiotapes during the year, to 82.630 million units from the 97.731 million of 1983.

Value of records and Compact Discs produced in Japan last year was up 4%, to \$625 million from the \$598.75 million of the previous year. When CDs are subtracted, though, total value was 5% down on 1983.

In the case of prerecorded tapes,

total value was down 13% from the \$505.8 million of 1983 to \$441.4 million. Total value of disks, CDs and tapes here in 1984 came to \$1.066 billion, down 3% from the \$1.104 billion of 1983. Again, if CDs are taken out of the reckoning, the total drop in value was swollen to 8%.

Total value of production in 1983 was virtually the same as it had been in 1982.

JPRA executive Takao Sakuma says that industry projections for CD production in 1985 vary from company to company from 30% to 100%. The average, Sakuma says, is around the 50% mark.

The reason for the optimism is the availability of so many titles on CD, the sale of low-priced hardware lines (in the \$200-\$300 retail price range) and a trend towards lower prices in the software field.

### International Correspondents

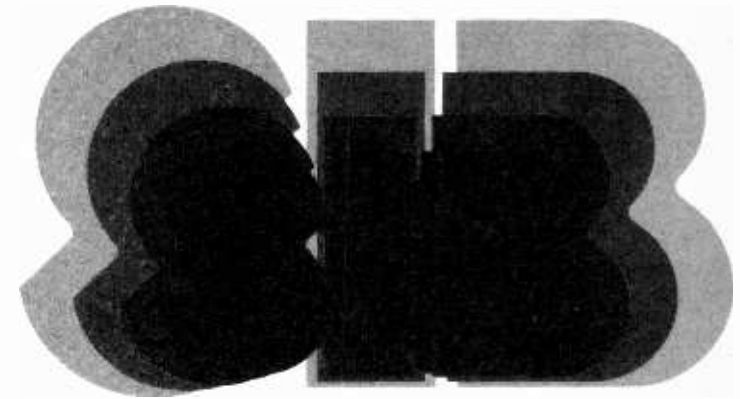
Austria—MANFRED SCHREIBER, 1180 Wien, XVII, Kreuzgasse 27. 0222 48-28-82  
 Australia—GLENN BAKER, P.O. Box 261, Baulkham Hills, 2153 New South Wales  
 Belgium—JUUL ANTHONISSEN, 27A Oude Godstraat, 3100 Heist op den Berg. 015-241953  
 Canada—KIRK LaPOINTE, 7 Glen Ames Ave., Toronto, Ontario M4E 1M3. 416-364-0321  
 Czechoslovakia—DR. LUBOMIR DOURZKA, 14 Zeleny Pruh, 147 00 Praha 4 Branik. 26-16-08  
 Denmark—Knud Orsted, 22 Tjoernevej, DK-3070 Snekkersten. 02-22-26-72  
 Finland—KARI HELOPALTIO, SF-01860 Perttula 27-18-36  
 Greece—JOHN CARR, Kaisarias 26-28, Athens 610  
 Holland—WILLEM HOOS, Bilderdijlhaan 28, Hilversum. 035-43137  
 Hong Kong—HANS EBERT, TNS, 17/F, Wah Kwong Bldg., 48-62 Hennessey Rd., Tel: (5) 276021  
 Hungary—PAUL GYONGY, Orlovtca 3/b, 1026 Budapest 11. Tel: 167-456  
 Ireland—KEN STEWART, 56 Rathgar Road, Dublin 6, Ireland. 97-14-72  
 Israel—BENNY DUDKEVITCH, P.O. Box 7750, 92 428 Jerusalem  
 Italy—VITTORIO CASTELLI, Via Ramazzotti 20, 21047 Saronna (Milan). 02-960 1274  
 Japan—SHIG FUJITA, Utsunomiya Bldg., 19-16 Jingumae 6-Chome, Shibuya-ku Tokyo 150. 03 4984641  
 Kenya—RON ANDREWS, P.O. Box 41152, Nairobi. 24725  
 New Zealand—ANN LOUISE MARTIN, 239 Hurstmere Road, Takapuna, Auckland 9. 496-062  
 Philippines—CES RODRIGUEZ, 11 Tomas Benitez, Quezon City 3008.  
 Poland—ROMAN WASCHKO, Magiera 9m 37, 01-873 Warszawa. 34-36-04  
 Portugal—FERNANDO TENENTE, R Sta Helena 122 R/c, Oporto  
 Romania—OCTAVIAN URULESCU, Str. Radu de la La Afumati nr, 57-B Sector 2, Bucharest O.P. 9. 13-46-10. 16-20-80  
 Singapore—ANITA EVANS, 164 Mount Pleasant Rd., 1129. 2560551  
 South Africa—JOHN MILLER, c/o The Rand Daily Mail, 171 Main St., Johannesburg. 710-9111.  
 South Korea—BYUNG-HOO SUH, Joong-Ang Weely, 58-9 Sosomun-Dong, Seoul. 28-8219  
 Spain—ED OWEN, Planta 6-3D, Espronceda 32, Madrid 3. 442-9446.  
 Sweden—LEIF SCHULMAN, Brantingsgatan 49, 4 tr. 115 35 Stockholm. 08-629-873  
 Switzerland—PIERRE HAESLER, Hasenweld 8, CH-4600 Olten, 062-215909  
 U.S.S.R.—VADIM D. YURCHENKOV, 6 Aprelskaya Str., Block 2, Apt. 16, 195268 Leningrad, K-268. 225-35-88  
 West Germany—WOLFGANG SPAHR (Chief Correspondent), 236 Bad Segeberg, An der Trave 67 b, Postfach 1150. 04551-81428.  
 JIM SAMPSON (News Editor), Liebherrstr. 19, 8000 Munchen 22. 089-227746.  
 Yugoslavia—MITJA VOLCIC, Dragomer, Rozna 6, 61 351, Brezovica, Ljubljana 23-522.

# SIB INTERNATIONAL EXHIBITION OF EQUIPMENT FOR DISCOTHEQUES DANCE HALLS AND NIGHT CLUBS RIMINI/ITALY EXHIBITION CENTRE 7/10 MAY 1985



### TRADE SECTORS

- Furnishing, dancefloors, suspended ceilings.
- Professional amplification, PA systems and accessories.
- Electrical installations and equipment for lighting & light effects.
- Equipment for projection.
- Fire prevention, soundproofing.
- Musical instruments, records, audio cassettes, video cassettes.
- Special effects equipment, stage props, choreographic material & novelties.
- Record & music publishers.



For further information please send this coupon and your business card to:  
 ENTE AUTONOMO FIERA DI RIMINI P.O. Box 300 Rimini Italy Tel 0541/773553 Tlx 550844 FERMI

# HITS of the WORLD

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

## BRITAIN (Courtesy Music Week) As of 2/23/85

This Week	Last Week	SINGLES
1	1	I KNOW HIM SO WELL ELAINE PAIGE/BARBARA DICKSON RCA
2	2	LOVE & PRIDE KING CBS
3	3	SOLID ASHFORD & SIMPSON CAPITOL
4	4	DANCING IN THE DARK BRUCE SPRINGSTEEN CBS
5	19	YOU SPIN ME ROUND DEAD OR ALIVE EPIC
6	7	THINGS CAN ONLY GET BETTER HOWARD JONES WEA
7	10	A NEW ENGLAND KIRSTY MACCOLL STIFF
8	9	CLOSE ART OF NOISE ZTT
9	17	NIGHTSHIFT COMMODORES MOTOWN
10	6	LITTLE RED CORVETTE PRINCE WARNER BROS.
11	11	RUN TO YOU BRYAN ADAMS A&M
12	5	I WANT TO KNOW WHAT LOVE IS FOREIGNER ATLANTIC
13	13	THINKING OF YOU COLOURFIELD CHRYSALIS
14	20	YOU'RE THE INSPIRATION CHICAGO FULL MOON
15	8	ATMOSPHERE RUSS ABBOT SPIRIT
16	15	LOVERBOY BILLY OCEAN JIVE
17	14	THIS IS NOT AMERICA DAVID BOWIE/PAT METHENY GROUP EMI AMERICA
18	12	SUSSUDIO PHIL COLLINS VIRGIN
19	24	LOVE LIKE BLOOD KILLING JOKE EG
20	28	CHANGE YOUR MIND SHARPE AND NUMAN POLYDOR
21	21	THIS HOUSE BIG SOUND AUTHORITY SOURCE
22	39	THE BOYS OF SUMMER DON HENLEY GEFEN
23	16	SHOUT TEARS FOR FEARS MERCURY
24	26	HOW SOON IS NOW? SMITHS ROUGH TRADE
25	18	SINCE YESTERDAY STRAWBERRY SWITCHBLADE KOROVA
26	22	WE BELONG PAT BENATAR CHRYSALIS
27	NEW	LET'S GO CRAZY PRINCE & REVOLUTION WARNER BROS.
28	36	MISLED KOOL & GANG DE-LITE
29	31	20/20 GEORGE BENSON WARNER BROS.
30	NEW	THEME FROM SHAFT EDDY & SOULBAND CLUB
31	23	LIKE A VIRGIN MADONNA SIRE
32	30	CAN I CASHMERE FOURTH & BROADWAY
33	25	YAH MO B THERE JAMES INGRAM & MICHAEL MCDONALD QWEST
34	34	PERSONALITY EUGENE WILDE FOURTH & BROADWAY
35	32	GHOSTBUSTERS RAY PARKER JR. ARISTA
36	27	FRIENDS AMII STEWART RCA
37	38	DO THEY KNOW ITS CHRISTMAS BAND AID MERCURY
38	33	LAST CHRISTMAS WHAM! EPIC
39	NEW	JUST ANOTHER NIGHT MICK JAGGER CBS
40	29	THANK YOU MY LOVE IMAGINATION R&B
		<b>ALBUMS</b>
1	NEW	SMITHS MEAT IS MURDER ROUGH TRADE
2	1	BRUCE SPRINGSTEEN BORN IN THE USA CBS
3	2	ALISON MOYET ALF CBS
4	15	SADE DIAMOND LIFE EPIC
5	3	FOREIGNER AGENT PROVOCATEUR ATLANTIC
6	9	BRONSKI BEAT THE AGE OF CONSENT FORBIDDEN FRUIT
7	5	THE BARBARA DICKSON SONGBOOK K-TEL
8	6	KING STEPS IN TIME CBS
9	4	MEAT LOAF HITS OUT OF HELL CLEVELAND INTERNATIONAL
10	10	WHAM! MAKE IT BIG EPIC
11	8	THE VERY BEST OF CHRIS DE BURGH TELSTAR
12	11	VARIOUS CHESS RCA
13	7	ZZ TOP ELIMINATOR WARNER BROS.
14	13	GEORGE BENSON 20/20 WARNER BROS.
15	21	FRANKIE GOES TO HOLLYWOOD WELCOME TO THE PLEASUREDOME ZTT
16	12	ULTRAVOX THE COLLECTION CHRYSALIS
17	18	HOWARD JONES THE 12' ALBUM WEA
18	14	JOAN ARMATRADING SECRETS SECRETS A&M
19	22	TINA TURNER PRIVATE DANCER CAPITOL
20	19	SMITHS HATFUL OF HOLLOW ROUGH TRADE
21	NEW	THE BAD & LOWDOWN WORLD OF THE KANE GANG KITCHENWARE
22	16	VARIOUS THE HITS ALBUM 32 ORIGINAL HITS CBS/WEA
23	20	LIONEL RICHIE CAN'T SLOW DOWN MOTOWN
24	17	VARIOUS NOW THAT'S WHAT I CALL MUSIC 4 VIRGIN
25	37	PAUL YOUNG NO PARLEZ CBS
26	29	ELAINE PAIGE CINEMA K-TEL
27	23	ASSOCIATES PERHAPS WEA
28	NEW	PRINCE & REVOLUTION SOUNDTRACK-PURPLE RAIN WARNER BROS.
29	27	THE ART OF NOISE ZTT
30	NEW	COMMODORES NIGHTSHIFT MOTOWN
31	24	CHICAGO 17 FULL MOON
32	NEW	U2 UNFORGETTABLE FIRE ISLAND
33	25	DURAN DURAN ARENA PARLOPHONE
34	NEW	VARIOUS SOUNDTRACK-BEVERLY HILLS COP MCA
35	NEW	VARIOUS ALWAYS & FOREVER IMPRESSION
36	31	U2 LIVE UNDER A BLOOD RED SKY ISLAND
37	30	PRINCE 1999 WARNER BROS.
38	35	BILLY BRAGG LIFE'S A RIOT WITH SPY VS SPY GOL DISCS
39	28	PHIL COLLINS FACE VALUE VIRGIN
40	NEW	ALAN PARSONS PROJECT VULTURE CULTURE ARISTA

## CANADA (Courtesy The Record) as of 2/21/85

SINGLES		
1	1	EASY LOVER PHILIP BAILEY with PHIL COLLINS COLUMBIA/CBS
2	2	CARELESS WHISPER WHAM! COLUMBIA/CBS
3	3	I WANT TO KNOW WHAT LOVE IS FOREIGNER ATLANTIC/WEA
4	4	NEUTRON DANCE POINTER SISTERS PLANET/RCA
5	5	LOVERBOY BILLY OCEAN JIVE/QUALITY
6	6	METHOD OF MODERN LOVE DARYL HALL & JOHN OATES RCA
7	7	CALIFORNIA GIRLS DAVID LEE ROTH WARNER BROS./WEA
8	8	YOU'RE THE INSPIRATION CHICAGO FULL MOON/WEA
9	9	LIKE A VIRGIN MADONNA SIRE/WEA
10	10	ALL I NEED JACK WAGNER QWEST/WEA
11	13	THE OLD MAN DOWN THE ROAD JOHN FOGERTY WARNER BROS./WEA
12	12	JUNGLE LOVE THE TIME WARNER BROS./WEA
13	NEW	SOLID ASHFORD & SIMPSON CAPITOL
14	20	ROCKIN' AT MIDNIGHT HONEYDRIPPERS ESPARANZA/WEA
15	NEW	JUST ANOTHER NIGHT MICK JAGGER COLUMBIA/CBS
16	16	TENDERNESS GENERAL PUBLIC IRS/A&M
17	17	SMALLTOWN BOY BRONSKI BEAT LONDON/POLYGRAM
18	18	PRIVATE DANCER TINA TURNER CAPITOL
19	NEW	ONE MORE NIGHT PHIL COLLINS ATLANTIC/WEA
20	NEW	SUGAR WALLS SHEENA EASTON CAPITOL
		<b>ALBUMS</b>
1	1	BRYAN ADAMS RECKLESS A&M
2	2	WHAM! MAKE IT BIG COLUMBIA/CBS
3	3	FOREIGNER AGENT PROVOCATEUR ATLANTIC/WEA
4	4	BRUCE SPRINGSTEEN BORN IN THE U.S.A. COLUMBIA/CBS
5	5	CYNDI LAUPER SHE'S SO UNUSUAL COLUMBIA/CBS
6	6	MADONNA LIKE A VIRGIN SIRE/WEA
7	7	JOHN FOGERTY CENTERFIELD WARNER BROS./WEA
8	8	CHICAGO 17 FULL MOON/WEA
9	9	COREY HART FIRST OFFENSE AQUARIUS/CAPITOL
10	10	HONEYDRIPPERS VOLUME 1 ESPARANZA/WEA
11	11	TINA TURNER PRIVATE DANCER CAPITOL
12	12	PHILIP BAILEY CHINESE WALL COLUMBIA/CBS
13	13	POINTER SISTERS BREAK OUT PLANET/RCA
14	14	BRONSKI BEAT AGE OF CONSENT LONDON/POLYGRAM
15	15	BILLY OCEAN SUDDENLY JIVE/ARISTA
16	15	DARYL HALL & JOHN OATES BIG BAM BOOM RCA
17	17	BEVERLY HILLS COP SOUNDTRACK MCA/WEA
18	NEW	DAVID LEE ROTH CRAZY FROM THE HEAT ATLANTIC/WARNER BROS.
19	16	PARACHUTE CLUB AT THE FEET OF THE MOON RCA
20	20	DON HENLEY BUILDING THE PERFECT BEAST GEFEN/WEA

## WEST GERMANY (Courtesy Der Musikmarkt) As of 2/25/85

SINGLES		
1	1	SHOUT TEARS FOR FEARS MERCURY/PHONOGRAM
2	2	YOU'RE MY HEART, YOU'RE MY SOUL MODERN TALKING HANSA/ARIOLA
3	5	I WANT TO KNOW WHAT LOVE IT FOREIGNER ATLANTIC/WEA
4	3	ONE NIGHT IN BANGKOK MURRAY HEAD RCA
5	4	NACKT IM WIND BAND FUER AFRIKA CBS
6	6	SEHNSUCHT PURPLE SCHULZ UND DIE NEUE HEIMAT EMI
7	10	EASY LOVER PHILIP BAILEY & PHIL COLLINS CBS
8	7	LIKE A VIRGIN MADONNA SIRE/WEA
9	12	COMANCHERO RAGGIO DI LUNA ARIOLA
10	19	DELIRIOS MIND SCOTCH ZYX/MIKULSKI
11	NEW	SOLID ASHFORD & SIMPSON CAPITOL/EMI
12	14	LOVERBOY BILLY OCEAN JIVE/TELDEC
13	11	PATRIK PACARD LADY LILI PAPAGAYO/EMI
14	8	EVERYTHING SHE WANTS WHAM! EPIC/CBS
15	9	THE NIGHT VALERIE DORE ZYX/MIKULSKI
16	NEW	WOODPECKERS FROM SPACE VIDEO KIDS POLYDOR/DGG
17	16	HELPLESS FLIRTS ARIOLA
18	13	CATCH MY FALL BILLY IDOL CHRYSALIS/ARIOLA
19	NEW	HALF A MINUTE MATT BIANCO WEA
20	17	THE POWER OF LOVE JENNIFER RUSH CBS
		<b>ALBUMS</b>
1	1	FOREIGNER AGENT PROVOCATEUR ATLANTIC/WEA
2	2	HERBERT GROENEMEYER 4630 BOCHUM EMI
3	3	BILLY IDOL REBEL YELL CHRYSALIS/ARIOLA
4	5	JENNIFER RUSH CBS
5	4	MATT BIANCO WHOSE SIDE ARE YOU ON? WEA
6	12	YELLOW STELLA VERTIGO/PHONOGRAM
7	7	ALISON MOYET ALF CBS
8	8	VARIOUS CHESS RCA
9	6	SADE DIAMOND LIFE EPIC/CBS
10	11	TINA TURNER PRIVATE DANCER CAPITOL/EMI
11	9	WHAM! MAKE IT BIG EPIC/CBS
12	NEW	DE BLAECK FOOEUS MIR KLAEAEVE AM LAEAEVE EMI
13	13	FRANKIE GOES TO HOLLYWOOD WELCOME TO THE PLEASUREDOME ISLAND/ARIOLA
14	14	KALUS LAGE BAND SCHWEISSPERLEN MUSIKANT/EMI
15	10	DURAN DURAN ARENA PARLOPHONE/EMI
16	19	ROGER WHITTAKER EIN GLUECK AVON/INTERCORD
17	NEW	RUDI RAMBA & DIE PARTY-TIGER RAMBA ZAMBA '85 CBS
18	15	DEEP PURPLE GREATEST PURPLE POLYDOR/DGG
19	20	THE AGE OF CONSENT BRONSKI BEAT METRONOME
20	NEW	PURPLE SCHULZ & DIE NEUE HEIMAT HAUTNAH EMI

