

# Billboard

908 \*\*\*\*\*3-DIGIT MAR88JHZ  
 000817973 4401 8737  
 MONTY GREENLY  
 APT A  
 3740 ELM  
 LONG BEACH  
 CA 90807

NEWSPAPER



Follows page 48

VOLUME 99 NO. 38

THE INTERNATIONAL NEWSWEEKLY OF MUSIC AND HOME ENTERTAINMENT

September 19, 1987/\$3.95 (U.S.), \$5 (CAN.)

## Ratings Rate At Vid Stores, But Some Problems Persist

BY JIM McCULLAUGH

LOS ANGELES Hollywood's movie ratings are generally being enforced at the home video store, but retailers—concerned about community pressure—face a problem with the growing number of unrated theatrical and nontheatrical releases.

Retailers contacted by Billboard contend that easy accessibility of X, R, and unrated material to young-

sters is a grossly exaggerated perception fueled by the consumer press.

Last month, Jack Valenti, chairman of the Motion Picture Assn. of America, urged retailers attending the Video Software Dealers Assn. convention to regulate themselves. Otherwise, he said, restrictive legislation may be enacted that would do it for them (Billboard, Aug. 29).

"Voluntary self-regulation is light years ahead of rules written by legislators who don't know your business," said Valenti during his keynote speech at the convention.

Valenti told the retailers to "press ahead to do something," but a Billboard survey indicates that most dealers already try to adhere to the MPA ratings that ap-  
*(Continued on page 54)*

## Assn. Cites Conditions For Euro Launch IFPI: Sony Offtrack With DAT

BY MIKE HENNESSEY

LONDON IFPI, the global prerecorded software association, has condemned Sony's stated intention to launch digital audiotape recorders on the European market in October (Billboard, Sept. 12).

In an uncompromisingly worded statement, IFPI says that the decision is "deliberately designed to preempt the decision of the European Economic Community Commission on the threat to copyright owners posed by the uncontrolled marketing of DAT equipment."

The DAT launch decision has also been publicly attacked by a senior EEC official, Michael Lake, who says that it is regrettable that such a move had been made before ques-

tions of copyright protection for recorded material have been resolved.

The IFPI statement says the record industry remains convinced that the success of DAT and other new technological developments depends on their introduction in a regulated environment with support

and cooperation from both hardware and software industries.

According to the statement, "IFPI remains in favor of the introduction of DAT"—but only after fulfilling the following criteria:

- The incorporation of Copycode  
*(Continued on page 93)*

## Cream Of Radio Crop Honored By Billboard

NEW YORK The final ballots have been counted and the results of the 1987 Billboard Radio Awards are in.

The winners—selected in a two-stage vote by Billboard readers—represent the best in the U.S. at bringing music to the masses. The awards recognize the best station, program director, music director, promotion director, and air personality in each of five formats for three different market sizes.

Recognition is also given to national suppliers of weekly music programming in five music categories and to national and local record label promotion representatives.

Several stations have the distinction of being multiple winners. AC outlet KFMB-FM "B-100" San Diego grabs awards in all five possible categories. Other big winners are WHTZ "Z-100" New York, KOST Los Angeles, WHRK Memphis, WAXX Eau Claire, Wis., and WNEW-FM New York.

For details, see pages 19-23.

## CEMA Net To Drop Vid Lines Execs Cite Other Label Priorities

LOS ANGELES The Capitol-EMI branch network is calling it quits on distribution of third-party home video product.

The move, say label executives, relates directly to the company's re-

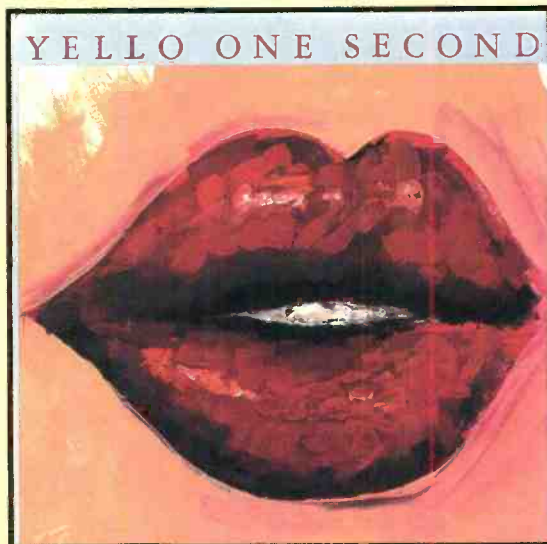
cent efforts to revitalize recording operations in the U.S.

Among major recording branch systems, the Capitol-EMI network has been the only one with deep-seated involvement in carrying home video lines, although WEA and MCA carry their sister home video lines for distribution to music stores.

Dan Davis, vice president of video distribution and sales for CEMA, confirms that management "wants to concentrate all our efforts and human resources on the core business of records. Video distribution does not fit into those long-range plans."

The dismantling of the home video section after its formation two years ago should take several months, says Davis, adding that "the label has bent over backwards" to ensure that all video-connected personnel will be repositioned within the company. Davis himself is believed to be headed for  
*(Continued on page 83)*

ADVERTISEMENTS



It only takes one second.  
**YELLO - One Second** (832 675-1)  
 featuring the hit single "Oh Yeah" (887 930-7)  
 Management: Ian Tregoning  
 Produced by: YELLO  
 On Mercury compact discs, cassettes and records



**TIMOTHY B. SCHMIT**  
 A VOICE YOU'LL REMEMBER, A SONG YOU WON'T FORGET.  
 "BOYS NIGHT OUT" MCA-53137  
 THE FIRST SINGLE AND VIDEO FROM THE DEBUT ALBUM  
**TIMOTHY B. MCA-42049**  
 ON MCA COMPACT DISCS, HIQ CASSETTES AND RECORDS

## Goldman Departs BMG Post, P. 4



**"GHOST ON THE BEACH"**  
 ROCK 'N' ROLL WITH NO ILLUSIONS.



# INSIDERS

THE GUITAR-DRIVEN DEBUT ALBUM AND SINGLE\* THAT DEMAND YOUR ATTENTION. TWO-WEEK AOR BREAKER. "MTV" HIP CLIP OF THE WEEK.\* SINGLE BREAKING AT HIT RADIO NOW!

\*34-07352 Mixed by Steve Thompson and Mike Barbero. Produced by Jay O'Rourke. Management: Patrick Doan.

\*Epic, are trademarks of CBS Inc. © 1987 CBS Inc.



# MICK JAGGER PRIMITIVE COOL



OC 40919

Francesco Clemente © 1987

FEATURING THE HIT SINGLE, "LET'S WORK"  
ON COLUMBIA RECORDS, CASSETTES AND COMPACT DISCS.



"Columbia," are trademarks of CBS Inc. © 1987 Promotone B.V.





# Billboard CONTENTS

VOLUME 99 NO. 38

SEPTEMBER 19, 1987

## RE-ENERGIZED CARS HAVE HIT ALBUM

After taking time out to work on solo projects, the Cars are back with a new album, the chart-climbing "Door To Door," and a new tour to promote it. Talent editor Steve Gett tells the story. **Page 24**

## Spotlight On Children's Entertainment

Children's disks, audiotapes, and videos are selling at an ever-increasing pace, filling record bins and alternative outlets with a wide range of hi-tech products and promotions. Billboard staffers report. **Follows page 48**

## 'DIRTY DANCING' BOOSTS VESTRON

Vestron's fledgling motion picture division has scored a hit with "Dirty Dancing," its first national theatrical release. Home video editor Al Stewart reports. **Page 49**

## Tough Times Ahead For Combo Stores

An industry analyst's new report says the combo store has peaked and predicts a major shake-out among video retailers. Marketing editor Earl Paige reports. **Page 79**

### FEATURES

80 Album & Singles Reviews	78 La Radio Latina
26 The Beat	46 Latin Notas
28 Boxscore	82 Lifelines
6 Chartbeat	68 MTV Programming
78 Classical/Keeping Score	36 Nashville Scene
35 Dance Trax	10 Out Of The Box
4 Executive Turntable	17 Power Playlists
70 Gospel Lectern	42 Retail Track
44 Grass Route	29 The Rhythm & the Blues
94 Inside Track	15 Vox Jox
70 Jazz/Blue Notes	

### SECTIONS

29 Black	48 Pro Audio/Video
76 Canada	10 Radio
72 Classified Actionmart	41 Retailing
9 Commentary	24 Talent
36 Country	82 Update
79 Financial	67 Video Music
49 Home Video	58 Video Retailing
75 International	

### MUSIC CHARTS

Top Albums	Hot Singles
33 Black	16 Adult Contemporary
42 Compact Disks	30 Black
40 Country	29 Black Singles Action
74 Hits of the World	38 Country
70 Inspirational	39 Country Singles Action
46 Latin	16 Crossover 30
44 Midline	34 Dance
15 Rock Tracks	74 Hits of the World
88 Pop	84 Hot 100
	86 Hot 100 Singles Action
	78 Latin 50

### VIDEO CHARTS

50 Business And Education	62 Videocassette Rentals
50 Health And Fitness	54 Videocassette Sales
66 Kid Video	49 Videodisks

©Copyright 1987 by Billboard Publications Inc., a subsidiary of Affiliated Publications Inc. BILLBOARD MAGAZINE (ISSN 0006-2510) is published weekly (except for the first week in January) by Billboard Publications Inc., One Astor Plaza, 1515 Broadway, New York, N.Y. 10036. Subscription rate: annual rate, Continental U.S. \$170.00. Continental Europe £165. Billboard, Quadrant Subscription Service Ltd., Perrymount Road, Haywards Heath, West Sussex, England. Japan ¥92,000. Music Labo, Inc., Dempa Building, 2nd Floor, 11-2, 1-Chome, Nigashi-Gotanda, Shinagawa-ku, Tokyo 141, Japan. Second class postage paid at New York, N.Y. and at additional mailing office. Current and back copies of Billboard are available on microfilm from Kraus Microform, One Water Street, White Plains, N.Y. 10601 or Xerox University Microfilms, 300 North Zeeb Road, Ann Arbor, Mich. 48106. Postmaster, please send changes of address to Billboard, P.O. Box 2071, Mahopac, N.Y. 10541-2071, (914) 628-7771.

# Value Of Manufacturers' Shipments Up 22.9% U.K. Singles Slide In 2nd Quarter

BY PETER JONES

LONDON Single sales in the U.K. are sharply in decline, except for the 12-inch format; vinyl LPs are holding up better than expected; and compact disk action is increasing so quickly that it is expected to provide about 25% of industry revenue by year's end.

These are the "stable-picture" trends in the British Phonographic Industry's survey of trade deliveries for this year's second quarter.

Compared with the same quarter in 1986, singles of all configurations (7-inch, 12-inch, and CD) were down 24% in unit terms (at 12.95 million) and down 11% in terms of sales (at \$27.9 million).

LPs were up 5.5% to 10.21 million (with a trade value of \$41.55 million, up 2.7%); cassettes were up 14.5% to 14.4 million units. Monetary value of cassettes was up 2.7% to \$41.55 million.

CDs increased 144.9% to 3.5 million in terms of units compared with 1.43 million in the second quarter of 1986. CDs were also up 141.6% in value with earnings of \$36.35 million.

Total value of all manufacturer shipments in the quarter was up 22.9% to \$161.53 million.

According to Peter Scaping, general manager of BPI, the survey reveals that a slight rise in single sales in the early part of the year was turned around by a "sharp decline" in the second quarter. Comparing single action in the first six months of 1986 to the same period of 1987, singles were down 10% in unit terms and down 7% in monetary terms.

Volume of 12-inch singles—included in the overall singles data—remained constant at slightly more than 20 million units.

Vinyl LPs, says Scaping, retain popularity with volume stable at about 53 million units a year. "Certain types of popular repertoire remain more popular on disk than on tape, notably the heavier types of

rock music and black music."

Scaping adds, "LP sales now present a healthier picture than many had predicted a few years ago, while the cassette and CD sectors continue to forge ahead."

Compared with the first half of 1986, vinyl LPs were up 3% to 53.4 million units and also rose in value by 1%, with that figure increasing to \$229.6 million.

Following what BPI calls a "period of dramatic growth in cassette sales, particularly at the budget end," there are now indications that full-price repertoire grew stronger in the second quarter. Average trade prices for tape rose by more than 9%.

In the year to June 1987, tape sales were up 23% to 73.1 million

units. Tapes were also up 20% to \$262.8 million in monetary terms, compared with the year to June 1986.

Scaping says, "Growth in the CD market remains much as predicted. Shipments totaled 7 million units in the first half of the year, bringing the total for the most recent 12-month period to just under 13 million. Trade value of CDs is rapidly approaching the [\$160 million] annual level and will provide a quarter of industry revenue by the end of 1987, when total market value will have gone past the [\$800 million] mark."

The BPI these days is attaching more emphasis to full-year-to-date totals. It says these figures "give a better reflection of trends than the more volatile quarterly figures."

## 'Bad' Timing: No Chart Debut For Jackson (Yet)

NEW YORK So why didn't Michael Jackson's "Bad" album debut on this week's Top Pop Albums chart?

The answer is as complex as the process of compiling the chart itself. Several factors played a part, but the key was the short Labor Day week.

Billboard's chart department normally takes 20% of its telephone reports from retailers for the album chart on Friday, with the remaining 80% of the calls being made on Monday. This allows weekend sales to be included in the majority of the reports.

Because of the holiday on Monday, Sept. 7, however, 100% of this week's album chart calls had to be made on Friday, Sept. 4. As is often the case when a holiday disrupts the normal reporting schedule, many retailers were unable to prepare a report and asked Billboard to

reuse their previous week's report—compiled prior to the release by Epic of the "Bad" album.

Further, those who did report on Friday could only reflect a handful of sale days in their report; the heavy Labor Day weekend sale days could not be included.

The way the "Bad" album was serviced by CBS Records to rack-jobbers and one-stops also played a part. In most cases, these large accounts receive new releases prior to the stated street date in order to break down the shipments and distribute the product to their individual stores and locations. In the case of "Bad," however, no such window was provided.

It appears to be a case of bad timing for the charts, but good timing for Epic, which now is assured of a high debut next week for the Jackson album.

## U.S. Music Biz Wary Of Joining Berne

BY BILL HOLLAND

WASHINGTON Legislation calling for the U.S. to join the international Berne Convention for copyright protection enjoys overwhelming support from the legal community here, but the recording

industry and songwriter/publisher organizations want an agreement on Berne's so-called "moral-rights" provisions before endorsing the proposal.

The music groups want the U.S. to make clear to Berne that questions involving "paternity" (ownership) and "integrity" (mutilation and distortion protection) rights can be dealt with through existing U.S. law.

The Recording Industry Assn. of America plans to issue a position paper on the subject within weeks. The National Music Publishers Assn., a longtime advocate of U.S.

participation in Berne, is nevertheless withholding support from three pending congressional bills, each of which calls for the U.S. to join the Berne Convention, until the moral-rights issue is resolved.

Some in the publishing industry are taking a more aggressive stance. Recently, 12 high-powered magazine publishers announced the formation of an anti-Berne group, the Coalition to Preserve the American Copyright Tradition. The group represents such publishing giants as Time Inc., McGraw Hill, Meredith, Dow Jones, Straight Arrow, Triangle, and Conde Nast.

The publishers say that unless Congress specifies that only U.S. law can be used to handle moral-rights questions—and perhaps even if it does—joining the Berne Convention would prompt an unprecedented surge in lawsuits from authors and other copyright owners charging mutilation and distortion of their works.

Without that guarantee, the publishers say, an author could sue a

magazine charging that his 10-page story had been distorted when editors cut it to three, or an artist could charge that his cover painting had been mutilated by the magazine's logo. The publishers also say that courts tend to rule in favor of authors who bring suits and have Berne's legal provisions as ammunition.

The Reagan administration supports joining Berne. On July 25, Malcolm Baldrige, then secretary of commerce, told legislators joining the convention was in the vital interests of the U.S.

The administration has also offered its version of implementing H.R. 2962, a bill introduced by Rep. Carlos Moorhead, R-Calif. The legislation, which does not require moral-rights changes to U.S. copyright law, has failed to assuage the publishers' fears.

Music industry officials appear more certain the legislation will be approved—in one form or another. In late July, NMPA's Washington li-

(Continued on page 93)

# IVE To Try Hand At Retailing

## Supplier Plans Vid Outlet In Megastore

LOS ANGELES Video manufacturer International Video Entertainment will make an incursion into video retailing later this year with the opening of a Fliks Video store in the north Dallas area.

The new Fliks outlet is scheduled to open in late December in a Hypermart USA store in suburban Garland, Texas. The video location, carrying 6,000 tapes for sale and rental, will occupy more than 2,500 square feet within Hypermart, a megastore described by an IVE representative as being "the size of four football fields."

IVE also has a 30-day option to develop similar Fliks operations in Hypermarts set to open in the spring in Arlington, Texas, and St. Louis.

The Hypermart stores, already a successful "one-stop shopping" concept in Europe and Australia, were developed in the U.S. by discount retailing giant Wal-Mart Stores Inc. and Cullman Companies.

The ties between Hypermart and IVE will be tightened by the racking of the megastore chain by IVE subsidiary Lieberman Enterprises. Lieberman already services Wal-Mart accounts around the country.

IVE's parent, Carolco Pictures Inc., has already made a foray into retail. The Los Angeles-based company owns part interest in the Fliks store in Iselin, N.J. Tom House, president of the Iselin retail location, will manage the new Hypermart outlet.

The Garland store will be IVE's first wholly owned retail operation.

The new IVE venture marks the

second time in three months that a video manufacturer has made a move into retailing. In July, Vestron Video surprised trade observers by buying an option to purchase the 14-store, Cincinnati-based Video Store chain (Billboard, July 18). To date, the offer to buy the web has not been realized.

Paramount Pictures is also a player in retailing, albeit in name only. The company has licensed its name to the Minneapolis-based Musicland Group for use on its sale-only video stores. Musicland intends to open five more Paramount stores in the near future (see story, page

66).

IVE chairman and chief operating officer Jose Menendez was unavailable for comment at press time, but a prepared statement sheds some light on the company's expectations for the new retail venture.

"First and foremost, this move makes a statement of IVE's belief in the future of home video sales and rental," Menendez is quoted as saying. "Secondly, this venture gives IVE invaluable insight into the rental market. It [gives us] first-hand knowledge of what sells and what doesn't." **CHRIS MORRIS**

## 'Lady' Hits 2 Mil Mark

BY JIM McCULLAUGH

LOS ANGELES The home video record books appear to have been rewritten once again as Walt Disney Home Video claims preorders of 2 million units for the \$29.95 "Lady And The Tramp."

Moreover, Disney says pre-book on its entire Christmas campaign, which includes 29 titles, comes to 5.5 million units, another apparent industry milestone. Prebook closed Sept. 1 with product due in stores Oct. 6. Last fall's "Sleeping Beauty"-led Christmas program racked up year-end totals of 4.8 million, says Disney.

The "Tramp" figure bests Paramount's reported 1.9-million unit preorder on "Top Gun" at \$26.95 earlier in 1987. More recently, Paramount announced preorders of 1.8 million on the \$29.95 "Crocodile Dundee." Paramount's current \$29.95 "Star Trek IV: The Voyage Home" closed prebook Sept. 2, and, while figures are still being tabulated, the studio says the title is closing in on the 2-million-unit figure. In 1986, Paramount's \$29.95 "Indiana Jones And The Temple Of Doom" and 20/20 campaign sold a combined 3.7 million units, says Paramount.

Disney declines to speculate on (Continued on page 92)

## Dornemann Takes On Operational Role

### Elliot Goldman Exits Post At BMG Music

BY STEVE GETT

NEW YORK Elliot Goldman has left his position as president and CEO of BMG Music. In an official announcement made here Sept. 9 by Bertelsmann Music Group co-chairmen Michael Dornemann and Monti Lueftner, Goldman's departure was described as one of "mutual agreement."

According to Dornemann, who is to assume operating responsibilities for BMG Music, Goldman's departure was precipitated by "differences in management and operational philosophy." However, Dornemann said Bertelsmann has a positive view of

Goldman's tenure with the company. Neither Dornemann nor Goldman was available for additional comments beyond the press statement.

Goldman joined RCA/Ariola International, a joint RCA and Bertelsmann venture, in December 1985 as president and CEO. Prior to Bertelsmann's acquisition of the company in December, Goldman had reorganized it into three operating components: BMG Music, BMG Music International, and Arista.

"Elliot expertly managed RCA/Ariola through very difficult corporate transitions and company restructuring," said Dornemann. "I'm sorry that a long-term role for him with us

has not worked out."

For his part, Goldman is quoted as stating, "I'm very proud of the new management team and creative spirit that's been instituted at BMG Music, and I wish them all the extraordinary success their efforts deserve. I leave BMG Music with no regrets and a strong feeling of pride and achievement."

Dornemann said he plans to continue to act as company co-chairman in addition to assuming the operations role for BMG Music. "We have our management team in place, we know what we want to do with our business, and it is already clear that we will achieve the objectives we have set for ourselves," he says.

Key figures in the Bertelsmann Music Group's management team are Arista president Clive Davis, RCA Records U.S. president Bob Buziak, RCA Red Seal president Michael Emerson, BMG International head Rudi Gastner, and Pete Jones, president of RCA/A&M/Arista Distribution.

No other changes within that management team are anticipated in the foreseeable future, according to Joe Isenstein, BMG vice president of employee relations. Last year, about 100 employees left the company under a program of early retirement. A consulting firm was reportedly hired recently to look into the company's staff structure.



Hoping For Great Success. Capitol Records president David Berman, left, shares a joke with Great White members Michael Lardie, center, and Jack Russell during a press meeting in New York.

## EXECUTIVE TURNTABLE

**RECORD COMPANIES.** A&M Records promotes **Al Cafaro** to vice president of promotion, based in Los Angeles. He was the label's national director of album promotion, based in New York.

**Ira Derfler** is named vice president of sales for EMI-Manhattan Records in New York. He was New York district manager for the label.

Virgin Records names four to its promotion staff: **Paul W. Brown**, formerly Northeast director of promotion and sales for I.R.S. Records, is named associate director of album promotion in New York; **Steve Zap**, former dance music editor and video music director at Cashbox, is named national director of AC promotion in Los Angeles; **Tom Jodka**, former regional promotion representative for EMI America Records, is named re-



CAFARO



DERFLER



BROWN



ZAP

gional promotion manager for New England, based in Boston; and **Bob Myers**, former national singles promotion manager for EMI America Records, is named regional promotion manager for the Pacific Northwest, based in Seattle.

**DISTRIBUTION/RETAILING.** Western Merchandisers Inc. makes the following promotions: **Holly Keenan** is promoted to corporate vice president of retail store operations. She was division vice president for the corporation. **Ted Hood** is promoted to division vice president of retail administration.



JODKA



MYERS



CRUGER



CATALDO

He was a retail administrator for the corporation in Amarillo, Texas. **Don Taylor** is promoted to division vice president of product systems. He was merchandising director for the corporation in Amarillo. **Kira Florita** is promoted to division vice president for accounting.

**MUSIC PUBLISHING.** MCA Music Publishing in Nashville promotes two: **Al Cooley** is promoted to director of writer development. He was manager of creative services for the company. **Steve Day** is promoted to director of creative services and assistant general manager. He was formerly a professional manager for the company.

**HOME VIDEO.** LaserDisc Corporation of America makes the following appointments: **Larry Griffin** is promoted to Southeast regional sales manager based in Marietta, Ga. He was senior district sales manager for the corporation. **Andy Flagg** is promoted to Northeast regional sales manager in Montvale, N.J. He was senior district sales manager. **Stan Martin** is promoted to regional sales manager in Irving, Texas. He was senior district sales manager. **Danny Stein** is named Midwest regional sales manager.

J2 Communications makes four executive appointments: **David Bow-** (Continued on page 82)

## Billboard Makes Changes In CD, AC & Dance Charts

NEW YORK This week's issue of Billboard contains significant changes in three different charts.

• The Top Compact Disks/Classical listings are eliminated. Future classical CD sales will be included in reports to the Top Classical Albums chart, which next appears in the Sept. 26 issue. The Top Compact Disks/Pop chart will continue to run in a

new two-column format (see page 42).

• The Hot Adult Contemporary chart is expanded from 40 to 50 positions (see story and chart, page 16).

• The Hot Dance/Disco charts are renamed simply Hot Dance. The charts will continue to track Club Play and 12-Inch Singles Sales (see page 34).



# CONCERT SUCCESS IN WEST GERMANY

## 1986/87

Juli 1 - June 30

(in alphabetical order)

JOAN ARMATRADING · GEORGE BENSON  
DAVID BOWIE · ERIC CLAPTON · DURAN DURAN  
ENGELBERT · RAINHARD FENDRICH · KENNY G.  
AL JARREAU · UDO JÜRGENS · UDO LINDENBERG  
THE MODERN JAZZ QUARTET · GARY MOORE  
NANA MOUSKOURI · PRINCE · LIONEL RICHIE  
DAVID SANBORN · SANTANA · PAUL SIMON  
ROD STEWART · KONSTANTIN WECKER  
ROGER WHITTAKER · NEIL YOUNG

# THANK YOU

for making us successful promoters  
even after 32 years of existence.

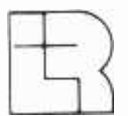
Lippman + Rau GmbH + Co., KG

Fritz Rau + Horst Lippmann

Louisenstraße 121 · 6380 Bad Homburg

Phone: 0 61 72/2 40 61

Fax: 0 61 72/2 96 18 · Tx: 415893 lur d



# Youth Makes Postproduction Grade

## DJs Break Hits Faster Than Mentors

This is the second of two articles on the state of remixing. The author, a longtime *Billboard* contributor, recently joined the a&r staff of Profile Records.

BY BRIAN CHIN

NEW YORK Newcomers to the field of postproduction remix and

editing, following in the footsteps of the DJs turned studio consultants, are making the move into production with far greater speed than their role models.

A prime example is Roman Ricardo, the house DJ of New York's 1018 club, who has scored his first Hot 100 production credit with Noel's 4th and B'Way single "Silent Morning," writ-

ten and sung by former club busboy Noel Pagan and co-produced by Information Society's Paul Robb. "Silent Morning" was one of six DJ-produced singles on the Hot 100 chart of *Billboard*'s Sept. 5 issue. The others were the Fat Boys/Beach Boys' "Wipeout," produced by Albert Cabrera and Tony Moran, better known as the Latin Rascals; "Who Found Who" by producer/artist Jellybean; Exposé's "Let Me Be The One," produced by Lewis A. Martineé; Will To Power's "Dreamin'," produced by Bob Rosenberg; and Cutting Crew's "I've Been In Love Before," produced by Steve Thompson and Mike Barbiero.

For young talent, opportunities in postproduction and production have

(Continued on page 89)



**Pickett Line.** Motown Records brass welcome new signee Wilson Pickett and celebrate his first album for the label, "American Soul Man." Pictured, from left, are Motown president Skip Miller; Pickett; and Lee Young, president of the Motown Music Group.

## Capitol/EMI-Manhattan Bows Midline CD Series

BY DAVE DIMARTINO

LOS ANGELES Citing the upcoming fall selling season and the need to be competitive with other labels, Capitol/EMI-Manhattan is inaugurating its own midline compact disk line, which will debut in October with 30 titles.

Seeing release for the first time in the CD format will be such albums as the Beach Boys' "Pet Sounds," Kenny Rogers' "The Gambler," Jackie Gleason's "Music, Martinis & Memories," and product by such diverse artists as Canned Heat, Yma Sumac, Sammy Hagar, and Earl Klugh.

Approximately the same number of midline titles will be released in November and in February as well, says Dennis White, executive vice president of CEMA, the distributing arm of the Capitol/EMI family of labels.

"The competition is out there with midline series, so in order to be competitive, we felt that we needed to do it," says White. "And it's the fall selling season for Christmas. It should stimulate consumers to come in the store to buy more product—and, hopefully, that will convert to hardware, and the hardware back to software."

Dealer cost for the series under the company's three-tier system will bottom at \$6.89 per title, thus allowing retailers the margin to sale-

price under \$10, says White.

Notable in the release schedule is the mix of music styles, ranging from hard rock by Billy Squier and April Wine to country by Rogers and Cristy Lane to oldies by Slim Whitman, Bobby Vee, and the Chipmunks. The diversity will continue through November's releases, says White, when the label issues 15 CDs on its Pacific Jazz imprint.

"What we're trying to do is have a good cross-section of repertoires in different product categories," says White. "We'll see as we go what product sells best in that format—then you begin to lean more heavily toward that type of thing. If it ends up being rock, then we'll lean more heavily towards rock. It'll take at least three or four releases before we get that down."

Though no full-price CDs will immediately be reduced to midline status, White does not rule out the possibility as the catalog "deteriorates" in sales.

Capitol artists initially represented in the new midline series include America, April Wine, the Beach Boys, Judy Garland, Gleason, Hagar, the Little River Band, the Motels, Anne Murray, Red Rider, Squier, and the Tubes. Artists on EMI-Manhattan will be Earl Klugh, Lane, Rogers, Vee, Whitman, Canned Heat, the Chipmunks, Crystal Gayle, and the soundtrack to "The Falcon And The Snowman."

## La Bamba's Phillips Acts In Feature An Inspirational Soundtrack

BY BOB DARDEN

WACO, Texas An upcoming film featuring Lou Diamond Phillips, the electrifying star of the hit film "La Bamba," will showcase the music of contemporary Christian artist Chris Christian. It appears to be the first time a nationally distributed, full-length feature film by a mainstream studio will make prominent use of contemporary Christian music.

The film, "Dakota In Texas," is being produced by the Kuntz Brothers and tells the story of a young man who moves from California to Texas in search of his identity. The

soundtrack will be released in the religious marketplace on Christian's Home Sweet Home Records, which is distributed by Word Inc. Christian says the label will seek mainstream distribution through A&M Records. The film is scheduled for release in the beginning of 1988.

Christian is a well-known contemporary Christian performer, songwriter, and label executive. He is one of the few religious artists to have had hits in both the mainstream and gospel marketplaces.

At least two songs from "Higher Ways"—Christian's current contemporary Christian album—are already set for inclusion in the film: "Day Like Today" and "Love Did It Again." Christian will appear in the movie performing "Day Like Today."

Christian is also preparing a music video of "Day Like Today,"

(Continued on page 93)

## No. 1—Got To Be There For Jackson; Bee Gees Staying Alive On The Charts

**MICHAEL JACKSON** made it after all. "I Just Can't Stop Loving You," his duet with **Siedah Garrett**, jumps to No. 1 on this week's Hot 100 after two weeks in the runner-up spot. As an added bonus, his follow-up single, "Bad," enters the chart at No. 40. Jackson is the first artist to top the Hot 100 and have a new single debut in the top 40 the same week since **Prince** did it in October 1984. The Purple One was hanging tough at No. 1 with "Let's Go Crazy" and debuted at No. 28 with "Purple Rain."

"I Just Can't Stop" is Jackson's 11th No. 1 hit—counting a 1983 duet with **Paul McCartney** and four 1970 hits with the **Jackson 5**. Only three artists in the rock era have amassed more career No. 1 singles: the **Beatles**, **Elvis Presley**, and **Diana Ross & the Supremes**.

"I Just Can't Stop" is the eighth No. 1 hit for producer **Quincy Jones**, following **Lesley Gore's** "It's My Party," **Patti Austin & James Ingram's** "Baby Come To Me," **USA For Africa's** "We Are The World," and four solo hits by Jackson: "Don't Stop Till You Get Enough," "Rock With You," "Billie Jean," and "Beat It." These hits span more than 24 years, which is the longest span of No. 1 singles of any producer in pop history.

The Jackson/Garrett duet also hits No. 1 on the Hot Black Singles chart. It dips to No. 2 on the Hot Adult Contemporary Singles chart after three weeks on top.

Jackson's album "Bad" won't debut on the Top Pop Albums chart until next week (see story, page 3), but the CD enters this week's Top Pop Compact Disks chart at No. 24.

**COMEBACK WATCH:** Jackson's return to the chart wars has generated lots of media coverage, but an equally dramatic comeback attempt is currently being launched by the **Bee Gees**. The veteran trio debuts at No. 82 on this week's Hot 100 with "You Win Again," the first single from its first studio album in nearly six years, "E.S.P."

The Bee Gees owned the charts in 1978, when three of their singles from "Saturday Night Fever" hit No. 1. The soundtrack itself was No. 1 for 24 weeks and was the best-selling album in history until "Thriller." The trio had a successful follow-up in 1979 with "Spirits Having Flown," which was No. 1 for six weeks and yielded three more No. 1 singles. But it was a quiet, earthbound success compared to the previous year's phenomenal blitz.

The brothers' next studio album, 1981's "Living Eyes," was an unmitigated bomb. It peaked at No.

41, and none of its singles climbed above No. 30 on the Hot 100. The group regained a little chart ground—but if anything further damaged its reputation—with its involvement in 1983's "Staying Alive" soundtrack.

But the Bee Gees have come back before—if not from this far back. The brothers staged their first comeback in 1971, when "Lonely Days" became their first top 30 hit in two years. They came back again in 1975 when "Jive Talkin'" became their first top 30 hit in three years. But this time around, the group has been out of the top 20 longer than in both of those first two lulls combined. Can they come back a third time? It will be interesting to see.

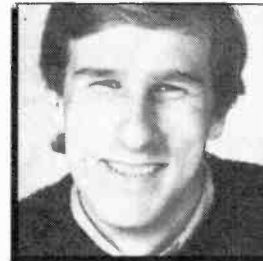
**FAST FACTS:** **John Cougar Mellencamp's** "The Lonesome Jubilee"

debuts at No. 21 on this week's Top Pop Albums chart, becoming the highest-debuting album of his career. Each of Mellencamp's last six albums has entered the chart higher than the one before it. "Scarecrow" debuted at No. 69 in September 1985; "Uh-Huh" bowed at No. 78 in November 1983; "American Fool" opened at No. 122 in May 1982; "Nothin' Matters And What If It Did" entered at No. 181 in October 1980; and "John Cougar" started at No. 185 in August 1979. There's something to be said for long, hard climbs: The act at No. 1 the week that Mellencamp entered the chart for the first time was one that personifies overnight success and nearly-as-instant oblivion: the **Knack**.

The **Grateful Dead's** "Touch Of Grey" inches up to No. 10 on this week's Hot 100, more than 17 years after the Dead first hit the chart. "Touch Of Grey" also jumps to No. 22 on the Hot Adult Contemporary Singles chart. The Grateful Dead on the AC chart? Roll over, Helen Reddy, and tell Mac Davis the news.

The **Fat Boys & the Beach Boys' "Wipeout"** inches up to No. 12 on this week's Hot 100 and climbs to No. 10 on the Hot Black Singles chart. It's the Beach Boys' first top 10 black hit—though in 1963 they did land a pair of top 20 r&b hits with "Surfin' U.S.A." and "Surfer Girl." That was a function of poor chart methodology at the time; the current hit is the result of a clever cross-format concept.

**Def Leppard's "Hysteria"** holds at No. 4 on this week's Top Pop Albums chart. Thus, if the album is to hit No. 1, it must dethrone **Michael Jackson's "Bad,"** which is expected to debut at No. 1 next week. The last time the lads from Sheffield, England, went head to head with the man from Encino, Calif., they lost. That was in May 1983, when "Pyromania" peaked at No. 2 for two weeks behind "Thriller."



by Paul Grein

The Grass Route column appears this week on page 44



# SQUEEZE

*babylon and on*

SP 5161



*featuring the single:*

**"hourglass"**

AM 2967

*chris difford*

*glenn tilbrook*

*julian bolland*

*gusgn kavis*

*keith wilkison*

*andy metcalfe*

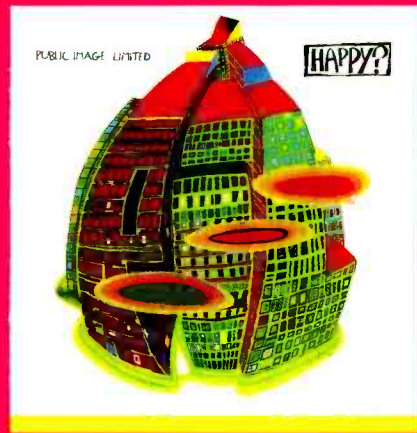


on A&M records, compact discs and basf chrome tape

producer by eac "e.l." thomgren • © 1967 A&M records, inc. all rights reserved.

[www.americanradiohistory.com](http://www.americanradiohistory.com)

# HAPPY?



## PUBLIC IMAGE LIMITED THE NEW ALBUM

PRODUCED BY  
GARY LANGAN AND PIL

MANAGEMENT  
KEITH BOURTON, HEAVENLY MANAGEMENT



© 1987 VIRGIN RECORDS AMERICA, INC.



## On The Eve Of Farm Aid III

# WHY THE FARMER NEEDS YOUR SUPPORT

BY WILLIE NELSON

*The following is an excerpt from an interview by Jane Ayres, author of the upcoming book "Hearts Of Charity."*

At Live Aid, Bob Dylan said, "Let's help the American farmers." And when I heard that, I thought, "That's great—let's do it!"

Because I travel and move around all over the country, I was aware to a certain extent that the farmers needed help. I talk with people all over quite a bit, and people would tell me how bad the situation really was, but I really didn't exactly know how bad until I really got into Farm Aid.

I mainly did the first Farm Aid because, if the farmers were having some problems, I thought we should call some attention to it. With John Cougar Mellencamp and Neil Young to help me, we automatically had a pretty good nucleus to begin to draw a crowd. The idea was such a popular one that the concert sold out the first year.

At both Farm Aid I & II, we have had acts coming in that pay their own expenses and bring their bands. They come and sing because they realize that there is a problem. They've been out on the highways talking to these people who farm our land.

Musicians don't sit in one place; they go from town to town and they work those rural areas, like the Midwest—all those places where farming is one of the deals and how the people make their living. So the musicians know that there is a problem, and that's why so many call up and want to help.

There are thousands of letters that come in from farmers all over the U.S. Unfortunately, some have already lost their homes, as happened to the writer of this letter:

"At the time that I wrote you last, we were battling to keep our farm. Since that time we have had to give up our farm. God only knows how hard we fought to keep it, but believe me, those creditors don't give up until they finally break you. What we feel right now is emptiness. I look over our farm and keep telling myself: This can't be happen-

ing to us. I feel so scared. They have not only taken everything we and that we've worked for (our home, our land, and job), but part of our life has died, too.

"I know you are having another Farm Aid concert. I wish with all my heart we could be a part of it. But even though we can't, we will be wishing you all the luck to raise lots of money. Thanks again from the bottom of our hearts."

It's amazing. There are thou-

His wife committed suicide. And it was a terrible, terrible tragedy— all because somebody did not care. It wasn't the same old friendly banker who was there the year before who said, "That's OK, Charlie, we'll make it up next year." Like they always do. Because the farmer's word is good. He's never missed a payment. Just like the letters all say: "We've made all our payments, but they won't give us any more money to ride this

ing, they'll do something. They have the power. This is still a government of the people, by the people, and for the people.

If you're looking for a hero, the farmer is it. And farmers can use all the help you can give them.

What Farm Aid is trying to do is help farmers help themselves. We decided in the early stages that monies raised should go to where it would do the most good for the most people. We network with farmers and farm organizations around the U.S. and develop ideas of what needs to be done.

Farm Aid has made major expenditures to food pantries to help destitute farm families. Most pantries are operated by churches. (Farm Aid donated \$1 million to the National Council of Churches to help support the pantries.) We also fund telephone hot lines that provide advice and support for the farmer. These projects help to alleviate this emergency situation—farmers losing their livelihoods.

In addition, Farm Aid has funded grants to community outreach programs that help farmers deal with their creditors. A legal services program called the Family Farmer Defense Fund helps set favorable legal precedents for the farmers. In addition, the Farmers Legal Action Group conducts seminars in rural agricultural communities to advise farmers on dealing with debt and possible foreclosure.

To help continue farming in the middle of this crisis, Farm Aid has established Sow Some Hope, a fund-matching grant that buys seed for the farmers to plant. Farm Aid has also financed the Future Farmers of America Scholarship Fund for farmers' children who want to try to stay in agriculture.

Most significant in the efforts to save the family farm is the Farm Congress. We sponsor this national meeting of farm organizations and groups to help bring them together to discuss the farm crisis. Since farmers are spread out all over the country, this enables them to get together and find common ground and possible solutions to the crisis facing them all.

Farm Aid III is Saturday (19) in Lincoln, Neb. We'd appreciate your support.

**'Musicians know there's a problem; that's why so many want to help'**

*Columbia recording artist Willie Nelson is chairman of the board of Farm Aid Inc.*



sands and thousands of those kinds of letters and phone calls from people. We get them every day at the Farm Aid office.

It just isn't right to jerk the farmers off their land. I met eight or 10 farmers in a place in Nebraska one morning. I just walked in there for breakfast. And these guys surrounded me immediately. This was before Farm Aid I. I had just announced that we were going to have a Farm Aid concert. And this one farmer told me that he went into a bank to borrow \$5,000 to make his next crop. And the banker said that his land was worth a lot and urged him to take \$20,000.

The banker told the farmer to improve: Why don't you buy this guy next to you? Why don't you do this, why don't you do that? Everything is going to be wonderful. We're doing all this, we're doing all that. And your land will take care of the whole thing.

And the banker advised him to borrow all this money. But the next year the payment came due, and the banker wouldn't renew the loan because the land value was one-tenth of what he loaned him the money on. And the farmer lost it all.

through."

Since the farmers are spread out all over the country, they have had to get more organized as a group. All the farm organizations all over the country are getting together more now. And Farm Aid is sponsoring and paying for transportation for a lot of those people to get together. There are a lot of positive things going on. There are a lot of people who care.

So, I really do feel positive about it myself that it will come around. But we have to keep talking about it.

I'm not a politician, and I'm not political. A Republican looks like a Democrat to me when they walk up the street. I don't care who is the president of the U.S.

I believe in the intelligence of the American people. I believe they're smarter than this—even if it's reduced to the value of a dollar. They will look at this and say, "Wait a minute, this is going to hurt me in the pocketbook." I think the American people are smart enough that, once they realize the facts, once they hear some of these letters read, once they understand some of the congressional reports on farm-

millions of diabetics worldwide. Music is the gift of life.

Jim Scarmardo  
San Jose, Calif.

### WRITER CREDIT

I feel compelled to respond to Nelson George's column on Otis Blackwell (The Rhythm & the Blues, Aug. 29).

As a songwriter I agree that we often don't get the credit we deserve, and Blackwell is certainly a neglected "historical figure." But George's calling Elvis Presley "the so-called king of rock," and denigrating his fans "who revere Presley as if he was some national god" border on the racist.

It was unfair that Elvis got co-writing credit on songs written by Black-

well, but if they hadn't been sung by the young Presley the writer might not even be known today.

I usually enjoy George's column, but he should reconsider his obvious dislike for the man who did so much to make rock'n'roll the art form it is today.

Walter M. Breese  
San Francisco

### SINGLES ON CD

As a member of the growing number of compact disk buyers, I am anxiously awaiting the arrival of singles on CD. However, as your Aug. 29 issue has made clear, there seems to be an ongoing dispute as to which format, 3-inch or 5-inch, will become the standard. What difference does it

make?

Although I am terribly interested in witnessing the marvel of Sony's smaller disk, if 5-inchers succeed, that's fine, too. The point is, I'll buy a single on CD (provided the price is right) no matter what its diameter. How about putting extended mixes on regular 5-inchers and allowing the new format to replace the 45?

Christopher Molanphy  
New Milford, Conn.

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

### Billboard Offices:

<b>New York</b> 1515 Broadway N.Y. 10036 212 764-7300 telex 710 581-6279	<b>Los Angeles</b> 9107 Wilshire Blvd. Beverly Hills, Calif. 90210 213 273-7040 telex 66-4969
<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> 71 Beak St. W1R 3LF 01 439-9411 telex 262100	<b>Tokyo</b> 19-16 Jingumae 6-Chome Shibuya-ku, Tokyo 150 03 498-4641 telex J25735

Publisher & Editor-In-Chief:

**SAM HOLDSWORTH**

Associate Publisher/Director of Research:

**MARTY FEELY**

Associate Publisher/Director of Marketing & Sales:

**GENE SMITH**

General Manager/Director of Publications:

**JOHN BABCOCK JR.**

International Editorial Director:

**MIKE HENNESSEY**

General Manager/Nashville:

**GERRY WOOD**

### Editorial

Managing Editor: **KEN SCHLAGER**

Deputy Editor: **Irv Lichtman**

Executive Editor: **Is Horowitz**

News Editor: **Jean Rosenbluth**

Art Director: **Jeff Nisbet**

Senior Copy Editor: **Peter Kobel**

Copy Editor: **David Bushman**

Special Issues:

Editor: **Ed Ochs** (Los Angeles)

Assistant Editor: **Robyn Wells** (N.Y.)

Bureau Chiefs:

**Dave DiMartino** (Los Angeles)

**Bill Holland** (Washington)

Editors:

Radio: **Kim Freeman** (N.Y.)

Talent: **Steve Gett** (N.Y.)

Black Music: **Nelson George** (N.Y.)

Retailing: **Earl Paige** (L.A.), **Geoff Mayfield** (N.Y.),

**Ed Morris** (Nashville), **Chris Morris** (L.A.)

Home Entertainment: **Jim McCullough** (L.A.)

Home Video: **Al Stewart** (N.Y.)

Music Video: **Steven Dupler** (N.Y.)

Pro Audio/Video: **Steven Dupler** (N.Y.)

International: **Peter Jones** (London)

Music Research/Analysis: **Paul Grein** (L.A.)

Album Reviews: **Jean Rosenbluth** (N.Y.),

**Chris Morris** (L.A.), **Ed Morris** (Nashville)

Singles Reviews: **Bill Coleman** (N.Y.)

Reporter: **Linda Moteski** (N.Y.)

Administrative Assistants: **Debbie Holley** (Nashville),

**Valerie Bisharat** (L.A.), **Drew Wheeler** (N.Y.)

Contributors: **Bob Darden** (Gospel),

**Peter Keepnews** (Jazz), **Kirk LaPointe** (Canada),

**Peter Ludwig** (Radio), **Maira McCormick** (Chicago),

**Mark Mehler** (Financial), **Tony Sabournin** (Latin)

### Charts & Research

Associate Publisher/Director of Charts:

**THOMAS NOONAN**

Asst. Director of Charts: **Michael Ellis**

Manager, Country Charts: **Marie Ratliff**

Manager, Black/Jazz/Crossover Charts: **Terrri Rossi**

Manager, Dance Charts: **Sharon Russell**

Manager, Latin Charts: **Carlos Agudelo**

Systems Manager: **JoDean Adams**

New York: **Harry Michel** (retail supervisor),

**Ron Cerrito** (radio supervisor), **Marisol Camacho**, **Jim**

**Canosa**, **Ed Coakley**, **Eleanor Greenberg**, **Cathy Kaslow**,

**Robert Martucci**, **Rosemary Perez**, **Marc Zubatkin**

### Marketing & Sales

Director of Sales, Video/Sound: **Ron Willman**

Promotion Director: **Phyllis Goldberg**

Radio/Singles Mgr.: **Margaret Lo Cicero**

N.Y.: **Norm Berkowitz**, **Ken Karp**, **Amy Laurie**, **Karen**

**O'Callaghan**, **Peggy Dold**, **Jeff Serrette** (classified)

L.A.: **Christine Matuchek**, **Mickey Grennan**,

**Michele J. Gambardella**, **Colette Kreins**, **Marv Fisher**

Nashville: **John McCartney**

London: **Patrick Campbell**

Tokyo: **Hugh Nishikawa**

Amsterdam: **Ron Betist**, 0-20-628483

Milan: **Germano Ruschito**, 28-29-158

Sydney: **Mike Lewis**, 612 412-4626

### Production

Director: **MARIE R. GOMBERT**

Advertising Production Mgr.: **John Wallace**

Advtg. Production Coordinator: **Michael D. Small**

Atex System Manager: **Raymond H. Heitzman**

Edit. Production Manager: **Terrence C. Sanders**

Asst. Edit. Production Mgr.: **Renate L. Foster**

Directories Production Mgr.: **Len Durham**

### Administration

V.P. & Executive Editorial Director: **Lee Zhitto**

Divisional Controller: **Peter Phillips**

Distribution Manager: **Edward Skiba**

Circulation Manager: **Eileen Bell**

Dealer Copy Sales: **Brad Lee**

License & Permissions Mgr.: **Georgina Challis**

Directories Editor: **Leslie Shaver**

Credit Manager: **Jerry Mannion**

Asst. to Publisher & Gen. Mgr.: **Cary Fagan**

### Billboard Publications Inc.

President & Chief Executive Officer:

**GERALD S. HOBBS**

Executive Vice President: **Sam Holdsworth**

Senior Vice President: **Ann Haire**

Vice Presidents: **Paul Curran**, **Rosalee Lovett**,

**Martin R. Feely**, **Lee Zhitto**,

**John Babcock Jr.**, **Glenn Heffernan**

Managing Director, Billboard Ltd.:

**R. Michael Hennessey**

Publisher, Billboard Operations Europe: **Theo Roos**

Chairman Emeritus: **W.D. Littleford**



### THE GIFT OF LIFE

I was touched by the Juvenile Diabetes Foundation ad in the Aug. 22 issue. I have been suffering from this cruel, debilitating disease since childhood. If we are to see a major breakthrough in the next decade, it will sure take a lot of help.

Roberta Flack and Judy Collins, among others, have already joined in this worthwhile fight to raise research dollars. I know there are other recording artists out there who could devote time and talent to fund raising. We are running out of time for

## Nashville's WYHY: Wild And Wacky Outlet's Promos Draw Media Attention

NEW YORK Hit outlet WYHY "Y-107" Nashville is getting an outrageous reputation. That's the station that landed in the national press this summer with its breast enlargement surgery giveaway. WYHY is continually striving to create fresh promotional ideas at a time when the industry is suffering from an acute shortage of new concepts.

Recently, WYHY gave away live chickens, and the station garnered more national press when a listener challenge inspired one man to bury himself alive. Other summer giveaways included a \$25,000 shopping spree and an air-conditioned doghouse.

"We don't consider that we're going for shock value," says Y-107's promotion director Scott Baker. "We consider it theater of

the mind—creating an image in a listener's mind, an image that's easy to retain come Arbitron time."

**'We don't consider that we're going for shock value'**

Most of Y-107's ideas are created by in-house brainstorming. "We have a lot of wackos here," Baker says. The breast enlargement idea grew naturally out of the fact that a local cosmetic surgeon advertises on the outlet.

To give Y-107's events maximum impact, the station goes for short-term weekly promotions. "Nothing's worse than a six-week promo-

tion with an anticlimatic giveaway," says Baker. "We key on the outrageousness of the giveaway, rather than the giveaway itself."

Despite all the emphasis on wackiness, Baker says there's little worry that listeners tuned in strictly for music will turn off. One key is that the station's "Y-107 means music and money" phrase is used as a qualifier in most of its contests, thereby embedding the music element into listeners' minds. And, surely, Y-107's ratings have only gotten bigger as the station's promotions have become wilder.

In the spring Arbitrons, Y-107's numbers jumped to a 9.1, 12-plus share, an increase from 7.3. And its 18-34 share number jumped 2.1.

Y-107's budget does not include television advertising. "We rely on getting in the news—trying to do things that are newsworthy," says Baker. In 1987, stories about Y-107 have appeared in USA Today, Newsweek, and Star Magazine as well as in various local newspapers and on local TV shows.

KIM FREEMAN

## SMN's Hard Rock Format Catches On Z-Rock Is Making Waves

LOS ANGELES "The Wave's" attempt at national distribution (Billboard, Sept. 5) brought several curious attendees to the Satellite Music Network's suite during the recent National Assn. of Broadcasters convention here. But SMN's all-hard-rock format, "Z-Rock," which debuted about a year ago, was far from overshadowed.

WZRC Chicago was the first station to sign up, and the satellite-transmitted, 24-hour-a-day program is now heard on five stations over 10 states. Newest to the metal fold is KZRK Dallas, which signed on this summer and is making strong progress in the Birch ratings. The other affiliates are WCXT Grand Rapids, Mich.; WMHZ Columbus, Ohio; and WCZR Cleveland.

The format is unashamedly aimed at teens, but Z-Rock's program coordinator Boobie Bondage says gains have been made in older demographics, primarily males.

"Most of our programming decisions are based on gut and research," says Bondage. An 800 number for Z-Rock affiliate listeners gives SMN a good sampling of requests from across the country. "We also call stores in each market," says Bondage. "We've found so far that kids in Dallas want to

hear the same thing as kids in Michigan." Recently, tops on Z-Rock's playlist was Def Leppard, and other core artists include W.A.S.P., Ozzy Osbourne, Metallica, UFO, King Diamond, and Judas Priest. Bondage says the key ingredient is "good guitar," and Z-Rock's playlist includes cuts from Chuck Berry to Grand Funk Railroad.

"There are definitely roots in this music," Bondage continues. "We find that younger kids are interested to find out where a lot of the cover cuts came from."

Hard rock has long been considered a sales phenomenon, because it sells terrific volume with little radio exposure. "There's definitely an audience for this, because we're playing what kids can't find elsewhere," says Bondage. "Look at the US Festival—the first date that sells is the hard rock one. Or MTV's two-hour 'Headbanger Ball'—that's one of the most-watched programs they have."

Bondage says each affiliate's ratings and revenues have increased since adopting Z-Rock. Plus, the format is an inherently cheap one to promote. "It's mostly word of mouth," she says. "Our strength is that we're an underground thing."

## Oldies Station WQXI-AM Seeks Power Boost

ATLANTA Oldies-oriented WQXI-AM here hopes to become a 50,000-watt daytime voice after it sells its present frequency to a black investor.

Jefferson-Pilot Communications, Charlotte, N.C., says it intends to sell the license for its 5,000-watt day, 1,000-watt night 790 AM frequency to Philadelphia-based Vinrah Radio L.P., a black investment group headed by Atlanta businessman Vincent Henry, and his father, Ragan Henry. The elder Henry is the former owner of WAOK-AM here and currently has interests in WXTR, Washington, D.C., and WWIN-AM and WGHT-FM Baltimore, and he owns WWER-FM in Newnan, a town 40 miles south of Atlanta.

WQXI-AM intends to move its signal to 640 AM after its planned \$2 million purchase of a new, 50,000-watt AM frequency being built by Phoenix City Broadcasting Ltd. of Atlanta. Phoenix City's license allows for 50,000-watt daytime, 1,000-watt nighttime power. The company, which is building a three-story tower in northwest Atlanta, is headed by black investor Michael Hollis, founder of the now-defunct Air Atlanta.

The proposed sale, for \$1.65 million in cash, would give Atlanta its third black-owned radio station; WIGO-AM, owned by Dorothy Brunson, and WCLK-FM, owned by Clark College, are the others.

Both transactions are contingent upon FCC approval. Top 40 outlet WQXI-FM will not be affected by the dealings.

RUSSEL SHAW



**The Ones We Love.** R.E.M.'s Peter Buck makes a must stop at KROQ Los Angeles to promote the group's latest I.R.S. album, "Document," and single, "The One I Love." Shown, from left, are KROQ/WBCN Boston GM Tony Berardini, I.R.S.' Barney Kilpatrick, KROQ promotions director Diane Morales, Buck, and KROQ PD Rick Carroll.

## OUTA' THE BOX

Programmers reveal why they have jumped on certain new releases.

### BLACK/URBAN

You can't really avoid talking about Michael Jackson's "Bad" album (Epic) in this column these days, but at least WUSL Philadelphia PD Tony Quartarone has a fresh angle on the subject. Of the several tracks he's playing, Quartarone says that "Liberian Girl" and "Man In The Mirror" are getting far and away the most listener response. "Everyone's talking 'The Way You Make Me Feel,' 'Smooth Criminal,' and 'Speed Demon,' but those just aren't the hits." Steve Arrington's "Stone Love" (Manhattan) is hot after a second listen, says the PD, noting that Arrington's high-powered, horn-heavy style sounds especially effective this time around. Just opened by Quartarone was Barry White's "Sho You Would" (A&M). "It's the same Barry White—you could hear it with your ears closed, and it sounds good," says the PD. Brand new and burning up the request lines is Shebazz's "Takes Me Higher."

### ALBUM ROCK

"One of the hottest albums out right now" is Aerosmith's "Permanent Vacation" (Geffen), says Daniel Cook, PD of KRZQ "96 Rock" Reno, Nev. Cook is boiling over "Rag Doll," "St. John," and the Beantown Boys' cover of the Beatles' "I'm Down." Whitesnake's album continues strong with 96 Rock's audience. "Give Me All Of Your Love" (Geffen) is "a good up-pace rock'n'roll tune, which follows their ballad nicely," Cook says. Listeners have been "foaming at the mouth" to hear Pink Floyd's "A Momentary Lapse Of Reason" (Columbia) album, says Cook, who thinks the project will be worth the wait. The Cure's "Kiss Me, Kiss Me, Kiss Me" (Elektra) became an official add last week as it broke the Reno market with big sales. Cook's pick to click is Icehouse, especially the track "Crazy" (Chrysalis). "This may be the one that will really break this group," he says. Sounding full of potential to the PD's ears are the Northern Pikes, with "The Things I Do For Money" (Virgin).

### COUNTRY

Tim Closson, MD of WAXX Eau Claire, Wis., says his programming colleagues will be missing the boat if they don't jump on Pake McEntire's "Good God I Had It Good" (RCA). "This is the one that will take him over the top and put him in almost the same vein as his sister Reba," says Closson. "Overall, the song is just put together very well. It's in that strong country vein that should make it a real mass-appeal track. It's the first time in a long time a record has come out and grabbed me." Closson is also enthused about Moe Bandy's latest, "You Haven't Heard The Last Of Me" (MCA/Curb). "His last single went No. 1 here, and he's working with much better material on the album," says Closson. Steve Wariner's "Lynda" (MCA) is beginning to endear itself to WAXX's listeners as much as it has to Closson, and the station's strongest performer is, not suprisingly, Randy Travis' "I Won't Need You Anymore (Always And Forever)" (Warner Bros).

KIM FREEMAN

## newslines...

**JAMES MORELY** is appointed executive vice president of NewCity Communications, Bridgeport, Conn., and general manager of its WEZN-FM there. He has been with the company and the station since 1978. NewCity owns 15 stations and the American Comedy Network.

**SUNGROUP**, Nashville, appoints Bennett Scott Smith VP and legal counsel for the nine-station group. He had been a legal officer for Keymarket Communications. In addition, the SunGroup names Gary Downs general manager of KESY-AM-FM Omaha, Neb.

**RICHARD HINSHAW** is named general manager of WEZO/WNYR Rochester, N.Y. He had been GM at WAES/WROQ Charlotte, N.C.



A B I L L B O A R D S P O T L I G H T

# NEW AGE



ILLUSTRATION: MICHAEL RICARDO

## NEW AGE COMES OF AGE!

**M**ellow mood music of the 80's is charting new boundaries. Pop, jazz and classical musicians (on both the majors and indies) are bringing the New Age sound around the world. Inspired from nature, philosophy and religion, this important new genre is making strong and lasting inroads with both radio and retail. This exciting new sound, augmented by CD technology, is crossing over into new markets. Your ad in this issue will tell Billboard's worldwide readership about your New Age product — and your role in a growing trend. New Age is here to stay!

ISSUE DATE: OCTOBER 31

AD CLOSING: OCTOBER 6

For Ad Details Contact: New York Gene Smith, Associate Publisher (212) 764-7356 • Ken Karp (212) 764-7352 • Margaret Lo Cicero (212) 764-7736 • Karen O'Callaghan (212) 764-7446 • Los Angeles Christine Matuchek (213) 859-5344 • Michelle Gambardella (213) 859-5312 • Nashville John McCartney (615) 748-8145 • or any Billboard Sales Office



# THE NEW

# KISS®

# ALBUM!

THE **KISS** CATALOG IS NOW AVAILABLE ON C.D.!



**KISS**  
(February 1974)



**Hotter Than Hell**  
(October 1974)



**Dressed To Kill**  
(March 1975)



**Alive**  
(September 1975)



**Destroyer**  
(March 1976)



**Rock & Roll Over**  
(November 1976)



**Love Gun**  
(June 1977)



**Alive II**  
(October 1977)



**Double Platinum**  
(April 1978)



**Dynasty**  
(May 1979)



**Unmasked**  
(May 1980)



**Creatures of the Night**  
(October 1982)



**Animalize**  
(September 1983)



**Lick It Up**  
(September 1984)



**Asylum**  
(September 1985)





**CRAZY NIGHTS**  
**KISS**

**CRAZY NIGHTS**  
**KISS**

**KISS**  
**CRAZY NIGHTS**

**CRAZY NIGHTS**  
**KISS**

**PRODUCED AND ENGINEERED BY:  
RON NEVISON**



On Mercury Compact Discs, Chrome Cassettes and Records.

Manufactured and Marketed by  
**PolyGram Records**



## FEATURED PROGRAMMING

TO HELP YOU remember some of those new names and faces at the National Association of Broadcasters convention, here's a round-up of a few key network and syndicator spots that have recently been shuffled. **Steve Jenkins** was recently promoted to VP/director of affiliate relations for **Westwood One**. Jenkins had been WWI's director of station sales. He will continue to operate out of Culver City, Calif., reporting to Westwood One's VP/GM, **Thom Ferro** . . . **John J. Martin**, **CBS Radio Network's** midwest sales manager since 1985, was recently appointed VP of affiliate relations at the network. Along with his other duties, Martin will be closely involved with CBS's latest "Hot Off The Press" service. The new service will be sending affiliates new albums, via satellite, on their release dates.

Radio veteran and "Reelin' In The Years" host **George Taylor Morris** has been promoted to the newly created position of VP/programming at the **Global Satellite Network**. Morris, who will continue as "Reelin's" host, will also be responsible for creating new programming and refining existing Global shows . . . Former **NBC Radio Network** corporate media relations administrator **Cathy Lehrfeld** has been appointed manager of corporate media relations at the network. In her new position, she will be responsible for long-term media relations planning for eight NBC Television divisions and for the NBC Radio Division . . . And **Lance Webster** has been chosen as the **Broadcast Promotion & Marketing Executive's** first executive director. The BPME is the 1,700-member international trade organization for advertising, publicity, promotion, and marketing executives in the communications fields.

## STARSTREAM Communications

## PROMOTIONS

### BALE-OUT

What began as a small bet for 25 bales of hay has turned into a \$275,000 "bale-out" for the drought-stricken farmers of northwestern Wisconsin. In early July, **WMIL Milwaukee** morning men **Neal Dionne** and **Reese Rickards** made a bet with a listener: If Dionne stopped playing his Milwaukee Brewers song parody before every game and the team continued to lose, the listener would send 25 bales of hay to stricken farmers. But if he stopped and the Brewers won, Dionne had to send the hay. Dionne stopped, and the Brewers won.

But Dionne and Rickards knew 25 bales of hay were just a drop in the bucket to the farmers. So the radio men decided to see if they could raise \$100,000—or its equivalent in hay.

To raise the money, Dionne pitched a tent on the roof of a stra-



"The Plain Rap Countdown" has two listeners to go as it takes the wraps off the first of three qualifiers for its Instant Dream Vacation to Maui, Hawaii. "The Plain Rap Countdown" is a nationally syndicated, locally hosted program created by the Premier Radio Network. From left are Steve Harper, host for the show for WBLI Long Island, N.Y.; contest winner Joanne Romano; and Premier's Roger Schnurr.

**Group** of Houston, Texas, which went public three weeks ago, is making the rounds with its first year-round, weekly, long-form music program. "Super Mix Dance Party" is the result of Starstream's faith in **Marco Spoon's** "Chicago Saturday Night Dance Party." Although it recently moved to **WGCI Chicago**, Spoon's immensely popular show ran for five years on **WBMX Chicago**.

According to Starstream VP of broadcast services **Gene Tognacci**, "We saw it as a unique program just waiting to go national." Starstream has been working on the urban contemporary idea for the past 18 months. "Super Mix" will bow the weekend of November 7-8 on a barter basis, and Starstream is in the process of lining up sponsors. Delivery will be on disk. According to Tognacci, the company is placing a considerable emphasis on promotions and point-of-sale marketing campaigns for the program.

The show will certainly reflect its Chicago dance and "house" roots, but not to the exclusion of other hot tracks. With 52 minutes

of music in each hour, "Super Mix" is being programmed with a constant flow of music right up to the stop sets, with both Spoon and the featured interviews laid in over rhythm beds.

Starstream started out seven years ago with the "Big Music America Contest," a talent search/contest that has evolved into "Seagram's Coolers Talent Search," its current incarnation. The series boasts **Bon Jovi**, **Twisted Sister**, and the **Jon Butcher Axis** as alumni. Starstream also offers "Search's" urban twin, "The Budweiser Showdown."

**PROMEDIA**, New York, recently completed a radio promotion package for **Care\*Free Sugarless Gum**. The promo, "Care\*Free Goes To Hollywood," is a "name that tune" contest featuring 25 hit movie themes. Stations receive the music clues to each theme, a 30-second music bed, and relevant trivia about the film. **PETER J. LUDWIG**

Below is a weekly calendar of upcoming network and syndicated

music specials. Shows with multiple dates indicate that local stations have option of broadcast time and dates.

Sept. 18-19, **Outfield**, On The Radio, On The Radio Broadcasting, one hour.

Sept. 18-20, **Mickey Gilley**, Country Today, MJI Broadcasting, one hour.

Sept. 18-20, **Isley Brothers**, Motor City Beat, United Stations, three hours.

Sept. 18-20, **Huey Lewis & the News**, Superstars Rock Concert Series, Westwood One, 90 minutes.

Sept. 18-20, **Donnington Special**, Metalshop, MJI Broadcasting, one hour.

Sept. 18-20, **Steve Winwood**, Hot Rocks, United Stations, 90 minutes.

Sept. 18-20, **Paul Simon/Ronnie Spector**, Cruisin' America, CBS RadioRadio, three hours.

Sept. 18-20, **Outfield/Chrissie Hynde**, Rock Chronicles, Westwood One, one hour.

Sept. 19-20, **L.L. Cool J/Mini Curry/Sherrick**, RadioScope, Lee Bailey Broadcasting, one hour.

Sept. 19-20, **T. Graham Brown/Sweethearts Of The Rodeo**, Country Close-Up, ProMedia, one hour.

Sept. 19-20, **Billy Idol/Public Image Ltd.**, Rock Trends, MCA Radio Network, two hours.

Sept. 20, **Crowded House/Bananarama**, Hitline U.S.A., James Paul Brown Entertainment, one hour.

Sept. 20, **Jethro Tull/John Cougar Mellencamp**, Powercuts, Global Satellite/ABC Radio Network, two hours.

Sept. 20-26, **Deacon Blue**, Rock Over London, Radio International, one hour.

Sept. 21, **John Waite**, Line One, Westwood One, one hour.

Sept. 21, **Roger Waters**, Rockline, Global Satellite/ABC Radio Networks, 90 minutes.

Sept. 21-27, **Dave Clark**, Classic Cuts, MJI Broadcasting, one hour.

Sept. 21-27, **Steve Winwood**, Off The Record With Mary Turner, Westwood One, one hour.

Sept. 21-27, **Jerry Garcia**, Rock Today, MJI Broadcasting, one hour.

Sept. 21-27, **Desert Rose Band**, Live From Gilley's, Mutual Broadcasting, one hour.

Sept. 21-27, **Luther Vandross**, Special Edition, Westwood One, one hour.

Sept. 21-27, **Glen Campbell**, Country Music's Top 10, James Paul Brown Entertainment, one hour.

Sept. 21-27, **Allman Brothers Band**, In Concert BBC Classic, Westwood One, 90 minutes.

Sept. 21-27, **Genesis, Part 1**, Star Trak Profiles, Westwood One, one hour.

## YesterHits®

Hits From Billboard 10 and 20 Years Ago This Week

### POP SINGLES—10 Years Ago

1. **Star Wars Title Theme**, Meco, MILLENNIUM
2. **Keep It Comin' Love**, K.C. & the Sunshine Band, TK
3. **Don't Stop**, Fleetwood Mac, WARNER BROS.
4. **Best Of My Love**, Emotions, COLUMBIA
5. **Strawberry Letter 23**, Brothers Johnson, A&M
6. **Nobody Does It Better**, Carly Simon, ELEKTRA
7. **Telephone Line**, Electric Light Orchestra, UNITED ARTISTS
8. **That's Rock 'N' Roll**, Shaun Cassidy, WARNER/CORB
9. **Cold As Ice**, Foreigner, ATLANTIC
10. **I Just Want To Be Your Everything**, Andy Gibb, RSO

### POP SINGLES—20 Years Ago

1. **The Letter**, Box Tops, MALO
2. **Ode To Billie Joe**, Bobbie Gentry, CAPITOL
3. **Come Back When You Grow Up**, Bobby Vee & the Strangers, LIBERTY
4. **Reflections**, Diana Ross & the Supremes, MOTOWN
5. **Never My Love**, Association, WARNER BROS.
6. **Apples, Peaches, Pumpkin Pie**, Jay & the Techniques, SMASH
7. **(Your Love Keeps Lifting Me) Higher And Higher**, Jackie Wilson, BRUNSWICK
8. **You're My Everything**, Temptations, GORDY
9. **I Dig Rock And Roll Music**, Peter, Paul & Mary, WARNER BROS.
10. **Funky Broadway**, Wilson Pickett, ATLANTIC

### TOP ALBUMS—10 Years Ago

1. **Rumours**, Fleetwood Mac, WARNER BROS.
2. **Simple Dreams**, Linda Ronstadt, ASYLUM
3. **Moody Blue**, Elvis Presley, RCA
4. **Shaun Cassidy**, WARNER/CORB
5. **Star Wars Soundtrack**, 20TH CENTURY
6. **JT**, James Taylor, COLUMBIA
7. **Foreigner**, ATLANTIC
8. **Going For The One**, Yes, ATLANTIC
9. **Anytime . . . Anywhere**, Rita Coolidge A&M
10. **Floater**, ABC

### TOP ALBUMS—20 Years Ago

1. **Sgt. Pepper's Lonely Hearts Club Band**, Beatles, CAPITOL
2. **The Doors**, ELEKTRA
3. **Flowers**, Rolling Stones, LONDON
4. **Headquarters**, Monkees, COLGEMS
5. **Groovin'**, Young Rascals, ATLANTIC
6. **Surrealistic Pillow**, Jefferson Airplane, RCA VICTOR
7. **Aretha Arrives**, Aretha Franklin, ATLANTIC
8. **With A Lot O' Soul**, Temptations, GORDY
9. **Ode To Billie Joe**, Bobbie Gentry, CAPITOL
10. **Release Me**, Engelbert Humperdinck, PARROT

### COUNTRY SINGLES—10 Years Ago

1. **Daytime Friends**, Kenny Rogers, UNITED ARTISTS
2. **Heaven's Just A Sin Away**, Kendalls, OVATION
3. **Y'All Come Back Saloon**, Oak Ridge Boys, ABC/DOT
4. **I Got The Hoss**, Mel Tillis, MCA
5. **East Bound And Down (I'm Just A Redneck In A Rock And Roll Bar)**, Jerry Reed, RCA
6. **Don't It Make Me Brown Eyes Blue**, Crystal Gayle, UNITED ARTISTS
7. **Why Can't He Be You**, Loretta Lynn, MCA
8. **I've Already Loved You In My Mind**, Conway Twitty, MCA
9. **We Can't Go On Living Like This**, Eddie Rabbitt, ELEKTRA
10. **I'm Just a Country Boy**, Don Williams, ABC/DOT

### SOUL SINGLES—10 Years Ago

1. **It's Ecstasy When You Lay Down Next To Me**, Barry White, 20th CENTURY
2. **Keep It Comin' Love**, K.C. & the Sunshine Band, TK
3. **Float On**, Floaters, ABC
4. **The Greatest Love Of All**, George Benson, ARISTA
5. **Brick House**, Commodores, MOTOWN
6. **Dusic**, Brick, MALACO
7. **Boogie Nights**, Heatwave, EPIC
8. **Do Ya Wanna Get Funky With Me**, Peter Brown, DRIVE
9. **I Feel Love**, Donna Summer, CASABLANCA
10. **Strawberry Letter 23**, Brothers Johnson, A&M

tegically located K mart and vowed to live there until the money was raised—and until enough truckers and listeners volunteered to load the hay and drive it to the farmers.

Dionne continued doing the morning show as a live remote, and he gave listeners hourly updates for 12 days of record-breaking heat and severe storms. By the time he came down from the roof, the station had collected \$146,000 and a list of 110 volunteer drivers.

The next step was transporting the hay to the drought area. As "caravan day" approached, donations continued pouring in. With the help of **Nellie's Farm Fund**, headed by former Milwaukee Bucks coach **Don Nelson**, more hay was purchased with the additional donations. Volunteers from all over the state's southeastern area helped with the loading.

On "caravan day," 140 vehicles loaded with about 60,000 bales of hay made the 350-mile trip to the

drought area in five separate caravans, each a mile long. The state police escorted them. The volunteers unloaded the hay at the individual farms and thus were able to spend time talking to the farmers.

Since that day, **WMIL** says, contributions have continued pouring in. By the end of August, they had exceeded \$275,000.

### CITY-LOCK

**KSDO-AM San Diego** president and GM **Christopher Conway** recently asked the musical question, "Why doesn't San Diego have its own song?" Conway's reasoning: Since New York, San Francisco, and even Galveston, Texas, all have musical tributes, San Diego should, too. The idea isn't exactly new, but **KSDO** is doing something about it: The station has launched a Perfect San Diego song contest.

**KSDO** commissioned a musical score from **David Schields** and **A&G Productions**, a local production com-

pany. Jointly produced by **A&G** and the station, the four-minute score was aired repeatedly throughout August on **KSDO**. Listeners were asked to record it and try writing their own Perfect San Diego song lyrics. Recorded cassettes of the fully produced music bed were available from the station.

Three finalists will be selected from the entries. The winner will receive a new car with **KSDO's** 1340 AM address in cash in the glove compartment. The winning entry will be chosen by a panel consisting of the president of the San Diego Chamber of Commerce; The San Diego Union's pop music critic; and **KSDO** VP/operations **Jack Merker**, a former winner on television's "Name That Tune."

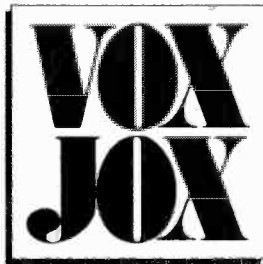
All royalties from the song will be donated to San Diego's Committee of 100, which is dedicated to the preservation of the city's Balboa Park and its Spanish colonial architecture. **PETER J. LUDWIG**



## O'Connor Takes Jazz Expertise To WNUA; KUTE Los Angeles Could Go Soft Rock

**BOB O'CONNOR** is the new PD at WNUA Chicago, Pyramid's soft rock/jazz/new age outlet, which will continue to be consulted by **Lee Abrams**, **Frankie Crocker**, and Pyramid group PD **Sunny Joe White**. O'Connor was most recently the PD at KIFM San Diego, where "Lites Out San Diego" has been a successful jazz program for several years. O'Connor will continue consulting **KKSF** San Francisco and **KADX** Denver.

Add Transtar-supplied soft rock to the list of possible formats that **KUTE** Los Angeles will move to next.



**WSSX** Charleston, S.C., PD **Don Josephs** is out one member of his morning team as **Bill Marshall** reunites with **Joey Reynolds** to co-chair the morning show at **WSHE** Miami. Reynolds and Marshall once worked together at **WFIL** Philadelphia. Parties interested in the **WSSX** gig should contact Josephs pronto... **WDTX** Detroit acting assistant PD **Mike Bradley** is on the loose... So is **Scott Pare**, the former programmer at **WCCM/WCGY** Lawrence, Mass. After three years with the full-service AC/classic rock combo, Pare is looking to relocate and can be reached at 617-686-0676... **KMAI** "I-94" Honolulu PD **Mike Schaefer** will be coming to the UCLA campus in Los Angeles to teach a six-week course on the biz.

Don't miss **Bob Catania's** comments in "One To One" this week (see page 24). Speaking of Island events, here's hoping we'll see you at the Friday (18) Bourgeois Tagg party at Bill Graham's house in San Francisco. Should be a good gathering of northern California PDs.

**NEW YORK NEWS:** **Steve Ellis** is upped to assistant PD at **WQHT** "Hot 103", here, and he'll continue MD duties for the crossover outlet... **Pat St. John** was let go last week after almost 15 years with **WPLJ** "Power 95." **Fast Jimi Roberts** will move into afternoons, while newcomer **Hollywood Henderson** takes Roberts' former evening shift. "This is basically part of a turn-up-the-heat campaign for the fall," says Power 95 PD **Larry Berger**. As New Yorkers know, "Power 95" has supplanted "WPLJ" in all but hourly IDs, and a new jingle set refers to the Cap Cities/ABC outlet as "all new, all hit."

"It feels a little strange," says St. John of his break with the station. "But, surprisingly, I feel good about it." The veteran says his tenure with Power 95 worked against him to a degree because Berger feels his name was too strongly associated with WPLJ in its album rock days. St. John remains on contract through the end of the year and then hopes to return to the Gotham airwaves. If you want to reach him, ring the Vox Jox line at 212-764-7519.

**KEYX** "Key 100.3" has a treat in store for Phoenix, Ariz., listeners with a new free-form format wherein each jock is his own programmer. In going back to the progressive FM days of yore, Key 100.3's mix is expected to encompass rock, r&b, jazz, reggae, and other stuff. The station's longtime PDs, **Jeff Parets** and **John Dixon**, will be joined by air personalities **Larry Hayes**, **Jon Rosen**, and **Mark Hamilton** to make up most of Key 100.3's day. The lineup runs as follows: Hamilton in mornings, Hayes in middays, Parets in afternoons, Rosen in evenings, and Dixon in overnights.

Pittsburgh has a new zoo in town, thanks to **WWSW** "3WS" putting a new crew of animals on the air in the morning. Leading the pack are **Gary Dickson**, formerly of **WZZU** Raleigh, N.C., and An-

drea Lively, formerly of **KHYI** "Y-95" Dallas.