## NETHERLANDS (Courtesy Stichting Nederlandse Top 40) As of 2/23/85

SINGLES		
1	2	SHOUT TEARS FOR FEARS MERCURY
2	1	EASY LOVER PHILIP BAILEY & PHIL COLLINS CBS
3	3	ONE NIGHT IN BANGKOK MURRAY HEAD RCA
4	5	DO WHAT YOU DO JERMAINE JACKSON ARISTA
5	4	SOLID ASHFORD & SIMPSON CAPITOL
6	6	I WANT TO KNOW WHAT LOVE IS FOREIGNER ATLANTIC
7	7	LOVERBOY BILLY OCEAN JIVE
8	10	SUSSUDIO PHIL COLLINS WEA
9	NEW	THIS IS NOT AMERICA DAVID BOWIE EMI BOVEAMA
10	NEW	LET IT ALL BLOW DAZZ BAND MOTOWN
		<b>ALBUMS</b>
1	1	SADE DIAMOND LIFE EPIC
2	2	WHAM! MAKE IT BIG CBS
3	3	ZZ TOP ELIMINATOR WEA
4	4	FOREIGNER AGENT PROVOCATEUR ATLANTIC
5	5	PRINCE & REVOLUTION PURPLE RAIN WARNER BROS.
6	6	FRANKIE GOES TO HOLLYWOOD WELCOME TO THE PLEASUREDOME ARIOLA
7	7	DURAN DURAN ARENA EMI BOVEAMA
8	8	JOHN FOGERTY CENTERFIELD WARNER BROS.
9	9	PHILIP BAILEY CHINESE WALL CBS
10	NEW	ALISON MOYET ALF CBS

## AUSTRALIA (Courtesy Kent Music Report) As of 2/25/85

SINGLES		
1	1	I WANT TO KNOW WHAT LOVE IS FOREIGNER ATLANTIC
2	13	BORN IN THE USA BRUCE SPRINGSTEEN CBS
3	3	LAST CHRISTMAS WHAM! EPIC
4	2	DO THEY KNOW IT'S CHRISTMAS BAND AID MERCURY
5	9	TIAMO LAURA BRANIGAN ATLANTIC
6	5	SEXCRIME EURYTHMICS RCA
7	16	ONE NIGHT IN BANGKOK MURRAY HEAD RCA
8	NEW	EVERYTHING SHE WANTS WHAM! EPIC
9	6	THE RIDDLE NIK KERSHAW MCA
10	8	NEVER ENDING STORY LIMAH EMI
11	7	TOGETHER IN ELECTRIC DREAMS GIORGIO MORODER & PHILLIP OAKLEY VIRGIN
12	19	DAYLIGHT JIMMY BARNES MUSHROOM
13	17	TRUST ME I'M TALKING REGULAR
14	11	DR. BEAT MIAMI SOUND MACHINE EPIC
15	4	LIKE A VIRGIN MADONNA SIRE
16	10	THE POWER OF LOVE FRANKIE GOES TO HOLLYWOOD ISLAND
17	12	SKIN DEEP STRANGLERS EPIC
18	18	BELLE OF ST. MARK SHEILA E. WARNER BROS.
19	15	SEA OF LOVE HONEYDRIPPERS ESPARANZA
20	NEW	OLD MAN DOWN THE ROAD JOHN FOGERTY WARNER BROS.
		<b>ALBUMS</b>
1	1	BRUCE SPRINGSTEEN BORN IN THE U.S.A. CBS
2	3	FOREIGNER AGENT PROVOCATEUR ATLANTIC
3	7	CYNDI LAUPER SHE'S SO UNUSUAL PORTRAIT
4	4	MADONNA LIKE A VIRGIN SIRE
5	5	ANGELS TWO MINUTE WARNING MUSHROOM
6	2	WHAM! MAKE IT BIG EPIC
7	NEW	JOHN FOGERTY CENTERFIELD WARNER BROS.
8	6	MIDNIGHT OIL RED SAILS IN THE SUNSET CBS
9	10	SADE DIAMOND LIFE EPIC
10	8	FRANKIE GOES TO HOLLYWOOD WELCOME TO THE PLEASURE DOME ISLAND
11	13	ALISON MOYET ALF CBS
12	9	PAT BENATAR TROPICO CHRYSALIS
13	16	HONEYDRIPPERS VOLUME ONE ESPARANZA
14	NEW	DON HENLEY BUILDING THE PERFECT BEAST GEFEN
15	11	VARIOUS CHOOSE 1985 FESTIVAL
16	15	TINA TURNER PRIVATE DANCER INTERFUSION
17	NEW	VARIOUS COMPOSER SERIES VOL. 2 TELMAK
18	NEW	GEORGE BENSON 20/20 WARNER BROS.
19	14	AUSTRALIAN CRAWL CRAWL FILE EMI
20	18	INXS THE SWING WEA

## JAPAN (Courtesy Music Labo) As of 2/25/85

SINGLES		
1	1	TENSHINO WINK SEIKO MATSUDA CBS-SONY/SUN
2	NEW	YOISHO MASAHIKO KONDO CBS-SONY/JOHNNY'S
3	2	NESSHISEN AMZENCHITAI KITTY/KITTY
4	5	FURAREKIBUNDE ROCK 'N' ROLL TOM CAT CANYON/YAMAHA
5	8	ORA TOKYO SA IGUDA IKUZO YOSHI UJC/DAICHI ONGAKU
6	4	YOU GOTTA CHANCE KOJI KIKKAWA SMS/WATANABE
7	6	SOSHITOBOKUWA TONONIKURERU TOSHIYUKI OSAWA EPIC-SONY/WATANABE
8	18	ROMANTIC GA TOMARANAI C-C-B POLYDOR/NICHION
9	3	GINGA-NO SHINWA TOSHIHIKO TAHARA CANYON/JOHNNY'S
10	10	ICHIMANKONEN NO AI HIDEKI SAJIO RVC/EARTH
11	12	YOUNG BLOODS BOTOHARU SANO EPIC-SONY/THUNDER
12	7	TONIGHT YOU HAYAMI TAURUS/SUN-WATANABE
13	11	RIBBON CHIEMI HORI CANYON/TOP
14	13	NAMIDANO TAKE A CHANCE SHINGO KAZAMI FORLIFE/BURNING
15	9	MOTTOSEKINSHIMAHO HIDEKI ISKIKAWA RVC/GEIEI
16	15	JULIA NI HEARTBREAK CHECKERS CANYON/YAMAHA-PMP
17	NEW	EASY LOVER PHILIP BAILEY CBS-SONY/CBS-SONY SONGS/NICHION
18	16	FUTARIDAKENO CEREMONY YUKIKO OKADA CANYON/SUN-PMP
19	19	LIKE A VIRGIN MADONNA WARNER-PIONEER/NICHION-TAIYO
20	14	THE STARDUST MEMORY KYOKO KOIZUMI VICTOR/BURNING
		<b>ALBUMS</b>
1	1	YOSUI INOUE 9.5 CARATS FOR LIFE
2	2	MADONNA LIKE A VIRGIN WARNER-PIONEER
3	5	TOSHIYUKI OSAWA CONFUSION EPIC-SONY
4	3	WHAM! MAKE IT BIG EPIC-SONY
5	4	KOJI KIKKAWA V MASAO OMURA THE SOUND TRACK SMS
6	6	ANZENCHITAI DAKISHIMETAI KITTY
7	20	MADONNA LIKE A VIRGIN WARNER-PIONEER
8	7	FOREIGNER AGENT PROVOCATEUR WARNER-PIONEER
9	8	YUMING MATSUTOYA NO SADE TOSHIBA-EMI
10	10	SOUND TRACK MUSIC FROM URUSEIYATSURA 3 CANYON
11	NEW	JUNKO YAGAMI COMMUNICATION MOON
12	14	PHILIP BAILEY CHINESE WALL CBS-SONY
13	9	CHECKERS MOTTO CHECKERS CANYON
14	11	KUMIKO YAMASHITA AND SOPHIA'S BACK COLUMBIA
15	NEW	ALAN PARSONS PROJECT VULTURE CULTURE PHONOGRAM
16	13	SEIKO MATSUDA WINDY SHADOW CBS-SONY
17	NEW	GEORGE BENSON 20/20 WARNER-PIONEER
18	12	LOUDNESS THUNDER IN THE EAST COLUMBIA
19	18	AKINA NAKAMORI SILENT LOVE WARNER-PIONEER
20	15	CHAGE V ASUKA Z-ONE WARNER-PIONEER

## ITALY (Courtesy Germano Ruscitto) As of 2/18/85

ALBUMS		
1	1	WHAM! MAKE IT BIG CBS
2	3	DURAN DURAN ARENA EMI
3	2	ADRIANO CLENTANO I MIEI AMERICANI CLAN/CGD-MM
4	4	STEVIE WONDER THE WOMAN IN RED RICORDI
5	13	VARIOUS BROOKLYN CGD-MM
6	8	SADE DIAMOND LIFE EPIC/CBS
7	10	U2 UNFORGETTABLE FIRE ISLAND
8	5	ODISSEA VENEZIANA RONDO VENEZIANO BABY
9	NEW	VARIOUS ORO PURO CBS
10	NEW	DEEP PURPLE FIRE WORK EMI
11	NEW	GINO PAOLI LA LUNA E IL SIGNOR HYDE FIVE
12	6	VARIOUS MIXTIME EMI
13	NEW	SPANDAU BALLET PARADE RCA
14	NEW	VARIOUS MIXAGE N.4 BABY
15	16	PINO DANIELE SCIO EMI
16	NEW	ULTRAVOX THE COLLECTION CHRYSALIS
17	11	POOH ALOHA CGD-MM
18	15	ANTONELLO VENDITTI CUORE HEINZ/RICORDI
19	7	MINA CATENE PDU/EMI
20	NEW	FABIO CONCATO POLYGRAM



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 1984.** (\$50.00)

**Number One Country Albums, 1964 through 1984.** (\$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 1984.** (\$50.00)

**Top Ten Country Albums, 1964 through 1984.** (\$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 1984.** (\$50.00)

**Top Country Albums Of The Year, 1965 through 1984.** (\$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: Debra Todd  
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.

MUCHMUSIC READY TO GO BILINGUAL  
Spring Debut Possible for French-Language Network

BY KIRK LaPOINTE

TORONTO Word is expected "any day now" on the launch of a second MuchMusic Network in Canada, featuring French-language VJs, tailored to the untapped Quebec market, says Dennis Fitz-Gerald, MuchMusic's vice president of marketing.

The network's distribution will differ greatly from the English-language network's satellite-to-cable feed. Most of the province's cable systems will be fed the MuchMusic signal along a microwave network. A few of the systems will be "bicycled" tapes, where the microwave link is not feasible.

The French equivalent to MuchMusic could be launched by the spring, far sooner than the network expected. The reason for the hastened date, according to Fitz-Gerald, is that subscriber and advertiser levels are well ahead of expecta-

tions.

"It's too early to be jubilant, but you can't help but be pleased with the way things have turned out," he says. Subscribership is believed to have topped 700,000, and advertising is about 55% sold (eight minutes hourly are allowed under federal regulations).

The network has also expressed interest in the recent decision by Telesat Canada, the country's satellite operator, to offer discount rates to current users when they expand services. An extra satellite signal would allow MuchMusic to change the way it programs dramatically. At present, the music video service has only one "footprint" and must program through five-and-a-half different time zones. A second footprint would allow some semblance

of dayparting and allow the service to fashion some programming specifically for nighttime, for instance.

On another front, MuchMusic is establishing a network of national stringers to provide music and video news from areas outside Toronto.

The advertising successes, including the involvement of such traditional clients as General Foods, Procter & Gamble, Bristol-Myers and General Motors, has caused a real ripple in the Canadian advertising business. Fitz-Gerald claims the move amounts to the first attempt by advertisers here to narrowcast.

"I'm elated with the way they've taken a chance on us," he says. "They're getting the demographics they want, even if the [audience] numbers don't match what they get elsewhere."

Soft Rock In, Big Bands Out  
Changes at Toronto's CFRB

TORONTO What do you do when you're the top-rated station in Canada and you know your format is a trifle out of step? In the case of Toronto's CFRB, you make changes and take some chances.

In recent weeks, the flagship of the Standard Broadcasting chain has abandoned big band music and introduced in ever-increasing amounts soft rock by such artists as the Pointer Sisters, Michael Jackson and Jim Croce. Gone is Dean Martin, and on the decline is Perry Como.

Station executives, spearheaded by new Standard president Peter Shurman, say the risk is calculated. Of the 12.7 million listener hours CFRB reported in the most recent Bureau of Broadcast Measurement (BBM) survey, half were among

those over 60 and three-quarters among those over 50. The soft rock approach is designed to bring the younger audience in.

However, the change is being made at a potentially difficult juncture. The Toronto market already is congested with soft rock outlets, and CKEY has in recent months pursued an oldies format that could prove to its advantage should some of CFRB's more conservative listeners start looking for a new station.

The station says that it intends to continue producing specials on music of the '40s and '50s, and that respected broadcaster Ray Sonin will continue to occupy a major role at the station.

WEA Giveaway Pushes New Acts

TORONTO WEA Music of Canada, in an attempt to bring attention to its new music roster, is launching a "Stop Look And Listen" campaign that includes EP giveaways with album purchases.

Focusing on 10 new and developing artists, the company is offering free seven-inch, four-cut EPs with every album bought. The artists include John Hiatt, Elliot Easton, John Parr, Los Lobos, Cole & the Commotions, the Smiths and Loudness.

Sampler cassettes, including artist information, are being distributed to retailers, along with the free EPs.

Maple Briefs

**A** CORONER'S INQUEST into the death of former Prism singer Ron Tabak has urged mandatory bicycle helmets in British Columbia and better communications between hospitals and police. Tabak, 31, died in December following a vehicular accident.

**R**EPRESENTATIVES OF the Kevy DeYong Sound Corp. were expected Friday (22) to table a proposal to creditors. The corporation, which owns and operates Kelly's retail outlets in Western Canada, has had a bankruptcy petition by MCA Records Canada Ltd. stayed until at least Monday (25).

**B**ENYS BERGERON is the new president of ADISQ, the French-Canada trade association. Pierre Boivin and Luc Martel are first and second vice presidents, while Alain Pare is the group's secretary/treasurer.

**T**HE NEWLY FORMED foundation for the recently recorded Cana-

dian all-star Ethiopian famine relief single will be raffling off the original songsheets in what organizers hope will be a national contest. Details are to be announced shortly.

**W**E ERRANTLY REPORTED in the recent Canadian spotlight that Zappacosta is managed by Bruce Allen. Apologies to Lou Blair, who manages Zappacosta. He also teams with Allen on Loverboy, and with Allen and Cliff Jones on upcoming WEA group Idle Eyes.

**V**TR PRODUCTIONS LTD. has opened what is believed to be the largest and most expensive editing suite in Canada. The \$2 million Edit One features full graphics and computer capabilities.

Maple Briefs features short items on the Canadian music industry. Information should be submitted to Kirk LaPointe, 7 Glen Ames Ave., Toronto, Ontario, Canada M4E 1M3.

Platinum Artists VP Switches Agencies

TORONTO The booking agency business in Canada has seen dramatic upheaval in the last month since the departure of Platinum Artists vice president Vinny Cinquemani to The Agency.

Cinquemani, who has only been in the business for six years, has created a stir with his arrival at the top firm in the country. That's because Platinum's key clients have followed him over.

Platinum Blond, Triumph, the Parachute Club, M+M, Luba, Honey-moon Suite, Strange Advance, Gowan, Michael Damian and BTO are among the artists to have bolstered the already substantial roster of The Agency, which had included Bryan Adams, Loverboy and the Payola\$.  
www.americanradiohistory.com

## ALBUMS

**SPOTLIGHT** Predicted to hit top 10 on Billboard's Top Pop Albums chart or to earn platinum certification

**NEW & NOTEWORTHY** highlights new and developing acts worthy of attention

**PICKS** new releases predicted to hit the top half of the chart in the format listed

**RECOMMENDED** Other releases predicted to chart in the respective format; also, other albums of superior quality

All albums commercially available in the U.S. are eligible for review

Send albums for review to: Sam Sutherland, Billboard 9107 Wilshire Blvd. Beverly Hills, Calif. 90210

or Fred Goodman, Billboard 1515 Broadway New York, N.Y. 10036

Country albums should be sent to: Kip Kirby, Billboard 14 Music Circle East Nashville, Tenn. 37203

## POP

### PICKS

**ALAN PARSONS PROJECT**  
Vulture Culture  
PRODUCER: Alan Parsons  
Arista ALB-8263

Parson's clean yet driving studio creations remain the ultimate in AOR radio fare, while affording softer mainstream options as well. Expect strong exposure to core rock fans, who've enabled Parsons to cross the platinum threshold in the past. Best tracks: "Let's Talk About Me," "Days Are Numbers" and "Separate Lives."

**DOLLY PARTON**  
Real Love  
PRODUCER: David Malloy  
RCA AHL1-5414

Parton continues to draw on her country roots and themes, while forging increasingly mainstream material, this time in league with producer David Malloy, an experienced country/pop crossover strategist. Arrangements are precise, and she's in fine voice. Best tracks: the title duet with Kenny Rogers, "Think About Love" and "Don't Call It Love."

**JOAN ARMATRADING**  
Secret Secrets  
PRODUCER: Mike Howlett  
A&M SP-5040

Armatrading's confessional songs are again framed with electronic pop touches, but this outing finds the stormy vocalist injecting a more timeless grandeur with string settings, brass choruses and some bluesy sax. The binding themes remain romantic ones, and the vocalist's alternately fragile and muscular singing is up to form.

**RICHARD THOMPSON**  
Across A Crowded Room  
PRODUCER: Joe Boyd  
Polydor B25 421

British folk-rock master could transcend his cult audience with this first for a new label, which marks a revised backing band lineup and some of Thompson's most accessible, pop-inflected arrangements. Ironically, it's the music's references to his 1982 musical and marital divorce (from Linda Thompson) that's piquing media attention. Among the best cuts: "When The Spell Is Broken." "You

Don't Say" and "Love In A Faithless Country.