**MICHAEL HUGHES** leaves NBC/the Source to program Voyager Communications' rocker **WRDU-FM** Raleigh. Hughes had been manager of program administration at the Source for roughly a year; his last local rock PD job was at **WIOT** Toledo, Ohio... **Steven B. Williams** is the new morning man at CBS rocker **KRQR** San Francisco. Most recently, he was chairing the same shift in Denver at both **KBPI** and **KPKE**.



by Kim Freeman

**Rob Tonkin** leaves his promotion director post at rocker **XTRA-FM** "91X" San Diego to assume national promotion director duties for the Marketing Entertainment Group of America, based in New York... **Kathy Cunningham** is upped to PD/operations director at **WNYG** Babylon, N.Y., the little station that gets big listenership by playing host to New York's pirate radio operators every Wednesday (Billboard, Sept. 12).

**BOB McNEILL** is the new PD at Washington, D.C.'s, sole country outpost, **WMZQ-AM-FM**. McNeill replaces **Gary Balaban**, who resigned in August. He was most recently with Edens Broadcasting, where he programmed **WRVA** Richmond, Va., and the company's AC stations in Phoenix.

**Jeff Cohen** joins **Bill Gable** and the Class Morning Crew at **WOCL-FM** Orlando, Fla., a full-service AC... **Mike Morgan** is upped to program director of **WXUS** Lafayette, Ind. He'll continue performing his on-air and sports director duties for the AC station... **J.B. Louis** joins urban outpost **WBLX** Mobile, Ala., as morning man. He arrives from **WHEN** Syracuse, N.Y.... **Ted Morro** leaves Transtar's Format 41 to assume local morning duties at AC station **WRRM** "Warm-FM" Cincinnati.

**TOMMY ALLEN** gets upped to operations manager at Federated Media stations **WQHK/WMEE** Fort Wayne, Ind. He had been PD for the country and top 40 combo... **Linda "Energy"** joins hit outlet **KBTS** "B-93" Austin, Texas, as 7 p.m.-midnight person. She is a veteran of **KHYI** and **KEGL** Dallas and started at **WHYI** "Y-100" Miami, where she was one of the youngest major-market personalities in the business.

**Cindy Bailen** goes back to Boston as a weekend talent on classic hits outlet **WZLX**. Prior to spending two years as MD at album rocker **KZEW** Dallas, Bailen spent five years at **WCOZ-FM** Boston, mostly as midday talent... **Bill Jackson** arrives at **KKCW-FM** Beaverton, Ore., as evening personality. He's fresh from **KKLI** Portland, where he was an on-air PD for two years.

Brand-new AmCom General station **WMIY** "My 102.5" Greenville/Spartanburg/Anderson, S.C., may be setting a record for highest number of songs in a row. While it fine-tunes its full-service format, the station is in the midst of a 102-day music marathon that is expected to run through 41,025 songs without interruption.

**KBLX BERKELEY, CALIF.**, appoints **Allen Wolfe** news director. He's a Bay-area native and has been working for the quiet storm outlet since 1983 as a reporter and on-air announcer.

## ALBUM ROCK TRACKS™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL	Compiled from national album rock radio airplay reports.	TITLE
				★★ NO. 1 ★★		
1	1	1	6	<b>JOHN COUGAR MELLENCAMP</b> MERCURY		<b>PAPER IN FIRE</b> 5 weeks at No. One
2	2	2	4	<b>THE CARS</b> ELEKTRA		<b>YOU ARE THE GIRL</b>
3	3	5	3	<b>PINK FLOYD</b> COLUMBIA		<b>LEARNING TO FLY</b>
4	4	4	4	<b>AEROSMITH</b> GEFFEN		<b>DUDE (LOOKS LIKE A LADY)</b>
5	5	3	9	<b>GRATEFUL DEAD</b> ARISTA		<b>HELL IN A BUCKET</b>
6	6	11	3	<b>RUSH</b> MERCURY		<b>FORCE 10</b>
7	13	—	2	<b>MICK JAGGER</b> COLUMBIA		<b>LET'S WORK</b>
8	7	9	6	<b>DEF LEPPARD</b> MERCURY		<b>ANIMAL</b>
9	8	15	6	<b>INSIDERS</b> EPIC		<b>GHOST ON THE BEACH</b>
10	11	26	3	<b>R.E.M.</b> I.R.S.		<b>THE ONE I LOVE</b>
11	10	7	7	<b>RICHARD MARX</b> EMI-MANHATTAN		<b>SHOULD'VE KNOWN BETTER</b>
12	9	8	5	<b>LOVERBOY</b> COLUMBIA		<b>NOTORIOUS</b>
13	12	13	21	<b>U2</b> ISLAND		<b>WHERE THE STREETS HAVE NO NAME</b>
14	14	22	5	<b>FLEETWOOD MAC</b> WARNER BROS.		<b>LITTLE LIES</b>
15	16	18	7	<b>DAVID BOWIE</b> EMI-MANHATTAN		<b>NEVER LET ME DOWN</b>
16	17	29	4	<b>WHITESNAKE</b> GEFFEN		<b>IS THIS LOVE</b>
17	21	32	5	<b>HOOTERS</b> COLUMBIA		<b>SATELLITE</b>
18	15	10	7	<b>BRYAN ADAMS</b> A&M		<b>VICTIM OF LOVE</b>
19	19	28	4	<b>MELVIN JAMES</b> MCA		<b>WHY WON'T YOU STAY</b>
20	27	35	4	<b>SAMMY HAGAR</b> GEFFEN		<b>RETURNING HOME</b>
21	29	—	2	<b>THE CARS</b> ELEKTRA		<b>STRAP ME IN</b>
22	22	24	6	<b>THE FABULOUS THUNDERBIRDS</b> CBS ASSOCIATED		<b>HOW DO YOU SPELL LOVE</b>
23	26	30	5	<b>GLEN BURTNICK</b> A&M		<b>FOLLOW YOU</b>
24	31	45	3	<b>J. MELLENCAMP</b> MERCURY		<b>HARD TIMES FOR AN HONEST MAN</b>
25	18	6	12	<b>GRATEFUL DEAD</b> ARISTA		<b>TOUCH OF GREY</b>
26	20	19	7	<b>PAUL KELLY &amp; THE MESSENGERS</b> A&M		<b>DARLING IT HURTS</b>
27	28	33	5	<b>MR. MISTER</b> RCA		<b>SOMETHING REAL (INSIDE ME, INSIDE YOU)</b>
28	32	39	3	<b>BILLY IDOL</b> CHRYSALIS		<b>MONY MONY</b>
29	25	23	8	<b>THE SILENCERS</b> RCA		<b>PAINTED MOON</b>
				★★★ POWER TRACK ★★★		
30	41	—	2	<b>AEROSMITH</b> GEFFEN		<b>RAG DOLL</b>
31	24	14	17	<b>WHITESNAKE</b> GEFFEN		<b>HERE I GO AGAIN</b>
32	23	12	12	<b>GREAT WHITE</b> CAPITOL		<b>ROCK ME</b>
				★★★ FLASHMAKER ★★★		
33	NEW ▶	1	1	<b>TIMOTHY B. SCHMIT</b> MCA		<b>BOYS NIGHT OUT</b>
34	34	43	3	<b>SQUEEZE</b> A&M		<b>HOURLASS</b>
35	33	25	16	<b>HEART</b> CAPITOL		<b>WHO WILL YOU RUN TO</b>
36	NEW ▶	1	1	<b>RUSH</b> MERCURY		<b>TIME STAND STILL</b>
37	46	—	2	<b>LOS LOBOS</b> SLASH		<b>COME ON, LET'S GO</b>
38	40	49	3	<b>JOHN COUGAR MELLENCAMP</b> MERCURY		<b>CHERRY BOMB</b>
39	35	37	8	<b>EUROPE</b> EPIC		<b>CARRIE</b>
40	NEW ▶	1	1	<b>THE OUTFIELD</b> COLUMBIA		<b>BANGIN' ON MY HEART</b>
41	43	47	4	<b>PETE BARDENS</b> CAPITOL		<b>IN DREAMS</b>
42	NEW ▶	1	1	<b>KISS</b> MERCURY		<b>CRAZY CRAZY NIGHTS</b>
43	49	—	2	<b>DEF LEPPARD</b> MERCURY		<b>HYSTERIA</b>
44	39	46	3	<b>THE CULT</b> BEGGAR'S BANQUET/SIRE		<b>WILD FLOWER</b>
45	36	17	11	<b>JON ASTLEY</b> ATLANTIC		<b>JANE'S GETTING SERIOUS</b>
46	50	50	4	<b>GRATEFUL DEAD</b> ARISTA		<b>WHEN PUSH COMES TO SHOVE</b>
47	38	31	7	<b>THE BEAT FARMERS</b> MCA		<b>DARK LIGHT</b>
48	30	20	10	<b>ROGER WATERS</b> COLUMBIA		<b>SUNSET STRIP</b>
49	NEW ▶	1	1	<b>THE BRANDOS</b> RELATIVITY		<b>GETTYSBURG</b>
50	NEW ▶	1	1	<b>CUTTING CREW</b> VIRGIN		<b>I'VE BEEN IN LOVE BEFORE</b>

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

## AC Chart And Panel Expand

NEW YORK Billboard's Hot Adult Contemporary chart expands to 50 positions, and the size of the panel reporting to the airplay-only chart increases to 97 stations. The move is effective this week and reflects Billboard's ongoing effort to better serve the adult contemporary radio format.

New to the chart are the Power Pick and Hot Shot Debut features. The former signifies records with the largest point gain below the No. 20 position on the chart each week. The latter reflects the highest entry on each week's chart. Both singles and album tracks are now eligible to enter the Hot Adult Contemporary chart.

The following is the complete list of stations reporting to Billboard's Hot Adult Contemporary chart. As-

terisks indicate new reporters:

### PLATINUM

**KOST-FM** Los Angeles, N.Y.  
**WGN-AM** Chicago, Ill.  
**WNSR-FM** New York, N.Y.

### GOLD

**KVIL-FM** Dallas, Texas  
**WCCO-AM** Minneapolis, Minn.  
**WLS-AM** Chicago, Ill.\*  
**WMJI-FM** Cleveland, Ohio  
**WNIC-FM** Detroit, Mich.  
**WPIX-FM** New York, N.Y.  
**WSNI-FM** Philadelphia, Pa.

### SILVER

**KFMB-FM** San Diego, Calif.  
**KFMB-AM** San Diego, Calif.  
**KIOI-FM** San Francisco, Calif.  
**KKHT-FM** Houston, Texas  
**KLTR-FM** Houston, Texas

**KMGC-FM** Dallas, Texas  
**KMJI-FM** Denver, Colo.  
**KOAG-FM** Denver, Colo.  
**KSL-AM** Salt Lake City, Utah  
**KSTP-FM** Minneapolis, Minn.  
**WALK-FM** Long Island, N.Y.  
**WENS-FM** Indianapolis, Ind.  
**WGY-AM** Albany-Schenectady, N.Y.  
**WHAS-AM** Louisville, Ky.  
**WHTX-FM** Pittsburgh, Pa.  
**WKRC-AM** Cincinnati, Ohio  
**WLTF-FM** Cleveland, Ohio  
**WLTT-FM** Washington, D.C.  
**WLVE-FM** Miami, Fla.  
**WOMC-FM** Detroit, Mich.  
**WRAL-FM** Raleigh, N.C.  
**WSB-FM** Atlanta, Ga.  
**WTVN-AM** Columbus, Ohio  
**WVBF-FM** Boston, Mass.

### BRONZE

**KEYI-FM** Austin, Texas  
**KEZR-FM** San Jose, Calif.  
**KHOW-AM** Denver, Colo.  
**KHYL-FM** Sacramento, Calif.  
**KIFM-FM** San Diego, Calif.  
**KIMN-AM** Denver, Colo.\*  
**KJR-AM** Seattle, Wash.  
**KKLT-FM** Phoenix, Ariz.  
**KLFI-FM** Kansas City, Mo.\*  
**KLTE-FM** Oklahoma City, Okla.  
**KOY-AM** Phoenix, Ariz.  
**KRAV-FM** Tulsa, Okla.  
**KRLB-FM** Lubbock, Texas  
**KWFM-FM** Tucson, Ariz.  
**KYKY-FM** St. Louis, Mo.  
**KZBS-FM** Oklahoma City, Okla.  
**WEZC-FM** Charlotte, N.C.  
**WHBC-AM** Canton, Ohio  
**WHNN-FM** Saginaw, Mich.  
**WHVE-FM** Sarasota, Fla.  
**WIVY-FM** Jacksonville, Fla.  
**WIZD-FM** Mobile, Ala.  
**WLAC-FM** Nashville, Tenn.  
**WLEV-FM** Allentown-Bethlehem, Pa.\*  
**WLHT-FM** Grand Rapids, Mich.  
**WLLT-FM** Cincinnati, Ohio  
**WLTS-FM** New Orleans, La.  
**WMJJ-FM** Birmingham, Ala.  
**WMYU-FM** Knoxville, Tenn.  
**WMYX-FM** Milwaukee, Wis.  
**WNLT-FM** Tampa, Fla.\*  
**WRKA-FM** Louisville, Ky.  
**WRRM-FM** Cincinnati, Ohio  
**WRVA-AM** Richmond, Va.  
**WRVR-FM** Memphis, Tenn.  
**WSBA-FM** York, Pa.\*  
**WSNY-FM** Columbus, Ohio  
**WTFM-FM** Kingsport, Tenn.  
**WTPI-FM** Indianapolis, Ind.  
**WUSA-FM** Tampa, Fla.  
**WWDE-FM** Norfolk, Va.  
**WWWM-FM** Toledo, Ohio  
**WYYY-FM** Syracuse, N.Y.

### SECONDARY

**KBOI-AM** Boise, Idaho  
**KELT-FM** McAllen-Brownsville, Texas\*  
**KMGQ-FM** Santa Barbara, Calif.\*  
**KTWO-AM** Casper, Wyo.  
**KTYL-FM** Tyler, Texas  
**KVUU-FM** Colorado Springs, Colo.  
**KWAV-FM** Monterey, Calif.  
**KZII-FM** Lubbock, Texas  
**WAEB-AM** Allentown, Pa.  
**WAEV-FM** Savannah, Ga.\*  
**WBGM-FM** Tallahassee, Fla.\*  
**WFMK-FM** Lansing, Mich.  
**WIBA-AM** Madison, Wis.  
**WJBC-AM** Bloomington, Ill.  
**WKYE-FM** Johnstown, Penn.\*  
**WMGB-FM** Lexington, Ky.  
**WQHQ-FM** Ocean City, Md.\*  
**WTRX-FM** Flint, Mich.\*  
**WWMJ-FM** Bangor, Maine  
**WXTC-FM** Charleston, S.C.\*

FOR WEEK ENDING SEPTEMBER 19, 1987

Billboard

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

## HOT CROSSOVER 30™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL	TITLE
1	1	4	8	LISA LISA & CULT JAM COLUMBIA	★★ NO. 1 ★★ LOST IN EMOTION 2 weeks at No. One
2	4	6	7	WHITNEY HOUSTON ARISTA	DIDN'T WE ALMOST HAVE IT ALL
3	2	2	7	MICHAEL JACKSON EPIC	I JUST CAN'T STOP LOVING YOU
4	6	7	8	FAT BOYS & THE BEACH BOYS TIN PAN APPLE	WIPE OUT
5	5	5	8	L.L. COOL J DEF JAM	I NEED LOVE
6	3	3	8	LOS LOBOS WARNER BROS.	LA BAMBA
7	10	13	5	PRINCE PAISLEY PARK	U GOT THE LOOK
8	11	12	4	EXPOSE ARISTA	LET ME BE THE ONE
9	7	1	10	MADONNA SIRE	WHO'S THAT GIRL
10	8	9	9	JELLYBEAN CHRYSALIS	WHO FOUND WHO
11	12	10	7	LEVERT ATLANTIC	CASANOVA
12	16	18	5	BANANARAMA LONDON	I HEARD A RUMOUR
13	14	17	4	NOEL 4TH & B'WAY	SILENT MORNING
14	18	—	2	MADONNA SIRE	CAUSING A COMMOTION
15	9	8	13	WILL TO POWER EPIC	DREAMIN'
16	15	16	8	ABC MERCURY	WHEN SMOKEY SINGS
17	17	15	6	HERB ALPERT A&M	MAKING LOVE IN THE RAIN
18	13	11	7	FORCE M.D.'S TOMMY BOY	LOVE IS A HOUSE
19	28	—	2	ANITA BAKER ELEKTRA	NO ONE IN THE WORLD
20	20	25	9	NATALIE COLE EMI-MANHATTAN	JUMP START
21	NEW ▶	—	1	MICHAEL JACKSON EPIC	BAD
22	23	—	2	PRETTY POISON VIRGIN	CATCH ME I'M FALLING
23	30	—	2	JODY WATLEY MCA	DON'T YOU WANT ME
24	19	21	4	PEPSI & SHIRLIE POLYDOR	HEARTACHE
25	29	30	3	SWING OUT SISTER MERCURY	BREAKOUT
26	21	14	16	GEORGE MICHAEL COLUMBIA	I WANT YOUR SEX
27	25	23	13	ALEXANDER O'NEAL TABU	FAKE
28	27	19	9	SMOKEY ROBINSON MOTOWN	ONE HEARTBEAT
29	24	26	5	T'PAU VIRGIN	HEART AND SOUL
30	22	22	18	DEBBIE GIBSON ATLANTIC	ONLY IN MY DREAMS

FOR WEEK ENDING SEPTEMBER 19, 1987

Billboard

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

## HOT ADULT CONTEMPORARY™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	2	3	8	★★ NO. 1 ★★ DIDN'T WE ALMOST HAVE IT ALL ARISTA 1-9616	WHITNEY HOUSTON 1 week at No. One
2	1	1	7	I JUST CAN'T STOP LOVING YOU EPIC 34-07253/E.P.A.	MICHAEL JACKSON
3	3	2	9	ONE HEARTBEAT MOTOWN 1897	◆ SMOKEY ROBINSON
4	5	6	9	DOING IT ALL FOR MY BABY CHRYSALIS 43143	◆ HUEY LEWIS & THE NEWS
5	4	5	8	LA BAMBA SLASH 7-28336/WARNER BROS.	◆ LOS LOBOS
6	7	10	9	LONELY IN LOVE FULL MOON/EPIC 34-07275/E.P.A.	◆ DAN FOGELBERG
7	6	4	12	LOVE POWER ARISTA 1-9567	DIONNE WARWICK & JEFFREY OSBORNE
8	9	12	6	WHEN SMOKEY SINGS MERCURY 888 604-7/POLYGRAM	◆ ABC
9	12	14	9	NO ONE IN THE WORLD ELEKTRA 7-69456	◆ ANITA BAKER
10	8	7	10	WHO'S THAT GIRL SIRE 7-28341/WARNER BROS.	◆ MADONNA
11	13	17	5	THE STUFF THAT DREAMS ARE MADE OF ARISTA 1-9619	◆ CARLY SIMON
12	10	8	13	MARY'S PRAYER VIRGIN 7-99465	◆ DANNY WILSON
13	11	9	15	BACK IN THE HIGHLIFE AGAIN ISLAND 7-28472/WARNER BROS.	◆ STEVE WINWOOD
14	20	29	3	LITTLE LIES WARNER BROS. 7-28291	◆ FLEETWOOD MAC
15	17	19	5	WHY DOES IT HAVE TO BE RCA 5132	◆ RESTLESS HEART
16	21	30	3	DON'T MAKE ME WAIT FOR LOVE ARISTA 1-9625	◆ KENNY G.
17	18	18	5	HAPPY TOGETHER OPEN AIR 0024/A&M	THE NYLONS
18	15	15	22	CAN'T WE TRY COLUMBIA 38-07050	◆ DAN HILL (DUET WITH VONDA SHEPARD)
19	14	13	17	ALONE CAPITOL 44002	◆ HEART
20	25	34	3	I'VE BEEN IN LOVE BEFORE VIRGIN 7-99425	◆ CUTTING CREW
21	16	16	9	I STILL HAVEN'T FOUND WHAT I'M LOOKING FOR ISLAND 7-99430/ATLANTIC	◆ U2
22	23	31	4	★★★ POWER PICK ★★★ TOUCH OF GREY ARISTA 1-9606	◆ GRATEFUL DEAD
23	24	28	6	IN MY DREAMS EPIC 34-07255/E.P.A.	◆ REO SPEEDWAGON
24	19	11	13	LUKA A&M 2937	◆ SUZANNE VEGA
25	22	21	6	MAKING LOVE IN THE RAIN A&M 2949	HERB ALPERT
26	38	—	2	BREAKOUT MERCURY 888 016-7/POLYGRAM	◆ SWING OUT SISTER
27	32	—	2	I.O.U. ME CAPITOL 44009	BEBE & CECE WINANS
28	35	—	2	MAYBE SOMEDAY... ELEKTRA 7-69448	◆ SIMPLY RED
29	29	22	14	SOMETHING SO STRONG CAPITOL 5695	◆ CROWDED HOUSE
30	NEW ▶	—	1	★★★ HOT SHOT DEBUT ★★★ YOU ARE THE GIRL ELEKTRA 7-69446	THE CARS
31	27	24	16	MOONLIGHTING (THEME) MCA 53124	◆ AL JARREAU
32	28	20	12	SEVEN WONDERS WARNER BROS. 7-28317	◆ FLEETWOOD MAC
33	33	38	3	ONLY IN MY DREAMS ATLANTIC 7-89322	◆ DEBBIE GIBSON
34	30	25	19	I'D STILL SAY YES CONSTELLATION 53028/MCA	KLYMAXX
35	26	23	19	I WANNA DANCE WITH SOMEBODY ARISTA 1-9598	◆ WHITNEY HOUSTON
36	NEW ▶	—	1	THAT'S WHAT LOVE IS ALL ABOUT COLUMBIA 38-07322	MICHAEL BOLTON
37	31	26	25	SONGBIRD ARISTA 1-9588	◆ KENNY G.
38	NEW ▶	—	1	KISS AND TELL MCA 53128	◆ THE BREAKFAST CLUB
39	NEW ▶	—	1	SINCE I FELL FOR YOU MCA 53187	AL JARREAU
40	NEW ▶	—	1	I HEARD A RUMOUR LONDON 886 165-7/POLYGRAM	◆ BANANARAMA
41	RE-ENTRY	—	—	LIES JIVE 1038/RCA	◆ JONATHAN BUTLER
42	37	37	20	EVERY LITTLE KISS RCA 14361	◆ BRUCE HORNSBY & THE RANGE
43	NEW ▶	—	1	MAKE NO MISTAKE, SHE'S MINE RCA 5209	K. ROGERS & R. MILSAP
44	40	36	22	IN TOO DEEP ATLANTIC 7-89316	◆ GENESIS
45	39	33	6	THIN LINE MTM 72087	◆ IN PURSUIT
46	36	27	7	SHATTERED GLASS ATLANTIC 7-89245	◆ LAURA BRANIGAN
47	34	32	11	FATAL HESITATION A&M 2942	CHRIS DE BURGH
48	NEW ▶	—	1	BETCHA SAY THAT EPIC 34-07371/E.P.A.	◆ MIAMI SOUND MACHINE
49	NEW ▶	—	1	DINNER WITH GERSHWIN GEFEN 7-28418	DONNA SUMMER
50	NEW ▶	—	1	ROCK STEADY SOLAR 70006	◆ THE WHISPERS

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



# POWERPLAYISTS

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

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

### PLATINUM

**POWER 95**  
WPLJ-FM RADIO

New York P.D.: Larry Berger

- 1 Los Lobos, La Bamba
- 2 Michael Jackson With Siedah Garrett, Madonna, Who's That Girl
- 3 Whitney Houston, Didn't We Almost Have It All
- 4 Madonna, Who's That Girl
- 5 On Hill (Duet With Vonda Shepard), C
- 6 Lisa Lisa & Cult Jam, Lost In Emotion
- 7 The Whispers, Rock Steady
- 8 Whitesnake, Here I Go Again
- 9 LeVert, Casanova
- 10 Fat Boys & The Beach Boys, Wipeout
- 11 T'Pau, Heart And Soul
- 12 Noel, Silent Morning
- 13 ABC, When Smokey Sings
- 14 Bananarama, I Heard A Rumour
- 15 L.L. Cool J, I Need Love
- 16 Suzanne Vega, Luka
- 17 Richard Marx, Don't Mean Nothing
- 18 George Michael, I Want Your Sex (From U2, I Still Haven't Found What I'm Looking For)
- 19 U2, I Still Haven't Found What I'm Looking For
- 20 Gloria Estefan & Miami Sound Machine, Europe, Carrie
- 21 Alexander O'Neal, Fake
- 22 Jellybean featuring Elisa Fiorillo, W
- 23 Smokey Robinson, One Heartbeat
- 24 Huey Lewis & The News, Doing It All F
- 25 Peppy & Shirlee, Heartache
- 26 Will To Power, Dreamin'
- 27 Madonna, Causing A Commotion
- 28 The Jets, Cross My Broken Heart (From Michael Jackson, Bad)

**Z100**  
WHTZ FM

New York P.D.: Scott Shannon

- 1 Los Lobos, La Bamba
- 2 Michael Jackson With Siedah Garrett, Madonna, Who's That Girl
- 3 Whitney Houston, Didn't We Almost Have It All
- 4 Madonna, Who's That Girl
- 5 On Hill (Duet With Vonda Shepard), C
- 6 Lisa Lisa & Cult Jam, Lost In Emotion
- 7 Noel, Silent Morning
- 8 T'Pau, Heart And Soul
- 9 L.L. Cool J, I Need Love
- 10 Dan Hill (Duet With Vonda Shepard), C
- 11 Suzanne Vega, Luka
- 12 Bananarama, I Heard A Rumour
- 13 LeVert, Casanova
- 14 ABC, When Smokey Sings
- 15 George Michael, I Want Your Sex (From Europe, Carrie)
- 16 Richard Marx, Don't Mean Nothing
- 17 Fat Boys & The Beach Boys, Wipeout
- 18 Whitesnake, Here I Go Again
- 19 The Whispers, Rock Steady
- 20 Jellybean featuring Elisa Fiorillo, W
- 21 U2, I Still Haven't Found What I'm Looking For
- 22 Madonna, Causing A Commotion
- 23 Prince, U Got The Look
- 24 Huey Lewis & The News, Doing It All F
- 25 Gloria Estefan & Miami Sound Machine, Europe, Carrie
- 26 Will To Power, Dreamin'
- 27 Madonna, Causing A Commotion
- 28 Alexander O'Neal, Fake
- 29 The Jets, Cross My Broken Heart (From Michael Jackson, Bad)

**KISS FM 102.7**  
AM 1150

Los Angeles P.D.: Steve Rivers

- 1 Michael Jackson With Siedah Garrett, Whitney Houston, Didn't We Almost Have It All
- 2 Los Lobos, La Bamba
- 3 ABC, When Smokey Sings
- 4 ABC, When Smokey Sings
- 5 Jellybean featuring Elisa Fiorillo, W
- 6 Debbie Gibson, Only In My Dreams
- 7 Huey Lewis & The News, Doing It All F
- 8 Madonna, Who's That Girl
- 9 Bananarama, I Heard A Rumour
- 10 Smokey Robinson, One Heartbeat
- 11 Natalie Cole, Jump Start
- 12 Suzanne Vega, Luka
- 13 Lisa Lisa & Cult Jam, Lost In Emotion
- 14 L.L. Cool J, I Need Love
- 15 Will To Power, Dreamin'
- 16 Prince, U Got The Look
- 17 Richard Marx, Don't Mean Nothing
- 18 Madonna, Causing A Commotion
- 19 T'Pau, Heart And Soul
- 20 Michael Jackson, Bad
- 21 Whitesnake, Here I Go Again
- 22 Expose, Let Me Be The One
- 23 Grateful Dead, Touch Of Grey
- 24 Herb Alpert, Making Love In The Rain
- 25 Curiosity Killed The Cat, Misfit
- 26 U2, I Still Haven't Found What I'm Looking For
- 27 Pet Shop Boys, It's A Sin
- 28 The Whispers, Rock Steady
- 29 Alexander O'Neal, Fake
- 30 David Bowie, Never Let Me Down
- 31 Fleetwood Mac, Little Lies
- 32 George Michael, I Want Your Sex (From Europe, Carrie)
- 33 Wendy & Lisa, Water Fall
- 34 John Cougar Mellencamp, Paper In Fire
- 35 Bryan Adams, Victim Of Love

**96TIC-FM**

Hartford P.D.: Lyndon Abell

- 1 Whitney Houston, Didn't We Almost Have It All
- 2 L.L. Cool J, I Need Love
- 3 Michael Jackson With Siedah Garrett, LeVert, Casanova
- 4 Whitesnake, Here I Go Again
- 5 Dan Hill (Duet With Vonda Shepard), C
- 6 Alexander O'Neal, Fake
- 7 Lisa Lisa & Cult Jam, Lost In Emotion
- 8 Prince, U Got The Look
- 9 ABC, When Smokey Sings
- 10 Jellybean featuring Elisa Fiorillo, W
- 11 Los Lobos, La Bamba
- 12 Regina Belle, Show Me The Way
- 13 Smokey Robinson, One Heartbeat
- 14 Herb Alpert, Making Love In The Rain
- 15 David Bowie, Never Let Me Down
- 16 John Cougar Mellencamp, Paper In Fire
- 17 Heart, Who Will You Run To
- 18 Expose, Let Me Be The One
- 19 Grateful Dead, Touch Of Grey
- 20 The Whispers, Rock Steady
- 21 Kenny G, Don't Make Me Wait For Love
- 22 Bananarama, I Heard A Rumour
- 23 Donna Summer, Dinner With Gershwin
- 24 Mr. Mister, Something Real (Inside Me)
- 25 Fleetwood Mac, Little Lies
- 26 Swing Out Sister, Breakout
- 27 Natalie Cole, Jump Start
- 28 Wendy & Lisa, Water Fall
- 29 Billy Idol, Mony Mony
- 30 The Cars, You Are The Girl
- 31 Madonna, Causing A Commotion
- 32 Michael Jackson, Bad
- 33 Gloria Estefan & Miami Sound Machine, Europe, Carrie
- 34 Bryan Adams, Victim Of Love
- 35 Los Lobos, La Bamba
- 36 Wa Wa Nee, Sugar Free

**POWER 96**  
WJZZ-FM

Boston P.D.: Harry Nelson

- 1 Michael Jackson With Siedah Garrett, Huey Lewis & The News, Doing It All F
- 2 ABC, When Smokey Sings
- 3 Whitney Houston, Didn't We Almost Have It All
- 4 Los Lobos, La Bamba
- 5 Whitesnake, Here I Go Again
- 6 L.L. Cool J, I Need Love
- 7 Grateful Dead, Touch Of Grey
- 8 Smokey Robinson, One Heartbeat
- 9 John Cougar Mellencamp, Paper In Fire
- 10 Heart, Who Will You Run To
- 11 Europe, Carrie
- 12 Natalie Cole, Jump Start
- 13 Dan Hill (Duet With Vonda Shepard), C
- 14 Bananarama, I Heard A Rumour
- 15 Jellybean featuring Elisa Fiorillo, W
- 16 Fat Boys & The Beach Boys, Wipeout

19 24 Lisa Lisa & Cult Jam, Lost In Emotion

20 27 Madonna, Causing A Commotion

21 26 David Bowie, Never Let Me Down

22 28 Crowded House, World Where You Live

23 30 Herb Alpert, Making Love In The Rain

24 33 Fleetwood Mac, Little Lies

25 34 Bee Gees, You Win Again

26 35 LeVert, Casanova

27 29 Newcity Rockers, Rev It Up

28 31 The Cars, You Are The Girl

29 32 Alexander O'Neal, Fake

30 EX Go West, Don't Look Down - The Sequel

31 EX Bryan Adams, Victim Of Love

32 EX Expose, Let Me Be The One

33 EX Atlantic Starr, One Lover At A Time

34 EX Donna Summer, Dinner With Gershwin

35 EX Curiosity Killed The Cat, Misfit

A REO Speedwagon, In My Dreams

A Pet Shop Boys, It's A Sin

A Squeeze, Hourglass

A Mr. Mister, Something Real (Inside Me)

A Gloria Estefan & Miami Sound Machine, Europe, Carrie

A Poison, I Won't Forget You

A Cutting Crew, I've Been In Love Before

A Billy Idol, Mony Mony

A Great White, Rock Me

A Loverboy, Notorious

**EAGLE-106**  
WEGX

Philadelphia P.D.: Charlie Quinn

- 1 Michael Jackson With Siedah Garrett, Whitney Houston, Didn't We Almost Have It All
- 2 Whitesnake, Here I Go Again
- 3 Los Lobos, La Bamba
- 4 ABC, When Smokey Sings
- 5 John Cougar Mellencamp, Paper In Fire
- 6 Huey Lewis & The News, Doing It All F
- 7 Alexander O'Neal, Fake
- 8 Lisa Lisa & Cult Jam, Lost In Emotion
- 9 LeVert, Casanova
- 10 Richard Marx, Don't Mean Nothing
- 11 Whitesnake, Here I Go Again
- 12 Natalie Cole, Jump Start
- 13 Heart, Who Will You Run To
- 14 Jellybean featuring Elisa Fiorillo, W
- 15 David Bowie, Never Let Me Down
- 16 Anita Baker, No One In The World
- 17 Expose, Let Me Be The One
- 18 L.L. Cool J, I Need Love
- 19 Peppy & Shirlee, Heartache
- 20 Donna Summer, Dinner With Gershwin
- 21 Smokey Robinson, One Heartbeat
- 22 John Cougar Mellencamp, Paper In Fire
- 23 Grateful Dead, Touch Of Grey
- 24 Atlantic Starr, One Lover At A Time
- 25 Phyllis Hyman, Old Friend
- 26 Pet Shop Boys, It's A Sin
- 27 LeVert, Casanova
- 28 Newcity Rockers, Rev It Up
- 29 Noel, Silent Morning
- 30 Curiosity Killed The Cat, Misfit
- 31 Madonna, Causing A Commotion
- 32 Swing Out Sister, Breakout
- 33 Michael Bolton, That's What Love Is A
- 34 Stephenie Mills (You're Putting ) A
- 35 Bryan Adams, Victim Of Love
- 36 Crowded House, World Where You Live
- 37 David Hallyday, He's My Girl
- 38 Ray Parker Jr., I Don't Think That Ma
- 39 Loverboy, Notorious
- 40 Yello, Oh Yeah
- 41 Michael Jackson, Bad
- 42 Wendy & Lisa, Water Fall
- 43 John Waite, Dont Lose Any Sleep
- 44 Echo & The Bunnymen, Lips Like Sugar
- 45 Billy Idol, Mony Mony
- 46 Glastonbury, Miami Sound Machine
- 47 Warren Zevon, Leave My Monkey Alone
- 48 Fleetwood Mac, Little Lies
- 49 Chris Rea, Let's Dance
- 50 Pet Shop Boys, It's A Sin
- 51 Go West, Don't Look Down - The Sequel
- 52 Squeeze, Hourglass
- 53 The Silencers, Painted Moon
- 54 Mr. Mister, Something Real (Inside Me)
- 55 Cutting Crew, I've Been In Love Before
- 56 Cock Robin, Just Around The Corner
- 57 Mick Jagger, Let's Work
- 58 U2, Where The Streets Have No Name
- 59 Kenny G, Don't Make Me Wait For Love

**98!**  
WCAU-FM

Philadelphia P.D.: Scott Walker

- 1 Michael Jackson With Siedah Garrett, ABC, When Smokey Sings
- 2 Huey Lewis & The News, Doing It All F
- 3 Bananarama, I Heard A Rumour
- 4 Bananarama, I Heard A Rumour
- 5 Whitesnake, Here I Go Again
- 6 Dan Hill (Duet With Vonda Shepard), C
- 7 Lisa Lisa & Cult Jam, Lost In Emotion
- 8 Whitney Houston, Didn't We Almost Have It All
- 9 Grateful Dead, Touch Of Grey
- 10 Alexander O'Neal, Fake
- 11 Expose, Let Me Be The One
- 12 Jellybean featuring Elisa Fiorillo, W
- 13 Prince, U Got The Look
- 14 Donna Summer, Dinner With Gershwin
- 15 Mr. Mister, Something Real (Inside Me)
- 16 ABC, When Smokey Sings
- 17 Smokey Robinson, One Heartbeat
- 18 Los Lobos, La Bamba
- 19 John Cougar Mellencamp, Paper In Fire
- 20 Natalie Cole, Jump Start
- 21 David Bowie, Never Let Me Down
- 22 Heart, Who Will You Run To
- 23 Noel, Silent Morning
- 24 Europe, Carrie
- 25 LeVert, Casanova
- 26 Swing Out Sister, Breakout
- 27 Fat Boys & The Beach Boys, Wipeout
- 28 Donna Summer, Dinner With Gershwin
- 29 Mr. Mister, Something Real (Inside Me)
- 30 Go West, Don't Look Down - The Sequel
- 31 Madonna, Causing A Commotion
- 32 Michael Bolton, That's What Love Is A
- 33 Bryan Adams, Victim Of Love
- 34 Chris Rea, Let's Dance
- 35 The Other Ones, Holiday
- 36 Kenny G, Don't Make Me Wait For Love
- 37 Gloria Estefan & Miami Sound Machine, Europe, Carrie
- 38 Pet Shop Boys, It's A Sin
- 39 Richard Marx, Don't Mean Nothing
- 40 U2, Where The Streets Have No Name
- 41 Ray Parker Jr., I Don't Think That Ma
- 42 Michael Jackson, Bad
- 43 Billy Idol, Mony Mony
- 44 Bee Gees, You Win Again
- 45 John Cougar Mellencamp, Paper In Fire
- 46 EX The System, Night Time Warners, I've
- 47 EX EX Loverboy, Notorious

**Power 94**  
WJZZ-FM

Pittsburgh P.D.: Jim Richards

- 1 Whitesnake, Here I Go Again
- 2 Whitney Houston, Didn't We Almost Have It All
- 3 Europe, Carrie
- 4 Huey Lewis & The News, Doing It All F
- 5 Michael Jackson With Siedah Garrett, Smokey Robinson, One Heartbeat
- 6 Dan Hill (Duet With Vonda Shepard), C
- 7 Heart, Who Will You Run To
- 8 Los Lobos, La Bamba
- 9 John Cougar Mellencamp, Paper In Fire
- 10 Grateful Dead, Touch Of Grey
- 11 Bananarama, I Heard A Rumour
- 12 L.L. Cool J, I Need Love
- 13 Lisa Lisa & Cult Jam, Lost In Emotion
- 14 Fat Boys & The Beach Boys, Wipeout
- 15 ABC, When Smokey Sings
- 16 Debbie Gibson, Only In My Dreams
- 17 Fleetwood Mac, Little Lies
- 18 Madonna, Causing A Commotion
- 19 LeVert, Casanova
- 20 Billy Idol, Mony Mony
- 21 Kenny G, Don't Make Me Wait For Love
- 22 Richard Marx, Don't Mean Nothing
- 23 Klymaxx, I'd Still Say Yes
- 24 U2, Where The Streets Have No Name
- 25 Starship, It's Not Over (Til It's Over)

12 9 Debbie Gibson, Only In My Dreams

13 17 Fat Boys & The Beach Boys, Wipeout

14 12 T'Pau, Heart And Soul

15 15 Danny Wilson, Mary's Prayer

16 18 ABC, When Smokey Sings

17 19 Heart, Who Will You Run To

18 20 Grateful Dead, Touch Of Grey

19 22 Jellybean featuring Elisa Fiorillo, W

20 23 LeVert, Casanova

21 26 Natalie Cole, Jump Start

22 24 Expose, Let Me Be The One

23 25 John Cougar Mellencamp, Paper In Fire

24 27 Alexander O'Neal, Fake

25 28 Madonna, Causing A Commotion

26 28 David Hallyday, He's My Girl

27 29 Kenny G, Don't Make Me Wait For Love

28 30 The Cars, You Are The Girl

29 29 Fleetwood Mac, Little Lies

30 29 Pet Shop Boys, It's A Sin

A Prince, U Got The Look

A U2, Where The Streets Have No Name

A Los Lobos, La Bamba

EX Curiosity Killed The Cat, Misfit

EX Cutting Crew, I've Been In Love Before

EX Billy Idol, Mony Mony

EX Great White, Rock Me

EX Loverboy, Notorious

**EAGLE-106**  
WEGX

Philadelphia P.D.: Charlie Quinn

- 1 Michael Jackson With Siedah Garrett, Whitney Houston, Didn't We Almost Have It All
- 2 Whitesnake, Here I Go Again
- 3 Los Lobos, La Bamba
- 4 ABC, When Smokey Sings
- 5 John Cougar Mellencamp, Paper In Fire
- 6 Huey Lewis & The News, Doing It All F
- 7 Alexander O'Neal, Fake
- 8 Lisa Lisa & Cult Jam, Lost In Emotion
- 9 LeVert, Casanova
- 10 Richard Marx, Don't Mean Nothing
- 11 Whitesnake, Here I Go Again
- 12 Natalie Cole, Jump Start
- 13 Heart, Who Will You Run To
- 14 Jellybean featuring Elisa Fiorillo, W
- 15 David Bowie, Never Let Me Down
- 16 Anita Baker, No One In The World
- 17 Expose, Let Me Be The One
- 18 L.L. Cool J, I Need Love
- 19 Peppy & Shirlee, Heartache
- 20 Donna Summer, Dinner With Gershwin
- 21 Smokey Robinson, One Heartbeat
- 22 John Cougar Mellencamp, Paper In Fire
- 23 Grateful Dead, Touch Of Grey
- 24 Atlantic Starr, One Lover At A Time
- 25 Phyllis Hyman, Old Friend
- 26 Pet Shop Boys, It's A Sin
- 27 LeVert, Casanova
- 28 Newcity Rockers, Rev It Up
- 29 Noel, Silent Morning
- 30 Curiosity Killed The Cat, Misfit
- 31 Madonna, Causing A Commotion
- 32 Swing Out Sister, Breakout
- 33 Michael Bolton, That's What Love Is A
- 34 Stephenie Mills (You're Putting ) A
- 35 Bryan Adams, Victim Of Love
- 36 Crowded House, World Where You Live
- 37 David Hallyday, He's My Girl
- 38 Ray Parker Jr., I Don't Think That Ma
- 39 Loverboy, Notorious
- 40 Yello, Oh Yeah
- 41 Michael Jackson, Bad
- 42 Wendy & Lisa, Water Fall
- 43 John Waite, Dont Lose Any Sleep
- 44 Echo & The Bunnymen, Lips Like Sugar
- 45 Billy Idol, Mony Mony
- 46 Glastonbury, Miami Sound Machine
- 47 Warren Zevon, Leave My Monkey Alone
- 48 Fleetwood Mac, Little Lies
- 49 Chris Rea, Let's Dance
- 50 Pet Shop Boys, It's A Sin
- 51 Go West, Don't Look Down - The Sequel
- 52 Squeeze, Hourglass
- 53 The Silencers, Painted Moon
- 54 Mr. Mister, Something Real (Inside Me)
- 55 Cutting Crew, I've Been In Love Before
- 56 Cock Robin, Just Around The Corner
- 57 Mick Jagger, Let's Work
- 58 U2, Where The Streets Have No Name
- 59 Kenny G, Don't Make Me Wait For Love

**98!**  
WCAU-FM

Philadelphia P.D.: Scott Walker

- 1 Michael Jackson With Siedah Garrett, ABC, When Smokey Sings
- 2 Huey Lewis & The News, Doing It All F
- 3 Bananarama, I Heard A Rumour
- 4 Bananarama, I Heard A Rumour
- 5 Whitesnake, Here I Go Again
- 6 Dan Hill (Duet With Vonda Shepard), C
- 7 Lisa Lisa & Cult Jam, Lost In Emotion
- 8 Whitney Houston, Didn't We Almost Have It All
- 9 Grateful Dead, Touch Of Grey
- 10 Alexander O'Neal, Fake
- 11 Expose, Let Me Be The One
- 12 Jellybean featuring Elisa Fiorillo, W
- 13 Prince, U Got The Look
- 14 Donna Summer, Dinner With Gershwin
- 15 Mr. Mister, Something Real (Inside Me)
- 16 ABC, When Smokey Sings
- 17 Smokey Robinson, One Heartbeat
- 18 Los Lobos, La Bamba
- 19 John Cougar Mellencamp, Paper In Fire
- 20 Natalie Cole, Jump Start
- 21 David Bowie, Never Let Me Down
- 22 Heart, Who Will You Run To
- 23 Noel, Silent Morning
- 24 Europe, Carrie
- 25 LeVert, Casanova
- 26 Swing Out Sister, Breakout
- 27 Fat Boys & The Beach Boys, Wipeout
- 28 Donna Summer, Dinner With Gershwin
- 29 Mr. Mister, Something Real (Inside Me)
- 30 Go West, Don't Look Down - The Sequel
- 31 Madonna, Causing A Commotion
- 32 Michael Bolton, That's What Love Is A
- 33 Bryan Adams, Victim Of Love
- 34 Chris Rea, Let's Dance
- 35 The Other Ones, Holiday
- 36 Kenny G, Don't Make Me Wait For Love
- 37 Gloria Estefan & Miami Sound Machine, Europe, Carrie
- 38 Pet Shop Boys, It's A Sin
- 39 Richard Marx, Don't Mean Nothing
- 40 U2, Where The Streets Have No Name
- 41 Ray Parker Jr., I Don't Think That Ma
- 42 Michael Jackson, Bad
- 43 Billy Idol, Mony Mony
- 44 Bee Gees, You Win Again
- 45 John Cougar Mellencamp, Paper In Fire
- 46 EX The System, Night Time Warners, I've
- 47 EX EX Loverboy, Notorious

**Power 94**  
WJZZ-FM

Pittsburgh P.D.: Jim Richards

- 1 Whitesnake, Here I Go Again
- 2 Whitney Houston, Didn't We Almost Have It All
- 3 Europe, Carrie
- 4 Huey Lewis & The News, Doing It All F
- 5 Michael Jackson With Siedah Garrett, Smokey Robinson, One Heartbeat
- 6 Dan Hill (Duet With Vonda Shepard), C
- 7 Heart, Who Will You Run To
- 8 Los Lobos, La Bamba
- 9 John Cougar Mellencamp, Paper In Fire
- 10 Grateful Dead, Touch Of Grey
- 11 Bananarama, I Heard A Rumour
- 12 L.L. Cool J, I Need Love
- 13 Lisa Lisa & Cult Jam, Lost In Emotion
- 14 Fat Boys & The Beach Boys, Wipeout
- 15 ABC, When Smokey Sings
- 16 Debbie Gibson, Only In My Dreams
- 17 Fleetwood Mac, Little Lies
- 18 Madonna, Causing A Commotion
- 19 LeVert, Casanova
- 20 Billy Idol, Mony Mony
- 21 Kenny G, Don't Make Me Wait For Love
- 22 Richard Marx, Don't Mean Nothing
- 23 Klymaxx, I'd Still Say Yes
- 24 U2, Where The Streets Have No Name
- 25 Starship, It's Not Over (Til It's Over)

**Power 94**  
WJZZ-FM

Washington P.D.: Chuck Morgan

- 1 Los Lobos, La Bamba
- 2 Richard Marx, Don't Mean Nothing
- 3 Whitesnake, Here I Go Again
- 4 Michael Jackson With Siedah Garrett, L.L. Cool J, I Need Love
- 5 Michael Jackson With Siedah Garrett, Dan Hill (Duet With Vonda Shepard), C
- 6 Natalie Cole, Jump Start
- 7 Europe, Carrie
- 8 Whitney Houston, Didn't We Almost Have It All
- 9 Bananarama, I Heard A Rumour
- 10 Huey Lewis & The News, Doing It All F
- 11 Lisa Lisa & Cult Jam, Lost In Emotion

27 30 Jellybean featuring Elisa Fiorillo, W

28 28 Prince, U Got The Look

29 EX Michael Jackson, Bad

30 21 The Whispers, Rock Steady

A Expose, Let Me Be The One

A Bryan Adams, Victim Of Love

**WJZZ-FM RADIO**

Washington P.D.: Mark St. John

- 1 Los Lobos, La Bamba
- 2 Michael Jackson, Bad
- 3 Richard Marx, Don't Mean Nothing
- 4 Bananarama, I Heard A Rumour
- 5 Whitesnake, Here I Go Again
- 6 Whitney Houston, Didn't We Almost Have It All
- 7 On Hill (Duet With Vonda Shepard), C
- 8 L.L. Cool J, I Need Love
- 9 Lisa Lisa & Cult Jam, Lost In Emotion
- 10 T'Pau, Heart And Soul
- 11 Debbie Gibson, Only In My Dreams
- 12 Fat Boys & The Beach Boys, Wipeout
- 13 Bon Jovi, Edge Of A Broken Heart
- 14 Europe, Carrie
- 15 Crowded House, Something So Strong
- 16 Madonna, Causing A Commotion
- 17 Expose, Point Of No Return
- 18 Yello, Oh Yeah
- 19 LeVert, Casanova
- 20 Janet Jackson, The Pleasure Principle
- 21 Huey Lewis & The News, Doing It All F
- 22 ABC, When Smokey Sings
- 23 Curiosity Killed The Cat, Misfit
- 24 Grateful Dead, Touch Of Grey
- 25 Swing Out Sister, Breakout
- 26 Prince, U Got The Look
- 27 Michael Jackson With Siedah Garrett, Los Lobos, Come On, Let's Go
- 28 EX Kenny G, Don't Make Me Wait For Love
- 29 EX Michael Jackson, Bad
- 30 EX Noel, Silent Morning
- 31 EX U2, Where The Streets Have No Name
- 32 EX John Cougar Mellencamp, Paper In Fire
- 33 EX EX Fleetwood Mac, Little Lies

**Z93**  
ALWAYS HIT ROCK

Atlanta P.D.: Bob Case

- 1 Michael Jackson With Siedah Garrett, Europe, Carrie
- 2 Whitesnake, Here I Go Again
- 3 Fat Boys & The Beach Boys, Wipeout
- 4 Whitney Houston, Didn't We Almost Have It All
- 5 Prince, U Got The Look
- 6 On Hill (Duet With Vonda Shepard), C
- 7 ABC, When Smokey Sings
- 8 Huey Lewis & The News, Doing It All F
- 9 Bananarama, I Heard A Rumour
- 10 The Other Ones, Holiday
- 11 Smokey Robinson, One Heartbeat
- 12 Grateful Dead, Touch Of Grey
- 13 Natalie Cole, Jump Start
- 14 Jellybean featuring Elisa Fiorillo, W
- 15 LeVert, Casanova
- 16 John Cougar Mellencamp, Paper In Fire
- 17 Expose, Let Me Be The One
- 18 Swing Out Sister, Breakout
- 19 Heart, Who Will You Run To
- 20 Tiffany, I Think We're Alone Now
- 21 Alexander O'Neal, Fake
- 22 Billy Idol, Mony Mony
- 23 Bryan Adams, Victim Of Love
- 24 Fleetwood Mac, Little Lies
- 25 Donna Summer, Dinner With Gershwin
- 26 Cutting Crew, I've Been In Love Before
- 27 The Cars, You Are The Girl
- 28 Kenny G, Don't Make Me Wait For Love
- 29 Taj Mahal, Love Is Contagious
- 30 Madonna, Causing A Commotion
- 31 EX U2, Where The Streets Have No Name
- 32 EX David Bowie, Never Let Me Down
- 33 EX L.L. Cool J, I Need Love
- 34 EX Squeeze, Hourglass
- 35 Los Lobos, Come On, Let's Go
- 36 EX Ray Parker Jr., I Don't Think That Ma
- 37 EX Michael Jackson, Bad
- 38 EX Timothy Schmidt, Boys Night Out

**Q103**  
TAMPA BAY

Tampa P.D.: Mason Dixon

- 1 Los Lobos, La Bamba
- 2 Madonna, Who's That Girl
- 3 Fat Boys & The Beach Boys, Wipeout
- 4 Richard Marx, Don't Mean Nothing
- 5 Debbie Gibson, Only In My Dreams
- 6 Whitesnake, Here I Go Again
- 7 L.L. Cool J, I Need Love
- 8 The Whispers, Rock Steady
- 9 Steve Winwood, Leave My Monkey Alone
- 10 Whitney Houston, Didn't We Almost Have It All
- 11 Europe, Carrie
- 12 Smokey Robinson, One Heartbeat
- 13 Michael Jackson With Siedah Garrett, Billy Idol, Mony Mony
- 14 Expose, Let Me Be The One
- 15 Donna Summer, Dinner With Gershwin
- 16 Richard Marx, Don't Mean Nothing
- 17 Heart, Who Will You Run To
- 18 Bananarama, I Heard A Rumour
- 19 Lisa Lisa & Cult Jam, Lost In Emotion
- 20 The Monkees, Heart And Soul
- 21 Fleetwood Mac, Little Lies
- 22 Michael Jackson, Bad
- 23 ABC, When Smokey Sings
- 24 John Cougar Mellencamp, Paper In Fire
- 25 LeVert, Casanova
- 26 Grateful Dead, Touch Of Grey
- 27 Billy Idol, Mony Mony
- 28 Madonna, Causing A Commotion
- 29 The Cars, You Are The Girl
- 30 John Waite, Dont Lose Any Sleep
- 31 Timothy Schmidt, Boys Night Out
- 32 Expose, Let Me Be The One
- 33 Bon Jovi, Edge Of A Broken Heart
- 34 EX Kenny G, Don't Make Me Wait For Love
- 35 EX David Bowie, Never Let Me Down
- 36 EX Mr. Mister, Something Real (Inside Me)
- 37 EX Alexander O'Neal, Fake

**F100**

Miami P.D.: Rick Stacy

- 1 Whitesnake, Here I Go Again
- 2 Whitney Houston, Didn't We Almost Have It All
- 3 Expose, Let Me Be The One
- 4 Europe, Carrie
- 5 Michael Jackson With Siedah Garrett, Noel, Silent Morning
- 6 ABC, When Smokey Sings

8 16 Bananarama, I Heard A Rumour

9 18 Prince, U Got The Look

10 13 Alexander O'Neal, Fake

11 12 Curiosity Killed The Cat, Misfit

12 1 Los Lobos, La Bamba

13 14 Richard Marx, Don't Mean Nothing

14 15 Smokey Robinson, One Heartbeat

15 7 Jellybean featuring Elisa Fiorillo, W

16 19 Anita Baker, No One In The World

17 21 Bee Gees, You Win Again

18 20 Donna Summer, Dinner With Gershwin

19 22 LeVert, Casanova

20 28 Billy Idol, Mony Mony

21 26 Madonna, Causing A Commotion

22 27 Pet Shop Boys, It's A Sin

23 25 David Bowie, Never Let Me Down

24 29 Gloria Estefan & Miami Sound Machine, Europe, Carrie

25 29 Michael Jackson, Bad

26 26 Company B, Full Circle

27 27 Natalie Cole, Jump Start

28 30 Warren Zevon, Leave My Monkey Alone

29 17 Lisa Lisa & Cult Jam, Lost In Emotion

30 30 Swing Out Sister, Breakout

A Kenny G, Don't Make Me Wait For Love

A Wa Wa Nee, Sugar Free

A Bon Jovi, Edge Of A Broken Heart

A John Cougar Mellencamp, Paper In Fire

A EX Heart, Who Will You Run To

A EX REO Speedwagon, In My Dreams

# WANM-AM's Bullard Has The Formula For Success

BY KIM FREEMAN

**"WE'RE NO. 1, and we don't have to lie about it,"** says Joe Bullard, PD, MD, and morning man at an amazing AM daytimer, WANM-AM Tallahassee, Fla. (After 13 years as a daytimer, WANM will become a 24-hour outlet very soon. WANM Inc. is set to transfer the station to 5,000-watt WTNT-AM, which it bought recently.)

Usually, the urban outlet leads the market by a long shot with 12-plus shares close to 19. In the spring book, however, the daytimer rocketed to a 25 overall 12-plus Abratron rating. And that was in the face of competitive shots from relative newcomers WIQI-FM and AM outlet WKQE.

According to Bullard, WANM's position was made all the stronger when listeners sampled the new alternatives. "Those stations were turning listeners off with foolish contests," he says. "Telling listeners that they'd win this or that and then you never hear about the winner on the air."

Bullard says the fact that so many out-of-town programmers have been brought into the market is the competition's biggest mistake. "They're only just now beginning to accept Tallahassee," he says. "If you don't take time to go

to the nearest club or bar, it's a turnoff."

With an estimated one-quarter of the state's capital being WANM fans, Bullard says, the battle to attract new cume is not as intense as it can be at other stations. "The average person will tell anybody who's new in town that WANM is the station. Not the black station, but the station," Bullard says. "It's been proven that once we sign off, listeners tune to other stations. But they keep coming back."

**WHAT KEEPS** them coming back? Bullard refers to himself as "the Almighty" on air, and his morning shift obviously pulls listeners back to his part of the dial each morning. Bullard's been with WANM for 13 years and describes his on air approach as serving as the "eyes and ears" of his listeners.

"I'm that newspaper you couldn't afford or the TV program that you missed. Being in a college town, people want to know what's going on. Plus, I've got a comment on most things, and I let listeners talk back to me," he says. "I've been interested in watching the development of morning shows into 'zoos' or teams, when I've been that by myself all along. When you wait for a news team or sports staff, I think you take something away from yourself."

**"KEEPING REALISM** on the radio" is a phrase that crops up often from Bullard, and it's easily illus-



**Joe Bullard.** Program director, music director, and morning man at WANM-AM Tallahassee, and Billboard's PD of the week.

trated in WANM's promotional style. "I'd rather make 1,000 people happy than give one person \$1,000. If you give those 1,000 people \$1 and throw in a pair of concert tickets or an album, they'll be happy to come to the station and get it," he says.

"Words are cheap," Bullard says. "I like to listen to other stations doing things wrong. Like saying 'Less talk, more music.' Then why are you telling me that? Or, telling people what the next six songs will be so they can tune out in advance if they don't like 'em."

Bullard's belief in reality translates into his treatment of artists. "A lot of pop stations won't play anything but the single by a superstar," he notes. "But we feel there's much more to an artist than his latest hit." Prior to the recent release of Michael Jackson's "Bad" single, the station ran a weekend billed as "WANM remembers Michael Jackson from the beginning." "By the time the TV special aired [Aug. 31], the show seemed late to our listeners."

Bullard's willingness to play numerous cuts of a superstar's album undoubtedly irks some promotion executives intent on stretching an album's life through single release schedules. "Promotion departments are so wrong to get mad about that," Bullard says. "They should trust my ears. I'm playing what people want to hear. And you can ask any retailer about our ability to sell records."

**MUSICALLY,** Bullard says, WANM's mix is greatly bolstered by a strong selection of oldies. "By playing records from people who don't have records out now, we sound like we're playing tons of different music." The oldies element also makes WANM a station for the family. "If you play a Marvin Gaye, a Wilson Pickett, or a Sam & Dave—who all have pop appeal—you're giving your older listeners a way of communicating with younger people. We've got something for all generations to relate to."

**BULLARD CAME** to WANM when it started, first as afternoon man. He brought a strong following from his days at pop outlet WTAL. "I was on the undertaker shift, raising people from the dead," he recalls. He traces his inspiration to his childhood days in Jacksonville, Fla., and a WOBS jock known as Johnny Shaw, "the devil's son-in-law."

"I used to help him out at remotes, and he did this thing called Camper Capers, where you could report in from local high schools. One day, I called him and said, 'Hey, you forgot to mention my school.' He asked to me read an article from the paper, then told me to say 'I heard it on the grapevine' when he asked where I'd heard that story. On came Gladly Knight & the Pips."

The early days at WANM had Bullard playing "the double-barrel soul brother,"—two shifts a day and working close seven days a week. After four years of high drive-time numbers, Bullard was made PD.

Asked how often he considers other job offers, Bullard says, "every day. I'm friends with everybody in the world, and it's nice to know I could count on them if I needed to. But Tallahassee is my bottom line. I love it, and so does my wife, Caroline, and my daughter, Janele."

The other bottom line in Bullard's professional life is the belief that WANM is "entertaining everybody—it's colorless."

34	40	Expose, Let Me Be The One
35	EX	Michael Jackson, Bad
36	20	The Pointer Sisters, Be There (From "U2, Where The Streets Have No Name")
37	EX	Cutting Crew, I've Been In Love Before
38	EX	Tiffany, I Think We're Alone Now
40	EX	Loverboy, Notorious
A	—	Swing Out Sister, Breakout
A	—	John Waite, Don't Lose Any Sleep
A	—	Taj Seville, Love Is Contagious
EX	EX	The Nylons, Happy Together

**93Q**  
P.D.: Ron Parker

1	1	Whitesnake, Here I Go Again
2	3	Europe, Carrie
3	4	L.L. Cool J, I Need Love
4	8	Whitney Houston, Didn't We Almost Have It All
5	4	Los Lobos, La Bamba
6	14	Tiffany, I Think We're Alone Now
7	7	Sammy Hagar, Give To Live
8	15	Alexander O'Neal, Fake
9	10	Bananarama, I Heard A Rumour
10	11	Lisa Lisa & Cult Jam, Lost In Emotion
11	12	Michael Jackson With Siedah Garrett, Dan Hill (Duet With Vonda Shepard), C
12	13	Dan Hill (Duet With Vonda Shepard), C
13	5	Debbie Gibson, Only In My Dreams
14	6	The Whispers, Rock Steady
15	16	ABC, When Smokey Sings
16	19	Prince, U Got The Look
17	35	Madonna, Causing A Commotion
18	20	Grateful Dead, Touch Of Grey
19	21	Jellybean featuring Elisa Fiorillo, W
20	22	Expose, Let Me Be The One
21	24	Smokey Robinson, One Heartbeat
22	25	Swing Out Sister, Breakout
23	23	Natalie Cole, Jump Start
24	26	Poison, I Won't Forget You
25	18	Richard Marx, Don't Mean Nothing
26	28	The Cars, You Are The Girl
27	29	Heart, Who Will You Run To
28	34	Herb Alpert, Making Love In The Rain
29	33	Pet Shop Boys, It's A Sin
30	32	The Other Ones, Holiday
31	31	Yello, Oh Yeah
32	EX	Michael Jackson, Bad
33	EX	LeVert, Casanova
34	EX	Mick Jagger, Let's Work
35	EX	Mr. Mister, Something Real (Inside Me)
A	—	Timothy Schmidt, Boys Night Out
A	—	Fleetwood Mac, Little Lies
EX	EX	Billy Idol, Money Money
EX	EX	Squeeze, Hourglass
EX	EX	Taj Seville, Love Is Contagious
EX	EX	Oona Summer, Dinner With Gershwin
EX	EX	Echo & The Bunnymen, Lips Like Sugar
EX	EX	Donna Summer, Dinner With Gershwin
EX	EX	Wendy & Lisa, Water Fall
EX	EX	Noel, Silent Morning
EX	EX	Stephanie Mills, (You're Putting) A
EX	EX	Tom Kimmel, Trying To Dance
EX	EX	Bill Medley & Jennifer Warners, I've

**POWER 104**  
KBBE - FM  
P.D.: Paul Christy

1	1	Whitesnake, Here I Go Again
2	2	Tiffany, I Think We're Alone Now
3	EX	Europe, Carrie
4	8	Lisa Lisa & Cult Jam, Lost In Emotion
5	15	Expose, Let Me Be The One
6	19	Madonna, Causing A Commotion
7	4	Bananarama, I Heard A Rumour
8	18	Dan Hill (Duet With Vonda Shepard), C
9	10	Heart, Who Will You Run To
10	6	Michael Jackson With Siedah Garrett, C
11	5	Los Lobos, La Bamba
12	23	Natalie Cole, Jump Start
13	9	Jellybean featuring Elisa Fiorillo, W
14	14	Whitney Houston, Didn't We Almost Have It All
15	7	Grateful Dead, Touch Of Grey
16	23	ABC, When Smokey Sings
17	24	Bryan Adams, Victim Of Love
18	27	Newcity Rockers, Rev It Up
19	21	The Other Ones, Holiday
20	22	Smokey Robinson, One Heartbeat
21	28	The Cars, You Are The Girl
22	25	Swing Out Sister, Breakout
23	26	LeVert, Casanova
24	30	Mr. Mister, Something Real (Inside Me)
25	31	Curiosity Killed The Cat, Misfit
26	29	John Cougar Mellencamp, Paper In Fire
27	34	Billy Idol, Money Money
28	32	David Hallyday, He's My Girl
29	37	Go West, Don't Look Down - The Sequel
30	38	Echo & The Bunnymen, Lips Like Sugar
31	39	Donna Summer, Dinner With Gershwin
32	40	Wendy & Lisa, Water Fall
33	33	David Hallyday, He's My Girl
34	36	Pet Shop Boys, It's A Sin
35	EX	Loverboy, Notorious
A36	—	Michael Jackson, Bad
A37	—	Poison, I Won't Forget You
A38	—	U2, Where The Streets Have No Name
EX	EX	REO Speedwagon, In My Dreams
A40	—	Taj Seville, Love Is Contagious
A	—	John Waite, Don't Lose Any Sleep
A	—	R.E.M., The One I Love
A	—	Antia Baker, No One In The World
EX	EX	Warren Zevon, Leave My Monkey Alone
EX	EX	Chris Rea, Let's Dance
EX	EX	Simply Red, Maybe Someday
EX	EX	Ray Parker Jr., I Don't Think That Ma
EX	EX	Nancy Martinez, Crazy Love
EX	EX	Suzanne Vega, Solitude Standing
EX	EX	Wendy & Lisa, Water Fall
EX	EX	Noel, Silent Morning
EX	EX	Stephanie Mills, (You're Putting) A
EX	EX	Tom Kimmel, Trying To Dance
EX	EX	Bill Medley & Jennifer Warners, I've

**all hit 97.1 NEGL**  
The Eagle  
P.D.: John Roberts

1	1	Whitesnake, Here I Go Again
2	3	Heart, Who Will You Run To
3	2	Richard Marx, Don't Mean Nothing
4	5	Sammy Hagar, Give To Live
5	4	T'Pau, Heart And Soul
6	11	John Waite, These Times Are Hard For Europe, Carrie
7	7	Noel, Silent Morning
8	13	Bon Jovi, Edge Of A Broken Heart
9	10	Dan Hill (Duet With Vonda Shepard), C
10	16	Hooters, Johnny B
11	8	Boston, Holly Ann
12	6	George Michael, I Want Your Sex (From REO Speedwagon, In My Dreams)
13	22	REO Speedwagon, In My Dreams
14	9	The Outfield, Since You've Been Gone
15	12	Crowded House, Something So Strong
16	12	Crowded House, Something So Strong

16	25	Twisted Sister, Hot Love
17	31	U2, Where The Streets Have No Name
18	27	Huey Lewis & The News, Doing It All F
19	20	Grateful Dead, Touch Of Grey
20	40	Great White, Rock Me
21	36	Genesis, Anything She Does
22	EX	Bryan Adams, Hearts On Fire
23	EX	Alison Moyet, Is This Love?
24	27	Autograph, She Never Looked That Good
25	EX	Poison, I Won't Forget You
26	EX	The Cars, You Are The Girl
27	30	Bryan Adams, Victim Of Love
28	EX	Cutting Crew, I've Been In Love Before
29	19	Starship, It's Not Over (Til It's Ov
30	29	Night Ranger, Hearts Away
31	EX	Eddie Money, We Should Be Sleeping
32	23	Heart, Alone
33	34	John Cougar Mellencamp, Paper In Fire
34	14	Steve Winwood, Back In The High Life
35	EX	Fleetwood Mac, Little Lies
36	18	Eddie Money, Endless Nights
37	24	INXS & Jimmy Barnes, Good Times
38	EX	Mr. Mister, Something Real (Inside Me)
39	26	38 Special, Back To Paradise (From "R
40	17	Suzanne Vega, Luka
A	—	Richard Marx, Should've Known Better
EX	EX	Timothy Schmidt, Boys Night Out
EX	EX	Loverboy, Notorious
EX	EX	U2, Where The Streets Have No Name
EX	EX	David Hallyday, He's My Girl

**KMEL 100**  
P.D.: Keith Naftaly

1	1	Lisa Lisa & Cult Jam, Lost In Emotion
2	6	Expose, Let Me Be The One
3	11	Bananarama, I Heard A Rumour
4	5	Alexander O'Neal, Fake
5	13	Madonna, Causing A Commotion
6	12	Atlantic Starr, One Lover At A Time
7	10	Smokey Robinson, One Heartbeat
8	8	Fat Boys & The Beach Boys, Wipeout
9	2	Curiosity Killed The Cat, Misfit
10	18	Michael Jackson, Bad
11	14	Natalie Cole, Jump Start
12	19	LeVert, Casanova
13	16	Swing Out Sister, Breakout
14	15	Whitney Houston, Didn't We Almost Have It All
15	4	Prince, U Got The Look
16	4	ABC, When Smokey Sings
17	17	Michael Jackson With Siedah Garrett, C
18	23	Sweet Sensation, Victim Of Love
19	21	Bon Jovi, Edge Of A Broken Heart
20	20	The Other Ones, Holiday
21	EX	Whitesnake, Here I Go Again
22	27	Pretty Poison, Catch Me I'm Falling
23	25	The System, Night Time Lover
24	26	Go West, Don't Look Down - The Sequel
25	29	Noel, Silent Morning
26	3	Los Lobos, La Bamba
27	30	Stephanie Mills, (You're Putting) A
28	31	Michael Bolton, That's What Love Is A
29	EX	Wa Wa Nee, Sugar Free
30	7	Jellybean featuring Elisa Fiorillo, W
31	33	Simply Red, Maybe Someday
32	9	Pepsi & Shirlee, Heartache
A33	—	Pet Shop Boys, It's A Sin

**BIO 4**  
MEANS MUSIC  
P.D.: Brian Thomas

1	2	Michael Jackson With Siedah Garrett, C
2	4	Richard Marx, Don't Mean Nothing
3	1	Los Lobos, La Bamba
4	9	Whitney Houston, Didn't We Almost Have It All
5	10	L.L. Cool J, I Need Love
6	11	Huey Lewis & The News, Doing It All F
7	7	Dan Hill (Duet With Vonda Shepard), C
8	13	Whitesnake, Here I Go Again
9	14	Europe, Carrie
10	15	Lisa Lisa & Cult Jam, Lost In Emotion
11	3	Debbie Gibson, Only In My Dreams
12	18	Smokey Robinson, One Heartbeat
13	19	ABC, When Smokey Sings
14	5	The Whispers, Rock Steady
15	6	T'Pau, Heart And Soul
16	20	Fat Boys & The Beach Boys, Wipeout
17	8	Steve Winwood, Back In The High Life
18	22	Heart, Who Will You Run To
19	26	Madonna, Causing A Commotion
20	17	George Michael, I Want Your Sex (From LeVert, Casanova)
21	23	Bananarama, I Heard A Rumour
22	28	Debbie Gibson, Only In My Dreams
23	11	Smokey Robinson, One Heartbeat
24	14	Madonna, Causing A Commotion
25	25	Starship, It's Not Over (Til It's Ov
26	EX	Michael Jackson, Bad
27	16	Madonna, Who's That Girl
28	30	Jellybean featuring Elisa Fiorillo, W
29	EX	Billy Idol, Money Money
30	EX	John Cougar Mellencamp, Paper In Fire
A	—	Pet Shop Boys, It's A Sin
A	—	U2, Where The Streets Have No Name
EX	EX	Expose, Let Me Be The One
EX	EX	Fleetwood Mac, Little Lies

**KZZP 104.7 FM**  
P.D.: Guy Zapoleon

1	1	Los Lobos, La Bamba
2	2	Debbie Gibson, Only In My Dreams
3	5	George Michael, I Want Your Sex (From
4	4	The Whispers, Rock Steady
5	4	Sir Mix-A-Lot, Square Dance Rap
6	3	T'Pau, Heart And Soul
7	12	Whitesnake, Here I Go Again
8	7	Robbie Nevil, Wo! It To Ya
9	14	Treniere, They're Playing Our Song
10	10	Yello, Oh Yeah
11	15	Whitney Houston, Didn't We Almost Have It All
12	13	Michael Jackson With Siedah Garrett, C
13	11	Suzanne Vega, Luka
14	17	Europe, Carrie
15	19	Lisa Lisa & Cult Jam, Lost In Emotion
16	18	Glenn Medeiros, Watching Over You
17	18	Richard Marx, Don't Mean Nothing
18	6	Madonna, Who's That Girl
19	21	Bon Jovi, Edge Of A Broken Heart
20	20	Fat Boys & The Beach Boys, Wipeout
A21	—	Michael Jackson, Bad
22	24	Bananarama, I Heard A Rumour
23	22	Heart, Alone
24	23	Michael Jackson With Siedah Garrett, C
25	27	Los Lobos, Donna
26	26	ABC, When Smokey Sings
27	27	Huey Lewis & The News, Doing It All F
28	30	Tiffany, I Think We're Alone Now
29	28	Curiosity Killed The Cat, Misfit
30	EX	Noel, Silent Morning
31	EX	LeVert, Casanova
A	—	Force M.D.'s, Love Is A House
A	—	Expose, Let Me Be The One
EX	EX	Smokey Robinson, One Heartbeat
EX	EX	Madonna, Causing A Commotion
EX	EX	Danny Wilson, Mary's Prayer
EX	EX	Swing Out Sister, Breakout

34	EX	Kenny G., Don't Make Me Wait For Love
A35	—	Billy Idol, Money Money
A	—	Jody Watley, Don't You Want Me
A	—	Europe, Carrie
A	—	Jennifer Warnes/Bill Medley, The Time
EX	EX	David Bowie, Never Let Me Down

**SILVER**  
P.D.: David Anthony

1	1	Dan Hill (Duet With Vonda Shepard), C
2	2	Whitesnake, Here I Go Again
3	4	Whitney Houston, Didn't We Almost Have It All
4	3	Bananarama, I Heard A Rumour
5	3	REO Speedwagon, In My Dreams
6	10	Los Lobos, La Bamba
7	5	Rod Stewart, Twistin' The Night Away
8	9	Michael Jackson With Siedah Garrett, C
9	9	Herb Alpert, Making Love In The Rain
10	11	Natalie Cole, Jump Start
11	15	Europe, Carrie
12	8	The Whispers, Rock Steady
13	8	Wendy & Lisa, Water Fall
14	14	Atlantic Starr, One Lover At A Time
15	28	Atlantic Starr, One Lover At A Time
16	25	Starship, It's Not Over (Til It's Ov
17	24	Starship, It's Not Over (Til It's Ov
18	25	Starship, It's Not Over (Til It's Ov
19	25	Starship, It's Not Over (Til It's Ov
20	25	Starship, It's Not Over (Til It's Ov
21	25	Starship, It's Not Over (Til It's Ov
22	25	Starship, It's Not Over (Til It's Ov
23	25	Starship, It's Not Over (Til It's Ov
24	25	Starship, It's Not Over (Til It's Ov
25	25	Starship, It's Not Over (Til It's Ov
26	25	Starship, It's Not Over (Til It's Ov
27	25	Starship, It's Not Over (Til It's Ov
28	25	Starship, It's Not Over (Til It's Ov
29	25	Starship, It's Not Over (Til It's Ov</



## Here's To Billboard's Radio Award Winners

NEW YORK Billboard is pleased to announce the winners of its 1987 Radio Awards.

The winners, pictured here, were voted on by their peers in the industry—Billboard's readers. The balloting was done in two phases.

Round one consisted of a ballot listing all award categories. Readers were asked to make nominations based on a set of suggested criteria. The criteria were as follows:

- **Station of the year**—best overall PD and MD, overall sound, accessibility, street presence, and community involvement.

- **Program director of the year**—accessibility, people skills, overall sound of station, ability to predict hits, and willingness to create hits.

- **Music director of the year**—accessibility, listening to records, street awareness, ability to pick hits, research techniques.

- **Promotion director of the year**—innovation in job, positioning ability and marketing sense, street awareness, stamina.

- **Air personality of the year**—entertainment value.

- **National label promotion person of the year**—understanding of radio, motivational abilities, use of support tools (chart and sales numbers and artist information), marketing acumen, and follow-through.

- **Local or regional promotion person of the year**—Accessibility, sensitivity to station goals and needs, street awareness, innovation in job, use of support tools.

- **Weekly national music program of the year**—generation of listener response, caliber of guests, caliber of hosts and interviews, production quality.

Round-one ballots were tabulated by an independent accounting firm to

determine the finalists in each category. The second and final ballot listed all nominees and were tabulated to arrive at the 1987 winners.



Several stations spawned winners in more than one category:

- **KFMB-FM "B-100"** San Diego led the pack by sweeping all categories

in the medium-market adult contemporary field. In addition to being station of the year, B-100's **Bobby Rich** is a PD of the year, and part of the award-winning **Rich Bros.** air personality team of the year. B-100's **Gene Knight** wins MD of the year, and the station's promotion director, **Joan Heiser**, came out tops in that department.

- **WHTZ "Z-100"** New York scored three of the five victories possible in the major-market top 40/crossover category. In addition to being voted station of the year, Z-100's **Scott Shannon** is a PD of the year, and **Frankie Blue** is MD of the year.

- **KOST** Los Angeles is another triple-crown winner, in the major-market adult contemporary category. The station of the year's **Jhani Kaye** is PD of the year, and **Liz Kiley** won as music director in that field.

- **WHRK** Memphis, Tenn., takes

home several honors in the medium-market black category. **WHRK** won as station of the year. Its former PD and MD, **Jimmy Smith** (now PD at **WLUM** Milwaukee), won in the MD category, while readers voted **WHRK's** current PD, **Pam Wells**, No. 1 in the PD category.

- **WAXX** Eau Claire, Wis., scored a triple play in the small-market country category. The station of the year's **Tim Wilson** won as PD, while its MD, **Tim Closson**, won as air personality of the year.

- **WNEW-FM** New York was voted station of the year in the major-market album field, while its PD, **Mark Chernoff**, stands as PD of the year in that field.

- **Joe Bullard**, the PD, MD, and morning man at **WANM-AM** Tallahassee, Fla., won top honors as MD and air personality of the year in the small-market black category.