### RECOMMENDED

#### THE MOODY BLUES

Voices In The Sky  
PRODUCERS: Pip Williams, Tony Clarke  
Threshold/PolyGram 820 155

Single-disk hits package spanning 1967-83 offers such venerable Moody Blues chestnuts as "Nights In White Satin," "Ride My See-Saw," "I'm Just A Singer (In A Rock And Roll Band)" and other pop/rock meditations.

#### THE PARACHUTE CLUB

At The Feet Of The Moon  
PRODUCER: Michael Beinhorn  
RCA AFL1-5337

Canadian septet's dance-oriented techno-pop gets a powerful assist from producer Beinhorn (Material), who brings the band's percussive undertow into sharp focus without blurring choral and solo vocal work.

#### THE SMITHS

Meat Is Murder  
PRODUCERS: The Smiths  
Sire 25269

British quartet's dour world view hasn't brightened, but the band's taut playing supplies an often seductive pop energy, exemplified by "The Headmaster Ritual."

#### SECRETS

PRODUCERS: Secrets  
Confidential Records CS 312-01 (EP)

Well-honed techno-pop that crisply balances electronics and guitars distinguishes this Bay Area quintet, which suggests an American answer to the Fixx and other U.K. peers. "Girls Will Be Girls" is the standout. Contact: P.O. Box 312, Larkspur, Calif. 94939.

#### BOSS

Step On It  
PRODUCERS: Eddie Hansen, Boss  
RCA NFL1-8044

Five-piece Australian band plies time-honored metalisms on this U.S. debut, long on generic gusto if short on originality.

#### ANTIX

PRODUCERS: Don Dokken, Antix  
McDon/Enigma E-1141

Deft pop vocal embellishments carry this otherwise routine hard rock quartet into promising terrain; production could be sharper, but there's potential here.

#### THE JET BLACK BERRIES

Sundown On Venus  
PRODUCERS: Steve Pross, Duane Sherwood, the Jet Black Berries  
Enigma/Pink Dust E-1117

Psychedelic retro-rockers, this quintet makes its debut a "musical western about Venus," throwing in an extra six-song EP as a bonus. Oddly charming, if rough-hewn, garage rock.

#### ROBERT BERRY

Back To Back  
PRODUCER: Bob Berry  
Big Cheese LPBC 1005

Northern California pop-rock flexes '50s and '60s influences while opting for a slick '80s finish to these self-produced tracks. Contact: Big Cheese Records, 85 S. Second St., Campbell, Calif. 95008.

#### STEPHEN COUGHLIN

The Song Of The Reed  
PRODUCER: Not listed  
Fortuna FOR-LP010

Contemplative fusion of ethnic and Western flutes, soprano sax and zither marks Coughlin's gentle eclecticism, aimed primarily at New Age listeners. Meditative by design.

#### RICHARD BURMER

Mosaic  
PRODUCER: Richard Burmer  
Fortuna FOR-LP025

Ear-filling electronic "vignettes" by a synthesist who revels in otherworldly textures. Pitch to New Age market.

## SPOTLIGHT



**MICK JAGGER**  
She's The Boss  
PRODUCERS: Mick Jagger, Bill Laswell/Material, Nile Rodgers  
Columbia FC 39940

The Rolling Stones' new deal with CBS kicks off with the first solo album by Jagger, who splits tracks into separate collaborations with two hot U.S. producers, Bill Laswell and Nile Rodgers. Both men's penchant for crisp, high-tech mixes, buttressed by an eclectic studio cast tapping top players in fusion, rock, reggae and dance, yields a truly different musical framework, but it's Jagger's indelible vocal stamp that will lure listeners. Already building interest is the first single, "Just Another Night," with sturdy sequels ready in "Lonely At The Top," "Lucky In Love" and the title song.

## BLACK

### PICKS

#### MARY JANE GIRLS

Only Four You  
PRODUCER: Rick James  
Gordy 6092GL

Funk-rock James' distaff quartet again trades in come-hither poses and no-nonsense dance rhythms in this latest package of sexually charged, uptempo fantasies. Already shaking up programmers is the first single, "In My House," which sets the tone for a set that also probes "Wild & Crazy Love" and ponders the persona of a "Leather Queen."

#### THE GAP BAND

Gap Gold: The Best Of The Gap Band  
PRODUCER: Lonnie Simmons  
Total Experience 824343

Their 1979-83 hot streak established these party-driven soul rockers as a top chart attraction. "You Dropped A Bomb On Me," "Early In The Morning" and "Outstanding," all from "Gap Band IV," highlight the package, which should join their last album, "VI," and top five single, "Beep A Freak," on the charts.

### RECOMMENDED

#### VARIOUS ARTISTS

Rockers All-Star Explosion  
PRODUCERS: Augustus Pablo, Mike McKenzie  
Alligator AL 8310

Known primarily for his unique work on melodic, Augustus Pablo is showcased here as a producer and writer with numerous artists, including vocalists and dubbers, reworking Pablo's compositions.

## COUNTRY

### PICKS

#### REBA McENTIRE

The Best Of Reba McEntire  
PRODUCER: Jerry Kennedy  
Mercury 824 342

Country fans who make it past the garish artwork supplied by McEntire's former label are in for a treat: a collection of hits which contributed to her rise to the top in

last year's CMA Awards. Included: "You're The First Time I've Thought About Leaving," "Can't Even Get The Blues," "I'm Not That Lonely Yet."

## JAZZ-FUSION

### RECOMMENDED

#### KAZU

Time No Longer  
PRODUCER: Kazu Matsui  
Lakeside 30008 (Mirus Music)

Japanese composer/producer/musician leads an all-star date featuring Robben Ford, Jeff Porcaro, Russell Ferrante, Lee Ritenour, Victor Feldman and Alphonso Johnson. Tunes are intelligent yet accessible, with international fusion flavor.

#### PAUL SMITH

Plays Steve Allen  
PRODUCER: Not listed  
Pausa PR 7172

Ella's seasoned piano accompanist takes a spotlight turn with 12 lyrical, frequently swinging originals by the veteran composer/writer/comedian. Rhythm section is uncredited; production is also a bit muffled.

#### JEANNIE CHEATHAM WITH JIMMY CHEATHAM

Sweet Baby Blues

PRODUCER: Chris Long  
Concord Jazz CJ-258

Bluesy vocalist/pianist and bass trombonist front a band combining some of their San Diego allies with L. A. perennials Snooky Young, Red Callendar and Curtis Peagler.

#### BOBBY SHEW QUARTET

Breakfast Wine  
PRODUCER: Bobby Shew  
Pausa PR 7171

Shew pairs his bracing, powerful trumpet with the crisp piano of young traditionalist Makoto Ozone for a studio date confirming the promise of their initial 1983 club date together. Melodic, resilient acoustic jazz.

#### THE NEWPORT JAZZ FESTIVAL ALL-STARS

PRODUCER: Carl E. Jefferson  
Concord Jazz CJ-260

Musician-turned-impresario returns to his first love, playing deft, versatile piano in a sextet with Scott Hamilton (tenor), Oliver Jackson (drums), Slam Stewart (bass), Norris Turney (alto/clarinet) and Warren Vache (cornet/flugelhorn). Double set offers a compendium of classic material, captured live last April.

#### IRA SULLIVAN

Strings Attached  
PRODUCERS: David Einhorn  
Pausa PR 7169

Sullivan's trumpet, flugelhorn and flutes find an alternative framework in this working ensemble, which fuses jazz quintet with string quartet and performs originals, most by bassist/producer Einhorn. Warm, accessible yet distinctive melding of pop and jazz.

#### RECOIL

The Fantasy Continues  
PRODUCERS: Pat Coil, Bob Genry, Larry White  
Pausa PR 7168

Keyboardist Pat Coil leads a set of fusion originals that inject an unexpected dollop of country via pedal steel guitarist Larry White; elsewhere, more conventional pop and r&b-flavored crossover fare is offered.

#### FUSE ONE/DAVID MATTHEWS

Ice  
PRODUCER: David Matthews  
GNP/Crescendo GNPS 2174

Arranger/conductor Matthews assembles another blue chip studio crew for a set of fusion originals spotlighting Tom Browne, Ronnie Cuber, George Young, Larry Coryell, John Tropea, Will Lee, Steve Gadd and others. Sleek funk.

#### CAÑONO

PRODUCERS: Paul Potyten, Michael Spiro  
Guacamole Records GR2001

Bay Area sextet builds its fusion around sprung Latino rhythms, hewing to a leaner but still accessible ensemble style than other crossover strategists; first rate production, top notch graphics. Contact: P.O. Box 1624, Pacifica, Calif. 94044.

#### RED NORVO

Time In His Hands  
PRODUCER: Don Schlitten (reissue)  
Xanadu 199

Three dates from 1945 show the vibraphonist at his robust best. One unique session offers the sax section of Otto Hardwicke, Charlie Ventura, Harry Carney and Johnny Bothwell; album also showcases Slam Stewart, Chuck Wayne, Bill DeArango and Johnny Guarnieri.

## CLASSICAL

### PICKS

#### WITH A SONG IN MY HEART

Jessye Norman, Boston Pops Orchestra, Williams  
Philips 412 625

The glorious voice that can easily soar over the busiest Strauss score has no trouble besting the sometimes florid arrangements of a dozen ageless romantic standards by such as Porter, Gershwin, Kern and Rodgers. A powerful album that will extend Norman's reach far beyond already far-flung boundaries.

### RECOMMENDED

#### INSTANT CLASSICS

Philharmonia Virtuosi, Kapp  
CBS M 39510

Familiar tunes—"Traumerei," "Fantaisie impromptu," the Largo from the "New World" Symphony, etc.—in attractively scored arrangements and enveloped in commercial cover art, kick off the label's new "Light Classics" series. Nothing like it for a quick classical fix.

#### MAHLER: DAS KLÄGENDE LIED

City of Birmingham Symphony, Rattle  
Angel DS-38159

Strangely, no other version of this early Mahler cantata carries a current catalog listing, making Rattle's involving reading all the more attractive for collectors. An excellent quartet of vocalists is featured.

#### SCHUBERT: STRING QUARTET NO. 14

Orlando Quartet  
Philips 412 127-2 (CD)

Passionate and reflective, this superbly balanced reading of the "Death and the Maiden" will compete confidently for attention among other readings of the favorite quartet already bunching up in the infant CD chamber music catalog. Nor will it disappoint on tape or LP.

Videocassette  
Top 40  
Sales & Rentals  
Charts  
Every Week  
In  
Billboard



# Billboard® HOT 100 SALES & AIRPLAY

A ranking of the top 30 singles by sales and airplay, respectively, with reference to each title's composite position on the main Hot 100 Singles chart.

THIS WEEK	LAST WEEK	SALES		HOT 100 POSITION
		TITLE	ARTIST	
1	1	CARELESS WHISPER	WHAM FEATURING GEORGE MICHAEL	1
2	2	LOVER BOY	BILLY OCEAN	5
3	4	THE HEAT IS ON	GLENN FREY	4
4	5	CAN'T FIGHT THIS FEELING	REO SPEEDWAGON	2
5	7	CALIFORNIA GIRLS	DAVID LEE ROTH	3
6	3	EASY LOVER	PHILIP BAILEY	8
7	9	SUGAR WALLS	SHEENA EASTON	9
8	8	NEUTRON DANCE	POINTER SISTERS	6
9	10	MR. TELEPHONE MAN	NEW EDITION	12
10	11	METHOD OF MODERN LOVE	DARYL HALL & JOHN OATES	11
11	6	I WANT TO KNOW WHAT LOVE IS	FOREIGNER	7
12	13	THE OLD MAN DOWN THE ROAD	JOHN FOGERTY	10
13	12	SOLID	ASHFORD & SIMPSON	17
14	15	MISLED	KOOL & THE GANG	13
15	17	LOVER GIRL	TEENA MARIE	14
16	19	PRIVATE DANCER	TINA TURNER	16
17	22	TOO LATE FOR GOODBYES	JULIAN LENNON	15
18	26	RELAX	FRANKIE GOES TO HOLLYWOOD	19
19	14	THE BOYS OF SUMMER	DON HENLEY	26
20	16	FOOLISH HEART	STEVE PERRY	29
21	—	MATERIAL GIRL	MADONNA	18
22	—	ONE MORE NIGHT	PHIL COLLINS	22
23	20	TENDERNESS	GENERAL PUBLIC	54
24	—	SAVE A PRAYER	DURAN DURAN	23
25	28	NAUGHTY NAUGHTY	JOHN PARR	24
26	30	ONLY THE YOUNG	JOURNEY	20
27	25	JUNGLE LOVE	THE TIME	21
28	—	JUST ANOTHER NIGHT	MICK JAGGER	28
29	18	CALL TO THE HEART	GIUFFRIA	48
30	21	YOU'RE THE INSPIRATION	CHICAGO	32

THIS WEEK	LAST WEEK	AIRPLAY		HOT 100 POSITION
		TITLE	ARTIST	
1	1	CARELESS WHISPER	WHAM FEATURING GEORGE MICHAEL	1
2	3	CAN'T FIGHT THIS FEELING	REO SPEEDWAGON	2
3	6	CALIFORNIA GIRLS	DAVID LEE ROTH	3
4	9	THE HEAT IS ON	GLENN FREY	4
5	2	I WANT TO KNOW WHAT LOVE IS	FOREIGNER	7
6	5	NEUTRON DANCE	POINTER SISTERS	6
7	4	LOVER BOY	BILLY OCEAN	5
8	10	THE OLD MAN DOWN THE ROAD	JOHN FOGERTY	10
9	7	EASY LOVER	PHILIP BAILEY	8
10	11	MISLED	KOOL & THE GANG	13
11	8	METHOD OF MODERN LOVE	DARYL HALL & JOHN OATES	11
12	12	SUGAR WALLS	SHEENA EASTON	9
13	16	TOO LATE FOR GOODBYES	JULIAN LENNON	15
14	19	MATERIAL GIRL	MADONNA	18
15	13	MR. TELEPHONE MAN	NEW EDITION	12
16	18	LOVER GIRL	TEENA MARIE	14
17	14	JUNGLE LOVE	THE TIME	21
18	23	ONLY THE YOUNG	JOURNEY	20
19	15	SOLID	ASHFORD & SIMPSON	17
20	21	RELAX	FRANKIE GOES TO HOLLYWOOD	19
21	22	PRIVATE DANCER	TINA TURNER	16
22	30	ONE MORE NIGHT	PHIL COLLINS	22
23	28	HIGH ON YOU	SURVIVOR	25
24	24	SAVE A PRAYER	DURAN DURAN	23
25	26	NAUGHTY NAUGHTY	JOHN PARR	24
26	—	KEEPING THE FAITH	BILLY JOEL	27
27	—	JUST ANOTHER NIGHT	MICK JAGGER	28
28	—	SOMEBODY	BRYAN ADAMS	30
29	25	ROCKIN' AT MIDNIGHT	THE HONEYDRIPPERS	31
30	17	THE BOYS OF SUMMER	DON HENLEY	26

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

## HOT 100 SINGLES BY LABEL

A ranking of distributing labels by their number of titles on the Hot 100 chart.

LABEL	NO. OF TITLES ON CHART
WARNER BROS. (9)	19
Geffen (5)	
Full Moon/Warner Bros. (2)	
Sire (2)	
Qwest (1)	
COLUMBIA	11
ATLANTIC (5)	9
Es Paranza (1)	
Mirage (1)	
Philly World (1)	
ZTT/Island (1)	
EPIC (2)	9
Portrait (2)	
CBS Associated (1)	
Private I (1)	
Scotti Bros. (1)	
Silver Blue (1)	
Virgin/Epic (1)	
MCA (7)	9
Camel/MCA (1)	
MCA/Curb (1)	
RCA (6)	7
Planet (1)	
ARISTA (4)	6
Jive/Arista (2)	
CAPITOL	6
A&M (4)	5
I.R.S. (1)	
CHRYSALIS	4
EMI-AMERICA	4
MOTOWN (2)	4
Gordy (2)	
ELEKTRA (1)	3
Solar (2)	
POLYGRAM	3
Mercury (2)	
De-Lite (1)	
PROFILE	1