### RADIO STATION OF THE YEAR


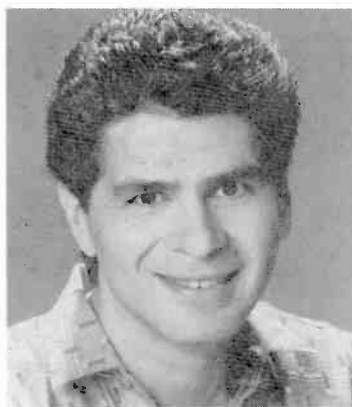

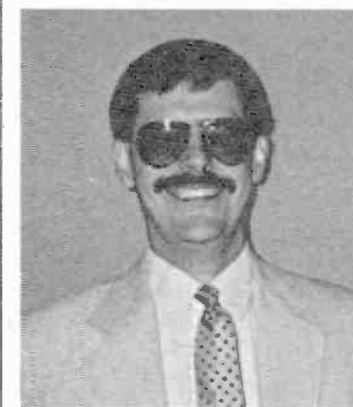







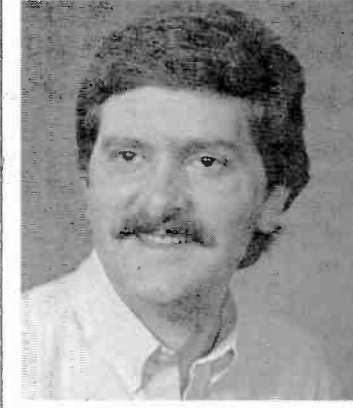
CRITERIA GUIDELINES: BEST OVERALL MUSIC DIRECTOR...BEST OVERALL PROGRAM DIRECTOR...PLUS...ACCESSIBILITY...STREET PRESENCE...COMMUNITY INVOLVEMENT...OVERALL SOUND

	TOP 40/CROSSOVER	ADULT	BLACK	COUNTRY	ALBUM
MAJOR	 WHTZ "Z-100" New York	 KOST Los Angeles	 KPWR "Power 106" Los Angeles	 WWWW Detroit	 WNEW-FM New York
MEDIUM	 WPRO-FM Providence, R.I.	 KFMB-FM "B-100" San Diego	 WHRK Memphis	 WSM Nashville	 XTRA-FM "91X" San Diego
SMALL	 KKQV Wichita Falls, Texas	NO AWARD	 WXOK-AM Baton Rouge, La.	 WAXX Eau Claire, Wisc.	 KLBJ Austin, Texas

**"Billboard congratulates all the winners and nominees in the 1987 Radio Awards. May your excellence in bringing music to the masses always be duly rewarded!"**





## RADIO PROGRAM DIRECTOR OF THE YEAR

CRITERIA GUIDELINES: ACCESSIBILITY...PEOPLE SKILLS...OVERALL SOUND OF HIS/HER STATION...ABILITY TO PREDICT HITS...WILLINGNESS TO CREATE HITS

	TOP 40/CROSSOVER	ADULT	BLACK	COUNTRY	ALBUM
MAJOR	 <p>SCOTT SHANNON WHTZ "Z-100" New York</p>	 <p>JHANI KAYE KOST Los Angeles</p>	 <p>JEFF WYATT KPWR "Power 106" Los Angeles</p>	 <p>BOBBY KRAIG KPLX Dallas/Ft. Worth</p>	 <p>MARK CHERNOFF WNEW-FM New York</p>
MEDIUM	 <p>DENE HALLAM KCPW "Power 95" Kansas City, Mo.</p>	 <p>BOBBY RICH KFMB-FM "B-100" San Diego</p>	 <p>PAM WELLS WHRK Memphis</p>	 <p>TED CRAMER WKY Oklahoma City, Okla.</p>	 <p>MIKE BOYLE WDHA Dover, N.J.</p>
SMALL	 <p>GARY MOSS WKRM Columbia, Tenn.</p>	<p>BILL BURKETT WLMX Rossville, Ga.</p>	<p>NO AWARD</p>	 <p>TIM WILSON WAXX Eau Claire, Wisc.</p>	<p>NO AWARD</p>

## NATIONAL LABEL PROMOTION PERSON OF THE YEAR




CRITERIA GUIDELINES: UNDERSTANDING OF RADIO...MOTIVATIONAL ABILITIES...USE OF SUPPORT TOOLS (I.E. CHART AND SALES NUMBERS AND ARTIST INFORMATION)...MARKETING ACUMEN...FOLLOWTHROUGH

TOP 40/CROSSOVER	ADULT	BLACK	COUNTRY	ALBUM
 <p>PHIL QUARTARARO Virgin Records</p>	 <p>PHIL QUARTARARO Virgin Records</p>	<p>RUBEN RODRIGUEZ Columbia Records</p>	 <p>BOB SAPORITI Warner Bros. Records</p>	 <p>PAUL RAPPAPORT Columbia Records</p>






## RADIO MUSIC DIRECTOR OF THE YEAR

CRITERIA GUIDELINES: ACCESSIBILITY...LISTENING TO RECORDS...STREET AWARENESS...ABILITY TO PICK HITS...RESEARCH TECHNIQUES

	TOP 40/CROSSOVER	ADULT	BLACK	COUNTRY	ALBUM
MAJOR	 <p>FRANKIE BLUE WHTZ "Z-100" New York</p>	 <p>LIZ KILEY KOST LOS ANGELES</p>	 <p>FRED BUGGS WBLS New York</p>	 <p>MAC DANIELS KPLX Dallas/Ft. Worth</p>	 <p>ERIN RILEY WMMR Philadelphia</p>
MEDIUM	 <p>GREG ROLLING KSDO "KS-103" San Diego</p>	 <p>GENE KNIGHT KFMB-FM "B-100" San Diego</p>	 <p>JIMMY SMITH WHRK Memphis</p>	 <p>COYOTE CALHOUN WAMZ Louisville, Ken.</p>	 <p>SKID ROADIE KYY5 Kansas City, Mo.</p>
SMALL	 <p>CHARLIE FOX KYYA Billings, Mont.</p>	 <p>TROY WEST KFSB Joplin, Mo.</p>	 <p>JOE BULLARD WANM-AM Tallahassee, Fla.</p>	 <p>CHRIS TAYLOR KIXZ Amarillo, Texas</p>	 <p>JEFF CROWE WIQB Ann Arbor, Mich.</p>












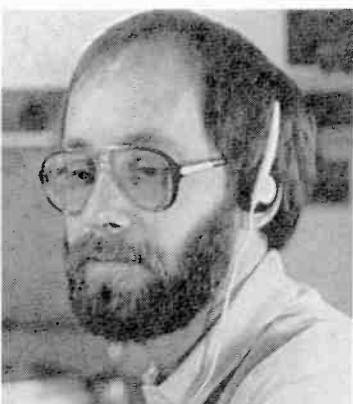
## LOCAL OR REGIONAL LABEL PROMOTION PERSON OF THE YEAR

CRITERIA GUIDELINES: ACCESSIBILITY...SENSITIVITY TO STATION GOALS AND NEEDS...STREET AWARENESS...INNOVATION IN JOB...USE OF SUPPORT TOOLS (I.E. CHARTS AND SALES NUMBERS AND ARTIST INFORMATION)

	TOP 40/CROSSOVER	ADULT	BLACK	COUNTRY	ALBUM
	 <p>GENE DENONOVICH Columbia Records</p>	 <p>BRUCE SCHOEN Arista Records</p>	<p>CHUCK OLINER Motown Records</p>	<p>BRUCE ADELMAN Warner Bros. Records</p>	 <p>LISA WOLF Columbia Records</p>


## RADIO PROMOTION DIRECTOR OF THE YEAR

CRITERIA GUIDELINES: INNOVATION IN JOB...POSITIONING ABILITY AND MARKETING SENSE...STREET AWARENESS...STAMINA

	TOP 40/CROSSOVER	ADULT	BLACK	COUNTRY	ALBUM
MAJOR	 <p>HOWARD FRESHMAN KPWR "Power 106" Los Angeles</p>	 <p>MADELINE BOYER WYNY New York</p>	 <p>CHRISTOPHER SQUIRE WBMX-FM Chicago</p>	 <p>LORI CONVERSE WWWW Detroit</p>	 <p>DIANE MORALES KROQ Los Angeles</p>
MEDIUM	 <p>LISA PATTON BROWN WMC-FM Memphis, Tenn.</p>	 <p>JOAN HEISER KFMB-FM "B-100" San Diego</p>	 <p>RICK STEVENS WCKX London, Ohio</p>	 <p>ANDY OATMAN KFBI Wichita, Kan.</p>	 <p>SCOTT CHATFIELD KGB-FM San Diego</p>
SMALL	<p>BILL SLATER KFIV Modesto, Calif.</p>	 <p>CHIP RAMSEY WBOW-AM Terre Haute, Ind.</p>	<p>NO AWARD</p>	 <p>SCOTT ST. JOHN KRKT Albany, Ore.</p>	<p>NO AWARD</p>

## NETWORK OR SYNDICATED WEEKLY NATIONAL MUSIC PROGRAM OF THE YEAR


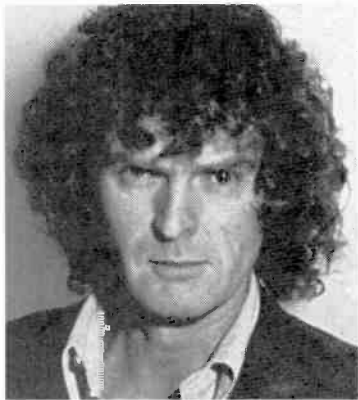
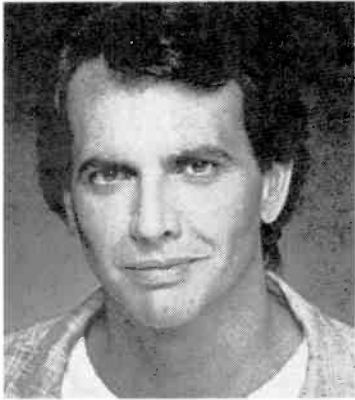
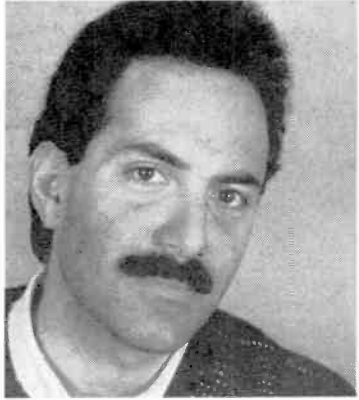





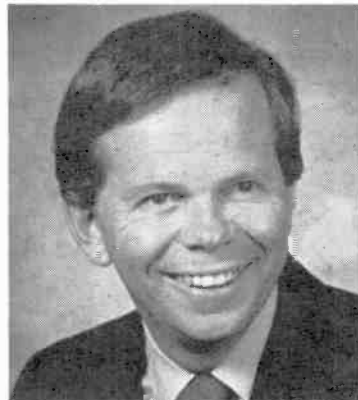

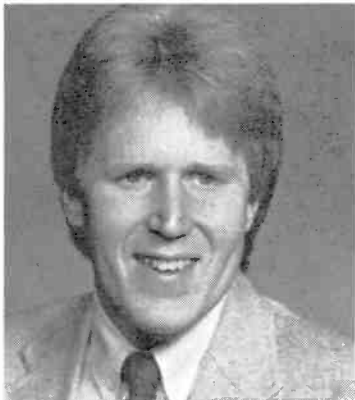

CRITERIA GUIDELINES: GENERATION OF LISTENER RESPONSE...CALIBRE OF GUESTS...CALIBRE OF HOSTS AND INTERVIEWS...PRODUCTION QUALITY

TOP 40/CROSSOVER	ADULT	BLACK	COUNTRY	ALBUM
 <p>AMERICAN TOP 40 with CASEY KASEM ABC/Watermark</p>	 <p>DICK CLARK'S ROCK, ROLL &amp; REMEMBER United Stations Programming Network</p>	 <p>WEEKEND DANCE PARTY Starmagic Radio</p>	 <p>AMERICAN COUNTRY COUNTDOWN ABC/Watermark</p>	 <p>ROCKLINE Global Satellite Network/ABC</p>



## RADIO AIR PERSONALITY OF THE YEAR

CRITERIA GUIDELINES: ENTERTAINMENT VALUE

	TOP 40/CROSSOVER	ADULT	BLACK	COUNTRY	ALBUM
MAJOR	 <p>RICK DEES KIIS Los Angeles</p>	 <p>DON IMUS WNBC New York</p>	<p>TOM JOYNER KKDA Dallas/WGCI-FM Chicago</p>	 <p>GERRY HOUSE KLAC Los Angeles</p>	 <p>JONATHON BRANDMEIER WLUP CHICAGO</p>
MEDIUM	 <p>SPIKE O'DELL KLIK Davenport, Iowa</p>	 <p>THE RICH BROS. KFMB-FM "B-100" San Diego</p>	 <p>LISA LIPPS WHRK Memphis</p>	 <p>COYOTE CALHOUN WAMZ Louisville, Ken.</p>	 <p>LARRY "THE DUCK" DUNN WLIR Long Island, N.Y.</p>
SMALL	<p>NO AWARD</p>	 <p>DON MUNSON WJBC Bloomington, Ill.</p>	 <p>JOE BULLARD WANM-AM Tallahassee, Fla.</p>	 <p>TIM CLOSSON WAXX Eau Claire, Wisc.</p>	 <p>JUSTIN PHELPS WXRC Hickory, N.C.</p>

## BILLBOARD'S COUNTRY CHART RESEARCH PACKAGES

THE DEFINITIVE LISTS OF THE BEST-SELLING COUNTRY SINGLES AND ALBUMS, YEAR BY YEAR

- Number One Country Singles, 1948-1984
- Top Ten Country Singles, 1948-1984
- Top Country Singles Of The Year, 1946-1984
- Number One Country Albums, 1964-1984
- Top Ten Country Albums, 1964-1984
- Top Country Albums Of The Year, 1965-1984

FOR INFORMATION, WRITE: Billboard Chart Research, Attn: Jim Canosa, 1515 Broadway, New York, NY 10036

# Cars' New LP In High Gear

BY STEVE GETT



## ONE TO ONE

**Bob Catania, Island VP, pop promotion, talks about U2's big breakthrough**

While Island Records/U.K. has been celebrating its 25th anniversary this year, the label's U.S. division has enjoyed tremendous success with U2's chart-topping album, "The Joshua Tree," in addition to developing an extremely broad-based roster. Island vice president of pop promotion Bob Catania gives the lowdown to Billboard talent editor Steve Gett in this week's 'One To One' interview.

**Q: Are you surprised at how the U2 phenomenon exploded this year?**

A: Personally, I wasn't, but that's from a perspective of working the band here for over three years and knowing what the base for the group was. In promoting U2 at top 40 for the first time, a lot of

these programmers were very surprised at the depth that this band had. All of us here were aware of it, though. The last three al-

bums—"War," "Under A Blood Red Sky," and "The Unforgettable Fire"—all sold somewhere between 1.6 million and 1.8 million and are now close to double platinum. The "Wide Awake In America" EP had done 600,000 units, so the base was there from a sales standpoint. We knew also that as a live act this was a band that without a hit single was able to sell 100,000 tickets in the New York metropolitan area alone in an afternoon. And we knew that we had come close with "Pride (In The Name Of Love)" as a hit single. When we heard the new album, we immediately felt "With Or Without You" and "I Still Haven't Found What I'm Looking For" were very mass-appeal records.

**Q: Were there problems taking U2 to top 40 or was the band welcomed with open arms?**

A: In the end, it was really with open arms. All the industry publications and tip sheets were very helpful in spreading the word about what was happening with this group. There was a ground swell out there, and it was building to the point where these programmers just realized that it was U2's time. With "With Or Without You" we just had a monstrous first week at top 40, and then we were off to the races.

**Q: At this stage is there a concern over how many more singles are released?**

A: Obviously, it becomes more difficult as you go on. We've probably had the two most mass-appeal records out already.

"Where The Streets Have No Name," which is certainly a little less mass-appeal in its sound, is off to a great start. Our policy will be to maximize what we can from the album without creating a negative or making it look like we're pumping something just for the sake of jamming a couple more records out.

**Q: Connecting with the band's second major tour here this year must be advantageous.**

A: Definitely. We're at 3.5 million units right now and obviously the next goal in our mind is to get to the 5-million-unit level. That's where the stadium-type dates become really effective. U2's audience has primarily been an adult audience, but with the mass-appeal success of the singles and the depth at album rock radio,

we're beginning to get the younger fans that didn't know about U2 until a year ago. So what I think what you're going to see at these stadium

dates is a huge percentage of the lower-end demos that have never seen the band before and who maybe aren't familiar with anything more than the two hit singles.

**Q: Aside from U2, what else is happening at Island?**

A: We have new records out from Tom Waits and Marianne Faithfull. Another project we're very excited about is Buckwheat Zydeco, and it looks like we're going to have a top 10 college and alternative record with that. The exciting thing about these type of projects is they don't fit the normal pattern, and you have to go out and find the place to get to that audience.

**Q: What's coming up?**

A: In the fall you're going to see the development of a whole new line, Antilles/New Directions, which is going to be anything from classical to new age to jazz to rock. We'll have a new record from Bourgeois Tagg produced by Todd Rundgren, a quantum leap forward from their debut, which had a lot of success off "Mutual Surrender." There's also a record coming from Peter Dinklage, a songwriter from Minneapolis, which I think is going to be a major album rock success story. We've also signed a group called Leather Wolf out of L.A. that is not really heavy metal, but it's in that Whitesnake kind of vein. One of the most successful records we've had this year was Anthrax, a metal band that has sold almost 200,000 units.

NEW YORK The Cars are back on the highway to chart success with the release of their latest Elektra album, "Door To Door," which speeds ahead to No. 43 on the Top Pop Albums chart from its No. 78 debut position. The leadoff single, "You Are The Girl," is racing up the Hot 100 Singles chart.

Following the triple platinum triumph of their "Heartbeat City" album, the five Cars members took time away from the group to work on outside projects, with vocalists Ric Ocasek and Benjamin Orr both making significant chart showings with solo releases.

"The solo projects really re-energized this band," says Hale Milgrim, Elektra senior vice president of marketing. "There's definitely a new-found energy and power on the new album. It has a fresh feel, and it certainly isn't just a repeat of 'Heartbeat City.'"

"Door To Door" was produced by Ocasek, who also wrote most of the material; the only collaboration is the Ocasek/Greg Hawkes-penned "Go Away." Recording sessions for the album, held at New York's Electric Lady, spanned some 3½ months.

"This time, I basically tried to get more of a live sound than on the past couple of records, so a lot of it was done live," says Ocasek. "There was a concentration on a lot of harmonies, and things like that. But it's a little bit heavier guitarwise and also in the song selection."

To promote the album, the Cars are hitting the road on Thursday (17) in Saginaw, Mich. "I'll enjoy it because it's been a few years since

we've been out, and this is a worldwide tour," says Ocasek. "I'm also looking forward to it because we have a lot of songs to pick from."

According to Kenny Hamlin, Elektra vice president of sales, "There is a lot of anticipation for this tour, and it'll definitely help to sell albums because the Cars are such a slick band on stage."

Hamlin says the label's initial shipment of "Door To Door" was "gold-plus. Quite honestly, what we tried to do was put out the right amount so that we'd be able to create an immediate reorder pattern," he says.

In addition to the support of live concerts, Hamlin says the video for "You Are The Girl," just serviced to MTV, will be important in promoting the new album. "This band has always had very strong visuals," he says. "And they've had a number of award-winning clips."

For his part, though, Ocasek says, "I never even think about videos when I'm writing. That's all done after the fact. Most videos I see are pretty bland, and I like the radio medium a lot better for spurring the imagination."

The "You Are The Girl" video was directed by Jeff Stein. "He's pretty crazy," says Ocasek. "But I like the fact that he's pretty off the wall with his ideas, and I like it when I have to sort of back a director off his craziness."

Ocasek will be busy touring with the Cars for the rest of the year, but he plans to continue working on solo projects in 1988. "I've always thought I'd keep the balance," he says. "I never had intentions of not having the Cars make records. But I like to have an outlet just to fool

around with production ideas, different songs, and that kind of thing. I'll be doing another solo record as soon as this tour is finished. I have quite a few ideas, lyrically and also musicwise, and I expect it to be different from any of the records I've ever done before."

As for the difference between selecting material for a band album and solo projects, Ocasek says, "I'll always just record the songs that are available—the ones I happen to be writing at the moment—whether it's time for the Cars or for a solo record. When I was doing my last solo record, we did pop in and do the single 'Tonight She Comes' for the [Cars'] greatest-hits album. That could have been one of the songs I used on my solo record."

Plans call for Ocasek to start working on a new solo album in the spring. "We'll be on tour until around March, so that's when I'll start it," he says.

Aside from music, Ocasek has gotten involved in movies. "I recently made appearances in two films," he says. "One is called 'Made In Heaven,' which is a Timothy Hutton/Kelly McGillis movie. And I just finished a part in the new John Waters movie, 'Hairspray.'"

Despite these recent forays into the acting world, Ocasek says he has no intention of pursuing movies on a full-time basis. "I don't want to do it on a serious level because I'm not interested in making the transition from songwriter to actor," he says. "However, I do enjoy performing in front of a camera, so for that reason it's OK. But I never really have serious aspirations to become an actor."

## ARTIST DEVELOPMENTS

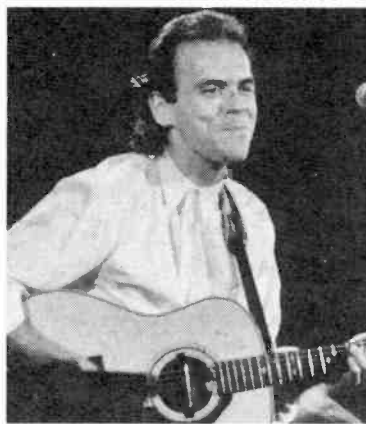
### SISTERS ARE DOIN' IT

After the commercial disappointment of 1985's "Come Out And Play" album, Twisted Sister has gone back to basics with its latest Atlantic release, "Love Is For Suckers," No. 89 on the Top Pop Albums chart.

"This album is much more rooted in rock'n'roll," says group front man Dee Snider. "It's put Twisted Sister back on track. We drifted too far from our original plan. We started out a glitter rock'n'roll band with a heavy edge; this album goes back to that."

While writing "Love Is For Suckers," the band gave up on trying to appease the masses, according to Snyder. "The changes we made on this album were more for us than for the people," he says. "We did 'Come Out And Play' for the people by trying to copy [its platinum predecessor] 'Stay Hungry.' But you can't imitate yourself. You have to always look forward."

Also changed is the group's outrageous, comical approach, which was evidenced in past video clips for singles like "We're



**Family Man.** John Hiatt played songs from his latest A&M album, "Bring The Family," during two recent headline dates at New York's Bottom Line. (Photo: Chuck Pulin)

Not Gonna Take It," "I Wanna Rock," and the tongue-in-cheek remake of "Leader Of The Pack."

"With the image and videos we had, people started saying we were a joke," says Snider. "So we dropped the makeup and deliberately didn't do a funny video. For this album, we've put out a basic rock'n'roll video [for the first single, 'Hot Love'] and a simplistic cover, and our music has matured. A serious record calls for a serious attitude."

To that end, Atlantic is taking a

street-level approach in its marketing plan for the album. "It's not going to be hyped or screamed about," says Snider. "There's a word out on the streets—it's just a vibe going out, and it'll take or not."

Twisted Sister is set to embark on a two-month concert trek on Friday (18) with fellow hard rockers Great White and T.N.T. Additionally, Snider is in the process of co-writing a screenplay for a film comedy, "Party Inc.," which he describes as "The Blues Brothers' meets 'Animal House' meets 'Ghostbusters.'"

### GROUNDBREAKERS

British progressive rock act Marillion is gearing up for a monthlong U.S. tour to support its latest Capitol album, "Clutching At Straws." Dates start on Friday (18), and lead vocalist Fish says the band views the road trip as a key factor in its quest to make it here.

"It's very important to break America—you're not really established as a rock'n'roll band until you've done that," says Fish. "At the same time, though, we refuse to compromise musically. This band has a unique style, and radio play won't come that easily. But we sell over 1.5 million albums in

(Continued on page 26)



# WHY THE MOST FAMOUS NAME IN BRITISH ROCK MUSIC IS AT THE BOTTOM OF THE PAGE

Queen

The Rolling Stones

David Bowie

Eric Clapton

Elton John

Dire Straits

Wham!

The Beatles

Wings

Rod Stewart

Genesis

Rainbow

Phil Collins

Pink Floyd

Hawkwind

Moody Blues

Jethro Tull

Uriah Heep

Peter Frampton

Supertramp

Rick Wakeman

Status Quo

Roxy Music

The Who

Thin Lizzy

Bad Company

10 CC

Mike Oldfield

Gary Numan

ELO

Ozzie Osborne

Gillan

Joan Armatrading

Duran Duran

Ultravox

The Eurythmics

The Police

Whitesnake

Joe Jackson

Cliff Richard  
& The Shadows

Chris de Burgh

Spandau Ballet

Big Country

Culture Club

The Thompson Twins

Howard Jones

Foreigner

Robert Plant

The Pretenders

Level 42

Frankie Goes to Hollywood

Alison Moyet

The Firm

The Stranglers

ELP

The Alarm

Yes

Paul Young

UB40

Style Council

Midge Ure

Simple Minds

Depeche Mode

Deep Purple

Marillion

Fleetwood Mac

Elkie Brooks

Led Zeppelin

Siouxsie & The Banshees

Curiosity Killed The Cat

**BECAUSE ALL OF THESE FAMOUS NAMES HAVE PLAYED THERE**

CONTACT TONY STEPHENS, WEMBLEY STADIUM LTD, WEMBLEY, LONDON HA9 0DW, GREAT BRITAIN. TEL: 011 44 1 902 8833. TELEX: 8811735.



**WEMBLEY**  
WHERE ELSE



## ARTIST DEVELOPMENTS

(Continued from page 24)

Europe, so why turn off all those people by compromising just to try and make it here? Besides, if we did that we'd end up with second-class product."

After kicking off a world tour to promote its "Clutching At Straws" album in Poland, Marillion has played sell-out dates at arena-size venues in Italy, France, and West Germany. The North American leg of the tour runs through the middle of October.

Marillion will be headlining shows here; the band's last U.S. road outing was as an opening act for Rush. "That helped an awful lot," says Fish. "But I don't really want to support again and just play for 45 minutes, with no real stage set or lights."

Still, Fish recognizes that cracking the U.S. market will not happen overnight. "We were always prepared for the grind," he says. "But we're committed to breaking America."

### MORE MOTOR METAL

The latest album from British heavy metal outfit **Motorhead**, "Rock'N'Roll," is slated to hit store shelves on Tuesday (14). The album, released here on the independent GWR/Profile label, represents the band's eighth studio

project.

"The initial buzz on the new record is very good," says **Jim Coffman**, Profile director of marketing. "Based on the sales of the group's last album [1986's 'Orgasmatron'], this one should do really well." With sales of "Orgasmatron" topping the 90,000 mark, Coffman says that the label is optimistic that "Rock'N'Roll" will break the 100,000 unit mark.

Besides the usual route of fanzine press and special metal radio shows, additional exposure for Motorhead should come via the upcoming motion picture, "Eat The Rich," which stars group front man **Lemmy**. The movie features cameo appearances by such notables as **Paul McCartney**, **Bill Wyman**, and **Miles Copeland** and was produced by the same team responsible for Britain's popular sitcom "The Young Ones."

"The movie's like Monty Python," says Coffman. "Lemmy stars in it as a Russian spy called Spider, and Motorhead did the whole soundtrack, which has music from 'Orgasmatron' as well as from the group's new album."

The film's title cut is included on "Rock'N'Roll" and will serve as its leadoff track; a video for "Eat The Rich" is expected shortly. Plans for a soundtrack album

are also in the works.

Though the movie may finally put the veteran rockers in the public eye, they are not looking to achieve commercial success. "They're like the quintessential heavy metal band but not in terms of the major market," says Coffman. "Motorhead is Motorhead. They're not a commercial band, so you can't pretend that they are. To them—and to a lot of others—they're just a rock'n'roll band."

Profile plans to implement a

catalog program that will be set up within the next couple of months. "We're releasing four titles that haven't been available domestically for the last few years other than through import." The product was on the Bronze label through PolyGram, which deleted them from its catalog two years ago."

The titles will be offered at a lower price and consist of three studio albums—"Overkill," "Bombers," and "Ace Of Spades"—as well as a live re-

lease, "No Sleep 'Til Hammer-smith."

Motorhead is set to commence a European tour in October but does not plan to hit U.S. concert halls until 1988. "They usually come over here right away," says Coffman, "but we want to build them up so there's a demand when they come over."

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

## Brothers Gibb Are Back In Big Way

**BACK IN STYLE:** It's been a long time—too long—but the brothers Gibb are finally returning to the scene with "E.S.P.," their first album in over six years. After listening to an advance cassette of the latest opus from the brothers Gibb, due in stores Sept. 22, **The Beat** is delighted to report that not only will it satisfy longtime Bee Gees followers, but it should also attract a whole new breed of fans.

"E.S.P." delivers the goods. The upcoming Warner Bros. release boasts excellent material, outstanding vocals and musicianship, and top-notch production—and, no, this column has not been sponsored by Bob Merlis and the Burbank publicity team!

Since their association with the "Saturday Night Fever" movie, the Bee Gees have often been dismissed as little more than "disco has-beens"—the Travolta white suit and gold chain image hasn't done them any favors either.

Fact is, however, the Gibbs have always produced great music. Though they were not recording together for a protracted period, their presence on the music scene was constantly felt in recent years via hit compositions for the likes of Dolly Parton & Kenny Rogers ("Islands In The Stream"), Dionne Warwick ("Heartbreaker"), and Diana Ross ("Chain Reaction"). The latter single was the biggest international hit of 1986. Additionally, Barry produced Barbra Streisand, and both he and Robin released entertaining solo albums.

With "E.S.P." the brothers look set to re-establish themselves as one of the top international acts. Main production credits on the new album go to the Gibbs

and Arif Mardin, with Brian Tench listed as co-producer.

Side one kicks off with the upbeat title cut, which opens with some terrific vocal harmonies. As soon as the music starts, there's no question that the Bee Gees have moved along with the times. In short, their sound is *very* hip.

Track two is "You Win Again," already one of the year's best singles, which is positively contagious—a couple of spins and you're hooked. The tempo slows down for "Live Or Die (Hold Me Like A Child)," which features some of that infamous falsetto work, but the pace livens on "Giving Up The Ghost." Robin handles lead vocals on the latter cut, which has a great synthesizer lead from Greg Phillinganes. Side one ends with the ballad "Longest Night."

The second half of the album commences with "This Is Your Life," a surefire club smash and a potentially huge top 40 hit. During the rap section, there are even some amusing tongue-in-cheek flashbacks to past gems like "Jive Talking" and "Staying Alive."

Next up is "Angela," another classic Bee Gees ballad in true Bee Gees tradition, which will be eaten alive by adult contemporary radio stations. Maurice handles lead vocals on the midtempo "Overnight," and then Barry takes over on "Crazy For Your Love." Saving the best for last, the Bee Gees end on a winner with "Backtafunk," which is everything the title suggests.

The Bee Gees are back.



America, I Love You...  
by Turo PASHAYAN

© 1987 White Wings Music/Master Project, Inc.  
P.O. Box 931892  
Los Angeles, California 90093  
(213) 461-6101

America, I Love You...

## 2 Ways To Duplicate Your Master Audio Tape For Demos Or Retail Sales

### AUDIO CASSETTES:

Eva-Tone is a full-service supplier, offering duplication, labeling, packaging, additional printing and complete mailing services.

Write or call for your free copy of "Cassette Talk," our newsletter complete with information, specs, layout sheets and prices.



### SOUNDSHEETS:

Use these thin, flexible vinyl recorded discs as audio pages in magazines, as direct mail inserts, as handouts at concerts or trade shows, or even as retail products. Write or call for your free copy of our Soundsheet Idea Kit, complete with samples, specs, layout sheets and prices.

**EVA-TONE** P.O. Box 7020-LB, Clearwater, Florida 33518  
Toll-Free 1-800-EVA-TONE (In FL 813-577-7000)



**Lotsa Folk.** The 26th annual Philadelphia Folk Festival was a big success, attracting daily audiences of 10,000 over the Aug. 28-30 weekend. Among the more than 50 scheduled acts, pictured clockwise from above, were Seattle trio Uncle Bonsai, Leon Redbone, and Garnet Rogers. (Photos: Jeff Nisbet)





# SPONSORSHIP

IN THE ENTERTAINMENT &  
LEISURE INDUSTRY SEMINAR

SEPTEMBER 27-29, 1987  
THE FAIRMONT HOTEL - DALLAS, TEXAS

FOCUS ON  
REGIONAL MARKETING  
AND PROMOTION

PRESENTED BY



and

**Billboard.**

## WHO WILL ATTEND

- Record Company Executives
- Talent Agents and Managers
- Corporate Marketing Executives
- Video Companies
- Radio Promotion Directors
- Music and Sports Marketing Agencies
- Advertising and Marketing Agencies
- Public Relations Firms
- Promoters and Producers of Events

## SEMINAR SCHEDULE

*Sunday*      Registration      11:00 am - 5:30 pm  
*Sept. 27*      Sessions            1:00 pm - 5:30 pm  
                         Reception            6:30 pm - 8:30 pm

CO-SPONSORED BY OGDEN ALLIED SERVICES

*Monday*      Registration      8:00 am - 1:00 pm  
*Sept. 28*      Sessions            8:30 am - 12:00 pm  
                         Luncheon            12:00 pm - 1:30 pm

CO-SPONSORED BY MOBILE-VISION

Sessions            1:30 pm - 6:00 pm  
Reception          7:30 pm - 9:30 pm

CO-SPONSORED BY ADOLPH COORS CO.

*Tuesday*      Sessions            8:30 am - 12:15 pm  
*Sept. 29*      Lunch                12:15 pm - 1:45 pm  
                         Sessions            1:45 pm - 3:45 pm

Seminar ends at 4:00 pm

## SAMPLE TOPICS

- Creating Self-Liquidating Sponsorship Programs
- Music Marketing's Role in Artist Development
- Target Market Sponsorship Strategy
- Pricing, Negotiating and Promotional Development of Music Sponsorships
- New Directions in Video Sponsorship
- Reaching the College Market at Local, Regional and National Levels
- Consumer Promotion Programs
- Market by Market Sponsorship
- Business to Business Marketing Case Study

## SPEAKERS (Partial List)

- Michael Omansky, RCA Records
- Walter G. Wilson, MCA Records
- Perry Cooper, Atlantic Records
- Donna-Ann Hayden, Glenmore Distilleries
- Paul Siegel, LBS Communications
- Geoffrey Drummond, Drummond Divine Co.

- Eric Graves, Texaco USA
- Joanne Engelhardt, Hewlett Packard
- Julie Cordry, Miller Brewing Co.
- Phillip Bloom, Burson Marsteller
- Rick Nelson, U.S. Fidelity & Guaranty
- Paul Stanley, PS Productions

- Brian Parrott, Louisiana Pacific
- Jeffrey McElnea, Einson Freeman
- Edward Wakeham, College Satellite Network
- Neil Leventhal, American Honda Motor Co.
- Angelo Anastasio, Adidas USA
- Rhonda Racz, Seagram & Sons, Inc.

## REGISTRATION INCLUDES

- Admission to all sessions
- Reference materials

- Two lunches, continental breakfasts
- Two receptions

- An opportunity to meet the movers and shakers in the entertainment, event, sport, music and video marketing industries

American Airlines is offering a 40% discount. For details call 1/800-433-1790 and refer to STAR FILE # S92652

REGISTRATION

**Registration Fee — \$375.00**  
**Early registration before 8/24 — \$340.00**

Name \_\_\_\_\_  
Title \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ Zip \_\_\_\_\_  
State \_\_\_\_\_ Phone \_\_\_\_\_  
Nature of Business \_\_\_\_\_

**Mail this form to: Sponsorship Seminar, Box 24970,  
Nashville, TN 37202 or call 615/748-8120**

Fairmont Room Rates:  Single \$95.00  Double \$110.00

Name \_\_\_\_\_  
Sharing With \_\_\_\_\_  
Arrival \_\_\_\_\_ Departure \_\_\_\_\_

Check enclosed for \_\_\_\_\_ registrants  
for \$ \_\_\_\_\_ (payable to Billboard Publications Inc.)  
 American Express  Visa  MasterCard

Card# \_\_\_\_\_

Expires \_\_\_\_\_ MC Bank# \_\_\_\_\_

Signature \_\_\_\_\_  
(Cardholder)

Registration info. for registrants outside the U.S.: All checks must be in U.S. dollars drawn on a U.S. bank. You may telex 4900008016 LCS UI for your registration if you wish to charge to your American Express, Visa or MasterCard.

Registration fee does not include accommodations or airfare. Cancellations must be in writing & postmarked by 9/4/87 and are subject to a 20% cancellation fee. Substitute registrants are accepted. Cancellations after 9/4/87 will not be refunded.

Reservations will be made for you

**ONE NIGHT ROOM DEPOSIT REQUIRED**

- Check enclosed payable to the Fairmont Hotel
- Charge to credit card above

## Stellar Lineup At Farm Aid; Rock 'N' Soccer In Chicago

BY LINDA MOLESKI

**GROWING EVENT:** John Cougar Mellencamp, Neil Young, the Fabulous Thunderbirds, Bruce Hornsby & the Range, Joe Walsh, Lou Reed, Emmylou Harris, Kris Kristofferson, and Lyle Lovett are in the star-studded lineup of performers who will play at the Farm Aid III concert Sept. 19 at the Univ. of Nebraska's Memorial Stadium.

The 10-hour benefit show, which will aid financially troubled farmers, will feature some 34 artists. Event founder Willie Nelson will once again host the annual concert, which is being produced by Dick Clark Productions.

**ROCK 'N' SOCCER:** Pro soccer team the Chicago Sting is taking an unusual approach to try to lure season ticket buyers:

17 of its 28 home games will feature a concert immediately afterwards.

According to Sting president David Rosengard, the shows were designed as an "open drive to appeal to the corporate season-ticket market." Among the performers already confirmed are the Beach Boys, Jeffrey Osborne, the Four Tops, the Temptations, Ray Charles, Lou Rawls, Sergio Mendes, and Marie Osmond as well as comedians David Brenner and Buddy Hackett.

"This is the most ambitious concert series done by a pro sports team," claims Rosengard, who hopes that the added entertainment will attract "Cubs, White Sox, Bears, and Bulls season-ticket holders who might have had an inclination for soccer before."

According to Rosengard, there will be no extra charge on concert nights; shows will be included in the Sting's \$8-\$25 ticket price. Carson Pirie Scott, an area department store, will serve as a major sponsor of the concert series, which is being promoted and produced by Chicago-based Jam Productions.

**SHORT TAKES:** On The Road

hears that Creative Artists has set up a unique road package that will feature four acts on the agency's roster, reminiscent of Stiff Records' memorable outings years ago. Dubbed Four Play, the tour will hit major markets across the country in an effort to help break new and developing talent. At press time, details were still being finalized . . .

**CruzaDOS** seems to be the band in demand. Upon completion of a series of dates with **Starship**, the Arista group will serve as openers on the U.S. leg of **Fleetwood Mac's** upcoming world tour . . . To help support his new Virgin/Atlantic album, "Sentimental Hygiene," **Warren Zevon** will perform a number of U.S. concert dates that commence Saturday (19) in Boston. Dates are booked through Oct. 19,

with Elektra artists **X** opening . . . Another Elektra act, **Faster Pussycat**, which has been making a good deal of

noise—no pun intended—with its self-titled debut album, is headlining a cross-country club trek, which kicked off Sept. 6 in Baltimore. Shows are scheduled to run until the end of September . . . MCA artists the **Yellowjackets** launched a U.S. tour Sept. 9 in Portland, Maine, to back their new MCA album, "Four Corners." Headliner on the bill is **Larry Carlton** . . . Plans are in the works for **Rush** to hit the road in the fall in support of its just-shipped Mercury/PolyGram album, "Hold Your Fire" . . . Virgin act **T'Pau** has been playing a number of North American concerts with the **Thompson Twins** and the **Cutting Crew** as well as headlining a few club dates on its own. Word is the British outfit may hook up with the **Cars** for some shows later this year . . . Following their European stint as opener for **Madonna**, the **Force M.D.'s** will return to the States for a series of co-headline dates with **Alexander O'Neal**. Shows are set to kick off Wednesday (16) in Cincinnati.

Send information to *On The Road*, c/o Billboard, 1515 Broadway, New York, N.Y. 10036.



# BOXSCORE TOP CONCERT GROSSES

ARTIST(S)	Venue	Date(s)	Gross Ticket Price(s)	Attendance Capacity	Promoter
ANITA BAKER RHONDA HANSONE	Greek Theatre Univ. of California, Berkeley Berkeley, Calif.	Sept. 3-6	\$611,750 \$26/\$24.50/\$15	24,748 sellout	Nederlander Organization
MOTLEY CRUE WHITESNAKE	Alpine Valley Music Theatre East Troy, Wis.	Sept. 5	\$509,896 \$20/\$16	31,199 sellout	Joseph Entertainment Group
HEART TOM KIMMEL	Coliseum, Seattle Center Seattle, Wash.	Aug. 28	\$240,818 \$17.50	13,781 14,327	Eric/Chandler Ltd.
MOTLEY CRUE WHITESNAKE	Hampton Coliseum Hampton, Va.	Aug. 30	\$200,051 \$14.50	13,800 sellout	Cellar Door Prods. Up Front Promotions
JIMMY BUFFETT & THE CORAL REEFER BAND	Coliseum, Seattle Center Seattle, Wash.	Aug. 22	\$188,685 \$17.50	10,782 14,327	Eric/Chandler Ltd.
JOHNNY & THE LEISURE SUITS	Alpine Valley Music Theatre East Troy, Wis.	Aug. 29	\$185,000 \$14.50/\$11.50	14,500 20,000	Joseph Entertainment Group
MOTLEY CRUE WHITESNAKE	Richmond Coliseum Richmond, Va.	Sept. 1	\$179,302 \$15.50/\$14.50	12,178 sellout	Cellar Door Prods.
MOTLEY CRUE WHITESNAKE	Coliseum, Roanoke Civic Center Roanoke, Va.	Sept. 2	\$157,960 \$15.50/\$14.50	10,884 sellout	Cellar Door Prods.
STEPHANIE MILLS THE WHISPERS	Fox Theatre Atlanta, Ga.	Sept. 5	\$156,410 \$19.50	8,021 9,356	Al Haymon Prods.
HEART TOM KIMMEL	Concord Pavilion Concord, Calif.	Sept. 2	\$151,507 \$18.50/\$17.50	8,470 sellout	in-house
AL JARREAU CHAKA KHAN	Pine Knob Music Festival Clarkston, Mich.	Aug. 22	\$143,916 \$18.50/\$13.50	8,757 13,920	Nederlander Organization
PAT METHENY GROUP	Greek Theatre Univ. of California, Berkeley Berkeley, Calif.	Aug. 29	\$143,618 \$18.50/\$16.50	8,500 sellout	Bill Graham Presents Cal Performers
AL JARREAU CHAKA KHAN	Poplar Creek Music Theatre Hoffman Estates, Ill.	Aug. 28	\$126,903 \$18.50/\$13.50	7,339 16,931	Nederlander Organization
DEF JAM 87: L. L. COOL J WHODINI DOUG E. FRESH & THE GET FRESH CREW ERIC B. & RAKIM PUBLIC ENEMY	Kemper Arena, American Royal Center Kansas City, Mo.	Aug. 30	\$123,780 \$15	8,252 13,500	Lewis Grey Attractions Concert Entertainment
LISA LISA & CULT JAM EXPOSE	Grandstand, Ventura County Fairgrounds Ventura, Calif.	Aug. 28	\$115,425 \$13.50	8,550 13,000	Lewis Grey Attractions Pacifconcerts Concert Entertainment
THE JERRY GARCIA BAND BONNIE RAITT	Greek Theatre Univ. of California, Berkeley Berkeley, Calif.	Aug. 30	\$92,231 \$18.50/\$16.50	5,462 8,500	Bill Graham Presents Cal Performers
LISA LISA & CULT JAM EXPOSE	Celebrity Theatre Phoenix, Ariz.	Aug. 29	\$83,200 \$16	5,200 sellout	Lewis Grey Attractions in-house Concert Entertainment
AL JARREAU CHAKA KHAN	Indianapolis Sports & Music Center Indianapolis, Ind.	Aug. 27	\$81,633 \$17.50/\$16.50	4,666 8,708	Sunshine Promotions
STEVIE RAY VAUGHAN & DOUBLE TROUBLE GREGG ALLMAN BAND	Starlight Theatre Kansas City, Mo.	Aug. 29	\$74,602 \$15	5,369 7,800	Contemporary Prods. New West Presentations
PSYCHEDELIC FURS THE CALL	Greek Theatre Univ. of California, Berkeley Berkeley, Calif.	Aug. 28	\$71,850 \$18.50/\$16.50	4,280 8,500	Bill Graham Presents Cal Performers
THE MONKEES WEIRD AL YANKOVIC	Fox Theatre St. Louis, Mo.	Sept. 1	\$71,323 \$16.50/\$14.50	4,665 sellout	Fox Concerts
KENNY LOGGINS CHRISTOPHER TITUS	Civic Arena Pittsburgh, Pa.	Aug. 15	\$68,157 \$17.50/\$15	5,603 8,867	in-house
STEPHANIE MILLS THE WHISPERS	Midland Center for the Performing Arts Kansas City, Mo.	Aug. 23	\$66,193 \$18.50	3,578 5,400	Lewis Grey Attractions Al Haymon Prods. Concert Entertainment
AL JARREAU CHAKA KHAN	Starlight Theatre Kansas City, Mo.	Aug. 30	\$65,291 \$16.50	4,721 7,800	Contemporary Prods. New West Presentations
THE POINTER SISTERS	Riverside Theatre Milwaukee, Wis.	Sept. 2	\$64,134 \$29.75/\$23.75/\$15.75	2,470 2,500	Joseph Entertainment Group
LISA LISA & CULT JAM EXPOSE	Orange Pavilion, National Orange Showgrounds San Bernardino, Calif.	Aug. 20	\$62,704 \$16	3,919 6,500	Lewis Grey Attractions Pacifconcerts Concert Entertainment
LISA LISA & CULT JAM EXPOSE	Golden Hall, San Diego Convention Center San Diego, Calif.	Aug. 30	\$56,000 \$16	3,500 sellout	Lewis Grey Attractions Pacifconcerts Concert Entertainment
GLORIA ESTEFAN & THE MIAMI SOUND MACHINE THE JETS	Grandstand, Iowa State Fairgrounds Des Moines, Iowa	Aug. 20	\$49,992 \$10/\$8	5,168 14,040	in-house
LISA LISA & CULT JAM EXPOSE	Celebrity Theatre Anaheim, Calif.	Aug. 27	\$40,000 \$16	2,500 sellout	Lewis Grey Attractions in-house Concert Entertainment
EXILE KYLE PETTY	Concerts in the Country, Lanierland Cumming, Ga.	Sept. 5	\$39,207 \$10.50	3,734 8,332	in-house
CROWDED HOUSE PAUL KELLY & THE MESSENGER	Warfield Theatre San Francisco, Calif.	Sept. 3	\$36,348 \$17.50	2,077 sellout	Bill Graham Presents
THE CULT GUNS 'N' ROSES	Warfield Theatre San Francisco, Calif.	Sept. 2	\$31,020 \$18/\$16.50	1,818 2,150	Bill Graham Presents
SOUTHSIDE JOHNNY & THE JUKE SHOW BUMS IN THE PARK PALADINS	The Ritz New York, N.Y.	Aug. 28-29	\$28,502 \$13.50/\$12.50	2,177 3,000	Monarch Entertainment Bureau John Scher Presents
PSYCHEDELIC FURS THE CALL	Santa Cruz Civic Auditorium Santa Cruz, Calif.	Aug. 30	\$22,006 \$17.50/\$16.50	1,314 1,964	Bill Graham Presents
GLORIA ESTEFAN & THE MIAMI SOUND MACHINE JEFF VALDEZ	Century II Civic Center Wichita, Kan.	Aug. 21	\$20,690 \$14/\$12	1,550 5,200	Cepex Prods.
GARY MOORE HURRICANE	The Ritz New York, N.Y.	Aug. 27	\$18,260 \$13.50/\$12.50	1,414 sellout	Monarch Entertainment Bureau John Scher Presents
TODD RUNDGREN	The Ritz New York, N.Y.	Sept. 2	\$15,067 \$13.50/\$12.50	1,172 1,500	Monarch Entertainment Bureau John Scher Presents

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

Unsurpassed in Quality

## GLOSSY PHOTOS

28¢ EACH IN 1000 LOTS

100 POSTCARDS \$25  
100 8x10 \$34.95  
CUSTOM COLOR PRINTS \$115 per 100

**COPYART**  
Photographers  
165 West 46th Street, N.Y. 10036

(212) 382-0233

## PUBLICITY PRINTS

Lithographed On Heavy Gloss Stock  
**BLACK & WHITE 8x10's**  
500 - \$60.00 1000 - 85.00

**COLOR**  
1000 - \$388.00

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

Full Color & B/W Posters  
Composites - Cards - Other Sizes

Send For Catalog & Samples

**ABC PICTURES**  
1867 E. Florida, Dept. 88  
Springfield, MO 65803  
(417) 869-9433 or 869-3456



**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:**

**#1 Black Singles, 1948 through 1985.** (\$50.00)

**#1 Black Albums, 1965 through 1985.** (\$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 1985.** (\$50.00)

**Top Ten Black Albums, 1965 through 1985.** (\$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 1985.** (\$50.00)

**Top Black Albums Of The Year, 1966 through 1985.** (\$25.00)

The annual charts of the top records of the year in rank order, as published in Billboard's year-end special issues. Listings include title, artist and label for each entry.

Billboard Chart Research  
Attn: Jim Canosa  
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
- F-3  Individual yearly lists from \_\_\_\_\_ (please list book code number) for \_\_\_\_\_ (please list year(s) desired.)

Check or money order is enclosed in the amount of:

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

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

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

Overseas air mail rates available upon request.

All sales are final.

**LOVE!**



**THE JAZ**  
**"I'm In Love" Remix** (TB 900)

**Produced and mixed by The Jaz and Fresh Gordon. Remixed by Joey Gardner and Alan Meyerson.**

"I'm In Love" is the debut release by The Jaz, a twenty-one year old singer/songwriter/producer—from New York. The sound is soulful and swiny with a brand new mix that brings all the best elements to the surface.



**FRESH GORDON**  
**"Feelin' James"** (TE 901)

**Produced and mixed by Fresh Gordon and The Jaz.**

Fresh Gordon's ready to hit you two times with a classic jam that's 100% pure cold sweat. Good God!

**PLUS**

**THE ANSWER YOU'VE BEEN WAITING FOR!**

**"I NEED LLOVE NOW"**

**BY FROSTY**

TB 906



# Billboard Hot Black Singles SALES & AIRPLAY™

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

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT BLACK POSITION
1	1	I JUST CAN'T STOP LOVING YOU	MICHAEL JACKSON	1
2	2	LOVE IS A HOUSE	FORCE M.D.'S	3
3	3	CASANOVA	LEVERT	9
4	5	I NEED LOVE	L.L. COOL J	2
5	7	DIDN'T WE ALMOST HAVE IT ALL	WHITNEY HOUSTON	5
6	6	LOVE POWER	DIONNE WARWICK & JEFFREY OSBORNE	14
7	4	ONE HEARTBEAT	SMOKEY ROBINSON	18
8	8	WIPEOUT	FAT BOYS & THE BEACH BOYS	10
9	10	LOST IN EMOTION	LISA LISA & CULT JAM	4
10	11	HOW SOON WE FORGET	COLONEL ABRAMS	8
11	9	MAKING LOVE IN THE RAIN	HERB ALPERT	11
12	13	(YOU'RE PUTTIN') A RUSH ON ME	STEPHANIE MILLS	7
13	12	NO ONE IN THE WORLD	ANITA BAKER	6
14	19	TRAMP	SALT-N-PEPA	21
15	20	GIVIN' YOU BACK THE LOVE	ISLEY/JASPER/ISLEY	24
16	21	CINDERELLA DANA DANE	DANA DANE	19
17	26	LATELY	SURFACE	17
18	28	JUST THAT TYPE OF GIRL	MADAME X	12
19	25	U GOT THE LOOK	PRINCE	13
20	18	I LOVE YOU BABE	BABYFACE	30
21	16	LAST TIME	THERESA	28
22	17	JUMP START	NATALIE COLE	39
23	15	NIGHTTIME LOVER	THE SYSTEM	38
24	14	DIVAS NEED LOVE TOO	KLYMAXX	34
25	24	SUMMER NIGHTS	GROVER WASHINGTON, JR.	40
26	35	JUST CALL	SHERRICK	15
27	34	WE'VE ONLY JUST BEGUN	GLENN JONES	16
28	33	(CAN'T) GET YOU OUT OF MY SYSTEM	JOHN WHITE	27
29	23	TELL IT LIKE IT IS	DIMPLES	45
30	22	TINA CHERRY	GEORGIO	57
31	—	LOVIN' YOU	THE O'JAYS	25
32	32	HELPLESSLY IN LOVE	NEW EDITION	20
33	—	COME OVER	4 BY FOUR	23
34	—	BULLSEYE	LAKESIDE	33
35	—	DON'T YOU WANT ME	JODY WATLEY	22
36	38	JUST GETS BETTER WITH TIME	THE WHISPERS	31
37	29	FAKE	ALEXANDER O'NEAL	60
38	—	AIN'T NO NEED TO WORRY	THE WINANS FEATURING ANITA BAKER	26
39	—	YA COLD WANNA BE WITH ME	UTFO	47
40	40	GIRL PULLED THE DOG	GENERAL KANE	51

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT BLACK POSITION
1	2	I JUST CAN'T STOP LOVING YOU	MICHAEL JACKSON	1
2	3	NO ONE IN THE WORLD	ANITA BAKER	6
3	4	I NEED LOVE	L.L. COOL J	2
4	5	LOST IN EMOTION	LISA LISA & CULT JAM	4
5	6	DIDN'T WE ALMOST HAVE IT ALL	WHITNEY HOUSTON	5
6	8	(YOU'RE PUTTIN') A RUSH ON ME	STEPHANIE MILLS	7
7	1	LOVE IS A HOUSE	FORCE M.D.'S	3
8	7	HOW SOON WE FORGET	COLONEL ABRAMS	8
9	14	JUST THAT TYPE OF GIRL	MADAME X	12
10	12	JUST CALL	SHERRICK	15
11	13	U GOT THE LOOK	PRINCE	13
12	16	WE'VE ONLY JUST BEGUN	GLENN JONES	16
13	9	MAKING LOVE IN THE RAIN	HERB ALPERT	11
14	17	HELPLESSLY IN LOVE	NEW EDITION	20
15	20	DON'T YOU WANT ME	JODY WATLEY	22
16	19	LATELY	SURFACE	17
17	18	WIPEOUT	FAT BOYS & THE BEACH BOYS	10
18	22	COME OVER	4 BY FOUR	23
19	23	AIN'T NO NEED TO WORRY	THE WINANS FEATURING ANITA BAKER	26
20	31	I DON'T THINK THAT MAN SHOULD SLEEP ALONE	RAY PARKER JR.	29
21	26	LOVIN' YOU	THE O'JAYS	25
22	11	CASANOVA	LEVERT	9
23	24	DINNER WITH GERSHWIN	DONNA SUMMER	32
24	29	CINDERELLA DANA DANE	DANA DANE	19
25	27	THE MORE WE LOVE	STARPOINT	35
26	32	HEART OF GOLD	BERT ROBINSON	37
27	37	I CONFESS	DENIECE WILLIAMS	36
28	10	LOVE POWER	DIONNE WARWICK & JEFFREY OSBORNE	14
29	36	(CAN'T) GET YOU OUT OF MY SYSTEM	JOHN WHITE	27
30	40	JUST GETS BETTER WITH TIME	THE WHISPERS	31
31	—	DOWNTOWN	LILLO THOMAS	42
32	30	BULLSEYE	LAKESIDE	33
33	—	BAD	MICHAEL JACKSON	44
34	—	MY LOVE IS DEEP	LACE	43
35	—	YOU AND ME TONIGHT	DEJA	46
36	34	TRAMP	SALT-N-PEPA	21
37	—	SLEEPING ALONE	THE CONTROLLERS	48
38	38	DREAMIN'	WILL TO POWER	41
39	39	HEART ON THE LINE	JENNIFER HOLLIDAY	49
40	—	ANGEL	ANGELA WINBUSH	50

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

## BLACK SINGLES BY LABEL

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

LABEL	NO. OF TITLES ON CHART
COLUMBIA (9)	11
Def Jam (2)	9
MCA (8)	9
Constellation (1)	7
ATLANTIC (4)	7
Island (1)	7
Omni (1)	7
Virgin (1)	7
WARNER BROS. (3)	7
Paisley Park (1)	7
Qwest (1)	7
Sire (1)	7
Tommy Boy (1)	7
ARISTA (5)	6
Jive (1)	6
MOTOWN	6
RCA (3)	6
Jive (3)	6
CAPITOL	5
E.P.A.	5
Epic (3)	5
CBS Associated (1)	5
Tabu (1)	5
EMI-MANHATTAN (4)	5
P.I.R. (1)	5
GEFFEN	5
POLYGRAM	5
Mercury (3)	5
Tin Pan Apple (1)	5
Wing (1)	5
ELEKTRA	4
SOLAR	4
A&M	3
NEXT PLATEAU	2
4TH & B'WAY	1
CHRYSALIS	1
Cooltempo (1)	1
EDGE	1
FANTASY	1
FUTURE	1
PARADISE	1
PROFILE	1
SELECT	1
SOUNDTOWN	1
STRIPED HORSE	1

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

TITLE	(Publisher - Licensing Org.)	Sheet Music Dist.
26 AIN'T NO NEED TO WORRY	(Marvin L. Winans, ASCAP/Zomba, ASCAP)	(Spectrum VII, ASCAP/Klymaxx, ASCAP) CPP
50 ANGEL	(Angel Notes, ASCAP)	52 DO YOU HAVE TO GO (WB, ASCAP/Silver Sun, ASCAP)
66 AUTOMATIC	(Breezer, ASCAP/Frustration, BMI)	53 DON'T GO (Vabritmar, BMI)
97 BABY GO GO	(Parisons, ASCAP)	87 DON'T MAKE ME WAIT FOR LOVE (Bellboy, BMI/Gratitude Sky, ASCAP)
59 (BABY TELL ME) CAN YOU DANCE	(Wiz Kid, BMI/Irving, BMI)	99 DON'T TURN AWAY (Rikbo, BMI)
44 BAD	(Mijac, BMI/Warner-Tamerlane, BMI)	22 DON'T YOU WANT ME (Rightsong, BMI/France Gee, BMI/Ardivan, ASCAP/Intersong, ASCAP)
86 BE FREE	(Troutman's, BMI/Saja, BMI)	42 DOWNTOWN (Irving, BMI) CPP/ALM
80 BE YOURSELF	(Willesden, BMI/Zomba, ASCAP)	41 DREAMIN' (Thrust, BMI)
61 BETCHA DON'T KNOW	(Bush Burnin', ASCAP)	94 EXCEPTION TO THE RULE (Simmons & Boone, ASCAP)
33 BULLSEYE	(Kenny Nolan, ASCAP)	60 FAKE (Flyte Tyme, ASCAP/Avant Garde, ASCAP)
71 CALL ME UP	(Stone City, ASCAP/National League, ASCAP) CPP	51 GIRL PULLED THE DOG (Jobete, ASCAP/Gentle General, ASCAP/Churchout, ASCAP/Mad Inspector, BMI) CPP
27 (CAN'T) GET YOU OUT OF MY SYSTEM	(Bush Burnin', ASCAP/Vinewood, BMI)	24 GIVIN' YOU BACK THE LOVE (IJI, ASCAP/WB, ASCAP)
64 CAN-U-DANCE	(Hip Trip, BMI/Hip Chic, BMI) CPP	37 HEART OF GOLD (Black Lion, ASCAP/Captain Z, ASCAP/Billy Osborne, ASCAP)
9 CASANOVA	(Calloco, BMI/Hip Trip, BMI) CPP	49 HEART ON THE LINE (Glasshouse, BMI/Irving, BMI) CPP/ALM
58 CERTIFIED TRUE	(Bar-Kays, BMI/Warner-Tamerlane, BMI/Arrival, BMI)	20 HELPLESSLY IN LOVE (Johnnie Mae, BMI/Bush Burnin', ASCAP)
19 CINDERELLA DANA DANE	(Protoons, ASCAP/Turn Out Brothers, ASCAP)	68 HOLDING ON (Zomba, ASCAP/Willesden, BMI)
85 COLD SPENDING MY MONEY	(Def Jam, ASCAP/Juiced Up, ASCAP/Def American, BMI/First Impulse, BMI)	76 HOLIDAY (Deightful, BMI)
93 COLD STUPID	(Jay King IV, BMI)	8 HOW SOON WE FORGET (MCA, ASCAP/Unicity, ASCAP/Moonwalk, ASCAP)
23 COME OVER	(Deedle Dee, ASCAP/MCA, ASCAP/Unicity, ASCAP/Moonwalk, ASCAP/Ready Ready, ASCAP)	36 I CONFESS (Realsongs, ASCAP)
67 CROSS MY BROKEN HEART	(Famous, ASCAP/Black Lion, ASCAP) CPP	29 I DON'T THINK THAT MAN SHOULD SLEEP ALONE (Raydiola, ASCAP)
65 DANCE ALL NIGHT	(Zebra Discorde, BMI/Simple Songs, BMI)	1 I JUST CAN'T STOP LOVING YOU (Mijac, BMI/Warner-Tamerlane, BMI)
5 DIDN'T WE ALMOST HAVE IT ALL	(Prince Street, ASCAP/Willin' David, BMI/Blue Sky Rider, BMI) CPP	30 I LOVE YOU BABE (Hip Trip, BMI/Hip Chic, BMI) CPP
32 DINNER WITH GERSHWIN	(WB, ASCAP/Geffen, ASCAP/Rutland Road, ASCAP)	2 I NEED LOVE (Def Jam, ASCAP)
34 DIVAS NEED LOVE TOO		63 I WONDER WHO SHE'S SEEING NOW (WB, ASCAP/Geffen, ASCAP/Lucky-Break, ASCAP/Pardini, ASCAP)
		91 IF WALLS COULD TALK (Sloopus, BMI/Cold Horizon, BMI/Shakin' Baker, BMI/RC Songs, ASCAP/MCA, ASCAP) CPP
		88 I'M IN LOVE AGAIN (Not Listed)
		72 IN THE HEAT OF THE NIGHT (MCA, ASCAP/Paris-Jam, BMI/Bayjun Beat, BMI)
		100 IT'S A THANG (Willesden, BMI)
		77 (IT'S THAT) LOVIN' FEELING (Sunset Burgundy, ASCAP/Lilyac, ASCAP/Mchoma, BMI)
		82 JAM TONIGHT (Wavemaker, ASCAP)
		39 JUMP START (Calloco, BMI/Hip Trip, BMI) CPP
		15 JUST CALL (Hits 'N Mo' Hits, BMI/Venus Three, BMI/Warner-Tamerlane, BMI)
		31 JUST GETS BETTER WITH TIME (Morning Crew, BMI/Irving, BMI) CPP/ALM
		12 JUST THAT TYPE OF GIRL (Slap One, ASCAP/Cornelio Carlos, ASCAP/Spectrum VII, ASCAP) CPP
		28 LAST TIME (Jay King IV, BMI)
		17 LATELY (Colgems-EMI, ASCAP)
		89 LET IT BE (MacLen, BMI)
		62 LET ME BE THE ONE (Panchin, BMI)
		81 LET'S START LOVE OVER (Blackwood, BMI/Huemar, BMI)
		92 LET'S TALK IT OVER (Bush Burnin', ASCAP/KMA, ASCAP)
		4 LOST IN EMOTION (Forceful, BMI/Willesden, BMI/My! My!, BMI/Careers, BMI) CPP
		3 LOVE IS A HOUSE (Tee Girl, BMI)
		14 LOVE POWER (New Hidden Valley, ASCAP/Carole Bayer Sager, BMI)
		74 LOVE SHOCK (West Kenya, ASCAP)
		25 LOVIN' YOU (Downstairs, BMI/Piano, BMI/Mighty Three, BMI)
		11 MAKING LOVE IN THE RAIN (Flyte Tyme, ASCAP)
		35 THE MORE WE LOVE (Philesto, BMI/Harrindur, BMI) CPP
		83 MS. X (David Alexander, BMI)
		43 MY LOVE IS DEEP (Glasshouse, BMI/Irving, BMI/Harrindur, BMI/Ensign, BMI) CPP/ALM
		75 MY LOVE IS GUARANTEED (Next Plateau, ASCAP/Godsend, ASCAP/Bratton & White, ASCAP)
		55 MY LOVE IS ON THE MONEY (Forceful, BMI/Willesden, BMI)
		95 MY NIGHT FOR LOVE (Little Tanya, ASCAP/MCA, ASCAP)
		73 NIGHTS OF PLEASURE (Virgin, ASCAP/Brampton, ASCAP/On The Move, BMI) CPP
		38 NIGHTTIME LOVER (Science Lab, ASCAP)
		6 NO ONE IN THE WORLD (ATV, BMI/Welbeck, ASCAP)
		18 ONE HEARTBEAT (Le Gassick, BMI/Who-Ray, BMI/Chubu, BMI/Smokey, BMI) CPP
		69 ONE LOVER AT A TIME (Trinifold, ASCAP/Sweet Kard, ASCAP/Orca, ASCAP/Virgin, ASCAP) CPP
		79 THE ROCK (Ivory Palace, ASCAP/Ruby Holland, ASCAP/Zomba, ASCAP)
		56 SAY AMEN (WB, ASCAP/E/A, ASCAP/Make It Big, ASCAP/Monty Seward, ASCAP)
		48 SLEEPING ALONE (Groovesville, BMI/Creative Entertainment, BMI)
		84 SO MANY TEARS (On The Move, BMI/Zenox, ASCAP)
		54 STONE LOVE (Konglather, BMI/Freytown, BMI/Road, BMI)
		40 SUMMER NIGHTS (Sunset Burgundy, ASCAP/MCA, ASCAP)
		98 TEAR JERKER (A.Naga, BMI)
		45 TELL IT LIKE IT IS (Conrad, BMI/ARC, BMI/OJ Rapp, BMI)
		78 THAT'S WHAT LOVE IS ALL ABOUT (Emboe, ASCAP/Kaz, ASCAP/April, ASCAP)
		57 TINA CHERRY (Georgio's, BMI/Stone Diamond, BMI) CPP
		90 TOGETHER FOREVER
		(Silver Satin, ASCAP/Songtron, BMI)
		21 TRAMP (Modern)
		13 U GOT THE LOOK (Controversy, ASCAP)
		16 WE'VE ONLY JUST BEGUN (THE ROMANCE IS NOT OVER) (Willesden, BMI/Johnnie Mae, BMI/Lu Ella, ASCAP/WB, ASCAP)
		70 WHENEVER YOU'RE READY (Ensign, BMI/Harrindur, BMI/Snippets, BMI)
		96 WHO'S THAT GIRL (WB, ASCAP/Bleu Disque, ASCAP/Webo Girl, ASCAP/Johnny Yuma, BMI)
		10 WIPEOUT (Miraleste, BMI/Robin Hood, BMI)
		47 YA COLD WANNA BE WITH ME (ADRA, BMI/Kadoc/Forceful, BMI/Willesden, BMI)
		46 YOU AND ME TONIGHT (Virgin-Nymph, BMI/Attractive, BMI) CPP
		7 (YOU'RE PUTTIN') A RUSH ON ME (Johnnie Mae, BMI/Willesden, BMI/Bush Burnin', ASCAP)

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

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



## PIR & Manhattan Dissolve Distribution Agreement



**Soul Men.** Robert "Kool" Bell of Kool & the Gang and 4 By Four surround "Video Soul" host Donnie Simpson after appearing on a live broadcast of the program on BET. Camera-ready, from left, are Bell, 4 By Four's Lance Heyward and Steve Gray, Simpson, and 4 By Four's Jay Jackson and Damen Heyward.

NEW YORK Philadelphia International Records is ending its distribution arrangement with Manhattan Records and is going independent. Since 1986, the once powerful pop-r&b label has had product—including black chart hit "Do You Get Enough Love" by Shirley Jones this year—go through the Capitol system via Manhattan. However, the two entities were never able to make PIR a significant factor on the charts.

According to PIR promotion

head Joe Medlin, current albums by the O'Jays and Phyllis Hyman will be the last to go through Manhattan. The PIR roster also includes a teen duo called the Whiteheads.

Medlin also reports that the PIR catalog will revert back to the company from CBS, its distributor during its '70s glory days, and that the company plans to put out a compact disk line of its classic O'Jays, Teddy Pendergrass, Bluenotes, and MFSB albums.

### BE THE STAR OF THE SILVER SCREEN

Record Co. Marketing / Promo Exc. Concert Promoters, Video Retailers, Distributors, and Artist, Want to increase your Sales, or awareness of a new product Guaranteed to reach your Target audience.

75% AM/FM TAPE,  
61% Portable Cassette,  
28% own VCR's

### DRIVE IN ADVERTISING

ONLY \$250 A MONTH  
OR LESS  
Over 20 cities

DETAILS.....  
(415)763-3610  
THE MOVIE ON US

FOR WEEK ENDING SEPTEMBER 19, 1987

Billboard

# TOP BLACK ALBUMS™

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

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
★ ★ NO. 1 ★ ★					
1	1	2	14	L.L. COOL J ▲ DEF JAM FC 47093/COLUMBIA (CD) 10 weeks at No. One	BIGGER & DEFFER
2	2	1	13	STEPHANIE MILLS MCA 5996 (8.98) (CD)	IF I WERE YOUR WOMAN
3	4	3	13	WHITNEY HOUSTON ▲ <sup>3</sup> ARISTA 8405 (8.98) (CD)	WHITNEY
4	6	6	5	LEVERT ATLANTIC 7-89217 (8.98) (CD)	THE BIG THROWDOWN
5	5	4	15	THE FAT BOYS ● TIN PAN APPLE 831 948-1/POLYDOR (8.98) (CD)	CRUSHIN'
6	3	5	17	THE WHISPERS ● SOLAR ST 72554 (8.98) (CD)	JUST GETS BETTER WITH TIME
7	7	9	5	ALEXANDER O'NEAL TABU FZ 40320/E.P.A. (CD)	HEARSAY
8	8	7	26	SMOKEY ROBINSON MOTOWN 6626 ML (8.98) (CD)	ONE HEARTBEAT
9	9	8	46	FREDDIE JACKSON ▲ CAPITOL ST 12495 (8.98) (CD)	JUST LIKE THE FIRST TIME
10	11	12	25	SALT-N-PEPA NEXT PLATEAU PL 1007 (8.98)	HOT, COOL & VICIOUS
11	10	10	54	KENNY G. ▲ ARISTA AL8-8427 (8.98) (CD)	DUOTONES
12	12	13	10	NATALIE COLE EMI-MANHATTAN ST 53051 (8.98) (CD)	EVERLASTING
13	17	17	6	FORCE M.D.'S TOMMY BOY TBLP 25631/WARNER BROS. (8.98) (CD)	TOUCH AND GO
14	16	27	4	UTFO SELECT SEL 21619 (8.98) (CD)	LETHAL
15	15	19	6	ERIC B. & RAKIM 4TH & B'WAY B'WAY 4005/ISLAND (8.98) (CD)	PAID IN FULL
16	14	15	24	MARVIN SEASE LONDON 830 794-1/POLYGRAM	MARVIN SEASE
17	18	34	4	DANA DANE PROFILE PRO 1233 (8.98)	DANA DANE WITH FAME
18	13	11	14	THE ISLEY BROTHERS WARNER BROS. 25586-1 (8.98) (CD)	SMOOTH SAILIN'
19	19	20	19	LISA LISA & CULT JAM ▲ COLUMBIA FC 40477 (CD)	SPANISH FLY
20	22	16	22	LILLO THOMAS CAPITOL ST-12450 (8.98) (CD)	LILLO
21	21	23	21	PRINCE ▲ PAISLEY PARK 1-25577/WARNER BROS. (15.98) (CD)	SIGN 'O' THE TIMES
22	26	21	15	JONATHAN BUTLER JIVE 1032-1-J/RCA (8.98) (CD)	JONATHAN BUTLER
23	27	28	76	ANITA BAKER ▲ <sup>2</sup> ELEKTRA 60444 (8.98) (CD)	RAPTURE
24	29	29	39	NAJEE EMI-MANHATTAN ST 17241 (8.98) (CD)	NAJEE'S THEME
25	23	25	26	JODY WATLEY ● MCA 5898 (8.98) (CD)	JODY WATLEY
26	20	14	25	HERB ALPERT ● A&M SP-5125 (8.98) (CD)	KEEP YOUR EYE ON ME
27	24	18	14	REGINA BELLE COLUMBIA BFC 49537 (CD)	ALL BY MYSELF
28	25	22	48	LUTHER VANDROSS ▲ EPIC FE 40415/E.P.A. (CD)	GIVE ME THE REASON
29	37	38	5	GROVER WASHINGTON, JR. COLUMBIA FC 40510 (CD)	STRAWBERRY MOON
30	28	26	82	JANET JACKSON ▲ <sup>4</sup> A&M SP-5106 (9.98) (CD)	CONTROL
31	36	33	14	THE O'JAYS P.I.R. ST 53036/EMI-MANHATTAN (8.98) (CD)	LET ME TOUCH YOU
32	34	36	7	ICE-T SIRE 25602-1/WARNER BROS. (8.98)	RHYME PAYS
33	30	31	22	GEORGIO MOTOWN 6229 (8.98)	SEXAPPEAL
34	33	30	18	BABYFACE SOLAR ST-72552 (8.98)	LOVERS
35	35	39	7	DAVY D DEF JAM BFC 40657/COLUMBIA	DAVY'S RIDE
36	32	32	28	THE SYSTEM ATLANTIC 81691 (8.98) (CD)	DON'T DISTURB THIS GROOVE
37	31	24	21	ATLANTIC STARR ● WARNER BROS. 1-25560 (8.98) (CD)	ALL IN THE NAME OF LOVE
38	38	43	11	GEORGE BENSON/EARL KLUGH WARNER BROS. 25580-1 (9.98) (CD)	COLLABORATION

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
39	42	44	3	COLONEL ABRAMS MCA 42029 (8.98) (CD)	YOU AND ME EQUALS US
40	40	41	4	DIONNE WARWICK ARISTA AL 8446 (8.98) (CD)	RESERVATIONS FOR TWO
41	39	35	25	SURFACE COLUMBIA 40374 (CD)	SURFACE
42	43	40	13	4 BY FOUR CAPITOL ST 12560 (8.98) (CD)	4 BY FOUR
43	50	51	8	SHALAMAR SOLAR ST 72556 (8.98)	CIRCUMSTANTIAL EVIDENCE
44	41	37	40	CLUB NOUVEAU ▲ WARNER BROS. 25531-1 (8.98) (CD)	LIFE, LOVE & PAIN
45	57	58	21	LAKESIDE SOLAR ST-72553 (8.98) (CD)	POWER
46	45	49	42	KLYMAXX CONSTELLATION 5832/MCA (8.98) (CD)	KLYMAXX
47	49	54	16	ISLEY/JASPER/ISLEY CBS ASSOCIATED FZ 40409/E.P.A. (CD)	DIFFERENT DRUMMER
48	44	48	7	SLAVE ICHIBAN ICH 1009 (8.98)	MAKE BELIEVE
49	53	61	7	BEBE & CECE WINANS CAPITOL ST 12573 (8.98)	BE BE & CE CE WINANS
50	54	45	11	SOUNDTRACK ▲ MCA 6207 (9.98) (CD)	BEVERLY HILLS COP II
51	63	—	2	BOBBY JIMMY & THE CRITTERS MACOLA MRC 0989 (8.98)	BACK AND PROUD
52	47	46	11	TAWATHA EPIC BFE 40355/E.P.A. (CD)	WELCOME TO MY DREAM
53	55	52	54	PHYLLIS HYMAN P.I.R. ST 53029/EMI-MANHATTAN (9.98) (CD)	LIVING ALL ALONE
54	52	62	29	EXPOSE ● ARISTA AL 8441 (8.98) (CD)	EXPOSURE
55	64	50	8	MC SHAN COLD CHILLIN CCLP 500/PRISM (8.98)	DOWN BY LAW
56	51	63	59	SHIRLEY MURDOCK ● ELEKTRA 9 60443-1 (8.98) (CD)	SHIRLEY MURDOCK!
57	46	42	20	PUBLIC ENEMY DEF JAM BFC 49658/COLUMBIA	YO! BUM RUSH THE SHOW
58	62	59	5	DIMPLES COLUMBIA BFC 40859	TELLIN' IT LIKE IT IS
59	NEW ▶	—	1	MADAME X ATLANTIC 81774 (8.98) (CD)	MADAME X
60	56	67	3	HIROSHIMA EPIC FE 40679/E.P.A. (CD)	GO
61	61	57	17	MC SHY-D LUKE SKYY WALKER XR-1004 (8.98)	GOT TO BE TOUGH
62	60	—	2	GENERAL KANE MOTOWN 6238ML (8.98)	WIDE OPEN
63	68	60	48	LOOSE ENDS MCA 5745 (8.98) (CD)	THE ZAGORA
64	59	56	42	TIMEX SOCIAL CLUB DANYA F 9645/FANTASY (8.98)	VICIOUS RUMORS... THE ALBUM
65	48	47	10	BILLY MITCHELL VISTA/OPTIMISM 2501 (8.98) (CD)	FACES
66	58	68	7	VANESE THOMAS GEFEN GHS 241 41 (8.98)	VANESE
67	75	66	56	MELBA MOORE CAPITOL ST 12471 (8.98) (CD)	A LOT OF LOVE
68	73	73	3	THE DEELE SOLAR ST 72555 (8.98)	EYES OF A STRANGER
69	RE-ENTRY	—	—	STARPOINT ELEKTRA 60722 (8.98) (CD)	SENSATIONAL
70	66	53	42	KOOL & THE GANG ● MERCURY 830-398-1-M/POLYGRAM (CD)	FOREVER
71	65	55	25	KOOL MOE DEE JIVE 1025-1-J/RCA (8.98)	KOOL MOE DEE
72	70	75	29	D.J. JAZZY JEFF & THE FRESH PRINCE JIVE 1026-1-J/RCA (8.98)	ROCK THE HOUSE
73	69	70	24	AL GREEN A&M SP 5150 (8.98) (CD)	SOUL SURVIVOR
74	71	72	28	DAVID SANBORN WARNER BROS. 1-25479 (9.98) (CD)	A CHANGE OF HEART
75	74	74	35	ROBERT CRAY ● HIGHTONE/MERCURY 830 568-1/POLYGRAM (CD)	STRONG PERSUADER