## HOT 100 A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE (Publisher - Licensing Org.) Sheet Music Dist.	97 GO FOR IT (Rickim, BMI/Unicity, ASCAP)	76 MONEY CHANGES EVERYTHING (ATV, BMI)	74 RUN TO YOU (Adams, BMI/Calypto Toonz, BMI/Irving, BMI) CPP/ALM	89 YOU SEND ME (Abkco, BMI)
92 20/20 (April, ASCAP/Random Notes, ASCAP/Stephen A. Kipner, ASCAP) CPP/ABP	98 GOTTA GET YOU HOME TONIGHT (Philly World, BMI/Great Alps, BMI)	12 MR. TELEPHONE MAN (Raydiola, ASCAP)	23 SAVE A PRAYER (Tritec) HL	32 YOU'RE THE INSPIRATION (Double Virgo, ASCAP/Foster Frees, BMI) CPP
71 ALL I NEED (Yellow Brick, ASCAP/MCA, ASCAP/Art Street, BMI) CPP	4 THE HEAT IS ON (Samous, ASCAP) CPP	24 NAUGHTY NAUGHTY (Carbert, BMI) HL	62 SAY IT AGAIN (Black Mountain Road, ASCAP)	
50 ALL SHE WANTS TO DO IS DANCE (Kortchmar, ASCAP)	25 HIGH ON YOU (Rude, BMI/WB, ASCAP/Easy Action, ASCAP) WBM	6 NEUTRON DANCE (Off Backstreet, ASCAP/Streamline Moderne, ASCAP/Unicity, ASCAP)	93 SCIENTIFIC LOVE (Hip Trip, BMI/Midstar, BMI)	
46 ALONG COMES A WOMAN (Double Virgo, ASCAP/Music Corporation Of America, BMI/Fleedleed, BMI)	88 HOLYANNA (Hudmar, ASCAP/Cowbells, ASCAP) WBM	72 NEW ATTITUDE (Unicity, ASCAP/Music Of Backstreet, ASCAP/Brass Heart, BMI/Rockomatic, BMI)	52 SECOND NATURE (Blackwood, BMI/Multi-Level, BMI/Janiceps, BMI) CPP/ABP	
44 BEAT OF A HEART (Blackwood, BMI/Just Friends, BMI/Pink Smoke, BMI/Keishmach, BMI) CPP/ABP	99 I FEEL FOR YOU (Controversy, ASCAP) WBM	33 NIGHTSHIFT (Rightsong, BMI/Franne Golde, BMI/Tuneworks, BMI/Walter Orange, ASCAP) CPP	49 SMALL TOWN BOY (Bronski/William A. Bong)	
75 THE BIRD (Tionna, ASCAP)	35 I WANNA HEAR IT FROM YOUR LIPS (E.C.B., BMI/Safespace, BMI/Warner-Tamerlane, BMI/Pitchford, BMI) WBM	38 OBSESSION (Pacific Island, BMI/Careers, BMI/Careers, BMI/Makiki, ASCAP/Arista, ASCAP) CPP	83 SMOOTH OPERATOR (Adu, MCPS/St.John, MCPS)	
96 BONGO BONGO (Sailor, ASCAP)	7 I WANT TO KNOW WHAT LOVE IS (Somerset, ASCAP/Evansongs, ASCAP)	10 THE OLD MAN DOWN THE ROAD (Wenaha, ASCAP) CPP	17 SOLID (Nick-O-Val, ASCAP) CPP	
40 THE BORDERLINES (WB, ASCAP/Zubaidah, ASCAP) WBM	47 I WOULD DIE 4 U (Controversy, ASCAP) WBM	95 ONE FOOT BACK IN YOUR DOOR (Zomba, ASCAP)	30 SOMEBODY (Adams Communications, BMI/Calypto Toonz, PROC/Irving, BMI) CPP/ALM	
79 BORN IN THE USA (Bruce Springsteen, ASCAP) CPP	39 I'M ON FIRE (Bruce Springsteen, ASCAP) CPP	22 ONE MORE NIGHT (Pun, ASCAP) WBM	9 SUGAR WALLS (Tionna, ASCAP)	
26 THE BOYS OF SUMMER (Cass County, ASCAP/Wild Gator, ASCAP) WBM	84 JAMIE (Raydiola, ASCAP)	70 ONE NIGHT IN BANGKOK (MCA, ASCAP)	37 TAKE ME WITH U (Controversy, ASCAP) WBM	
3 CALIFORNIA GIRLS (Irving, BMI) CPP/ALM	21 JUNGLE LOVE (Tionna, ASCAP)	80 ONE NIGHT IN BANGKOK (MCA, ASCAP)	54 TENDERNESS (In General, BMI/I.R.S., BMI) HL	
48 CALL TO THE HEART (Herds of Birds, ASCAP/Gregg Guiffria, ASCAP/Kid Bird, BMI/Frozen Flame, BMI) HL	28 JUST ANOTHER NIGHT (Promopub B.V., PRS) CPP	20 ONLY THE YOUNG (Twist and Shout, ASCAP/Weedhigh Nightmare, ASCAP/Colegms-EMI, ASCAP) WBM	81 THIS IS MY NIGHT (CBS, ASCAP/Science Lab, ASCAP) CPP/ABP	
2 CAN'T FIGHT THIS FEELING (Fate, ASCAP) WBM	27 KEEPING THE FAITH (Joel Songs, BMI) CPP/ABP	67 OOH OOH SONG (Big Tooth, ASCAP/Neil Geraldo, ASCAP/Rare Blue, ASCAP) CLM	41 THIS IS NOT AMERICA (Donna-Dijon, ASCAP/Jones, ASCAP/Pat-Meth, ASCAP/OPC, BMI/Buttermilk, BMI) CPP	
1 CARELESS WHISPER (Chappell, ASCAP) CHA/HL	65 KISS AND TELL (April, ASCAP/Unicity, ASCAP)	36 OPERATOR (Hip Trip, BMI/Midstar, BMI) CPP	15 TOO LATE FOR GOODBYES (Charisma, ASCAP/Chappell, ASCAP) CHA/HL	
86 CHANGE (Land Of Dreams, ASCAP/Arista, ASCAP)	64 LET'S TALK ABOUT ME (Woolfsongs/BMI/Careers, BMI) CPP	100 OUT OF TOUCH (Hot-cha, BMI/Unichappell, BMI) CHA/HL	56 TRAGEDY (Poetic License, BMI/American League, BMI) HL	
87 COOL IT NOW (New Generation, ASCAP) CPP	43 LIKE A VIRGIN (Billy Steinberg, ASCAP/Denise Barry, ASCAP)	60 PLAYING TO WIN (Australian Tumbleweed, BMI) HL	73 TREAT HER LIKE A LADY (Jobete, ASCAP/Tall Temptations, ASCAP) CPP	
91 CRAZY (Lionsmate, ASCAP/Security Hogg, ASCAP) CLM	82 LOOK MY WAY (April, ASCAP/Velongs, ASCAP)	16 PRIVATE DANCER (Straitjacket, ASCAP/Almo, ASCAP) CPP/ALM	34 TURN UP THE RADIO (Hatabrr, BMI)	
55 CRAZY FOR YOU (Warner-Tamerlane, BMI/WB, ASCAP)	69 LOVE LIGHT IN FLIGHT (Jobete, ASCAP/Black Bull, ASCAP) CPP	58 RADIOACTIVE (ASCAP)	90 WE BELONG (Screen Gems-EMI, BMI) WBM	
85 DO WHAT YOU DO (Unicity, ASCAP/Ra Ra, ASCAP/Aldente, ASCAP)	5 LOVER BOY (Zomba, ASCAP/Willesden, BMI) CPP	63 RAIN FOREST (Oval, PRS)	68 WE CLOSE OUR EYES (ATV, BMI)	
77 DON'T YOU (FORGET ABOUT ME) (MCA, ASCAP/Music Corporation Of America, BMI)	14 LOVER GIRL (Midnight Magnet, ASCAP) CPP/ABP	19 RELAX (Perfect Songs, BMI/Island, BMI) WBM	61 WHEN THE RAIN BEGINS TO FALL (Edition Sunrise/BMI/Edition Sunset, ASCAP) CPP	ABP April Blackwood CPP Columbia Pictures
8 EASY LOVER (Sir&Trini, ASCAP/Phil Collins, ASCAP/Pun, ASCAP/New East, ASCAP) WBM	53 LUCKY (Lexy Girl, ASCAP/Well Received, ASCAP)	59 RESTLESS HEART (Hudson Bay, BMI/Paperwaite, BMI) HL	42 WHY CAN'T I HAVE YOU (Rick Ocasek/ASCAP/Lido, ASCAP) WBM	ALM Almo HAN Hansen
29 FOOLISH HEART (Street Talk, ASCAP/April, ASCAP/Random Notes, ASCAP) CPP/ABP	18 MATERIAL GIRL (Minong, BMI)	45 RHYTHM OF THE NIGHT (Edition Sunset, ASCAP/Arista, ASCAP)	94 THE WILD BOYS (Tritec, ASCAP)	B-M Belwin Mills HL Hal Leonard
	11 METHOD OF MODERN LOVE (Hot-cha, BMI/Unichappell, BMI) CHA/HL	31 ROCKIN' AT MIDNIGHT (Fort Knox, BMI) HL	51 THE WORD IS OUT (10/Nymph, BMI/Warner Bros., ASCAP) CPP	B-3 Big Three IMM Ivan Mogull
	13 MISLED (Delightful, BMI) CPP		57 YO LITTLE BROTHER (Jobete, ASCAP/Not Fragile, BMI) CPP	BP Bradley MCA MCA
	66 MISSING YOU (Brockman, ASCAP)			CHA Chappell PSP Peer Southern
	78 MISTAKE NO. 3 (Virgin, ASCAP) CPP			CLM Cherry Lane PLY Plymouth
				CPI Cimino WBM Warner Bros.

### SHEET MUSIC AGENTS

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

# ...newslines...

**TEN YEARS AFTER HIS BIGGEST HIT FOR THE LABEL**, Roger Whittaker has made a new deal with RCA Records. The label will market a new album by the singer/songwriter, "Take A Little—Give A Little," in time for the March 6 launch of a U.S. concert tour covering 97 performances in 77 cities. Whittaker's worldwide hit a decade ago was "The Last Farewell," a theme neither RCA nor Whittaker has taken at face value.

**IT'S NOT QUITE THE WHOLE WORLD**, but most of it, in a WEA International deal to distribute the Sutra and Buddah labels. Nesuhi Ertegun, president of WEA International, says the agreement, starting with the successful "Jailhouse Rap" single and album by the Fat Boys, also calls for fresh reprises of the old Buddah catalog. The deal excludes the U.S., Canada, Belgium, Luxembourg, France, Switzerland, Argentina and the Scandinavian countries.

**IF YOU PICKED UP THE MARCH ISSUE OF METRONOME 50 YEARS AGO**, you'd have come across an article by George T. Simon, his first for the publication. That event is to be celebrated March 6 at Eddie Condon's in New York. Simon, long associated with NARAS, the recording academy, will also make music with his band for the 100 or so invited guests. Eddie Condon's itself has a 10th anniversary fete this Sunday (3).

**LOOK, LISTEN & WEEP:** Two major soap operas, "General Hospital" and "The Young and the Restless," are making use of Famous Music copyrights to make an appropriate emotional point. They are Oscar-winner Michael Gore's "Terms of Endearment" on "Hospital" and Anne Murray and Dave Loggins' "Nobody Loves Me Like You Do" on "Restless."

## EXECUTIVE TURNTABLE

(continued from page 4)

served in the LP department. Schiffman has been working for the firm since 1977. Also, **Charlene Engelbrecht** is appointed account executive. She will retain the title of director of advertising.

**Pete Waraksa** becomes Compact Disc specialist/video marketing and merchandising coordinator at Music City Record Distributors in Nashville. He joins from its Cat's Records & Tapes retail division.

Sounds Good Music Co. names **Randall Kennedy** jazz coordinator in Santa Monica. He was with Rick Ballard Imports.

**HOME VIDEO.** **Jim Howell** is elevated from managing director, U.K. to vice president of Embassy Home Entertainment, Europe. He is replaced by **Steve Ayres**, who was managing director at MGM/UA Home Video, UK.

Prism Entertainment appoints **Chris Morris** to the newly created position of manager of publicity services. He joins from Dennis Davidson Associates, where he was Prism's account representative. Also appointed is **Gary L. Jones** to the newly created post of national sales manager. He was director of sales and marketing for Republic Pictures. Both will be based in Los Angeles.

CBS/Fox Video makes the following appointments in New York: **Robin Walton** as assistant, contracts administration; **Carol Besso** as assistant, product tracking; and **Michelle Clarke** as product data systems assistant. Walton is promoted from legal assistant. Besso joins from HBO. Clarke is upped from product data systems coordinator.

In addition, **Anita Rohwer** is promoted to manager, licensor marketing relations at CBS/Fox. She was senior executive secretary to the president of the consumer products division.

**PRO AUDIO/VIDEO.** **Hal Selby** resigns as chairman of the board of Electric Lady Recording Studio, New York, to pursue acquisitions in the entertainment field. Replacing him is **Alan Selby**, who will assume the positions of chairman and president.

**Fred Willms** is named president of Picture Music International in Hollywood. He was vice president of Capitol's music publishing and Magnetic Products interests. Willms replaces **Mark Levinson**, who resigned to pursue outside business interests.

Shure Bros., Evanston, Ill., appoints **Darrell Dvorak** to the newly created position of vice president of business development. He will be responsible for investigating, evaluating and acquiring new properties and products for the company.

**Scott J. Irwin** becomes videotape editor and **Pamela Saletan** director of sales for NEP Productions, the post-production arm of NEP Communications. Irwin was chief videotape operator for the company. Saletan was with Tapepower's marketing and sales department.

**Richard Kaufman** joins VCA Teletronics as videotape editor in New York. He was with National Video Recording Studio, where he edited music videos, among other projects.

**PUBLISHING.** **Sam Trust** resigns as chief executive officer of the ATV Music Group in Los Angeles. With the company since 1973, Trust says that, although he was contracted through March 31, he decided to take early leave. He has not announced future plans. **Julian Appleton**, former group financial controller, will act as chief executive officer on an interim basis.

## Lifelines

### BIRTHS

Girl, **Brittany Jade**, to **René and Arthur Noel**, Feb. 19 in Nashville. She is receptionist for Billboard's Nashville Bureau.

Girl, **Tierney Malone**, to **Pat and Jan St. John**, Jan. 29 in Englewood, N.J. He is an air personality for WPLJ New York.

### MARRIAGES

**Patrice Wallace** to **Briggett Sherman**, Feb. 15 in New York. He is mailroom manager for Billboard's New York office.

**Byron Boothe** to **Sandra Rickman**, Feb. 13 in New York. He is president of Poppingo Video Inc.

**Tim Wiperman** to **Mary DiAngelo**, Feb. 16 in Nashville. He is vice president of operations for Warner Bros. Music.

### DEATHS

**Harold Kendall**, 68, of an aneurysm Feb. 14 in Cincinnati. The former accountant was an employee of Billboard Publications Inc. for more than 40 years. He is also the brother of Amusement Business'

sales development head, **Bob Kendall**. He is also survived by his wife **Lorraine**, three sons and a daughter.

**Rudy R. Lyle**, 49, of a heart attack Feb. 11 in Franklin, Tenn. He played banjo for **Bill Monroe** and lead guitar for **Patsy Cline** and **Jim Reeves**. He was a member of the Bluegrass Hall Of Fame, BMI and the Bluegrass Assn. At the time of his death, he was an employee of the state Correction Dept. and a songwriter. He is survived by his wife **Mary**, his father, two brothers and a sister.

**Stan Hickman**, 72, after a lengthy illness Feb. 17 in Los Angeles. The former big band vocalist was a longtime Los Angeles-area record sales executive. Hickman began as a singer with the bands of **Earl Burnett**, **Ted Fio Rito** and others. He became a record salesman in 1947, working for such labels as **Black & White** and **Mercury**, and later worked for **Music West**, **Record Merchandising**, **Pacific Records & Tapes** and the **Handleman Co.** He is survived by his wife **Marge**, a son and a daughter.

## Calendar

Weekly calendar of trade shows, conventions, award shows, seminars and other notable events. Send information to Calendar, Billboard, 1515 Broadway, New York, N.Y. 10036.

### FEBRUARY

Feb. 26, **27th annual Grammy Awards**, Shrine Auditorium, Los Angeles. (818) 843-8233.

### MARCH

March 7-8, **International Sports & Entertainment Law Conference**, Univ. of Miami Conference Center, Miami. (305) 372-0140.

March 7-9, **Country Radio Seminar**, Opryland Hotel, Nashville. (615) 327-4487.

March 10-13, **Rockers '85**, Sheraton Premiere Hotel, Universal City, Calif. (818) 343-3952.

March 13, **10th annual Big Apple Radio Awards Ceremony**, New York Market Radio Broadcasters Assn., Sheraton Centre Imperial Ballroom. (212) 935-4477.

March 15-17, **Intercollegiate Broadcasting System National Convention**, Washington Hilton, Washington, D.C. (914) 565-6710.

March 17, **New Jersey Record Collectors Show/Convention**, Ramada Inn, Clark, N.J. (201) 548-7188.

March 18, **Songwriters Hall of Fame Dinner & Induction Ceremony**, Waldorf-Astoria Hotel, New York. (212) 944-1858.

March 20-23, **International Tape/Disc Assn. (ITA) Conference**, Saddlebrook Resort, Tampa, Fla.

March 23, **Eighth Annual Bay Area Music Awards**, Civic Auditorium, San Francisco. (415) 652-3810.

March 29-April 1, **1985 NARM Convention**, Diplomat Hotel, Hollywood, Fla. (609) 424-7404.

March 31-April 3, **Northeast Exhibitions, Softcon '85**, Georgia World Congress Center, Atlanta. (617) 739-2000.

### APRIL

April 1-9, **World Youth Festival of Arts**, Kingston, Jamaica. (212) 593-6337.

April 3, **American Video Awards**, Santa Monica Civic, Los Angeles. (213) 936-9300.

April 9-10, **Yankee Group PC Seminar**, Plaza Hotel, New York. (617) 542-0100.

April 14-17, **63rd Annual National Assn. of Broadcasters Convention**, Las Vegas Convention Center. (202) 429-5300.

April 14-18, **Computer Graphics '85**, Dallas Convention Center. (703) 698-9600.

April 16-17, **Yankee Group PC Seminar**, Claremont Resort Hotel, Berkeley, Calif. (617) 542-0100.

April 22-25, **Audio-Visual Exhibition**, Wembley Conference Centre, London. (212) 593-2258 or (212) 752-8400.

### MAY

May 1, **Arthur Young's third annual Entertainment Industry Symposium**, Beverly Wilshire Hotel, Los Angeles.

May 4-6, **Audio Engineering Society Convention**, Disneyland Hotel, Anaheim, Calif. (212) 661-2355.

## New Companies

**L. Group Entertainment Public Relations**, formed by **Laurie Muslow**. Clients include **Gordon Perry**, **Puopolo Productions**, **Dallas Sound Lab** and **Spirit Productions**. 6311 N. O'Connor, Box 62, Suite N-9, Irving, Tex. 75039; (214) 869-7657.

**Saba Record Co.**, formed by **C.A. Broussard** to market country, r&b, and gospel music. First release is a single by **Kenny Dale**. 9447 Summer Bell Lane, Houston, Tex. 77074; (713) 776-1345.

**Linda Rodgers Marketing**, an independent marketing firm, formed by **Linda Rodgers**. Company is capable of working multiple label product. 225 Delvin Dr., Antioch, Tenn.

37013; (615) 333-2421.

**Kathryn Schumacher & Associates**, an agency representing broadcast consultants and products. Company currently represents **Bob Harper's Research Co.**, **Harte-Hanks** and **Broadcasting Unlimited Direct Mail**. P.O. Box 9000-376, Carlsbad, Calif. 92008; (619) 931-8748.

**Album Records**, a jazz label, formed by **Ulla Gunther**. First release is an album by the **Remy Filipovitch Trio** entitled "All Day Long." Distribution in the U.S. is by **North Country Distributors**, Cadence Building, Redwood, N.Y. 13679; (315) 287-2852.

## Bubbling Under

### THE TOP POP ALBUMS

- 201 **ANGEL CITY** TWO MINUTE WARNING MCA 5509
- 202 **KEEL** THE RIGHT TO ROCK GOLD MOUNTAIN GM6-5041 (A&M)
- 203 **ROMAN HOLLIDAY** FIRE ME UP JIVE/ARISTA JL8-8252 (ARISTA)
- 204 **VARIOUS ARTISTS** CHESS RCA CPL-2-5340
- 205 **SHAKATAK** DOWN ON THE STREET POLYDOR 823304-1 (POLYGRAM)
- 206 **LINDA THOMPSON** ONE CLEAR MOMENT WARNER BROS. 1-25164
- 207 **THE NAILS** MOOD SWING RCA NFL 1-8037
- 208 **RONNIE LAWS** CLASSIC MASTERS CAPITOL ST-12375
- 209 **JANE FONDA** NEW AND IMPROVED WORKOUT COLUMBIA XC 2-39287
- 210 **RICKY SKAGGS** FAVORITE COUNTRY HITS COLUMBIA FE-39409

### THE HOT 100 SINGLES

- 101 **PREMONITION** JACK WAGNER QWEST 7-29085 (WARNER BROS.)
- 102 **FOLLOW YOUR HEART** TRIUMPH MCA 52540
- 103 **I WANT TO KNOW WHAT LOVE IS** NEW JERSEY MASS CHOIR SAVOY 0004 (PRELUDE)
- 104 **ROXANNE** ROXANNE UTFO FULL FORCE/SELECT 62254
- 105 **WILL THE WOLF SURVIVE** LOS LOBOS WARNER BROS. 7-29093
- 106 **GIMME, GIMME, GIMME** NARADA MICHAEL WALDEN WITH PATTI AUSTIN WARNER BROS. 7-29077
- 107 **TILL MY BABY COMES HOME** LUTHER VANDROSS EPIC 34-04760
- 108 **BACK IN STRIDE** MAZE CAPITOL 5431
- 109 **TONIGHT** READY FOR THE WORLD MCA 52507
- 110 **IN MY HOUSE** MARY JANE GIRLS GORDY 1741 (MOTOWN)



**In Praise of Innovation.**  
 Billboard's Trendsetter honorees for 1984 received their awards at a special luncheon in New York on Feb. 8. The event took place at the Manhattan Ocean Club, and the magazine's editor-in-chief, Adam White, made the presentations. The Trendsetters are awarded annually for innovation and achievement in the music and home entertainment industry. Honorees are selected by the editorial staff of Billboard. (Photos: Chuck Pulin)



Roland Martin, senior vice president of Sony Consumer Products, accepts the company's award for "development of the portable Compact Disc player."



Three companies—Matsushita, Sony and Studer—shared the award presented to the Digital Audio Stationary Head (DASH) Group, for "joining in the creation of compatible standards for digital recording." Accepting the Trendsetters are, from left, George Currie, vice president and general manager for the pro audio division of Sony; Nick Balsamo, New York sales executive for Studer; and Almon Clegg, general manager of Matsushita's Technology Center in the U.S.



Mickey Granberg, executive vice president of the Video Software Dealers Assn., receives the trophy honoring the trade group's development of "a vital organizational role in the growth of the home video industry."



Valarie Goodman, promotion/marketing manager for Warner Bros. Records, collects the award on behalf of Prince, honored for "shaping a unique combination of creative skills to yield unprecedented multi-media success."



Arma Andon, vice president of product development at Columbia Records, takes trophies on behalf of CBS Records and Julio Iglesias, recognized for "establishing a new level of acceptance for Latin recording artists in the U.S."

Bob Barone, president of Electro Sound, collects the firm's award for "organizing the U.S. tape duplicating trade's first symposium on cassette quality."



Representing Wally Clark, vice president and general manager of KIIS-FM Los Angeles, was Oscar Arslanian, right, pictured here with Billboard editor-in-chief Adam White. Clark's award was for "the creative application of promotion and positioning in the drive for ratings dominance."

# TOP POP ALBUMS™

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

Compiled from a national sample of retail store, one-stop and rack sales reports.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
1	2	3	17	WHAM ▲ COLUMBIA FC39595 (CD) 1 week at No. One	MAKE IT BIG
2	1	1	14	MADONNA ▲ <sup>3</sup> SIRE 25157-1/WARNER BROS. (8.98) (CD)	LIKE A VIRGIN
3	3	2	37	BRUCE SPRINGSTEEN ▲ <sup>3</sup> COLUMBIA QC 38653 (CD)	BORN IN THE U.S.A.
4	4	5	6	JOHN FOGERTY WARNER BROS. 1-25203 (8.98) (CD)	CENTERFIELD
5	5	4	9	FOREIGNER ▲ ATLANTIC 81999 (9.98) (CD)	AGENT PROVOCATEUR
6	6	9	21	NEW EDITION ▲ MCA MCA5515 (8.98)	NEW EDITION
7	8	8	15	BRYAN ADAMS ▲ A&M SP5013 (8.98) (CD)	RECKLESS
8	12	15	8	SOUNDTRACK ● MCA 5547 (8.98)	BEVERLY HILLS COP
9	10	11	38	TINA TURNER ▲ <sup>3</sup> CAPITOL ST-12330 (8.98) (CD)	PRIVATE DANCER
10	9	6	40	CHICAGO ▲ <sup>2</sup> FULL MOON/WARNER BROS. 1-25060/WARNER BROS. (8.98) (CD)	17
11	7	7	34	PRINCE & THE REVOLUTION ▲ <sup>9</sup> WARNER BROS. 25110-1 (8.98) (CD)	PURPLE RAIN
12	15	22	15	REO SPEEDWAGON EPIC QE39593 (CD)	WHEELS ARE TURNING
13	13	12	28	BILLY OCEAN ▲ JIVE/ARISTA JL 8-8213/ARISTA (8.98)	SUDDENLY
14	14	14	12	DON HENLEY ● GEFEN GHS 24026/WARNER BROS. (8.98) (CD)	BUILDING THE PERFECT BEAST
15	11	10	19	DARYL HALL & JOHN OATES ▲ RCA AFL1-5309 (9.98)	BIG BAM BOOM
16	24	—	2	DAVID LEE ROTH WARNER BROS. 1-25222 (5.99)	CRAZY FROM THE HEAT
17	17	21	17	JULIAN LENNON ● ATLANTIC 80184-1 (8.98) (CD)	VALOTTE
18	18	20	67	POINTER SISTERS ▲ PLANET BXL1-4705/RCA (8.98) (CD)	BREAK OUT
19	19	19	69	LIONEL RICHIE ▲ <sup>8</sup> MOTOWN 6059 ML (8.98) (CD)	CAN'T SLOW DOWN
20	21	18	20	SHEENA EASTON ● EMI-AMERICA ST-17132 (8.98) (CD)	A PRIVATE HEAVEN
21	16	13	63	CYNDI LAUPER ▲ <sup>2</sup> PORTRAIT BFR 38930/EPIC (CD)	SHE'S SO UNUSUAL
22	22	24	17	PHILIP BAILEY COLUMBIA BFC 39542	CHINESE WALL
23	20	17	14	DEEP PURPLE ● MERCURY 824003-1/POLYGRAM (8.98) (CD)	PERFECT STRANGER
24	25	25	32	THE TIME ▲ WARNER BROS. 25109-1 (8.98)	ICE CREAM CASTLE
25	23	16	14	DURAN DURAN ▲ <sup>2</sup> CAPITOL SWAV1 2374 (9.98) (CD)	ARENA
26	28	31	13	GIUFFRIA CAMEL/MCA 5524/MCA (8.98)	GIUFFRIA
27	26	26	19	GENERAL PUBLIC I.R.S. SP-70046/A&M (8.98) (CD)	ALL THE RAGE
28	27	27	74	HUEY LEWIS AND THE NEWS ▲ <sup>5</sup> CHRYSALIS FV 41412 (CD)	SPORTS
29	31	33	17	ASHFORD & SIMPSON CAPITOL ST-1 2366 (8.98)	SOLID
30	35	37	12	KOOL & THE GANG DE-LITE 822943-1/POLYGRAM (8.98) (CD)	EMERGENCY
31	29	23	20	THE HONEYDRIPPERS ▲ ES PARANZA 90220/ATLANTIC (5.98)	VOLUME ONE
32	30	28	15	PAT BENATAR ▲ CHRYSALIS FV41471 (CD)	TROPICO
33	34	34	48	THE CARS ▲ <sup>2</sup> ELEKTRA 60296 (8.98) (CD)	HEARTBEAT CITY
34	37	41	9	AUTOGRAPH RCA NFL1-8040 (6.98)	SIGN IN PLEASE
35	36	36	13	TRIUMPH MCA 5537 (8.98) (CD)	THUNDER SEVEN
36	32	32	13	MIDNIGHT STAR ● SOLAR 60384/ELEKTRA (8.98) (CD)	PLANETARY INVASION
37	44	53	7	BRONSKI BEAT MCA 5538 (8.98)	THE AGE OF CONSENT
38	42	43	12	TEENA MARIE EPIC FE 39528	STARCHILD
39	39	39	15	FRANKIE GOES TO HOLLYWOOD ISLAND 90232-1 (2-LPS)/ATLANTIC (12.98)	WELCOME TO THE PLEASURE DOME
40	38	38	20	U2 ● ISLAND 90231/ATLANTIC (8.98)	THE UNFORGETTABLE FIRE
41	41	30	24	STEVIE WONDER ▲ MOTOWN 6108ML (8.98) (CD)	THE WOMAN IN RED-SOUNDTRACK
42	47	47	23	SURVIVOR SCOTTI BROS. FZ 39578/EPIC (CD)	VITAL SIGNS
43	43	54	45	STEVE PERRY ▲ COLUMBIA FC 39334 (CD)	STREET TALK
44	33	29	13	LINDA RONSTADT ▲ ASYLUM 60387/ELEKTRA (8.98)	LUSH LIFE
45	45	45	6	GEORGE BENSON WARNER BROS. 1-25178 (8.98)	20/20
46	40	35	15	WHODINI ● JIVE JL-8251/ARISTA (8.98)	ESCAPE
47	46	40	20	CHAKA KHAN ▲ WARNER BROS. 25162-1 (8.98) (CD)	I FEEL FOR YOU
48	49	56	23	DIANA ROSS ● RCA AFL1-5009 (8.98) (CD)	SWEPT AWAY
49	48	42	22	KISS ▲ MERCURY 822495-1/POLYGRAM (8.98) (CD)	ANIMALIZE
50	58	65	12	JOHN PARR ATLANTIC 80180 (8.98)	JOHN PARR
51	55	59	12	LOS LOBOS WARNER BROS. 25177-1 (8.98)	HOW WILL THE WOLF SURVIVE
52	69	—	2	RUN-D.M.C. PROFILE PRO1205 (8.98)	KING OF ROCK
53	56	60	20	JEFFREY OSBORNE ● A&M SP-5017 (8.98) (CD)	DON'T STOP
54	50	44	24	JACK WAGNER QWEST 1-25214/WARNER BROS. (8.98)	ALL I NEED
55	63	94	3	COMMODORES MOTOWN 6124ML (8.98)	NIGHTSHIFT

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
56	51	48	9	FAT BOYS ● SUTRA SUS1015 (8.98)	FAT BOYS
57	64	70	16	THE TEMPTATIONS GORDY 6119 GL/MOTOWN (8.98)	TRULY FOR YOU
58	59	50	12	BARRY MANILOW ● ARISTA AL 8-8254 (8.98) (CD)	2:00 A.M. PARADISE CAFE
59	89	—	2	SADE PORTRAIT BFR-39581/EPIC	DIAMOND LIFE
60	53	51	79	MADONNA ▲ <sup>2</sup> SIRE 1-23867/WARNER BROS. (8.98) (CD)	MADONNA
61	62	66	81	BILLY JOEL ▲ <sup>4</sup> COLUMBIA QC 38837 (CD)	AN INNOCENT MAN
62	60	49	58	VAN HALEN ▲ <sup>5</sup> WARNER BROS. 1-23985 (8.98) (CD)	1984
63	54	46	35	TWISTED SISTER ▲ ATLANTIC 80156 (8.98) (CD)	STAY HUNGRY
64	66	72	4	DAVID SANBORN WARNER BROS. 25150-1 (8.98)	STRAIGHT TO THE HEART
65	100	—	2	ALABAMA RCA AHL1-5339 (8.98) (CD)	40 HOUR WEEK
66	52	52	8	SOUNDTRACK POLYDOR 823696-1/POLYGRAM (9.98) (CD)	BREAKIN' 2 ELECTRIC BOOGALOO
67	57	57	12	THE KINKS ARISTA AL 8-8264 (8.98) (CD)	WORD OF MOUTH
68	70	64	72	SOUNDTRACK ▲ MOTOWN 6062ML (8.98) (CD)	THE BIG CHILL
69	67	68	42	JERMAINE JACKSON ● ARISTA AL88203-A (8.98) (CD)	JERMAINE JACKSON
70	NEW ▶			THE FIRM ATLANTIC 81239 (8.98)	THE FIRM
71	72	74	14	THE JUDDS RCA/CURB AHL1-5319/RCA (8.98) (CD)	WHY NOT ME
72	75	63	24	TALKING HEADS SIRE 1-25186/WARNER BROS. (8.98) (CD)	STOP MAKING SENSE
73	73	75	20	TOMMY SHAW A&M SP-5020 (8.98) (CD)	GIRLS WITH GUNS
74	74	76	23	BRUCE COCKBURN GOLD MOUNTAIN GM 80012/A&M (8.98)	STEALING FIRE
75	78	62	98	Z Z TOP ▲ <sup>4</sup> WARNER BROS. 1-23774 (8.98) (CD)	ELIMINATOR
76	76	61	15	AL JARREAU WARNER BROS. 1-25106 (8.98) (CD)	HIGH CRIME
77	NEW ▶			GEORGE THOROGOOD EMI-AMERICA ST-17145 (8.98)	MAVERICK
78	61	55	43	JOHN CAFFERTY/BEAVER BROWN BAND ▲ SCOTTI BROS. BFZ 38929/EPIC (CD)	EDDIE & THE CRUISERS-SOUNDTRACK
79	68	73	15	SOUNDTRACK FANTASY WAM-1791 (2LPS)/RCA (19.98) (CD)	AMADEUS
80	85	106	4	LRB CAPITOL ST-12365 (8.98)	PLAYING TO WIN
81	71	71	35	SHEILA E. ● WARNER BROS. 1-25107 (8.98)	THE GLAMOUROUS LIFE
82	65	58	7	THE GAP BAND TOTAL EXPERIENCE TEL8-5705/RCA (8.98)	GAP BAND VI
83	NEW ▶			SOUNDTRACK GEFEN GHS-24063/WARNER BROS. (9.98) (CD)	VISION QUEST
84	86	89	34	JOHN WAITE ● EMI-AMERICA ST-17124 (8.98)	NO BRAKES
85	79	67	15	CULTURE CLUB ▲ VIRGIN/EPIC QE39881/EPIC	WAKING UP WITH THE HOUSE ON FIRE
86	80	80	120	PRINCE ▲ <sup>2</sup> WARNER BROS. 1-23720 (2LPS) (10.98) (CD)	1999
87	101	118	4	KIM WILDE MCA 5550 (8.98)	TEASES AND DARES
88	77	77	21	DOKKEN ELEKTRA 60376 (8.98)	TOOTH & NAIL
89	103	116	4	MARTIN BRILEY MERCURY 822423-1/POLYGRAM (8.98) (CD)	DANGEROUS MOMENTS
90	90	81	23	IRON MAIDEN ● CAPITOL SJ-12321 (8.98) (CD)	POWER SLAVE
91	96	119	21	KURTIS BLOW MERCURY 822420-1/POLYGRAM (8.98)	EGO TRIP
92	82	82	19	BARBRA STREISAND ▲ COLUMBIA QC 39480 (CD)	EMOTION
93	94	97	14	THE WHISPERS SOLAR 60356-1/ELEKTRA (8.98) (CD)	SO GOOD
94	87	90	31	SCANDAL FEATURING PATTY SMYTH ● COLUMBIA FC 39173 (CD)	WARRIOR
95	95	99	7	SOUNDTRACK GEFEN GHS24062/WARNER BROS. (9.98)	COTTON CLUB
96	83	84	82	GEORGE WINSTON ● WINDHAM HILL C-1025 A&M (9.98) (CD)	DECEMBER
97	81	69	27	JULIO IGLESIAS ▲ <sup>2</sup> COLUMBIA QC 39157 (CD)	1100 BEL AIR PLACE
98	106	100	18	DAN HARTMAN MCA MCA5525 (8.98) (CD)	I CAN DREAM ABOUT YOU
99	118	123	71	PHIL COLLINS ● ATLANTIC SD16029 (8.98) (CD)	FACE VALUE
100	88	87	24	KENNY ROGERS ▲ RCA AFL1-5043 (8.98) (CD)	WHAT ABOUT ME
101	107	149	5	KLYMAXX CONSTELLATION MCA 5529 MCA (8.98)	MEETING IN THE LADIES ROOM
102	84	88	15	TOTO COLUMBIA QC38962 (CD)	ISOLATION
103	98	95	21	WYNTON MARSALIS COLUMBIA FC39530 (CD)	HOT HOUSE FLOWERS
104	97	78	66	BILLY IDOL ▲ <sup>2</sup> CHRYSALIS FV 41450 (CD)	REBEL YELL
105	93	98	9	SOUNDTRACK RCA ABL1-5349 (8.98) (CD)	EURHYTHMICS (1984)
106	109	121	6	EUGENE WILDE PHILLY WORLD 90239/ATLANTIC (8.98)	EUGENE WILDE
107	91	83	30	SAMMY HAGAR ● GEFEN GHS24043/WARNER BROS. (8.98) (CD)	VOA
108	92	85	19	ROGER HODGSON A&M SP-5004 (8.98) (CD)	IN THE EYE OF THE STORM
109	115	120	23	METALLICA ELEKTRA 60396 (8.98)	RIDE THE LIGHTNING
110	105	86	20	DAVID BOWIE ▲ EMI-AMERICA SJ-17138/CAPITOL (8.98) (CD)	TONIGHT

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


(Continued on page 83)



# BIG!

## ONCE AGAIN AMERICA'S FAVORITE

**AMERICAN MUSIC AWARDS:** 3rd consecutive year as America's rock favorite (category includes both *Duo* and *Group*)

- BAM!** The single "OUT OF TOUCH" PB-13916 becomes the 6th #1 hit, result...
- BOOM!** More #1 hits than any other Duo in the history of recorded music
- BAM!** "OUT OF TOUCH" 12 in. PW-13917 becomes Duo's 3rd #1 dance record
- BOOM!** "BIG BAM BOOM" goes platinum
- BAM!** "BIG BAM BOOM" becoming 4th consecutive double platinum album
- BOOM!** Second single: "**METHOD OF MODERN LOVE**" (11th Top Ten hit) 7" PB-13970 12" PW-13971
- BAM!**  "OUT OF TOUCH" plus "METHOD OF MODERN LOVE" Heavy rotation last 3 months
- BOOM!** 3/9/85 — Daryl Hall and John Oates featured on "Saturday Night Live"
- BAM!** Through May of '85, the second half of the "BIG BAM BOOM TOUR."



AJL1-5336

## DARYL HALL & JOHN OATES "BIG BAM BOOM"

THE ALBUM THAT'S MAKING MUSIC HISTORY —  
AND IT'S JUST BEGINNING TO EXPLODE!

Produced by Daryl Hall, John Oates and Bob Clearmountain  
Management & Direction:  
Tommy Mottola — Champion Entertainment Organization, Inc.