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

CLUB PLAY					
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
★★ NO. 1 ★★					
1	1	2	9	HOW SOON WE FORGET (REMIX) MCA 23763	◆ COLONEL ABRAMS
2	2	4	9	CATCH ME I'M FALLING (REMIX) VIRGIN 0-96752/ATLANTIC	◆ PRETTY POISON
3	4	6	8	I HEARD A RUMOUR LONDON 886 188-1/POLYGRAM	◆ BANANARAMA
4	5	9	6	VICTIM OF LOVE (REMIX) SIRE 0-20740/WARNER BROS.	◆ ERASURE
5	8	11	7	FULL CIRCLE (REMIX) ATLANTIC 0-86674	COMPANY B
6	11	25	4	LET ME BE THE ONE (REMIX) ARISTA ADI-9618	◆ EXPOSE
7	14	24	4	TRUE FAITH (REMIX) QWEST 0-20733/WARNER BROS.	NEW ORDER
8	7	10	7	MIND OVER MATTER (REMIX) A&M SP-12246	◆ E.G. DAILY
9	12	21	4	STRIP THIS HEART A&M SP-12241	JOHN ADAMS
10	13	20	5	PUT THE NEEDLE TO THE RECORD CRIMINAL CR12-014	CRIMINAL ELEMENT ORCHESTRA
11	6	7	11	SILENT MORNING 4TH & B'WAY BWAY-439/ISLAND	NOEL
12	3	1	10	WHEN SMOKEY SINGS/CHICAGO MERCURY 888 726-1/POLYGRAM	◆ ABC
13	15	14	8	BREAKOUT MERCURY 888 836-1/POLYGRAM	◆ SWING OUT SISTER
14	18	28	4	LOST IN EMOTION (REMIX) COLUMBIA 44 06872	◆ LISA LISA & CULT JAM
15	25	—	2	DON'T YOU WANT ME (REMIX) MCA 23785	◆ JODY WATLEY
16	16	17	7	GOOD INTENTIONS (REMIX) CAPITOL V-15308	◆ AVA CHERRY
17	29	45	3	IT'S A SIN EMI-MANHATTAN V-19256	◆ PET SHOP BOYS
18	19	23	6	FUNKY NASSAU VIRGIN 0-96776/ATLANTIC	◆ BLACK BRITAIN
19	24	40	4	ALWAYS DOESN'T MEAN FOREVER CAPITOL V-15328	HAZELL DEAN
20	22	22	6	DESIRE FIERCE FR 104	CANDY J
21	23	31	6	TOY BOY OMNI 0-96751/ATLANTIC	SINITTA
22	NEW ▶	1	1	THE REAL THING (REMIX) CHRYSALIS 4V9 43171	◆ JELLYBEAN FEATURING STEVEN DANTE
23	30	35	5	(YOU'RE PUTTIN') A RUSH ON ME (REMIX) MCA 23774	STEPHANIE MILLS
24	34	43	3	SLIP-SLIDE (REMIX) WARNER BROS. 0-20731	TEEN DREAM
25	9	5	12	HEARTACHE (REMIX) POLYDOR 885 929-1/POLYGRAM	◆ PEPSI & SHIRLIE
26	39	48	3	MY LOVE IS GUARANTEED NEXT PLATEAU NP 50067	SYBIL
27	21	18	8	LEAVE MY MONKEY ALONE VIRGIN 0-96762/ATLANTIC	WARREN ZEVON
28	40	42	5	JUMP START (REMIX) EMI-MANHATTAN V-56053/CAPITOL	◆ NATALIE COLE
29	48	—	2	SOMETHING TELLS ME ATLANTIC 0-86670	TIGER MOON
30	42	—	2	POUR IT ON ELEKTRA 0-66795	MASON
31	41	50	3	YOU'RE NO GOOD FOR ME NEXT PLATEAU NP50066	KELLY CHARLES
32	20	13	9	SHATTERED GLASS ATLANTIC 0-86699	◆ LAURA BRANIGAN
33	17	8	10	BE MINE TONIGHT ATLANTIC 0-86675	PROMISE CIRCLE
34	37	41	5	THAT'S WHERE THE HAPPY PEOPLE GO/HERE IN THE DARKNESS DICE TGR 1015	GREG STONE
35	35	36	6	I KNOW EPIC 49-6866	PAUL KING
36	26	26	8	LOOKING FOR A LOVER (REMIX) COOLTEMPO 4V9 43127/CHRYSALIS	TAURUS BOYZ
37	NEW ▶	1	1	DINNER WITH GERSHWIN Geffen 0-20635/WARNER BROS.	DONNA SUMMER
38	43	49	3	SCARS OF LOVE TOMMY BOY TB 902	TKA
39	NEW ▶	1	1	TELL IT TO MY HEART ARISTA ADI-9611	TAYLOR DAYNE
40	32	39	4	SOONER OR LATER (REMIX) WARNER BROS. 0 20729	SYLVESTER
41	47	—	2	SECRET AFFAIR (REMIX) EPIC 49 06837	◆ CLAUDJA BARRY
42	NEW ▶	1	1	WHEN YOU GONNA RCA 6548-1-RD	RICK AND LISA
43	45	47	3	COME TOGETHER FRESH FRE-0012	HANSON & DAVIS
44	10	3	11	WHO FOUND WHO CHRYSALIS 4V9 43089	◆ JELLYBEAN FEATURING ELISA FIORILLO
45	27	29	6	CASANOVA ATLANTIC 0-86673	◆ LEVERT
46	33	34	7	DO IT PROPERLY GROOVELINE GRL 5001	2 PUERTO RICANS A BLACKMAN & A DOMINICAN
47	49	—	2	MISFIT (REMIX) MERCURY 888 752-1/POLYGRAM	◆ CURIOSITY KILLED THE CAT
48	50	—	2	WIPEOUT TIN PAN APPLE 885-960-1/POLYGRAM	◆ THE FAT BOYS
49	NEW ▶	1	1	I'M SUPPOSE TO HAVE SEX WITH YOU CHRYSALIS PROMO	TONIO K.
50	NEW ▶	1	1	NEVER LET ME DOWN (REMIX) EMI-MANHATTAN V-19255	◆ DAVID BOWIE

**BREAKOUTS**

Titles with future chart potential, based on club play this week.

1. THE OPERA HOUSE JACK E MAKOSSA MINIMAL
2. YOUR UGLY VELORE & DOUBLE-O VIRGIN
3. DON'T ARGUE CABARET VOLTAIRE PARLOPHONE (UK)
4. IS IT GOOD ENOUGH CHANELLE PROFILE
5. YOU AND ME TONIGHT DEJA VIRGIN
6. MILITARY DRUMS HUBERT KAH CURB
7. JUST THAT TYPE OF GIRL MADAME X ATLANTIC
8. I SAID IT AND I MEANT IT CAROLYN PORTER ATLANTIC

12-INCH SINGLES SALES					
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
★★ NO. 1 ★★					
1	2	3	12	DREAMIN' (REMIX) EPIC 49-06830	WILL TO POWER
2	3	4	7	WHO'S THAT GIRL (REMIX) SIRE 0-20692/WARNER BROS.	◆ MADONNA
3	6	7	8	CASANOVA ATLANTIC 0-86673	◆ LEVERT
4	7	13	8	FULL CIRCLE (REMIX) ATLANTIC 0-86674	COMPANY B
5	9	8	9	BE MINE TONIGHT ATLANTIC 0-86675	PROMISE CIRCLE
6	12	15	7	CATCH ME I'M FALLING (REMIX) VIRGIN 0-96752/ATLANTIC	◆ PRETTY POISON
7	8	10	13	SILENT MORNING (REMIX) 4TH & B'WAY BWAY-439/ISLAND	NOEL
8	5	6	13	STRANGELOVE (REMIX) SIRE 0-20696/WARNER BROS.	◆ DEPECHE MODE
9	10	12	9	WHEN SMOKEY SINGS/CHICAGO MERCURY 888 726-1/POLYGRAM	◆ ABC
10	1	1	11	WHO FOUND WHO CHRYSALIS 4V9 43089	◆ JELLYBEAN FEATURING ELISA FIORILLO
11	11	14	9	HOW SOON WE FORGET (REMIX) MCA 23763	◆ COLONEL ABRAMS
12	13	17	7	I HEARD A RUMOUR LONDON 886 188-1/POLYGRAM	◆ BANANARAMA
13	4	2	12	TINA CHERRY (REMIX) MOTOWN 4586MG	◆ GEORGIO
14	18	23	4	LOST IN EMOTION (REMIX) COLUMBIA 44-06872	◆ LISA LISA & CULT JAM
15	19	21	5	(YOU'RE PUTTIN') A RUSH ON ME MCA 23774	STEPHANIE MILLS
16	15	11	11	HEARTACHE (REMIX) POLYDOR 885 929-1/POLYGRAM	◆ PEPSI & SHIRLIE
17	21	27	5	CRAZY LOVE ATLANTIC 0-86779	NANCY MARTINEZ
18	28	33	4	POUR IT ON (REMIX) ELEKTRA 0-66795	MASON
19	26	26	5	PARTY YOUR BODY LMR 4000	STEVIE B
20	22	24	5	SECRET AFFAIR (REMIX) EPIC 49 06837	◆ CLAUDJA BARRY
21	20	20	5	U GOT THE LOOK/HOUSEQUAKE PAISLEY PARK 0-20727/WARNER BROS.	◆ PRINCE
22	25	28	4	MIND OVER MATTER (REMIX) A&M SP-12246	◆ E.G. DAILY
23	16	16	8	SHATTERED GLASS ATLANTIC 0-86675	◆ LAURA BRANIGAN
24	17	9	13	I WANT YOUR SEX/HARD DAY COLUMBIA 44 06814	◆ GEORGE MICHAEL
25	30	32	3	TRUE FAITH (REMIX) QWEST 0-20733	NEW ORDER
26	14	5	13	FAKE TABU 429-06788	◆ ALEXANDER O'NEAL
27	23	18	9	LIVING IN A BOX CHRYSALIS 4V9 43119	◆ LIVING IN A BOX
28	24	22	31	ONLY IN MY DREAMS (REMIX) ATLANTIC 0-86744	DEBBIE GIBSON
29	29	29	5	WIPEOUT TIN PAN APPLE 885-960-1/POLYGRAM	◆ THE FAT BOYS
30	36	—	2	DON'T YOU WANT ME (REMIX) MCA 23785	◆ JODY WATLEY
31	31	44	5	I KNOW EPIC 49-6866	◆ PAUL KING
32	34	47	3	JUST THAT TYPE OF GIRL ATLANTIC 0-86672	MADAME X
33	NEW ▶	1	1	THE REAL THING (REMIX) CHRYSALIS 4V9 43171	◆ JELLYBEAN FEATURING STEVEN DANTE
34	42	—	2	IT'S A SIN EMI-MANHATTAN V-19256	PET SHOP BOYS
35	47	—	2	LOVE/HATE MCA 23780	PEBBLES
36	41	36	6	JUMP START (REMIX) EMI-MANHATTAN V-56053/CAPITOL	◆ NATALIE COLE
37	27	19	11	THREE TIME LOVER SYNTHICIDE 71300-0	BARDEUX
38	40	46	3	DESTINY DICE TGR 1016/SUTRA	LAUREN GREY & LEAH LANDIS
39	35	40	3	WHY YOU WANNA GO VINYL MANIA VMR 011	FASINATION
40	38	34	9	DO IT PROPERLY GROOVELINE GRL 5001	2 PUERTO RICANS A BLACKMAN & A DOMINICAN
41	NEW ▶	1	1	SOMETHING TELLS ME ATLANTIC 0-86670	TIGER MOON
42	37	42	4	FUNKY NASSAU VIRGIN 0-96776/ATLANTIC	◆ BLACK BRITAIN
43	43	35	3	LET ME BE THE ONE (REMIX) ARISTA ADI-9618	◆ EXPOSE
44	NEW ▶	1	1	MY LOVE IS GUARANTEED NEXT PLATEAU NP 50067	SYBIL
45	33	31	15	LIFETIME LOVE SLEEPING BAG SLX-0024	JOYCE SIMS
46	NEW ▶	1	1	IF YOU FEEL IT RCA 6556-1-RD	DENISE LOPEZ
47	NEW ▶	1	1	MUSIC OUT OF BOUNDS ATLANTIC 0-86669	STACEY Q
48	48	—	2	I'M GONNA LOVE YOU OAK LAWN OLR-126	THE UPTOWN GIRLS
49	39	49	4	MISFIT (REMIX) MERCURY 888 752-1/POLYGRAM	◆ CURIOSITY KILLED THE CAT
50	49	—	2	THAT'S WHERE THE HAPPY PEOPLE GO/HERE IN THE DARKNESS DICE TGR 1015/SUTRA	GREG STONE

**BREAKOUTS**

Titles with future chart potential, based on sales reported this week.

1. MY LOLEATTA ELLIS "D" MINIMAL
2. BREAKOUT SWING OUT SISTER MERCURY
3. YOU'RE NO GOOD FOR ME KELLY CHARLES NEXT PLATEAU
4. TOY BOY SINITTA OMNI
5. LA BAMBA 87 RITCHIE VALENS DEL FI
6. NOTHING'S GONNA STOP ME NOW SAMANTHA FOX JIVE
7. NEVER LET ME DOWN AGAIN DEPECHE MODE MUTE (UK)
8. THE NIGHT YOU MURDERED LOVE ABC VERTIGO (UK)

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



# Jackson's 'Bad' Chock-Full Of Choice Club Cuts

This week's column was written by Bill Coleman.

WITH THE DELUGE of new releases ushering in the fall season, let's not waste any time getting to the heart of the matter—albums.

It's finally here—the new Michael Jackson album, "Bad" (Epic), and it doesn't disappoint. Topping the astronomical sales figures of "Thriller" may prove a hard nut to crack, but as a whole, the material here speaks for itself. Choice club cuts are the new single, "Bad," with its churning rhythms and vocal; "Another Part Of Me," which boasts an irresist-

ible r&b groove; "The Way You Make Me Feel," with its loping pop stylings; "Speed Demon," with its sinister syncopation; and the strong pop-single contender, "Man In The Mirror," which features the Winans, the Andrae Crouch Choir, and rising star Siedah Garrett (who co-wrote the track). In any event, wherever you drop the needle, any soured expectations rendered prior are certain to diminish.

Sybil's "Let Yourself Go" (Next Plateau) is that artist's worthwhile debut following two successful 12-inches and a current smash, "My Love Is Guaranteed." Tracks for



the dance floor are the slinky "Walking In The Moonlight" and "All Through The Night," with a quick, syncopated hook. Also featured is the midtempo duet "U And Me 2 Nite," which is currently enjoying success on the r&b chart as DeJa's (formerly Aurra) "You And Me Tonight" (Virgin). In addition to Sybil's performance, plaudits

should be given to the album's producers and primary writers, James Bratton and Delores Drewry.

Disco darling of a few years ago Terri Gonzalez bounces back with her new album and current single, "Is There Rockin' In This House" (Atlantic), produced by Nile Rodgers. Programmers should note in particular the cuts "In A Big Way" and "Love Promises," which incorporate the classic Chic grooves with a contemporary base.

Also just out is the new album from Bananarama, called "Wow!" (London), under the busy production helm of Stock, Aitken, Waterman. With this outing, the harmonious U.K. trio delivers its finest collection of dance tunes to date. Places to drop the needle include the Nocera-meets-Company-B-style "Some Girls" and "Bad For Me," the down-tempo technofunk of "Come Back With My Heart," and the mild hi-NRG of "I Want You Back"—so be the first on your block.

**JUST OUT:** Speaking of the boys at PWL studios, Stock, Aitken, and Waterman have finally released their U.K. hit "Roadblock" (A&M) domestically. This piece kicks out a serious James Brown (almost gogo) "rare groove" with blaring horn accompaniment; note the "rare dub" flip.

52nd Street's "I'll Return" (MCA) is a right-in-the-pocket S.O.S./Loose Ends-ish track, this time produced by Lenny White and remixed courtesy of Timmy Regisford... Carolyn Porter's "I Said It And I Meant It" (Atlantic) sports a hypnotic technogroove remixed by Freddy Bastone with edits from the Dominicans (Roger

Pauletta, Chep Nunez).

"Lover's Lane" (Motown) is Georgio's third mighty suggestive release in four mixes, most notably the house-flavored After Hours version by Bruce Forest... Up-and-coming producer/songwriter Bryan Loren provides solid debut material for 14-year-old "Star Search" winner Shanice Wilson with Jam & Lewis Minneapolis funk number "(Baby Tell Me) Can You Dance" (A&M), which includes a special Shep Pettibone dub mix... Pettibone was also responsible for remixing Madonna's next sure-fire smash, "Causing A Commotion" (Sire). Co-edited with Junior Vasquez, the infectious up-tempo groove is fleshed out in three mixes.

**IN THE HOUSE:** Jack E. Makossa has one of the hottest "jack" tracks out—"The Opera House," on the Minimal label... Screamin Rachel's "Fun With Bad Boys" (Grand Groove-Hip House, 212-655-4795) offers a hot house hook and teasing vocal.

**RAPPING UP:** Whodini returns to the scene with "Be Yourself" (Jive/Arista), a funky rap that features the one and only Millie Jackson... On Jive/RCA, two noteworthy rap releases from Philly's hottest: Schooly D's "Parkside 5-2," which is backed with his previous indie hit, "Saturday Night," and Steady B's double-A-side "What's My Name" and "Don't Disturb This Groove"... Eric B. & Rakim's "I Ain't No Joke" (4th & Bway) is similar in effect to their previous hit but clocks in a bit short at 3:54.

## Elisa Fiorillo Is Well-Versed In Vocals Singer Has Broadway Training & Musical Family

BY DAVE PEASLEE

NEW YORK Despite appearances, Elisa Fiorillo is no overnight success. Her debut recorded performance, on the Jellybean single "Who Found Who," is lodged near the top of the Billboard Hot Dance/Disco chart, and the Chrysalis single has made it into the top 20 of the Hot 100.

Yet behind this remarkable initial success is a solid musical background. The 18-year-old Philadelphia-born singer credits the examples of her father—a former child prodigy who studied under Vladimir Horowitz and now teaches piano at Temple Univ.—and her vocalist mother with giving her basic musical knowledge and the incentive to achieve.

Originally interested in musical theater, Fiorillo performed on Broadway in a production of "The Three Musketeers." The show's producer, Ina Meibach, encouraged her to enter television's "Star Search" contest, which she won in the junior vocalist category. Signed to Chrysalis on the strength of her vocals and her songwriting ability, Fiorillo was introduced to John "Jellybean" Benitez after he heard her demo tapes and wanted to use her on his own album project.

For Fiorillo, the high point of her career has not been the instant visibility afforded by the success of "Who Found Who" but rather the good fortune "to work with such

down-to-earth, quality musicians and producers."

Fiorillo, who recently completed her debut album at New Jersey's Quantum Studios, says the experience of working with such talents as Jellybean and producers Reggie Lucas, Gardner Cole, Scott Cutler, and Lotte Golden has "helped ease my fears of the music business."

Describing her work as crossover dance-pop, Fiorillo says her favorites on the upcoming album include the brightly produced "You Don't Know" and "More Than Love," both co-written by Fiorillo with Ian Prince; "How Can I Forget You," written and produced by "Open Your Heart" composer Cole; and, especially, the sensitive ballad writ-

ten by Whitney Houston composers Cutler and Jerry Gotham, titled "Forgive Me For Dreaming."

As for the inevitable comparisons to Madonna, given her youthful energy and appeal as well as the involvement of such Madonna collaborators as Benitez, Lucas, and Gardner, Fiorillo remains unconcerned. Although she admires Madonna, Fiorillo says her own, more pop-oriented vocal approach and classical training make her style totally different. Producer Lucas agrees. "Elisa is unique among the new dance artists as she combines her youthful energy with a genuine vocal gift that should move her beyond the usual one-record success into a long-term career," he says.

## New Canadian Meet Set Aimed At Dance Music Industry

NEW YORK Inspired by the success of such U.S. DJ conclaves as those held earlier this year in Florida, Boston, and New York, the Canadian organization Dancepool, together with Perpetual Promotions and Technics, is sponsoring Conference '87, to be held Sept. 28, 29, and 30 in Vancouver, British Columbia.

Subtitled East Meets West, the conference is billed as "Canada's first symposium for the nightclub and dance music industry" and is oriented toward that country's DJs, club owners, artist/managers, and record company personnel. To be held at the Ramada Renaissance Hotel, Conference '87 will combine a trade show featuring exhibitions on lighting, sound, and video technology with several seminar-style panels concentrating on such topics as nightclub management and competition; the position and influence of DJs within the music industry; the future of the 12-inch single; video use in nightclubs; and the influence of club play on retail sales and radio programming.

In addition to these discussions, the conference will also feature several entertainment showcases. The first event, on the night of Sept. 28, is an artist showcase and is being held at the 86th Street Music Hall on the Expo '86 site, while the following day's DJ mixing

competition will take place at the nightclub Systems. Concluding the conclave will be an awards ceremony hosted by MuchMusic's Terry David Mulligen; awards will be presented in such categories as best artist, single, group, nightclub, and club DJ.



**Chaka's Date.** Chaka Khan returned to the Manhattan concert scene with two opening dates for Al Jarreau at New York's Pier 84. (Photo: Chuck Pulin)

# HOLD THE PHONE!



Dial 800-223-7524 toll free to place an ad in **ACTION-MART**, Billboard's classified advertising section. For quick results, call Jeff Serrette today (NY residents dial 212 764-7388).

### DISCO & DANCE 12"

U.S.A. & IMPORTS  
(WHOLESALE FOR STORES)  
USA+CANADA+ENGLAND+GERMANY  
ITALY+FRANCE+HOLLAND

#### US & CANADIAN 12"

I Am Music—Libra Libra  
House It Up—Hokus Pokus  
Soulution—Keith Edwards  
My House—Rhythm Control  
Sugar Sugar—Shan  
Flashback—Disc Drive  
Toda La Vita—Yasmine  
Dance Little Lady—Tina Charles  
Walking On A Thin Line—Bam Bam  
Give Me Your Love—Sisley Ferre  
Four Play Tapps  
To You Wanna Dance—Bad Boy  
essence Of A Dream—Risque  
Miss My Friend—C. Huntington  
Mission—Nitro Deluxe  
One In—Nezz Martin  
Turn On The Night—Lols + Lane  
Breathless (mix)—Gina Desire  
Dont Wait—Hotline

Run To Me—Tony Caso  
I'm Not Afraid—Free Enterpse  
Dont Take Your Love—Lydia  
No More No More—LA Girls  
Shut Up Already—Pluse  
Living Out A Fantasy—Oh Romeo  
Gimme Some Lovin—Fun Fun  
If You Need A Friend—Blaze  
Alright—Masters At Work  
Come Get It—Jomanda  
I'm Strong—Robert Owens  
On The Loose—Jasmin  
I Need A Man—Remix—Man To Man  
Why You Wanna—Fascination  
Your Move—Bamboo

#### EUROPEAN 12'S

Gonna Get Along—Viola Wills  
(1987 HOUSE VERSION)  
Bobby O Mix-Collection (Mexico)

Soul Survivor—C C Catch  
Ebony Eyes—John Christian  
Everlasting Love—Sandra  
Shes My Queen—Michael Paul Hill  
I Will Survive—Boytroic  
I Need Your Love—Cliff Turner  
Pump Up The Volume—Marrs  
Take Me High—Coim 3  
Halfway To Paradise—Kelly Mane  
Whats Your Name—(new mix)—Zinno  
Gonna Get You—M. Fortunati

#### DISCO CLASSICS

LET'S ALL CHANT—MICHAEL ZAGER  
ALL 2NY 12"  
ALL BOBBY ORLANDO 12" + PRODUCTIONS  
ALL JDC 12"  
ALL DIVINE 12"  
ALL LIME 12" + Lps

+ OVER 500 OTHER CLASSICS



New Labels  
Send your  
Cassettes  
& Test  
Pressings

### UNIQUE RECORD DIST.

110 DENTON AVE., NEW HYDE PARK, NEW YORK 11040  
UNIQUE PHONE (516) 294-5900 FAX # (516) 741-3584  
MAIL O DISC PHONE (516) 294-5111 TELEX # 4758254 IMPT DISC

## MUSIC VIDEO CLIPS



The Music Video Company  
201-667-7575

AVAILABLE on 1 hour compilations to Night Clubs, Hotels and other public venues throughout America. All tapes priced at only \$39.95 per hour. Our services include Video Systems Design, Sales and Installation.  
**LAWRENCE ENTERPRISES**



**K.T. Is OK.** When K.T. Oslin's "80's Ladies" album debuted at No. 15 with a bullet on Billboard's country chart, it set her place in country music history as the highest-ever debut album by a female country artist. Joining Oslin in celebration at the Country Music Foundation are, from left, Bill Ivey, executive director of the CMF; Gerry Wood, general manager of Billboard/Nashville; Oslin; Joe Talbot, CMF board chairman; Joe Galante, vice president/general manager, RCA Records/Nashville; and Stan Mores, Oslin's manager. (Photo: Don Putnam)

## Boosted By Strong Sales, Warner Discounts 69 Titles In Major Promotion

NASHVILLE The Warner Bros. country division, buoyed by strong sales during the past year, is offering a special promotion this fall for record distributors and retailers. The promotion is separate from the annual Warner/Elektra/Atlantic push, of which the country labels have traditionally been a small part.

The Warner Bros. promotion, which began Aug. 24 and runs through Oct. 9, offers 69 album titles from Warner's and Atlantic/America's \$6.98 and \$8.98-and-up lines to distributors and retailers, who can place up to two orders of at least 100 units each. Discounts of 5% on cassettes and albums and 10% on compact disks are being offered.

Neal Spielberg, Warner's national sales coordinator, says all Warner and Atlantic/America country titles released through July 31, were eligible for inclusion in the program, but those that sold poorly were left out. Among those included in the promotion are both of Randy Travis' platinum-plus albums; the "Trio" album by Emmylou Harris, Dolly Parton, and Linda Ronstadt; Dwight Yo-

kam's two gold-plus albums; and such oldies as Willie Nelson's "Shotgun Willie" from 1973.

Distributors and retailers participating in the program must pay for half their orders by Dec. 10 and the remainder by Jan. 10. All back orders will be eligible for the program discounts up to Oct. 23, after which they will be canceled.

Spielberg said the promotion was intended to enhance the Country Music Assn./National Assn. of Record Merchandisers' Bring Home Country's Brightest Stars promotion (Billboard, Aug. 22), not compete with it.

Also included in the Warner Bros. promotion are titles by John Anderson, the Forester Sisters, Crystal Gayle, Highway 101, Johnny Lee, Gary Morris, Michael Martin Murphey, the Nitty Gritty Dirt Band, Eddie Rabbitt, Billy Joe Royal, Southern Pacific, T.G. Sheppard, Jeff Stevens & the Bullets, Conway Twitty, Vicki Rae Von, and Hank Williams Jr.

EDWARD MORRIS

## Acts Range From Randy Travis To Sawyer Brown New Music Styles Spur Lively Debate

THE RENAISSANCE of country music has produced creative tension between traditionalists and contemporary acts, which is bringing out the best in both. **Randy Travis** effectively acts as a bookend for a shelf of music that's held in place at the other end by **Sawyer Brown**. In between we have **George Strait** acting as a counterpoint to **Lee Greenwood**; the **Judds** contrasting with **Sweethearts Of The Rodeo**; and **Rattlesnake Annie** balancing **Charly McClain**. That tension infiltrates the radio marketplace, with many stations loving one extreme or the other or a blend of both.

**Terry Mathews**, program/music director of WKKW Clarksburg, W. Va., doesn't mince words when offering his viewpoint on the subject. Nashville Scene is a forum for viewpoints, pro or con, and buckle your seat belts because Terry is taking off:

"Maybe West Virginia is 10 years behind the rest of the nation, as a label rep said to me not long ago, but if being in with the 'in' movement means that we have to accept the attempts of the record industry to force-feed us groups that couldn't make it on the rock'n'roll side, then maybe we're better off being 10 years behind the rest of the country. I've seen Sawyer Brown in concert, and I saw **John Schneider** do his album on 'New Country.' If you can tell me that rolling around on stage simulating an epileptic seizure while dressed like **Boy George** and baring your chest or blaring your amps while dressed worse than any hillbilly character on the 'Dukes Of Hazzard' is country music... well, I guess I'm in the wrong country. If I want to be insulted by appearances and actions or assaulted by loud music, I'll go watch **Ozzy Osborne**, **Black Sabbath**, or **AC/DC**. No apologies to either Brown or Schneider except to say that they are not the only examples of excesses in the new wave trend.

"Isn't it ironic that while traditional country artists continue to sweep all the awards, some record labels continue to push contemporary country acts on the public by putting pressure on radio stations to play them and by featuring them at Fan Fair? Insidious propaganda methods are being used to artificially inflate and inject economic growth into an industry that,

while never breaking any sales records, has always been a steady producer—methods that in the process will kill the roots of the tree.

"There is a war under way between traditionalists and [fans of contemporary music], and country fans will have to choose sides and speak out. In this war, money talks. Fans will have to support their side by buying their [traditional] records and requesting their [traditional] songs at the local radio stations. Obviously, I'm a traditionalist, and I'm not prepared to turn over my responsibilities to 10-, 12-, and 15-year-olds or to allow them to decide what kind of music I'm going to listen to. I don't let my children decide what television shows we watch at my home, nor do I let them determine what kind of car we buy.



by Gerry Wood

"And, I don't let record company representatives tell me which records I'm going to play this week or next. Country music fans are the very backbone of what this nation stands for: God, country, and family. It's about time that parents accepted their responsibility and regained control of their playlists."

Well, we might not agree with everything—or anything—that Mathews says about God, family, and country music (not necessarily in that order), but we sure do know what side he's on.

**NEWSNOTES:** Roger Sovine, vice president of BMI, was recently elected president of the Nashville chapter of the National Academy of Recording Arts and Sciences. Others elected to officer positions are **Steven Greil**, first vice president; **Barry Beckett**, **Alan Bernard**, **Joe Galante**, **Bruce Hinton**, and **Steve Popovich**, who are all VPs; **Bonnie Rasmussen**, secretary; and **Jimmy Gilmer**, treasurer. Trustees are now **Don Butler** and **Merlin Littlefield**, and governors are **Duane Allen**, **Bernard**, **Bob Boatman**, **Connie Bradley**, **Thomas Cain**, **Karen Conrad**, **Conni Ellisor**, **Chuck Flood**, **Donna Hilley**, **David L. Holt**, **Brent King**, **Brenda Lee**, **Littlefield**, **Brent Maher**, **Pat McManus**, **Bill Pursell**, **Rasmussen**, and **Joyce Rice**.

(Continued on next page)

## Promo Uses Garrett Song

NASHVILLE Subtle it ain't—but Nutri/System is betting that Pat Garrett's latest single, "Suck It In," is just the right message to prod self-conscious fatties into joining the company's weight-loss program. The Willow Grove, Pa.-based chain purchased all promotional rights to the single from M.D.J. Records for a year. "Suck It In" was released to radio stations Aug. 15 in a sleeve that

carries the Nutri/System logo.

According to James Millard Kemper, Nutri/System's director of field marketing, M.D.J. officials brought him the demo to listen to in April. "What intrigued me," he recalls, "is that the song hit all the right points without mentioning our name." The label wanted to release the single in June, but Kemper con-

(Continued on page 40)

FOR WEEK ENDING SEPTEMBER 19, 1987

Billboard

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

## HOT COUNTRY SINGLES ACTION

### RADIO MOST ADDED

	GOLD ADDS 26 REPORTERS	SILVER ADDS 57 REPORTERS	BRONZE/ SECONDARY ADDS 63 REPORTERS	TOTAL ADDS 146 REPORTERS	TOTAL ON
<b>THE LAST ONE TO KNOW</b> REBA MCENTIRE MCA	13	23	33	69	70
<b>LET'S DO SOMETHING</b> VINCE GILL RCA	1	13	32	46	46
<b>ROUGH AND ROWDY DAYS</b> WAYLON JENNINGS MCA	3	16	19	38	63
<b>SHE COULDN'T LOVE...</b> T. GRAHAM BROWN CAPITOL	6	13	18	37	82
<b>DO YA'</b> K. T. OSLIN RCA	7	10	15	32	73
<b>GOTTA GET AWAY</b> SWEETHEARTS OF RODEO CBS	2	9	21	32	68
<b>LYNDA</b> STEVE WARINER MCA	4	12	14	30	119
<b>ONE FOR THE MONEY</b> T.G. SHEPPARD COLUMBIA	3	9	12	24	96
<b>ANYONE CAN DO...</b> ANNE MURRAY CAPITOL	2	5	14	21	68
<b>BONNIE JEAN (LITTLE SISTER)</b> DAVID LYNN JONES MERCURY	0	12	7	19	90

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



## Tenn. Arts-Support Group Enlists Music Row Execs

NASHVILLE Several Music Row figures are among the new appointees to the recently reorganized Tennessee Film, Entertainment, And Music Commission. The appointments were made by Gov. Ned McWherter.

The new members are W. Robert Thompson, former president and senior executive of SESAC, who

**The commission also works with a 77-member advisory committee**

will serve as the commission's chairman; Rick Blackburn, senior vice president and general manager of CBS Records; talent manager David Skepner, president of David Skepner and the Buckskin Co.; and Roger Sovine, vice president of BMI.

Also appointed were John Fry, president and chief executive officer of Ardent Recording Studios, Memphis, and member of the Shelby County Film, Tape, And Music Commission; Kennedy Maxwell, president of Kennedy Maxwell Mo-

tion Picture Productions, Knoxville; David Porter, owner of David Porter Productions, Memphis, former president of Stax Records, and member of the Shelby County Film, Tape, And Music Commission; Jo Doster, independent casting director, Nashville; and Jim Free, lobbyist with Charles E. Walker & Associates, Washington.

The commission was set up to stimulate investments and jobs in Tennessee's entertainment industries. It works with a 77-member advisory committee, members of which are also appointed by the governor.

### NASHVILLE SCENE

*(Continued from preceding page)*

Diamond artist **Ronnie Dove** recently completed a series of personal appearances in Canada. Upon his return to Waldorf, Md., his hometown, Dove taped the pilot episode to a weekly, 30-minute country video show that will be carried on 25 cable systems in the Northeast.

Country singer **Mel Tillis** and **Evan Twede** Advertising of Salt Lake City were recent recipients of Gold Awards in the district 12 competition of the American Advertising Federation. TelAmerica/

## Haynes Is NEA Chairman

NASHVILLE Brenda Haynes of the Performing Artists Workshop is the new chairman of the Nashville Entertainment Assn.'s board of directors. Also elected for 1987-88 were Richard Thrall, Multimedia Entertainment, president; Johnny Rosen, Fanta Professional Services, executive vice president; Betty Clark, Talent & Model Land, secretary; and Tom Rashford, Gelfand, Rennert & Feldman, treasurer.

The following were appointed to serve on the board for a one-year term: Alan Bernard, MTM Music Group; Vincent Candilora, SESAC; Anne Brown, Metro Nashville Arts Commission; Joseph Casey, CBS Records; Paul Corbin, The Nashville Network; Bob Doyle, ASCAP; Da-

vid Earnhardt, WTVF-TV; Robert Frye, Showstopper Productions; Dan Harrell, Blanton & Harrell; Pat Higdon, Warner Bros. Music; Mike Hollandsworth, Fame Music; Kathy Hooper, Greil-Hooper Management.

Also, Michael Joyce, Greaser Music; Brian Kelly, Third Coast Management Group; Matt Maddin, the Nashville Symphony; Stephen Miller, attorney; Kerry O'Neil, O'Neil & Co.; Grace Reinbold, World Wide Media; Priscilla Riggs, Priscilla Riggs & Associates; David Ross, Music Row Publications; Sheila Shipley, MCA Records; Bennett Tarleton, Tennessee Arts Commission; Steve West, Go West Presents; and Brian Williams, Third National Bank.

## Butler Group Sets Fund

NASHVILLE The Larry Butler Music Group has donated \$7,000 to Belmont College for a music-business scholarship fund as a memorial to the late Nashville publisher and producer Don Gant. Gant, who headed Don Gant Enterprises, died March 6.

Money for the first scholarship donation came from the 1987 Larry Butler Golf Invitational, the successor to the Acuff-Rose golf tournaments. Subsequent tournaments will supply additional funds.

Mel Tillis Magic placed first in the category of television campaign for under \$3,000 per commercial. There were more than 700 entries in the competition.

**C.K. Spurlock** has announced the relocation of North American Tours and Starbound Management to 1516 16th Ave. S., Nashville, Tenn. 37212.

**Ricky Skaggs** was one of the first country Grammy winners to be inducted into Nashville's Star Walk at the Fountain Square-Metro Center. The Nashville chapter

of NARAS organized the walk of stars, likened to Graumann's Chinese Theatre in Los Angeles.

The **Desert Rose Band**, featuring **Chris Hillman**, recently sold out the Roxy in Los Angeles. The full-house-plus included fan **Elton John**, who visited Tower Records the next day in search of a copy of the band's current album or compact disk, but Tower had no copies. Twenty-four hours later, John's office located a copy, and it's now part of his vast music collection.

**Nicolette Larson** has recorded a

song (which she also wrote), "Alone," in Milan, Italy. She also recorded the tune in Italian with the title "Passione." The Italian version will be released as a single in Europe this month, and the English version will be released in the U.S. at a later date.

Singer/songwriter **Randy Anderson** has released his first international single, "I've Got A Thing For You," on Comstock Records. The record was released first in the U.S. Shortly thereafter, it shipped in Europe and Canada.