**RCA**  
Records and Cassettes

# Christian Label Thriving Sparrow Marketing Pays Off

BY JOHN SIPPEL

CANOGA PARK, Calif. Seven Christian music distributors, a six-person home office support team and 11 road salesmen account for 90% of the \$10 million annual gross of Sparrow Records here. The other 10% is derived from sales to secular accounts by MCA Records Distributing Co.

Sparrow Records' president Billy Ray Hearn introduced the specialized marketing program 60 days after he started Sparrow in February, 1976. Remaining with the distribution corps are such original Christian wholesalers as Windy, Kansas City; Omega, Brevard, N.C.; and Inspirational Music, Northridge, Calif., along with such more recent additions as Spring Arbor, Belleville, Mich.; East Coast, Branchburg, N.J.; Central South, Nashville; and New Day, Hendersonville, Tenn.

Hearn, hoping to eventually reach a universe of 6,500 Christian book/record/music stores, hired Gloria Lomax as phone person in May, 1976, a post she has held ever since. Her five mates on the WATS battery here are: Cheryl Krieger and Murf Gaston, who handle incoming account calls; and Bill Brunelle, Chuck Arbello and Dennie Hollowell, who call out. Each phone person tries to cover 400 accounts monthly. Sales chief Bill Hearn estimates that each one makes 32 phone calls daily, contacting 24 buyers, 18 of whom place orders.

The Sparrow plan interfaces the 11 road salesmen with the scheduled calls to accounts, in a manner whereby if a salesman is not going to see a particular store during the month, his absence is counteracted by one or more personal calls to the store during the month. A mailing of pre-printed postcards goes out to accounts approximately a week before the call, along with an updated inventory order form, a new release solicitation booklet, and flyers and merchandising material. Sparrow urges its dealers to try to take inventories quarterly.

Billy Ray Hearn emphasizes that Sparrow's employee incentive bonus programs are structured so that by cooperating, phone and road personnel can assist each other to top quotas. Neal Nybo oversees home office phone sales, while Keith Kirkwood doubles as Atlanta regional chief and road sales manager.

Also distributed nationally, in addition to Sparrow records and tapes, are MCA acts like Mylon LeFevre, Barbara Mandrell and Fireworks, who do sacred albums, and labels like Urgent, Lamb & Lion, Christian Artists, Nissi and Kerygma. Kerygma is a new label, formed by former Kansas member Kerry Livgren and FM Management, operated by Ken Marcellino and Mark Ferjulian. Ferjulian is the owner of the Moby Disc chain, a six-store network with stores in Los Angeles and Hawaii.

## BUFFALO BROADCASTING CASE

(Continued from page 1)

ments before the federal "rate" court here. Lower rates will also be the focus of ongoing negotiations with BMI, tv spokesmen say.

Nub of the case, which dates back to 1978, was the charge by Buffalo Broadcasting that the blanket license violated antitrust law. It also strongly opposed pegging music performance royalties to a percentage of station revenues.

During the pendency of the court action, rates were rolled back to 1980 levels. This action, in February, 1983, is now subject to resolution. Combined fees paid both licensing organizations by local tv stations in 1980 totaled \$57 million. License fees would have exceeded \$80 million annually if the older rates were still in force, according to station reps.

If stations are unable to remove revenues as a measure of royalty obligation, they still hope to be able to deduct from the revenue calculation income from those programs using music licensed directly, says Les Arries, president of Buffalo Broadcasting and chairman of the All-Industry Television Station Music License Committee.

In one major deal, it's reported that an upcoming Metromedia syndicated family show, "Small Wonder," already includes source licensing provisions, and discussions with other major producers are reported underway. "Small Wonder" debuts next fall.

More than a dozen music libraries whose product is normally offered to tv under synchronization pay-

ment formulas are now ready to include performing rights at a relatively modest incremental cost, says Jack Zwaska, administrative director of the committee.

He suggests that the purchase of "two or three" available libraries would cover as much as 90% of a local tv station's music requirements. Such libraries have solicited clients by mail and at National Assn. of Broadcasters conventions.

A hearing before Magistrate Michael Dolinger at the Federal District Court here—the so-called "rate" court—is scheduled for Wednesday (27). This will explore the status of the interim rate with ASCAP.

In the case of both ASCAP and BMI, current temporary licenses under interim-rate conditions remain in force until 30 days after a court of appeals mandate is issued, now that the Supreme Court has spoken. This will thus extend the current deal until late March, at the earliest.

Both Ed Cramer and Hal David, respective heads of BMI and ASCAP, say they are prepared to negotiate with the tv committee in good faith.

## Wherehouse: Record Revenues

LOS ANGELES Wherehouse Entertainment has filed to offer 750,000 shares of its common stock. At the same time, the locally based chain, which operates 134 stores in California and neighboring states, reports record revenues and income for the last half of 1984.

The filing of a registration statement on Form S-2 involves 700,000 shares offered by the company and 50,000 by certain shareholders.

For the six-month period ending Dec. 31, 1984, Wherehouse revenues were \$68,315,000, compared to \$54,905,000 a year earlier, a 24% increase. Second fiscal quarter income was \$39,144,000, compared to \$32,566,000 for the same quarter a year ago, a 20% increase.

Income rose 47% from \$2,511,000 in the first half of the prior fiscal year to \$3,687,000 in the recent period. For the quarterly period, income set an all-time quarterly high of \$2,633,000, compared to \$1,868,000 one year previous.

Wherehouse says it will use its net proceeds from the stock offering to finance its new store openings and expansion program and to increase inventories of home video movies and Compact Disc.

## SINGLES REVIEWS

(Continued from page 75)

### OTHER RELEASES

#### POP

RED ROCKERS Just Like you  
415/Columbia 38-04824

DAVID HASSELHOFF Do You Love Me  
Silver Blue ZS4-04699 (c/o CBS)

NYLONS Silhouettes  
Open Air OA-0008 (c/o A&M)

NORMAN NARDINI If You Don't Want Me  
CBS Associated ZS4-04780

KING COBRA Hunger  
Capitol B-5449

BOBBY GOSH Don't Need A Vigilante  
Zoo York WS4-04828 (c/o CBS)

MR. RESISTOR AND THE INCAPACITATORS 14 Years  
Rainbow River RRD-105. Contact: (205) 826-1920

PORT HURON STATEMENT Maggie's Farm  
Bob Dillon BDR 12 Contact: (303) 691-6000

ROCKET 88'S Rumble  
Pro Indie PIR-702. Contact: (602) 971-0979

JOEY OCEAN Love Deficiency  
Cold Fish CF01. Label based in Yucca Valley, Calif.

SCOTT HOYT AND TANGERINE -Got To Let It Go  
Twitchy LH-23169. Contact: (409) 860-5539.

DUO GLYDE Couch Potato  
Castle Rock 412004. Contact: (518) 399-4394.

SANTO Son Of A Working Man  
Source Unlimited SM 842. Contact: (212) 473-7833.

WICKED WITCH X Rated  
Infinity F/W2285. Label based in Washington, D.C.

#### BLACK

YELLOWJACKETS Homecoming  
Warner Bros. 7-29072

JACKIE MOORE Love Is The Answer  
Sunnyview SUN 421 (12-inch single).

EMPYRE Raiders Of The Lost Groove  
Jamron JR0001 (12-inch single). Contact: (305) 989-8641.

ROBERT WHITE Hold Me Tight  
Paris PRS 0006 (12-inch single). Label based in Beverly Hills, Calif.

MILE HIGH PIE Lets Par-Tay  
HMC (no number) (12-inch single). Contact: (704) 536-0424.

SWEET "G" Waiting For Your Love  
The Fever SF 803 (12-inch single). Contact: (212) 582-6900.

IMPERIAL BROTHERS Live It Up  
Cutting CR-204 (12-inch single). Contact: (212) 569-4589.

MINT Perfect Guy  
E.Q. 143 (12-inch single). Contact: (718) 762-3772.

COMMAND PERFORMANCE I Still Love You  
World Class WCR 1001. Contact: (619) 263-2268.

O'KAYSIONS Girl Watcher/Boy Watcher  
I-Katcher IK-821. Contact: (803) 754-4470.

O'KAYSIONS Little Miss Flirt  
I-Katcher IK-841. Contact: (803) 754-4470.

J.P. ROBINSON Y'Shua  
Kerr KE-3001 (12-inch single). Contact: (201) 567-5215.

ROY "C" She's Gone (She Took The T.V. & Telephone)  
Three Gems 3-G 108. Contact: (718) 523-5051.

#### COUNTRY

WALT OGDEN Red Hot  
Cypress 8501. Contact: (615) 297-2820.

HYRAM POSEY October Moon  
Judd 1234. Contact: (615) 255-6090.

PALOMINO Southland  
New Frontier 222. Contact: (615) 791-1146.

CAL MEECE The Search For Annabella  
Jack O'Diamonds 8501. Contact: (615) 889-1212.

AUDIE HENRY Being A Fool Again  
Canyon Creek 2008. Label based in Dallas, Tex.

DENNIS WEAVER When I Come Home To You  
Pacific International 1002. Contact: (818) 784-2797.

BETTY DUNN A Brand New Bed Of Roses  
Jack O'Diamonds 1184. Contact: (615) 889-1212.

MARSHALL One, Two, Three Love  
Delux 1002. Contact: (615) 255-2175.

BILLIE J. HELMKAY Nothing Could Ever Be The Same  
Comstock 1772. Contact: (913) 631-6060.


CHRISTY ROSE Comin' From The Heart  
Magic 3125. Label based in Nashville.

HOMBRÉ Vigilante Man  
Silver Stirrup 12985. Label based in Nashville.

KEN SCOTT My Love  
Charta 191. Contact: (615) 255-2175.

TERRY DAN The Tender Side  
Volant 103. Contact: NSD, Nashville.

JOHN HUNT AND BACKTRACK Mexico  
Goldmine 11-9-84. Label based in LaVista, Neb.



Le Mondrian... a new, all-suite hotel, and more... a monument to Contemporary Art.

Le Mondrian captures the pulse, the very essence of Los Angeles. All suites have spacious living and dining areas, wet bars and exquisitely appointed bath and dressing areas. The panoramic views that Le Mondrian's suites afford are unparalleled.

Located on Sunset Boulevard, in the heart of the entertainment and design communities, Le Mondrian stands as a monument in the midst of the Los Angeles cityscape, defining the hotel as Contemporary Art.

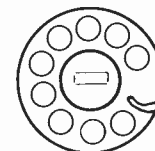
8440 Sunset Boulevard, West Hollywood, California 90069  
(213) 650-8999  
(800) 321-4564, Nationwide (800) 343-8987, In California  
Or See Your Travel Agent

# LE MONDRIAN

HOTEL DE GRANDE CLASSE

## TOUCH That DIAL!

Get fast results with ACTION-MART, the Billboard Classified.



Call our Hotline at (800) 223-7524, and tell Jeff you want to see some Action!



# Billboard® TOP POP ALBUMS *continued*

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
111	111	108	17	UB40 A&M SP-5033 (8.98)	GEFFREY MORGAN
112	110	91	50	RATT ▲ <sup>2</sup> ATLANTIC 80143-1 (8.98) (CD)	OUT OF THE CELLAR
113	102	105	37	RUN-D.M.C. ● PROFILE PRO 1201 (8.98)	RUN D.M.C.
114	119	109	13	SHALAMAR SOLAR 60385/ELEKTRA (8.98) (CD)	HEARTBREAK
115	117	107	15	BIG COUNTRY MERCURY 822831-1/POLYGRAM (8.98) (CD)	STEELTOWN
116	99	79	12	RAY PARKER JR. ARISTA AL 8-8266 (8.98)	CHARTBUSTERS
117	108	93	16	ELVIS PRESLEY RCA CPM6-5172 (49.95)	A GOLDEN CELEBRATION
(118)	123	139	7	RAY STEVENS MCA 5517 (8.98)	HE THINKS HE'S RAY STEVENS
119	104	101	75	LINDA RONSTADT ▲ <sup>2</sup> ASYLUM 60260/ELEKTRA (8.98) (CD)	WHAT'S NEW
(120)	164	—	2	ANIMOTION MERCURY 822580-1/POLYGRAM (8.98)	ANIMOTION
121	112	96	73	MOTLEY CRUE ▲ <sup>2</sup> ELEKTRA 60289 (8.98) (CD)	SHOUT AT THE DEVIL
122	114	117	124	LIONEL RICHIE ▲ <sup>4</sup> MOTOWN 6007 ML (8.98) (CD)	LIONEL RICHIE
123	125	112	115	MICHAEL JACKSON ▲ <sup>20</sup> EPIC QE 38112 (CD)	THRILLER
124	116	104	22	DENNIS DEYOUNG A&M SP-5006 (8.98) (CD)	DESERT MOON
125	130	133	21	PAT METHENY GROUP ECM 25008-1/WARNER BROS. (9.98)	FIRST CIRCLE
126	128	110	55	BRUCE SPRINGSTEEN ● COLUMBIA JC 33795 (CD)	BORN TO RUN
127	127	132	9	THE MANHATTAN TRANSFER ATLANTIC 81233 (8.98) (CD)	BOP DOO-WOP
(128)	133	143	4	ERIC CARMEN GEFEN GHS 24055/WARNER BROS. (8.98)	ERIC CARMEN
129	129	135	22	W.A.S.P. CAPITOL ST-12343 (8.98)	W.A.S.P.
(130)	NEW ▶	—	—	VARIOUS ARTISTS ELEKTRA 60399 (8.98)	MTV'S ROCK 'N ROLL TO GO
(131)	157	—	2	ROCKWELL MOTOWN 6122 ML (8.98)	CAPTURED
132	113	92	34	COREY HART EMI-AMERICA ST-17117 (8.98)	FIRST OFFENSE
133	120	103	23	SAM HARRIS ● MOTOWN 6103ML (8.98) (CD)	SAM HARRIS
134	124	111	84	MIDNIGHT STAR ▲ <sup>2</sup> SOLAR 60241/ELEKTRA (8.98)	NO PARKING ON THE DANCE FLOOR
(135)	NEW ▶	—	—	ANDREAS VOLLENWEIDER COLUMBIA FM 39963	WHITE WINDS
136	122	122	561	PINK FLOYD ● HARVEST SMAS11163/CAPITOL (8.98) (CD)	DARK SIDE OF THE MOON
137	131	126	56	ALABAMA ▲ <sup>2</sup> RCA AHL 1-4939 (8.98) (CD)	ROLL ON
138	141	147	21	QUEENSRYCHE EMI AMERICA ST-17134 (8.98)	THE WARNING
139	121	124	38	VARIOUS ARTISTS MOTOWN 6094 ML (9.98)	MORE SONGS FROM THE BIG CHILL
(140)	146	152	11	ARMORED SAINT CHRYSALIS FV 41476	MARCH OF THE SAINT
141	134	102	17	PAUL MCCARTNEY ● COLUMBIA SC 39613 (CD)	GIVE MY REGARDS TO BROAD STREET
142	135	115	33	DIO ● WARNER BROS. 25100-1 (8.98) (CD)	THE LAST IN LINE
143	147	146	20	THE DAZZ BAND MOTOWN 6117ML (8.98)	JUKEBOX
144	137	142	65	U2 ● ISLAND 90127/ATLANTIC (5.98)	UNDER A BLOOD RED SKY
145	145	150	36	ORIGINAL BROADWAY CAST GEFEN GHS 2031/WARNER BROS. (16.95)	CATS
(146)	151	158	4	EGYPTIAN LOVER EGYPTIAN EMPIRE PMSR 0663 (8.98)	ON THE NILE
147	126	130	17	GROVER WASHINGTON JR. ELEKTRA 60318 (8.98) (CD)	INSIDE MOVES
(148)	152	184	3	SOUNDTRACK MOTOWN 6131ML (8.98)	THE FLAMINGO KID
149	153	157	12	ANDREAS VOLLENWEIDER CBS FM 37827 (CD)	CAVERNA MAGICA
150	132	128	14	ANDREAS VOLLENWEIDER COLUMBIA FM-37793 (CD)	BEHIND THE GARDENS, BEHIND THE WALL . . .
(151)	155	166	20	VARIOUS ARTISTS WINDHAM HILL WH-61035/A&M (9.98) (CD)	SAMPLER '84
152	149	134	26	KROKUS ● ARISTA AL-8243 (8.98) (CD)	THE BLITZ
153	156	159	44	R.E.M., I.R.S. SP-70044/A&M (8.98) (CD)	RECKONING
154	158	156	13	THE JUDDS RCA/CURB MHL 1-8515/RCA (8.98)	THE JUDDS
155	162	170	83	JEFFREY OSBORNE ● A&M SP-4940 (8.98) (CD)	STAY WITH ME TONIGHT

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
156	160	144	14	SOUNDTRACK WINDHAM HILL WH-1039/A&M (9.98)	COUNTRY
157	136	127	51	SCORPIONS ▲ <sup>2</sup> MERCURY 814981-1/POLYGRAM (8.98) (CD)	LOVE AT FIRST STING
158	142	141	33	ELTON JOHN ● GEFEN GHS 24031/WARNER BROS. (8.98) (CD)	BREAKING HEARTS
(159)	NEW ▶	—	—	JERMAINE STEWART ARISTA AL-8261 (8.98)	THE WORD IS OUT
(160)	167	186	4	JOHN HUNTER PRIVATE 1BFZ 39626/EPIC	FAMOUS AT NIGHT
161	165	164	16	SHADOWFAX WINDHAM HILL WH-1038/A&M (9.98) (CD)	THE DREAMS OF CHILDREN
(162)	180	—	2	SAWYER BROWN CAPITOL/CURB ST-12391/CAPITOL (8.98)	SAWYER BROWN
163	168	131	26	THE FIXX ● MCA MCA5507 (8.98) (CD)	PHANTOMS
(164)	NEW ▶	—	—	ELVIS PRESLEY RCA AFL 1-5353 (8.98)	A VALENTINE GIFT FOR YOU
165	163	151	19	ANNE MURRAY CAPITOL ST-12363 (8.98) (CD)	HEART OVER MIND
166	139	138	37	STEVIE RAY VAUGHAN & DOUBLE TROUBLE EPIC FE 39304 (CD)	COULDN'T STAND THE WEATHER
(167)	NEW ▶	—	—	LOUDNESS ATCO 90246 (8.98)	THUNDER ON THE EAST
168	171	129	68	NIGHT RANGER ▲ CAMEL/MCA 5456/MCA (8.98) (CD)	MIDNIGHT MADNESS
169	138	125	29	BOB MARLEY AND THE WAILERS ISLAND 90169/ATLANTIC (8.98)	LEGEND
(170)	175	—	2	RAY CHARLES COLUMBIA 39415	FRIENDSHIP
(171)	176	181	4	ISLEY/JASPER/ISLEY CBS ASSOCIATED FZ 39873/EPIC	BROADWAY'S CLOSER TO SUNSET BLVD.
172	166	169	55	SOUNDTRACK ▲ <sup>5</sup> COLUMBIA JS 39242 (CD)	FOOTLOOSE
173	173	183	5	SOUNDTRACK A&M SP-5038 (8.98)	2010
174	177	163	19	JOAN JETT & BLACKHEARTS MCA MCA5476 (8.98)	GLORIOUS RESULTS OF A MISSPENT YOUTH
175	179	145	21	RICKIE LEE JONES WARNER BROS. 25117-1 (8.98) (CD)	THE MAGAZINE
176	148	136	9	BOB DYLAN COLUMBIA 39944	REAL LIVE
(177)	182	187	3	WHITE WOLF RCA NFL-8042 (8.98)	STANDING ALONE
178	150	137	26	NEWCLEUS SUNNYVIEW SUN 4901 (8.98)	JAM ON REVENGE
179	178	168	5	JULIE BROWN RHINO 610 (5.98)	GODDESS IN PROGRESS
180	183	175	87	U2 ● ISLAND 90067/ATLANTIC (8.98) (CD)	WAR
181	154	154	14	PLANET P PROJECT MCA MCA 2-8019 2LPS (10.98)	PINK WORLD
182	186	148	71	BRUCE SPRINGSTEEN ▲ COLUMBIA PC 2-36854 (CD)	THE RIVER
183	187	189	33	PAT BENATAR ▲ CHRYSALIS FV41444 (CD)	LIVE FROM EARTH
184	140	140	11	EUROGLIDERS COLUMBIA 39588	THIS ISLAND
185	174	153	42	WHITESNAKE GEFEN GHS-4018/WARNER BROS. (8.98)	SLIDE IT IN
186	144	113	13	RICK SPRINGFIELD MERCURY 824107-1/POLYGRAM (8.98) (CD)	BEAUTIFUL FEELINGS
(187)	NEW ▶	—	—	DIONNE WARWICK MCA AL-8262 (8.98)	FINDER OF LOST LOVES
188	143	114	14	THE WHO MCA 2-8018 (2 LPS) (10.98) (CD)	WHO'S LAST
189	161	160	45	LAURA BRANIGAN ● ATLANTIC 80147 (8.98) (CD)	SELF CONTROL
190	185	185	11	ALPHAVILLE ATLANTIC 80166 (8.98)	FOREVER YOUNG
191	197	176	51	THE THOMPSON TWINS ▲ ARISTA AL 8-8200 (8.98) (CD)	INTO THE GAP
(192)	RE-ENTRY	—	—	TRIUMPH ● MCA 5542 (8.98) (CD)	ALLIED FORCES
193	170	162	27	THE S.O.S. BAND TABU FZ 39332/EPIC	JUST THE WAY YOU LIKE IT
(194)	NEW ▶	—	—	THE SMITHS SIRE 1-25269/WARNER BROS. (8.98)	MEAT IS MURDER
195	190	190	5	MALCOLM MCLAREN ISLAND 90242/ATLANTIC (8.98)	FANS
196	159	155	60	PRINCE ▲ WARNER BROS. BSK 3601 (6.98) (CD)	CONTROVERSY
197	172	172	13	ELVIS PRESLEY RCA AFM 1 5182 (8.98)	ROCKER
198	169	171	80	BRUCE SPRINGSTEEN ▲ COLUMBIA JC 35311 (CD)	DARKNESS AT THE EDGE OF TOWN
199	194	178	7	DEPECHE MODE SIRE 25194-1/WARNER BROS. (8.98)	SOME GREAT REWARD
200	193	194	52	PRINCE ● WARNER BROS. BSK 3366 (6.98) (CD)	DIRTY MIND

## TOP POP ALBUMS A-Z (LISTED BY ARTISTS)

Bryan Adams 7	Culture Club 85	Daryl Hall & John Oates 15	Krokus 152	ORIGINAL CAST	Sawyer Brown 162	Ray Stevens 118	Jack Wagner 54
Alabama 65, 137	Dazz Band 143	Sam Harris 133	LRB 80	Cats 145	S.O.S. Band 193	Jermaine Stewart 159	John Waite 84
Alphaville 190	Deep Purple 23	Corey Hart 132	Cyndi Lauper 21	Jeffrey Osborne 53, 155	David Sanborn 64	Barbra Streisand 92	Dionne Warwick 187
Animation 120	Dennis DeYoung 124	Dan Hartman 98	Julian Lennon 17	Ray Parker Jr. 116	Scandal Featuring Patty Smyth 94	Survivor 42	Grover Washington Jr. 147
Armored Saint 140	Depeche Mode 199	Don Henley 14	Huey Lewis & News 28	John Parr 50	Scorpions 157	Talking Heads 72	Wham 1
Ashford & Simpson 29	Dio 142	Don Henley 14	Roger Hodgson 108	Steve Perry 43	Shadowfax 161	Temptations 57	The Whispers 93
Autograph 34	Dokken 88	Don Henley 14	Honeydrippers 31	Pink Floyd 136	Shalamar 114	Thompson Twins 191	Whitesnake 185
Philip Bailey 22	Duran Duran 25	Don Henley 14	John Hunter 160	Planet P Project 181	Tommy Shaw 73	George Thorogood 77	White Wolf 182
Pat Benatar 32, 183	Bob Dylan 176	Don Henley 14	Billy Idol 104	Painter Sisters 18	The Smiths 194	The Who 188	Whodini 46
George Benson 45	Sheila E. 81	Don Henley 14	Julio Iglesias 97	Elvis Presley 117, 164, 197	SOUNDTRACKS	Toto 102	Eugene Wilde 106
Big Country 115	Sneena Easton 20	Don Henley 14	Iron Maiden 90	Prince 86, 196, 200	Amadeus 79	Triumph 35, 192	Kim Wilde 87
Kurtis Blow 91	Egyptian Lover 146	Don Henley 14	Isley, Jasper, Isley 171	Prince & The New Power Generation 11	Beverly Hills Cop 8	Tina Turner 9	George Winston 96
David Bowie 110	Eurogliders 184	Don Henley 14	Jermaine Jackson 69	Queensryche 138	Big Chill 68	Twisted Sister 63	Stevie Wonder 41
Laura Branigan 189	Eurythmics 105	Don Henley 14	Michael Jackson 123	R.E.M. 153	Breakin' 2 Electric Boogaloo 66	U2 40, 144, 180	ZZ Top 75
Martin Briley 89	Fat Boys 56	Don Henley 14	Al Jarreau 76	REO Speedwagon 12	Cotton Club 95	UB40 111	
Bronski Beat 37	The Firm 70	Don Henley 14	Joan Jett 174	Ratt 112	Country 156	Van Halen 62	
Julie Brown 179	Fixx 163	Don Henley 14	Billy Joel 61	Lionel Richie 19, 122	The Flamingo Kid 148	VARIOUS ARTISTS	
John Cafferty/Beaver Brown Band 78	John Fogerty 4	Don Henley 14	Elton John 158	Rockwell 131	Footloose 172	More Songs From Big Chill 139	
Eric Carmen 128	Foreigner 5	Don Henley 14	Rickie Lee Jones 175	Kenny Rogers 100	1984 105	MTV's Rock & Roll To Go	
Cars 33	Frankie Goes To Hollywood 39	Don Henley 14	The Judds 71, 154	Linda Ronstadt 44, 119	Purple Rain 11	Sampler '84 151	
Ray Charles 170	Gap Band 82	Don Henley 14	Chaka Khan 47	Midnight Star 36, 134	Stop Making Sense 72	Stevie Ray Vaughan & Double	
Chicago 10	General Public 27	Don Henley 14	Kinks 67	Motley Crue 121	2010 173	Trouble 166	
Bruce Cockburn 74	Guffria 26	Don Henley 14	Kiss 49	Neue Murray 165	Vision Quest 83	Andreas Vollenweider 135, 149, 150	
Phil Collins 99	Sammy Hagar 107	Don Henley 14	Klymaxx 101	Ann Edition 6	Woman In Red 41	W.A.S.P. 129	
Commodores 55		Don Henley 14	Kool & the Gang 30	Diana Ross 48	Rick Springfield 186		
		Don Henley 14		David Lee Roth 16	Bruce Springsteen 3, 126, 182, 198		
		Don Henley 14		Run-D.M.C. 52, 113			
		Don Henley 14		Sade 59			

## VHS HI-FI STARTS ROLLING

(Continued from page 1)

about the rock group the Doors.

Similarly, Vestron Video recently rolled out a few VHS Hi-Fi titles, as has RCA/Columbia Pictures Home Video, which launched its Music Vision line in the new VHS format. One of Paramount Home Video's first digital masters is a soundtrack restoration of the movie classic "Wings." It will come out this month in VHS Hi-Fi and be duplicated by Bell & Howell/Columbia Pictures Video Services.

Sony's Video Software Operations is one of the few video labels consistently using quality audio masters. It routinely rolls out products in both VHS Hi-Fi, and its own Beta Hi-Fi format.

CBS/Fox Video, which owns and operates one of the largest duplicating facilities, completely switched over to hi fi formats last May. According to a spokesman for the firm, the duplicating facility "weathered some initial technical problems, notably contaminated Dolby chips which oversaturated the sound, and then rolled out nearly all of its titles in the format. The initial capital investment was large, but we wanted to rapidly switch over," he adds.

MGM/UA Home Entertainment has placed an emphasis on obtaining quality sound for its prerecorded video product. The soundtrack of "Gone With The Wind" has been completely restored, and will be released in VHS Hi-Fi.

In fact, points out the video company's Peter Anderson, "Where possible, we will be restoring all our soundtracks digitally to take advantage of hi fi."

It's quality masters that Creative Video Service rushes to duplicate in the new VHS format, says the firm's Michael Sterling. "You can

record a bad monaural track in hi-fi, but all you get is bad hi fi," Sterling comments. "It sounds just like a copy off of a stereo [VHS machine]."

**Assistance in preparing this story provided by Tony Seideman in New York.**

Bell & Howell's David Cuyler agrees. "It's only quality soundtracks that makes sense to put on hi fi. You really can't tell the difference between mono tracks in VHS Hi-Fi and those same tracks copied in stereo."

Duplicators, among them Technicolor, Bell & Howell, Creative Video Services, acknowledge that the change to hi fi has been exceedingly slow. One duplicator comments, "If the VHS camp really wanted the format to take off, they would have offered us trade-ins on old equipment and supplied us with engineers to help work out the kinks on a new system."

Instead, the move to the VHS format has been an evolutionary process in most cases, with duplicators acquiring VHS Hi-Fi equipment as VHS stereo machines wear out. Such is the case with Media Home Entertainment, one of the few independent video firms to own and operate a duplicating facility.

## IMIC '85 AGENDA

(Continued from page 1)

video.

Maintaining the "looking ahead" emphasis of the IMIC agenda, Dr. Herb London, the U.S. futurologist who is a Dean of New York Univ., will be making a special presentation on "Charting The Home Entertainment Future." This will be the U.S. segment of a two-part session scheduled for day two of IMIC, June 7. The European aspect of the topic will be covered by Dr. Klaus Schrape, head of the department of media and communications, Prognos AG, Basel, Switzerland.

Noted European impresario Fritz Rau, director of Lippmann & Rau, organizer of many megastar European tours, will moderate a panel called "Keeping Live Music Alive," which will address itself to the growing problems of promoting national and international tours, the question of tour sponsorship, and the latest technological developments in stage presentation and acoustics.

New technologies will also figure prominently in a session called "Into Century 21," which will bring together a panel of experts to provide updates on Compact Disc, high fidelity VCRs, videodisks and the digital cassette.

Among panelists confirmed for this session are Wilhelmus Andriessen, chief engineer, technical applications of magnetic tape audio/video products, BASF, West Germany, and Jan Timmer, vice president of PolyGram. Timmer will be making a special presentation immediately before the panel discussion on the international impact and future potential of the Compact Disc.

By special arrangement with GEMA, the West German performing and mechanical rights society,

Chris Fabiaschi, production manager for the Los Angeles firm, says it took nearly six months to obtain enough machines to start duplicating in VHS Hi-Fi. In January, all of Media's music titles began reflecting hi fi.

Fabiaschi predicts that in less than six months nearly all of the firm's titles will be hi fi. The major duplicators make a similar prediction. By July, they say, they will have acquired enough equipment to routinely duplicate in the new format.



**They're Showing Our Songs.** ASCAP president Hal David, left, poses with guests at the opening of the Society's "Seven Decades Of America's Music" exhibition at the New York Public Library at Lincoln Center. Standing from David's left are Mrs. Richard Rodgers, Mrs. Oscar Hammerstein II and Lincoln Center Library chairman Martin Segal.

## EARLIER HOME VIDEO WINDOWS

(Continued from page 1)

eo following its theatrical opening last November, and Paramount Home Video's "The River Rat," another November boxoffice entry due for home video release shortly.

Vestron Video meanwhile plans to ship "The Falcon And The Snowman," still in its first run theatrical, in June, while MGM/UA Home Entertainment this week ships

"Red Dawn," a November theatrical release.

RCA/Columbia, which expects to release two new film features monthly, had noticeably short windows on its latest rollouts, "The Razor's Edge," "No Small Affair" and "Body Double," all scheduled for March release. "A Passage To India," "A Soldier's Story," "Micki And Maude" and "Fast Forward" are believed to be targeted for summer release.

RCA/Columbia would not comment on impending launches for the firm's "Starman" and "Ghostbusters." It's rumored both will have second theatrical runs, postponing home video versions.

Most of the major studios say that each film's home video marketing plan is determined individually. Observes Paramount's Eric Doctorow: "A rule of thumb is not emerging." The studios admit, however, that release plans are closely tied to how home video will affect boxoffice receipts.

Probably the shortest window for a major motion picture was seen for the highly successful "Purple Rain." Warner Home Video launched the Prince feature three months after it was rolled out to movie theatres nationwide. Warner saw the film generate substantial revenue at the boxoffice as well as becoming one of the top selling videocassettes. Sales figures for "Purple Rain" are said to be around 470,000.

Gary Marenzi, director of national sales for Warner Home Video, says that the decision to release "Purple Rain" so soon was jointly made between Warner's theatrical division and the home video concern. "We look for a natural hook—seasonality, timing, what competitors are releasing—to determine our video schedules," he says.

"For example, 'Cannonball Run II' came out four months after its theatrical release, while 'Greystoke' had an eight-month window," he points out. "I know it's fashionable to say that if the movie bombs at the boxoffice, it will skyrocket on video. But that is not always the case."

However, such feature films as "The Cotton Club," "Dune" and "Supergirl," which did poorly at the boxoffice, are being rushed into the home video market in hopes of generating additional income. International Video Entertainment says that it has reached an agreement

with producers Alexander and Ilya Salkind to release "Super Girl" nearly six weeks earlier than had been agreed upon.

Similarly, "The Cotton Club," originally slated for a summer video rollout, may be coming out as soon as April. Embassy says that it will reveal video marketing plans for the Francis Ford Coppola film later this month.

International Video Entertainment is currently mounting several major promotions for "Supergirl." "It ran its course at the boxoffice," says the company's Len Levy. "It has a better chance on video."

Levy points out that the film's release of "Bolero," said to have 70,000 pre-orders, "was panned at the boxoffice, but did better than expected as a video." The firm is projecting 100,000-plus orders for "Supergirl." IVE has also picked up the rights to "1984," which will come out on video this June.

Levy claims the acceptance of a six-month video window shows that the studios see the substantial numbers video can rack up. "While I'm not representing a studio, I think they are finding out the impact video can have on a theatrical release," he says.

By this summer MGM/UA's "2010," "That's Dancing," "Electric Boogaloo" and "Teachers" will all be out on video. According to MGM/UA's Saul Melnick, the firm's video windows have not changed, but the studio is more "flexible" about putting out more movies on videotape.

Some of the independent home video firms, which have virtually no access to wealthy film libraries, have teamed up with producers funding productions for a guarantee of a six-month video window. Such was the case with "Irreconcilable Differences," which Vestron Video helped fund, and with Media Home Entertainment's involvement in "Nightmare On Elm Street." Both films are about to be released on video.

FAYE ZUCKERMAN

**SOUND CHOICE?**

CASSETTE INSERTS  
7" SLEEVES  
RECORD LABELS  
JACKETS

Keystone Printed Specialties Co., Inc.  
321 Pear Street  
Scranton, PA. 18505  
717-346-1761

You asked for it... we got it

**PRINT DIRECT ON BOARD "JACKETS" IN QUANTITIES AS LOW AS 1,000**

Lee-Miles Associates, Inc.  
160 East 56th Street, Dept. B  
NYC, NY 10022 Tel. 758-3232

Serving the graphic needs of the music industry since 1952

Video Assets To 40  
Sales & Rentals  
Charts  
Every Week  
In Billboard





**Great Contributions.** Kellogg mascot Tony the Tiger takes a bite out of world hunger by matching funds raised at New York's Folk City World Hunger Year benefit concerts each Tuesday. Shown from left with Tony and his family are the concert series' organizer Robin Batteau, World Hunger Year New York's Tom Chapin and Jill Gamble, and Tom Faley, manager of Kellogg's corporate licensing.

## RIAA HITS BACK

(Continued from page 3)

day."

The RIAA plans to first bring its case to the Senate side, where copyright subcommittee chairman Sen. Charles Mathias Jr. (R-Md.) has already stated that he plans to reintroduce a bill. Plans for the new bill, not yet finalized, would include refined exemption language to pinpoint tape users who are not infringers, and a "very sophisticated" distribution system to be modeled after the arrangements performing rights organizations such as ASCAP and BMI have in place.

RIAA plans to solicit proposals from the performing rights groups for such a system, which, it says, will be of no cost to the government. There would be language to provide for a governmental backup to adjudicate disputes regarding royalty distribution. The group is also working on a model compensation scheme, as well as a plan to delineate the types of blank tape to carry a fee and where along the line the royalty fee will be placed—probably at the point of manufacture.

The RIAA admits that in some respects it faces an uphill fight, and that the organization must successfully educate not only legislators but the general public about the fiscal harm of home taping. The spokesman, for example, maintains that even though member companies' financial condition has generally improved over the last few years, there continues to be "significant economic harm from lost sales" due to the practice.

"In fact, the spokesman says, "there's even greater clarity now of what the lost income is doing." He illustrates the point by reciting industry figures showing 45% fewer releases of music by new groups than there were just five years ago.

## KEEPING SCORE

(Continued from page 70)

whom also appear on the album.

BBC Television was to tape the show live for broadcast in the U.K. during Easter, and it's considered likely that the segment will be picked up for domestic airing by PBS in April.

**ON THE WAY:** A candidate for the single package holding the most Compact Discs is certainly Philips' set of 11 CDs holding the complete cycle of Beethoven Piano Sonatas played by Alfred Brendel. With booklet, the slipcase is just over three inches wide and holds just under 11 hours of music. Price is that normally charged for eight CDs.

# On the Beam

BY SAM SUTHERLAND

*A weekly column focusing on developments in Compact Disc hardware and software.*

**DAYTONA HUDDLE:** Following last year's successful Compact Disc promotion at the Music Fest Expo in Daytona, Fla., key Compact Disc software vendors and hardware interests are teaming to launch another CD extravaganza at this year's running of that event, slated for March 21-24. As before, the lure remains the annual pilgrimage of U.S. students to Florida's beaches, offering a ripe target in light of the Compact Disc's rapid expansion into mass marketing.

This year, WEA, CBS, PolyGram, RCA (along with distribution partners A&M and their associated labels), Sony and Bose are the players, and the rules cohere around a gala giveaway promotion given added luster by prominent addition of MTV to the marketing mix. A 60- by 40-foot tent along the Expo's boardwalk exhibition area will utilize Sony Profeel video monitors and an audio playback system coordinated by Bose to plug contemporary pop, rock and black acts available on CD.

Expected to keep tent traffic at high speed are hourly prize drawings, each offering a \$1,000 package comprising a Sony D-5 Discman portable CD player, Rose's compact Roomates speakers, accessories and CD titles from the participating companies. Special blank CDs with the MTV logo will be hidden at various sites around the Expo, with those lucky enough to find the disks then reaping the prizes.

The new configuration's rapid expansion, which now finds the majority of top charting albums available as CDs, will carry over into the promotion's themes, which include the tag line, "Hear them like you've never heard them before," prominently displayed near the monitors carrying an MTV feed. Sony and MTV are also reportedly videotaping the prize giveaways for subsequent showing over the cable music channel, and it's expected that video footage from the bash will be shown a week later at the NARM convention.

Expected to participate in the push are several of MTV's VJs, and

Promotional Marketing, organizers of the Expo, will also add its support via flyers and announcements elsewhere at the exhibition site. MTV promotional merchandise will also be distributed.

**BLUE NOTE'S** reactivation includes comparatively bullish CD release plans, given the Capitol/EMI camp's otherwise modest catalog of non-classical product in the configuration. Although delivery dates are still vague, owing to the same pressing crunch affecting other vendors, the Blue Note initial release spans vintage catalog titles, unreleased vault material and new releases, in keeping with the ambitious blueprint set forth by Bruce Lundvall. Ten titles are planned, including albums by Donald Byrd, Clifford Brown, John Coltrane, Dexter Gordon, Stanley Jordan, Stanley Turrentine, Jimmy Smith and the first collaboration between Kenny Burrell and Grover Washington Jr. The label's double anthology, "The Best Of Blue Note," will also be issued in a single CD package, edited down to conform to playing time limitations.

# Grass Route

BY KIM FREEMAN

*A weekly column focusing on the activities of independent labels and distributors.*

**THE MORE THE MERRIER:** The indie scene continues to show signs of good health through the progress of many young labels and the debut of several new logos. Out of Chicago, the eight-month-old Nuance Records puts its well-stacked executive lineup to work on its second release, "Take My Love" by Chicago Night Life featuring Vanessa Holmes. Partners in the label are former Arista executive Judd Siegal and Gus Redmond, a veteran of Brunswick, Salsoul and other labels and currently a local promotion man for Navarre Distributors. Nuance's a&r director is Tom Tom Washington, horn arranger for most of Earth, Wind & Fire's hits and several tracks on Phil Collins' current solo album.

Redmond, who wrote "Break Your Back" for Soupy Sales in the '60s and produces most Nuance releases, says the label's a&r policy is mainly to back local artists. After hitting the Black Singles chart with its initial release from Next Movement last August, Nuance has expanded its roster to include blues guitarist Harvey Mandel, r&b act the Verdict and Night Life. To promote these locals nationally, Redmond is hoping to stage a "Soul Spectacular 1985" tour featuring some of his artists and possibly the Chi-Lites. It's a scheme that worked well for Redmond in the '60s when he took Gene Chandler, the Chi-Lites and other then-young artists on the road.

Also in the Windy City, Principally Jazz Productions takes shape with albums by 78-year-old tenor saxophonist Bud Freeman and Hal Russell & the NRG Ensemble. The logo is run by Linda Prince, a former radio host and journalist and current member of the Chicago Jazz Institute. According to label spokesperson Nick Schmitz, PJP was formed to promote the city's jazz artists and "to counter the structural bias of an industry which favors New York and Los Angeles as its centers." The company's first signings represent its desire to cover the entire jazz spectrum. Freeman started with the Austin High Gang and later toured with Benny Goodman and other big bands before going solo in 1939. Russell and the NRG Ensemble are a contemporary improvisational act.

Out of Milwaukee, newly formed Breezeway Records also takes a stand for its local musicians with the release of "Milwaukee Sampler," a cross section of rock, jazz and country acts from the area. An associate of the Breezeway Recording Studios there, the label's founder Phil Kamoske stumbled into the record business in May, 1983, when he received much notoriety for releasing "I'm A Milwaukeean," a takeoff of Culture Club's "Karma Chameleon." Since then, says Kamoske, "I sort of threw myself into the water." At present, Breezeway is planning another novelty disk, with a second local compilation due soon.

Down in Dallas, the Recovery label is making strides with its debut release by 4,3,1, whose "Animal" album title track is now moving up the Dance chart. A musician himself, Recovery chief Dave Reeder has thrown major support behind 4,3,1's album, including a video and the recruit of the Los Angeles-based Macey Lipman Marketing team. . . In neighboring Jacksonville, CBT Records president Roy Haws says three artists is not enough for his young label. Coming this month are singles by Gary Josey, Larry Bearden and Michael Knight, but Haws is still seeking

country artists from Texas.

In Pasadena, Green Street Productions changes its name to Avalon Records and inks its first artist, Timothy Donahue. A graduate of the Berklee College of Music, Donahue is a classical, jazz and fusion guitarist who plays fretless instruments he built himself. . . In San Francisco, Kommotion International was only stalled by the recent fire at Manhattan's RGH pressing plant, where all copies of its initial release were destroyed. That now-delayed record is the Looters' "See The World" b/w "Everything's Gotta Change," anthemic examples of what Kommotion's Nathan James calls the label's "world beat" concept. Both tracks sport a commendable mix of reggae, salsa, calypso and rock that speak well for the indie's tastes. A cooperative project between artists and investors, Kommotion has a video to accompany the Looters' release and a record scheduled from Nigerian artist T.K. Ladzepko.

**SEEDS & SPROUTS:** In last week's item on Celluloid, a typo seriously slighted college radio. The line should have read, "As Celluloid's progressive product has been largely ignored by all but college programmers" . . . In Boston, Mark Kates leaves Ace Of Hearts, where he had handled press, artist and tour management and licensing on both the domestic and international levels. He is now looking to incorporate these skills with an indie in New York or Los Angeles and can be reached at (617) 536-0569. . . In the same category, former Megatone radio and retail promoter Di-metra Mavis is now a free agent. With her own San Francisco company, Front Page News, Mavis is seeking freelance promotion arrangements with r&b, rock and dance labels. Her hotline is (415) 536-0569.

# Industry Executives View New 5-by-12 CD Packaging

BY IS HOROWITZ

NEW YORK Prototypes of 5-by-12-inch Compact Disc packages said to promise savings in assembly, weight and space were distributed to label executives attending a Recording Industry Assn. of America (RIAA) marketing committee meeting here Tuesday (19).

Prepared by Shorewood Packaging, the boxes were presented by Paul Smith, senior vice president and general manager of marketing at CBS Records. Three samples were offered each participant, two containing a thin jewel box developed by Sony in Japan, the other holding the standard jewel box.

Although the containers were obviously looked upon with favor by its sponsors, an expressed desire for package standardization would probably find CBS going along, eventually, with the WEA-type 6-by-12 if the industry generally sup-

ported that alternative. At this time, CBS CD product is still packaged in blisterpack outer containers.

The Shorewood 5-by-12 achieves its smaller lateral dimension by inserting the jewel box vertically, a procedure also said to provide greater package stability (Billboard, Feb. 23). Although samples carried finished artwork, with product identification on all four spines, none are in use at the present time.

Ivy Hill, the first to furnish title-specific cardboard packaging holding CD jewel boxes, is currently modifying its container to simplify production procedures. This package will be used by the WEA group and RCA Records, among other labels.

Of the Shorewood samples, the two containing mockups of pop product—Cyndi Lauper's "She's So Unusual" and Mick Jagger's "She's The Boss"—also held liner booklets in the thin Sony jewel box.

# Willie Dixon Sues Zeppelin Says Lotta His Material in 'Love'

BY MOIRA McCORMICK

CHICAGO Blues artist/writer Willie Dixon has filed an action against Led Zeppelin in U.S. District Court, Southern District of New York, charging copyright infringement. Also named as defendants are Atlantic Records, Superhype Music Inc. (ASCAP), and the Harry Fox Agency Inc.

The complaint, filed Jan. 11, alleges that, in their 1969 hit "Whole Lotta Love" from the album "Led Zeppelin II," "defendants Jimmy Page, Robert Plant, John Paul Jones and John Bonham purportedly created a musical composition . . . by substantially copying wholly original material in plaintiff's composition." The Dixon composition in question is "You Need Love," copyrighted in 1962 and released that year by Muddy Waters on Chess Records.

According to Dixon's attorney, Robert W. Cinque, damages sought are in excess of \$100,000. "Since we

do not know at this time what sales from 'Whole Lotta Love' have amounted to, we haven't arrived at an exact figure," he says.

Attorney Mike Mayer of Mayer, Nussbaum, representing Atlantic Records and Superhype Music, declined to make a statement on the suit at this time, saying, "Because we haven't had an opportunity to review the basics of their complaint, we are in no position to comment."

Dixon, who "rarely listens to the radio," according to his manager Scott Cameron, first heard "Whole Lotta Love" two years ago on his daughter's stereo. "Willie recognized his own lyrics," says Cameron.

Cameron engaged musicologist Harvey Bacal to compile "an early report" on the two songs in September, 1983, whereupon Bacal concluded, "The tone and spirit of 'You Need Love' have been imitated directly in 'Whole Lotta Love.'"

# INSIDE TRACK

**COMPACT DISC PLAN(T)S?:** Recurrent stories of lagging laser audio disk production in the U.S. may be fostering rumors, like reports that PolyGram is mulling such a facility in the continental U.S. PolyGram CD nabob Emiel Petrone told Track he knew of no such plan . . . In another instance, Minnesota Mining & Manufacturing, better known as 3M, which already produces laser videodisks, was said to be studying such a plant. A call to the St. Paul HQ had elicited no response by presstime . . . If you want to reach Jack Kiernan, who ankle his executive VP post at PolyGram U.S. last week, try him after March 1 at Peter Tush Management, Manhattan. Firm does talent management from tv through screen and records.

**HANDLEMAN CO.,** whose shares have been skyrocketing as the Dow-Jones escalates, added in part by some very favorable recent analyst press, is rumored to be negotiating with a biggie, which would acquire the world's oldest and largest rackjobber. A Handleman spokesman would and could not comment because of governmental regulations prohibiting loose lips if and when such negotiations occur . . . DJ legend Eddie Hubbard, the Baltimorean who joined WIND Chicago in 1947 when Chesterfield cigarettes were sponsoring nightly local shows cross-country, was feted Sunday (24) at the Beverly Hilton by his Chicago expatriate friends. Soiree was masterminded by Village Recorder's Dick LaPalm. It's Hub's 40th anniversary in radio. He's visiting L.A. to do a week's radio shows.

**MORE THAN \$500,000** worth of 8-tracks, cassettes, masters and tape-making supplies were seized by U.S. marshals in a raid on a record/tape plant in Norman, Okla., Thursday (21). Bulk of the alleged pirated material was from the vaults of El Zarape Records, the Dallas firm run by Johnny Gonzales and Cruz Guerrero. Marshals also hit Dickson's Graphics, Midwest City, Okla., where other materials used in the illicit manufacturing entity were allegedly being produced. The raids came after months of surveillance by enforcement agencies, alerted to the situation by L.A. piracy investigator M.S. "Bud" Richardson.

**IN THE WAKE OF** the collapsed MCA-PolyGram distribution merger talks, waves from Universal City have MCA president Irving Azoff dusting off the Uni Records logos in the storage vaults. In addition, Track hears that Azoff is smiling broadly during negotiation talks with the folks at IRS Records . . . Track found Dick Daily, who recently sold his Dart Distributing, Minneapolis, to Kenny Hegstrom and Merrill Kirsch. The erudite industry veteran is teaching a course on small business management in the master's program at the College of St. Thomas, St. Paul . . . watch for the announcement that another industry sales veteran, Barney Ales, is leaving Pablo Records after a six-month stay . . . 40-year industry veteran Irv Katz, who last headed Intermagnetics and before that sold Audio Magnetics to Mattel, surfaces as co-founder and chairman of Video Latino, an L.A. firm dedicated to foreign-language videocassette duplication and distribution.

**HAVE SHOPPING CART, WILL TRAVEL:** Home video tradesters buzzing over the report that a Southeastern home video and electronics distrib is hiring Pinkerton security experts to comparison shop stores for pricing policies. Meanwhile, the extent to which manufacturers/distributors can enforce policy is being studied by VSDA. Track understands . . . The FBI has confiscated 1,500 prerecorded videocassettes at Tampa-based Video Movie World, operated by Antonio Arias, who also owns Armenia Nursery. Among the suspected counterfeit titles were "E.T.," "Star Wars," "Tootsie" and "Private Benjamin."

**MEL TILLIS' "Stutterin' Boy"** autobiography, written with industryite Walter Wager, is in its second hardcover printing for Rawson Associates . . . John "Jellybean" Benitez mixing the 12-inch "We Are The World" master for the Ethiopian Relief music fund, due next week from CBS . . . Profile Records releasing its first CD, "King Of Rock" by Run-D.M.C, at a special yet-to-be-announced introductory price around \$11.98 . . . Track hears that Ruben Sturman of General Video, Cleveland, was present at the recent VSDA confab in Phoenix, offering help if a member gets into X-rated hot water . . . George Clinton commissioned to write and perform the music for the New World film "The Boys Next Door," with Stephen E. Smith as executive music producer for the flick . . . Is Rita Coolidge the fifth VH-1 video jockey? Grapevine has her commuting between L.A. and Gotham to tape her segments for the adult contemporary video service.

**JERRY WEINER AND IRV SCHWARTZ** negotiating with L.J.N, the prominent toymaker of such items as "E.T." product, to acquire their IJE firm, which includes Kid Stuff Records and the Jim Henson puppet kidisks. Track hears the former Disneyland Record execs, who went on their own five years ago, will also manufacture and distribute kidvideocassettes soon . . . More Rumors: Is a prominent U.S. industry wholesaler ready to sell out? Watch for a new concept in pre-recorded audio cassettes, selling through kiosks equipped to take credit cards . . . Veteran gospel record biggie Freddie Mendelsohn has retired to Lake Worth, Fla., living in the same complex as Prestige Records founder Bob Weinstock . . . Carl "Sandy Beach" Strohbach, the Disneyland Records Southern regional landmark, was in Cincinnati last week donating from his collection of vintage newspapers to the new Harriet Beecher Stowe museum there . . . For details on the all-day March 2 copyright seminar on the UCLA campus, which includes video and music discussion and even a visit to the home of the eminent copyright expert Melville Nimmer, call Kate McKay, (212) 598-2280 . . . Fred Marks, former Billboard and Pye and Festival Records exec, back to Sydney, Australia, where he's in movies and wine biz. Speaking of movies, watch for Bob Fead to announce some celluloid links . . . And speaking of copyrights, is Bonnie Bourne dickering to acquire Bob Hilliard's catalog of songs? Edited by JOHN SIPPEL

## '84 Revenues Up, Income Down

# Music Brightens Picture for MCA Inc.

LOS ANGELES The continuing turnaround for the MCA Records & Music Group and the burgeoning home video market provided bright spots in an otherwise disappointing fiscal 1984 performance for MCA Inc. Although the entertainment conglomerate reported the highest revenues in its history, both operating income and net income fell below comparable figures for 1983.

Revenues were \$1,651,242,000, as compared to \$1,584,539,000 for 1983. Operating income for the year ended Dec. 31 was \$96,594,000, and reported net income was \$94,937,000 or \$1.96 per share. Those statistics compare with 1983's operating income of \$184,698,000 and net income of \$147,160,000 or \$3.06 per share.

MCA's theatrical motion picture

operations were cited as the primary cause for the reduced earnings, while the MCA Records & Music Group rebounded from 1983's losses in operating income of \$8,839,000. Revenues for the division reached \$255,930,000 as compared to \$188,104,000 a year earlier; included in those tallies are fees for domestic home video distribution.

Home video and pay television also fared well. Although no net or operating income figures were provided, revenues rose to \$160,296,000 during 1984, comparable to \$118,944,000.

Final quarter figures showed the MCA Records & Music Group posting revenues of \$76,753,000 and an operating income of \$3,769,000, compared to fourth quarter '83 fig-

ures of \$75,034,000 and \$760,000 respectively.

In releasing the data, MCA also cited the effects of home video distribution income and Motown product distribution as enhancing that division's performance. During 1984, MCA also benefited from a lower effective income tax rate, owing to a lower average level of investments and lower investment income.

Overall fourth quarter revenues were \$496,951,000, comparable to \$395,424,000 during 1983, while operating income was \$21,065,000 as compared to \$32,079,000 a year earlier. Net income was \$18,584,000 or 39 cents per share, compared to \$24,890,000 or 52 cents per share in 1983.

SAM SUTHERLAND



**New York Cohorts.** After hearing Gotham Mayor Ed Koch's designation of "New York, New York" as the city's official song, the tune's lyricist Fred Ebb, left, and composer John Kander, right, pose with certificates of appreciation from the Mayor. Shown with them is Ed Cramer, president of BMI, the team's licensing organization.





READY  
TO  
STRIKE

# THE FIRST ALBUM

Featuring the first single, *HUNGER*

Capitol © 1985 CAPITOL RECORDS, INC.

Produced by Spencer Proffer for Pasha  
Production Associate: Carmine Appice

Personal Management: Alan Miller

DIME  
DIVERSIFIED MANAGEMENT AGENCY

**Chicago 17  
has sold  
more than  
4,000,000  
copies.**

**It's the band's  
biggest album  
ever.**



Album shown 1/4,000,000 actual sales.

**Chicago: Peter Cetera, Bill Champlin, Robert Lamm, Lee Loughnane, James Pankow, Walt Parazaider and Danny Seraphine  
Chicago 17: produced by David Foster, engineered and mixed by Humberto Gatica**



© 1985 Warner Bros. Records Inc.