A BILLBOARD SPOTLIGHT

THE WORLD OF  
**COUNTRY MUSIC**

ISSUE DATE: OCTOBER 17

AD CLOSING: SEPTEMBER 22

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

FOR AD DETAILS CONTACT JOHN MCCARTNEY 1-615-744-8145

**CONGRATULATIONS**

**HANK**

**"BOOGIE ON"**

LARRY & ALAN  
**KALEIDOSCOPE PROMOTIONS**  
304 EAST MOREHEAD ST./CHARLOTTE, N.C. 28202/704/375-7060



# HOT COUNTRY SINGLES™

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

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL
1	2	3	15	<b>THIS CRAZY LOVE</b> J.BOWEN (R.MURRAH, J.D.HICKS)	THE OAK RIDGE BOYS MCA 53023
★★ No. 1 ★★ 1 week at No. One					
2	3	5	13	<b>THREE TIME LOSER</b> K.LEHNING (D.SEALS)	DAN SEALS EMI-AMERICA 43023/CAPITOL
3	4	6	13	<b>YOU AGAIN</b> B.BECKETT, J.STROUD (D.SCHLITZ, P.OVERSTREET)	THE FORESTER SISTERS WARNER BROS. 7-28368
4	7	9	13	<b>THE WAY WE MAKE A BROKEN HEART</b> R.CROWELL (J.HIATT)	◆ ROSANNE CASH COLUMBIA 38-07200
5	8	10	11	<b>FISHIN' IN THE DARK</b> J.LEO (W.WALDMAN, J.PHOTOGLIO)	NITTY GRITTY DIRT BAND WARNER BROS. 7-28311
6	9	11	14	<b>I'LL BE YOUR BABY TONIGHT</b> T.WEST (B.DYLAN)	JUDY RODMAN MTM 72089/CAPITOL
7	12	13	11	<b>I WANT TO KNOW YOU BEFORE WE MAKE LOVE</b> J.BOWEN, C.TWITTY, D.HENRY (C.PARTON, B.HOBBS)	CONWAY TWITTY MCA 53134
8	15	16	12	<b>CRAZY OVER YOU</b> B.LLOYD, R.FOSTER (R.FOSTER, B.LLOYD)	◆ FOSTER AND LLOYD RCA 5210-7
9	14	15	13	<b>DADDIES NEED TO GROW UP TOO</b> K.KANE, J.O'HARA (J.O'HARA, K.KANE)	THE O'KANES COLUMBIA 38-07187
10	16	17	11	<b>LOVE REUNITED</b> P.WORLEY (C.HILLMAN, S.HILL)	THE DESERT ROSE BAND MCA/CURB 53142/MCA
11	17	18	9	<b>LITTLE WAYS</b> P.ANDERSON (D.YOAKAM)	DWIGHT YOAKAM REPRISE 7-28310/WARNER BROS.
12	18	20	9	<b>SHINE, SHINE, SHINE</b> D.GANT, E.RAVEN (B.MCGUIRE, K.BELL)	EDDY RAVEN RCA 5221-7
13	20	21	8	<b>RIGHT FROM THE START</b> N.LARKIN, E.T.CONLEY (B.HERZIG, R.WATKINS)	EARL THOMAS CONLEY RCA 5226-7
14	6	7	17	<b>THE HAND THAT ROCKS THE CRADLE</b> J.BOWEN, G.CAMPBELL (T.HARRIS)	GLEN CAMPBELL (WITH STEVE WARINER) MCA 53108
15	1	2	13	<b>MAKE NO MISTAKE, SHE'S MINE</b> R.GALBRAITH, K.LEHNING (K.CARNES)	KENNY ROGERS & RONNIE MILSAP RCA 5209-7
16	22	25	9	<b>LOVE ME LIKE YOU USED TO</b> J.CRUTCHFIELD (P.DAVIS, B.EMMONS)	TANYA TUCKER CAPITOL 44036
17	21	23	10	<b>MAMA'S ROCKIN' CHAIR</b> B.LOGAN (T.MENZIES, J.MACRAE)	JOHN CONLEE COLUMBIA 38-07203
18	5	4	16	<b>I'LL NEVER BE IN LOVE AGAIN</b> D.WILLIAMS, G.FUNDIS (B.CORBIN)	DON WILLIAMS CAPITOL 44019
19	25	28	5	<b>AM I BLUE</b> J.BOWEN, G.STRAIT (D.CHAMBERLAIN)	GEORGE STRAIT MCA 53165
20	13	14	12	<b>CHILD SUPPORT</b> T.COLLINS (T.SCHUYLER)	BARBARA MANDRELL EMI-AMERICA 43032/CAPITOL
21	27	30	5	<b>MAYBE YOUR BABY'S GOT THE BLUES</b> B.MAHER (T.SEALS, G.LYLE)	THE JUDDS RCA/CURB 5255-7/RCA
22	10	12	15	<b>I'LL BE THE ONE</b> J.KENNEDY (DON REID, DEBO REID)	THE STATLER BROTHERS MERCURY 888 650-7/POLYGRAM
23	28	29	5	<b>TAR TOP</b> H.SHEDD, ALABAMA (R.OWEN)	◆ ALABAMA RCA 5222-7
24	29	31	6	<b>CRAZY FROM THE HEART</b> E.GORDY, JR. (D.BELLAMY, D.SCHLITZ)	THE BELLAMY BROTHERS MCA/CURB 53154/MCA
25	30	37	4	<b>I WON'T NEED YOU ANYMORE (ALWAYS AND FOREVER)</b> K.LEHNING (T.SEALS, M.D.BARNES)	RANDY TRAVIS WARNER BROS. 7-28246
26	11	1	16	<b>SHE'S TOO GOOD TO BE TRUE</b> B.KILLEN, L.SELMAIRE, J.PENNINGTON	EXILE EPIC 34-07135
27	32	38	8	<b>YOUR LOVE</b> S.BUCKINGHAM (T.ROCCO, B.FOSTER)	TAMMY WYNETTE EPIC 34-07226
28	34	40	8	<b>YOU HAVEN'T HEARD THE LAST OF ME</b> J.KENNEDY (T.R.SNOW, E.KAZ)	MOE BANDY MCA/CURB 53132/MCA
29	37	46	5	<b>SOMEBODY LIED</b> S.BUCKINGHAM (J.CHAMBERS, L.JENKINS)	◆ RICKY VAN SHELTON COLUMBIA 38-07311
30	36	42	6	<b>CHANGIN' PARTNERS</b> C.YOUNG (L.GATLIN)	LARRY, STEVE, RUDY: THE GATLIN BROTHERS COLUMBIA 38-07320
31	24	26	10	<b>FIRST TIME CALLER</b> R.LANDIS (R.NIELSEN)	JUICE NEWTON RCA 5170-7
32	38	43	7	<b>HE'S LETTING GO</b> K.LEHNING, P.DAVIS (P.ROSE, P.BUNCH, M.A.KENNEDY)	BAILLIE AND THE BOYS RCA 5227-7
★★★ POWER PICK/AIRPLAY ★★★					
33	45	59	3	<b>LYNDA</b> T.BROWN (B.LABOUNTY, P.MCLAUGHLIN)	STEVE WARINER MCA 53160
34	42	48	4	<b>ONLY WHEN I LOVE</b> T.WEST (H.DUNN, C.WATERS, T.SHAPIRO)	HOLLY DUNN MTM 72091/CAPITOL
35	39	47	6	<b>EVERYBODY NEEDS A HERO</b> B.SHERRILL (T.SEALS, M.D.BARNES)	GENE WATSON EPIC 34-07308
36	41	49	6	<b>NO EASY HORSES</b> J.STROUD (T.SCHUYLER, J.F.KNOBLOCH, D.SCHLITZ)	SCHUYLER, KNOBLOCH & BICKHARDT MTM 72090/CAPITOL
37	46	53	4	<b>IF THERE'S ANY JUSTICE</b> J.BOWEN, L.GREENWOOD (M.NOBLE, C.M.SPRIGGS, T.COLTON)	LEE GREENWOOD MCA 53156
38	47	51	5	<b>SOMEWHERE IN THE NIGHT</b> R.CHANCEY (R.VANHOY, D.COOK)	SAWYER BROWN CAPITOL/CURB 44054/CAPITOL
39	40	44	8	<b>RESTLESS ANGEL</b> J.RUTENSHROER, T.MALCHAK (T.MALCHAK)	TIM MALCHAK ALPINE 007
40	19	8	15	<b>BORN TO BOOGIE</b> B.BECKETT, H.WILLIAMS, JR., J.E.NORMAN (H.WILLIAMS, JR.)	HANK WILLIAMS, JR. WARNER/CURB 7-28369/WARNER BROS.
41	26	27	10	<b>NOBODY SHOULD HAVE TO LOVE THIS WAY</b> J.E.NORMAN (T.ROCCO, C.BLACK, R.BOURKE)	CRYSTAL GAYLE WARNER BROS. 7-28409
42	23	24	13	<b>MEMBERS ONLY</b> N.LARKIN (LADDISON)	DONNA FARGO AND BILLY JOE ROYAL MERCURY 888 680-7/POLYGRAM
43	49	55	5	<b>BONNIE JEAN (LITTLE SISTER)</b> R.ALBRIGHT, M.ROBINSON, D.L.JONES (D.L.JONES)	◆ DAVID LYNN JONES MERCURY 888 733-7/POLYGRAM
44	52	65	3	<b>ONE FOR THE MONEY</b> R.HALL (B.MOORE, M.WILLIAMS)	T.G. SHEPPARD COLUMBIA 38-07312
45	33	19	17	<b>WHY DOES IT HAVE TO BE (WRONG OR RIGHT)</b> T.DUBOIS, S.HENDRICKS, RESTLESS HEART (R.SHARP, D.LOWERY)	◆ RESTLESS HEART RCA 5132-7
46	50	57	5	<b>BABY I WAS LEAVING ANYHOW</b> P.WORLEY (H.HOWARD)	BILLY MONTANA & THE LONG SHOTS WARNER BROS. 7-28256
47	53	62	4	<b>WOULD THESE ARMS BE IN YOUR WAY</b> B.MEVIS (H.COCHRAN, V.GOSDIN, R.LANE)	KEITH WHITLEY RCA 5237-7
48	61	—	2	<b>SHE COULDN'T LOVE ME ANYMORE</b> B.LOGAN (MADDOX, HENDERSON, MCGUIRE)	T. GRAHAM BROWN CAPITOL 44061
49	31	33	10	<b>IF YOU STILL WANT A FOOL AROUND</b> R.BAKER (K.ROBBINS)	CHARLEY PRIDE 16TH AVENUE 70402/CAPITOL
50	56	64	4	<b>SUSANNAH</b> J.CRUTCHFIELD (B.RICE, M.S.RICE)	TOM WOPAT EMI-AMERICA 43034/CAPITOL

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL
51	60	66	4	<b>ANYONE CAN DO THE HEARTBREAK</b> J.WHITE (T.SNOW, A.MCBROOM)	ANNE MURRAY CAPITOL 44053
52	55	58	5	<b>AND THEN SOME</b> SNEED BROTHERS (K.ROBBINS, T.DAMPHER)	CHARLY MCCLAIN EPIC 34-07244
★★★ HOT SHOT DEBUT ★★★					
53	NEW ▶	—	1	<b>THE LAST ONE TO KNOW</b> J.BOWEN, R.MCENTIRE (M.BERG, J.MARIASH)	◆ REBA MCENTIRE MCA 53159
54	64	—	2	<b>DO YA'</b> H.SHEDD (K.T.OSLIN)	K. T. OSLIN RCA 5239-7
55	35	22	18	<b>WHISKEY, IF YOU WERE A WOMAN</b> P.WORLEY (M.FRANCIS, J.MACRAE, B.MORRISON)	HIGHWAY 101 WARNER BROS. 7-28372
56	48	36	18	<b>A LONG LINE OF LOVE</b> S.GIBSON, J.E.NORMAN (P.OVERSTREET, T.SCHUYLER)	◆ MICHAEL MARTIN MURPHEY WARNER BROS. 7-28370
57	65	—	2	<b>GOTTA GET AWAY</b> S.BUCKINGHAM (J.GILL)	SWEETHEARTS OF THE RODEO COLUMBIA 38-07314
58	76	—	2	<b>ROUGH AND ROWDY DAYS</b> J.BOWEN, W.JENNINGS (W.JENNINGS, R.MURRAH)	WAYLON JENNINGS MCA 53158
59	62	76	3	<b>WHEN YOUR YELLOW BRICK ROAD TURNS BLUE</b> J.BOWEN, J.ANDERSON (B.NELSON, G.VINCENT)	JOHN ANDERSON MCA 53155
60	44	32	10	<b>WHEN THE RIGHT ONE COMES ALONG</b> J.BOWEN, J.SCHNEIDER (R.SMITH, J.HOOKER)	JOHN SCHNEIDER MCA 53144
61	43	34	13	<b>HYMNE</b> J.KENNEDY (VANGELIS)	◆ JOE KENYON MERCURY 888 642-7/POLYGRAM
62	70	85	3	<b>HANGIN' OUT IN SMOKEY PLACES</b> L.BUTLER (L.BUTLER, D.DILLON)	THE MARSHALL TUCKER BAND MERCURY 888 775-7/POLYGRAM
63	57	63	5	<b>LA BAMBA</b> M.FROOM (R.VALENS)	◆ LOS LOBOS SLASH 7-28336/WARNER BROS.
64	51	35	18	<b>TRAIN OF MEMORIES</b> A.REYNOLDS (J.HINSON, A.BYRD)	KATHY MATTEA MERCURY 888 574-7/POLYGRAM
65	NEW ▶	—	1	<b>LET'S DO SOMETHING</b> R.LANDIS (V.GILL, R.NIELSEN)	◆ VINCE GILL RCA 5257-7
66	54	45	18	<b>ONE PROMISE TOO LATE</b> J.BOWEN, R.MCENTIRE (D.LOGGINS, L.SILVER, D.SCHLITZ)	REBA MCENTIRE MCA 53092
67	74	—	2	<b>CRYING OVER YOU</b> P.ANDERSON (J.INTVELD)	ROSIE FLORES REPRISE 7-28250/WARNER BROS.
68	72	79	3	<b>CHAIN GANG</b> SNEED BROTHERS (D.MORGAN, B.L.SPRINGFIELD, S.A.DAVIS)	BOBBY LEE SPRINGFIELD EPIC 34-07310
69	58	41	15	<b>NOWHERE ROAD</b> T.BROWN, E.GORDY, JR., R.BENNETT (S.EARLE, R.KLING)	◆ STEVE EARLE MCA 53103
70	80	—	2	<b>JUST ONE NIGHT WON'T DO</b> N.WILBURN (M.GAYDEN, D.GILLON, S.HOGIN)	BIG AL DOWNING VINE ST. 105
71	83	—	2	<b>I HAD A HEART</b> D.GOODMAN (J.BLUME, B.CUMMING)	DARLENE AUSTIN MAGI 4444
72	NEW ▶	—	1	<b>READ BETWEEN THE LINES</b> G.SCRUGGS (D.SCHLITZ, M.BONAGURA, K.BAILLIE)	LYNN ANDERSON MERCURY 888 839-7/POLYGRAM
73	71	61	21	<b>LOVE SOMEONE LIKE ME</b> T.WEST (H.DUNN, R.FOSTER)	HOLLY DUNN MTM 72082/CAPITOL
74	68	60	6	<b>LOVE IS EVERYWHERE</b> J.KENNEDY (D.LINDE)	MEL MCDANIEL CAPITOL 44052
75	59	39	17	<b>BRILLIANT CONVERSATIONALIST</b> B.LOGAN (J.HADLEY, G.NICHOLSON)	◆ T. GRAHAM BROWN CAPITOL 44008
76	NEW ▶	—	1	<b>IF I COULD ONLY FLY</b> M.HAGGARD, W.NELSON (B.FOLLEY)	MERLE HAGGARD AND WILLIE NELSON EPIC 34-07400
77	NEW ▶	—	1	<b>SOUVENIRS</b> N.LARKIN (L.CAUDELL, B.BURCH)	LANE CAUDELL 16TH AVENUE 70403/CAPITOL
78	NEW ▶	—	1	<b>HARD HEADED HEART</b> D.DAY (D.J.CHAUVIN, J.ALLISON)	TIM JOHNSON SUNDIAL 135
79	NEW ▶	—	1	<b>CHEAP MOTELS (AND ONE NIGHT STANDS)</b> D.GOODMAN (R.AOAMS, G.NISSENSON)	SOUTHERN REIGN STEP ONE 377
80	79	71	18	<b>SNAP YOUR FINGERS</b> R.MILSAP, R.GALBRAITH, K.LEHNING (G.MARTIN, A.ZANETIS)	RONNIE MILSAP RCA 5169-7
81	69	50	17	<b>HOUSE OF BLUE LIGHTS</b> R.BENSON (D.RAYE, F.SLACK)	◆ ASLEEP AT THE WHEEL EPIC 34-07125
82	NEW ▶	—	1	<b>LYIN' EYES</b> B.SUMMERS (VOTT)	SARAH HUB 45
83	63	69	4	<b>BABY YOU'RE GONE</b> N.WILSON (S.A.DAVIS, D.MORGAN)	JANIE FRICKIE COLUMBIA 38-07353
84	NEW ▶	—	1	<b>SOMEBODY OUGHT TO TELL HIM THAT SHE'S GONE</b> E.WINFREY (D.CHAMBERLAIN, B.BRADDOCK, C.PUTMAN, B.JONES)	OGDEN HARLESS DOOR KNOB 87-283
85	NEW ▶	—	1	<b>GOOD TIMIN' SHOES</b> T.WEST (R.ROGERS)	RONNIE ROGERS MTM 72094/CAPITOL
86	67	68	6	<b>255 HARBOR DRIVE</b> N.LARKIN, R.REYNOLDS (D.GOODMAN, M.SHERRILL, A.J.MASTERS)	A.J.MASTERS BERMUDA DUNES 117
87	84	84	21	<b>LOVE CAN'T EVER GET BETTER THAN THIS</b> R.SKAGGS (N.MONTGOMERY, K.KELLEY)	RICKY SKAGGS & SHARON WHITE EPIC 34-07060
88	77	80	3	<b>BEST LOVE I NEVER HAD</b> N.LARKIN (J.DOWELL, K.BLAZY)	FREDDIE HART FIFTH STREET 1091
89	66	54	11	<b>ISLAND IN THE SEA</b> W.NELSON (W.NELSON)	WILLIE NELSON COLUMBIA 38-07202
90	88	87	20	<b>ARE YOU STILL IN LOVE WITH ME</b> J.WHITE (SPIRO, PORTER, WHITE)	◆ ANNE MURRAY CAPITOL 44005
91	82	67	9	<b>TORN UP</b> T.BRASFIELD (T.ROCCO, C.BLACK, A.ROBERTS)	VICKI RAE VON ATLANTIC AMERICA 7-99442/ATLANTIC
92	86	73	21	<b>CINDERELLA</b> R.LANDIS (R.NIELSEN)	VINCE GILL RCA 5131-7
93	90	90	9	<b>CRY JUST A LITTLE</b> P.WORLEY (P.DAVIS)	MARIE OSMOND CAPITOL/CURB 44044/CAPITOL
94	93	92	6	<b>ONCE A FOOL, ALWAYS A FOOL</b> B.BECKETT (D.DILLON, B.MELTON, R.PORTER)	JEFF DUGAN WARNER BROS. 7-28376
95	91	89	6	<b>LOVE WILL NEVER SLIP AWAY</b> W.WALDMAN (S.MUNSEY, JR.)	SUZY BOGGUSS CAPITOL 44045
96	85	74	19	<b>FALLIN' OUT</b> J.BOWEN, W.JENNINGS (D.LILE)	WAYLON JENNINGS MCA 53088
97	87	78	22	<b>THE WEEKEND</b> T.BROWN, J.BROWN (B.LABOUNTY, B.FOSTER)	◆ STEVE WARINER MCA 53068
98	75	52	17	<b>TELLING ME LIES</b> G.MASSENBURG (L.THOMPSON, B.COOK)	DOLLY PARTON, LINDA RONSTADT, EMMYLOU HARRIS WARNER BROS. 7-28371
99	78	81	3	<b>JUST A KID FROM TEXAS</b> J.BOWEN, C.HARDY (D.ROGERS, R.SMITH, S.DIAMOND)	DANN ROGERS MCA 53133
100	95	93	22	<b>FOREVER AND EVER, AMEN</b> K.LEHNING (P.OVERSTREET, D.SCHLITZ)	◆ RANDY TRAVIS WARNER BROS. 7-28384

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



# COUNTRY CORNER



by Marie Ratliff

**EARLY SELLER:** "Sales reports are already coming in on Holly Dunn's 'Only When I Love' [MTM], so we added it earlier than we normally would have," says MD Steve Ryan, WOWW Pensacola, Fla. "Her other releases have done well for us, and this one is a mover, too," he says. Chris Michaels, MD of WDSY Pittsburgh, Pa., says, "People are calling like crazy for Holly's record—they love her here." She charts at No. 34.

Michaels is also enthusiastic about Dunn label-mates Schuyler, Knobloch & Bickhardt. "No Easy Horses' [MTM] is going to be a big record for SKB," he says.

**KNOWN FOR HIS SMOOTH BALLADS,** Steve Wariner changes the tempo dramatically on "Lynda" (MCA), and his strategy is working—he goes to No. 33 in just three weeks. "It's a good, up-tempo, rockin' tune. The listeners love it, and the jocks like to play it," says PD Dave Nicholson, KIIM Tucson, Ariz. "A welcome change," says MD Mike Owens, KXXY Oklahoma City, Okla. "Wariner has a nice contemporary sound and a great musical hook."

Owens also cites good reaction to John Anderson's first MCA release, "When Your Yellow Brick Road Turns Blue." "The new label seems to give him a renewed vitality. Anderson is back to his basic hit sound, and we're getting a lot of calls on this one," he says.

**MOE HAS MORE:** A tremendously successful run with "Til I'm Too Old To Die Young" recently put a Moe Bandy solo in the top 10 for the first time in five years. Now his follow-up, "You Haven't Heard The Last Of Me" (MCA/Curb), is confirming Bandy's regained popularity, moving inside the top 30 at No. 28. "We have a short playlist, but we got on it early," says MD Debbie Murray, KILT Houston, "and it's doing real well for us." MD Kelly McCrae, KWJJ Portland, Ore., agrees, "Moe is bending with the times while keeping his musical integrity intact." From KSON San Diego, MD Nick Upton says, "We got immediate request action—Moe's got his second hit in a row."

Off to a good start too, says Upton, is Earl Thomas Conley's "Right From The Start" (RCA). "It's nice to hear a little tempo from Conley," he says. Sharon Wells, MD of WGNA Albany, N.Y., also reports good response. "He's always been a favorite of our listeners," she says.

FOR WEEK ENDING SEPTEMBER 19, 1987

## Billboard. HOT COUNTRY SINGLES™

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

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT CTRY POSITION
1	1	I'LL NEVER BE IN LOVE AGAIN	DON WILLIAMS	18
2	4	THREE TIME LOSER	DAN SEALS	2
3	5	THE WAY WE MAKE A BROKEN HEART	ROSANNE CASH	4
4	7	I'LL BE YOUR BABY TONIGHT	JUDY RODMAN	6
5	8	FISHIN' IN THE DARK	NITTY GRITTY DIRT BAND	5
6	2	SHE'S TOO GOOD TO BE TRUE	EXILE	26
7	10	CHILD SUPPORT	BARBARA MANDRELL	20
8	3	MAKE NO MISTAKE, SHE'S MINE	KENNY ROGERS & RONNIE MILSAP	15
9	12	YOU AGAIN	THE FORESTER SISTERS	3
10	16	DADDIES NEED TO GROW UP TOO	THE O'KANES	9
11	13	THE HAND THAT ROCKS THE CRADLE	GLEN CAMPBELL	14
12	9	I'LL BE THE ONE	THE STATLER BROTHERS	22
13	15	LITTLE WAYS	DWIGHT YOAKAM	11
14	11	THIS CRAZY LOVE	THE OAK RIDGE BOYS	1
15	19	LOVE ME LIKE YOU USE TO	TANYA TUCKER	16
16	18	I WANT TO KNOW YOU BEFORE WE MAKE LOVE	CONWAY TWITTY	7
17	22	MAMA'S ROCKIN' CHAIR	JOHN CONLEE	17
18	14	WHISKEY, IF YOU WERE A WOMAN	HIGHWAY 101	55
19	6	BORN TO BOOGIE	HANK WILLIAMS, JR.	40
20	25	CRAZY OVER YOU	FOSTER AND LLOYD	8
21	24	MEMBERS ONLY	DONNA FARGO AND BILLY JOE ROYAL	42
22	17	WHY DOES IT HAVE TO BE (WRONG OR RIGHT)	RESTLESS HEART	45
23	27	YOUR LOVE	TAMMY WYNETTE	27
24	29	AM I BLUE	GEORGE STRAIT	19
25	23	ISLAND IN THE SEA	WILLIE NELSON	89
26	—	SHINE, SHINE, SHINE	EDDY RAVEN	12
27	—	TAR TOP	ALABAMA	23
28	30	RIGHT FROM THE START	EARL THOMAS CONLEY	13
29	—	I WON'T NEED YOU ANYMORE	RANDY TRAVIS	25
30	20	TRAIN OF MEMORIES	KATHY MATTEA	64

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

## COUNTRY SINGLES BY LABEL

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

LABEL	NO. OF TITLES ON CHART
CAPITOL (8)	20
MTM (5)	
EMI-America (3)	
16th Avenue (2)	
Capitol/Curb (2)	
MCA (15)	18
MCA/Curb (3)	
RCA (13)	14
RCA/Curb (1)	
WARNER BROS. (10)	14
Reprise (2)	
Slash (1)	
Warner/Curb (1)	
COLUMBIA	9
EPIC	8
POLYGRAM	7
Mercury (7)	
ALPINE	1
ATLANTIC	1
Atlantic America (1)	
BERMUDA DUNES	1
DOOR KNOB	1
FIFTH STREET	1
HUB	1
MAGI	1
STEP ONE	1
SUNDIAL	1
VINE ST.	1

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

TITLE	PUBLISHER - LICENSING ORG.	SHEET MUSIC DIST.
255 HARBOR DRIVE	(Ensign, BMI/Tugger, BMI/Opryland, BMI/Acuff-Rose, BMI) CPP	
AM I BLUE	(Milene-Opryland, ASCAP) CPP	
AND THEN SOME	(Irving, BMI/King Cole, ASCAP) CPP/ALM	
ANYONE CAN DO THE HEARTBREAK	(Snow, BMI/Tasteluf, BMI)	
ARE YOU STILL IN LOVE WITH ME	(Edition Sunrise, BMI/Young Musikverlag, GEMA) CPP	
BABY I WAS LEAVING ANYHOW	(Tree, BMI) HL	
BABY YOU'RE GONE	(Tom Collins, BMI/Tapadero, BMI) CPP	
BEST LOVE I NEVER HAD	(Southern Grand Alliance, ASCAP/Three Friends, BMI)	
BONNIE JEAN (LITTLE SISTER)	(Mighty Nice, BMI/Hat Band, BMI)	
BORN TO BOOGIE	(Bocephus, BMI) CPP	
BRIGHT CONVERSATIONALIST	(Tree, BMI/Cross Keys, ASCAP) HL	
CHAIN GANG	(Little Shop Of Morgansongs, BMI/Screen Gems-EMI, BMI/Theodore, BMI)	
CHANGIN' PARTNERS	(Larry Gatlin, BMI)	
CHEAP MOTELS (AND ONE NIGHT STANDS)	(Service Winner, ASCAP/Purely Platonic, ASCAP)	
CHILD SUPPORT	(Screen Gems-EMI, BMI/Writer's Group, BMI/Bethlehem, BMI)	
CINDERELLA	(Englishtown, BMI)	
CRAZY FROM THE HEART	(Bellamy Bros., ASCAP/MCA, ASCAP/Don Schlitz, ASCAP) HL	
CRAZY OVER YOU	(Uncle Arnie, ASCAP/Lawyer's Daughter, BMI) CPP	
CRY JUST A LITTLE	(Web IV, BMI)	
CRYING OVER YOU	(James Inveld, BMI/Bug, BMI)	
DADDIES NEED TO GROW UP TOO	(Cross Keys, ASCAP/Tree, BMI/Kieran Kane, ASCAP) HL	
DO YA'	(Wooden Wonder, SESAC)	
EVERYBODY NEEDS A HERO	(WB, ASCAP/Two Sons, ASCAP/Tree, BMI) HL	
FALLIN' OUT	(Keith Sykes, BMI)	
FIRST TIME CALLER	(Englishtown, BMI)	
FISHIN' IN THE DARK	(Screen Gems-EMI, BMI/Moon & Stars, BMI/Burger Bits, ASCAP)	
FOREVER AND EVER, AMEN	(Writer's Group, BMI/Scarlet Moon, BMI/MCA, ASCAP/Don Schlitz, ASCAP) CPP/HL	
GOOD TIMIN' SHDES	(Lawyer's Daughter, BMI/Ronnie Rogers, BMI)	
GOTTA GET AWAY	(MCA, ASCAP)	
THE HAND THAT ROCKS THE CRADLE	(Contention, SESAC)	
HANGIN' OUT IN SMOKEY PLACES	(Larry Butler, BMI/Blackwood, BMI) HL	
HARD HEADED HEART	(Radio-Active, ASCAP/Allisons, BMI)	
HE'S LETTING GO	(Warner-Tamerlane, BMI/Hart Wheel, BMI)	
HOUSE OF BLUE LIGHTS	(CBS Robbins, ASCAP) CPP/B-3	
HYMNE	(Spheric B.V., BUMA/WB, ASCAP)	
I HAD A HEART	(Famous, ASCAP)	
I WANT TO KNOW YOU BEFORE WE MAKE LOVE	(Irving, BMI/Beckaroo, BMI) CPP/ALM	
I WON'T NEED YOU ANYMORE (ALWAYS AND FOREVER)	(Warner-Tamerlane, BMI/Face The Music, ASCAP/Blue Lake, BMI) CPP	
IF I COULD ONLY FLY	(Blaze Folley, BMI)	
IF THERE'S ANY JUSTICE	(WB, ASCAP/Bob Montgomery, ASCAP/Warner-Tamerlane, BMI/Writer's House, BMI/Warner Bros. Music)	
IF YOU STILL WANT A FOOL AROUND	(Irving, BMI) CPP/ALM	
I'LL BE THE ONE	(Statler Brothers, BMI) CPP	
I'LL BE YOUR BABY TONIGHT	(Dwarf, ASCAP)	
I'LL NEVER BE IN LOVE AGAIN	(Sabal, ASCAP) HL	
ISLAND IN THE SEA	(Willie Nelson, BMI) CPP	
JUST A KID FROM TEXAS	(Humble Puppy, ASCAP/MCA, ASCAP/Jobete, ASCAP) HL	
JUST ONE NIGHT WON'T DO	(Lawyer's Daughter, BMI/Songmedia, BMI/Multimuse, ASCAP)	
LA BAMBA	(Picture Our Music, BMI/Warner-Tamerlane, BMI)	
THE LAST ONE TO KNOW	(Tapadero, BMI/Cavesson, ASCAP)	
LET'S DO SOMETHING	(Benefit, BMI/Englishtown, BMI)	
LITTLE WAYS	(Coal Dust West, BMI)	
A LONG LINE OF LOVE	(Writer's Group, BMI/Scarlet Moon, BMI/Bethlehem, BMI) CPP	
LOVE CAN'T EVER GET BETTER THAN THIS	(Silver Rain, ASCAP/Jack & Gordon, ASCAP)	
LOVE IS EVERYWHERE	(Dennis Linde, BMI)	
LOVE ME LIKE YOU USED TO	(Web IV, BMI/Paul & Jonathan, BMI/Rightsong, BMI/Attadoo, BMI) HL	
LOVE REUNITED	(Bug, BMI/Bar None, BMI)	
LOVE SOMEONE LIKE ME	(Lawyer's Daughter, BMI/Uncle Arnie, ASCAP) CPP	
LOVE WILL NEVER SLIP AWAY	(Desert Rose, BMI/Multimuse, BMI)	
LYIN'EYES	(Oodles Of Music, BMI/Bob Summers, BMI)	
LYNDA	(Screen Gems-EMI, BMI)	
MAKE NO MISTAKE, SHE'S MINE	(Moonwindow, ASCAP) CPP	
MAMA'S ROCKIN' CHAIR	(Music City, ASCAP/Intersong, ASCAP/Dig-A-Bone, ASCAP) HL	
MAYBE YOUR BABY'S GOT THE BLUES	(WB, ASCAP/Two Sons, ASCAP/Good Single, BMI/Irving, BMI) CPP/ALM	
MEMBERS ONLY	(Malaco, BMI)	
NO EASY HORSES	(Writer's Group, BMI/Bethlehem, BMI/Lawyer's Daughter, BMI/A Little More Music, ASCAP/Uncle Arnie, ASCAP/MCA, ASCAP) CPP/HL	
NOBODY SHOULD HAVE TO LOVE THIS WAY	(Bibo, ASCAP/Chappell, ASCAP/R.M.B., ASCAP) HL	
NOWHERE ROAD	(Goldline, ASCAP) HL	
ONCE A FOOL, ALWAYS A FOOL	(Blackwood, BMI/Larry Butler, BMI/Southwing, ASCAP) HL	
ONE FOR THE MONEY	(Tapadero, BMI/Cavesson, ASCAP)	
ONE PROMISE TOO LATE	(MCA, ASCAP/Patchwork, ASCAP/Don Schlitz, ASCAP/Music Corp. Of America, BMI) HL	
ONLY WHEN I LOVE	(Lawyer's Daughter, BMI/Tree, BMI/Cross Keys, ASCAP) CPP/HL	
READ BETWEEN THE LINES	(MCA, ASCAP/Don Schlitz, ASCAP/Colgems-EMI, ASCAP)	
RESTLESS ANGEL	(Life Of The Record, ASCAP/Machak, ASCAP)	
RIGHT FROM THE START	(Ensign, BMI/Red Ribbon, BMI) CPP	
ROUGH AND ROWDY DAYS	(Waylon Jennings, BMI/Tom Collins, BMI)	
SHE COULDN'T LOVE ME ANYMORE	(Rick Hall, ASCAP/Fame, BMI)	
SHE'S TOO GOOD TO BE TRUE	(Tree, BMI/Pacific Island, BMI) CPP/HL	
SHINE, SHINE, SHINE	(April, ASCAP/Butler's Bandits, ASCAP/Next-O-Ken, BMI/Ensign, BMI) CPP/HL	
SNAP YOUR FINGERS	(Acuff-Rose, BMI/Opryland, BMI) CPP	
SOMEBODY LIED	(Galleon, ASCAP)	
SOMEBODY OUGHT TO TELL HIM THAT SHE'S GONE	(Tree, BMI/Cross Keys, ASCAP)	
SOMEWHERE IN THE NIGHT	(Tree, BMI/Cross Keys, ASCAP) HL	
SOUVENIRS	(Ensign, BMI)	
SUSANNAH	(April, ASCAP/Swallowfork, ASCAP) HL	
TAR TOP	(Maypop, BMI)	
TELLING ME LIES	(Chappell, ASCAP/Firesign Music Ltd., PRS) HL	
THIS CRAZY LOVE	(Tom Collins, BMI) CPP	
THREE TIME LOSER	(Pink Pig, BMI)	
TORN UP	(Bibo, ASCAP/Chappell & Col, ASCAP/Chrisword, ASCAP/Hopi Sound, ASCAP) HL	
TRAIN OF MEMORIES	(Goldline, ASCAP) HL	
THE WAY WE MAKE A BROKEN HEART	(Bug, BMI/Bill, BMI)	
THE WEEKEND	(Screen Gems-EMI, BMI)	
WHEN THE RIGHT ONE COMES ALONG	(MCA, ASCAP/Hot Little Numbers, ASCAP) HL	
WHEN YOUR YELLOW BRICK ROAD TURNS BLUE	(Cavesson, ASCAP/Gary Vincent, BMI)	
WHISKEY, IF YOU WERE A WOMAN	(Southern Nights, ASCAP)	
WHY DOES IT HAVE TO BE (WRONG OR RIGHT)	(Warner-Tamerlane, BMI/Rumble Seal, BMI/Shedhouse, ASCAP)	
WOULD THESE ARMS BE IN YOUR WAY	(Tree, BMI/Hookem, ASCAP) HL	
YOU AGAIN	(MCA, ASCAP/Don Schlitz, ASCAP/Writer's Group, BMI/Scarlet Moon, BMI) CPP/HL	
YOU HAVEN'T HEARD THE LAST OF ME	(Snow, ASCAP/April, ASCAP/Kaz, ASCAP) HL	
YOUR LOVE	(Bibo, ASCAP/Screen Gems-EMI, BMI) HL	

### SHEET MUSIC AGENTS

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

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

## CMA Show Books Top Acts

NASHVILLE The Judds and Randy Travis, both platinum-selling acts, have been added to the cast of performers for the 21st annual Country Music Assn. Awards Show, set for Oct. 12 at the Grand Ole Opry House here.

Other acts on the show's roster are Reba McEntire, Ronnie Milsap, George Strait, and Hank Williams Jr.

The show will be broadcast live on CBS-TV beginning at 8:30 p.m. Central time. There will be a stereo simulcast of the program on radio by Mutual Broadcasting.

## Tribute Concert Sept. 26 To Honor Parsons, White

NASHVILLE The second annual tribute concert to Gram Parsons and Clarence White will be held Sept. 26 at the Cannery here.

Scheduled to perform are Michael Clark, Rick & Janis Carnes, Carlene Carter, Doug Dillard, the Howling Coyotes, the New Kentucky Colonels featuring Roland White, Will Rambeau, Peter Rowan, David Schnafer,

Marty Stuart, Joe Sun, Barry & Holly Tashian, Walk The West, and Steve Young.

Parsons and White, both members of the Byrds, died in 1973.

The concert was originally conceived and is being produced by Argyle Bell, a Nashville-based steel guitarist, record producer, and music journalist. Tickets for the show are available through Ticketmaster.

## Industry Gains Funding Source

NASHVILLE Third National Bank here has appointed Brian Williams as its music industry specialist. In that capacity, Williams will oversee making loans to individuals and businesses in the industry.

Williams' office will be located at Third National's West End division. The new appointee has been with the bank since 1983 and has completed a series of music business management courses at Belmont College.

Third National Bank is owned by SunTrust Banks.

## GARRETT PROMO SINGLE

(Continued from page 36)

vinced M.D.J. to hold it until fall, which, he says, is when people seem most serious about losing weight.

Nutri/Systems has long worked radio promotions in which DJs participate in the company's weight-loss program and report to their listeners on the results. Millard says Nutri/Systems isn't offering co-op ad money for the record promotion to its centers but is making copies of the record as well as promotional suggestions available. He adds, however, that centers are encouraged to take their promotional leads from the stations because of their knowledge of their audience. **EDWARD MORRIS**

FOR WEEK ENDING SEPTEMBER 19, 1987

# Billboard TOP COUNTRY ALBUMS™

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

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
★★ NO. 1 ★★					
1	1	1	17	<b>RANDY TRAVIS</b> ▲ WARNER BROS. 25568-1 (8.98) (CD) 13 weeks at No. One	ALWAYS & FOREVER
2	2	2	8	<b>HANK WILLIAMS, JR.</b> WARNER/CURB 25593-1/WARNER BROS. (8.98) (CD)	BORN TO BOOGIE
3	4	4	32	<b>GEORGE STRAIT</b> ● MCA 5913 (8.98) (CD)	OCEAN FRONT PROPERTY
4	3	3	19	<b>REBA MCENTIRE</b> MCA 5979 (8.98) (CD)	GREATEST HITS
5	5	5	19	<b>DWIGHT YOAKAM</b> REPRISE 25567-1/WARNER BROS. (8.98) (CD)	HILLBILLY DELUXE
6	7	7	41	<b>RESTLESS HEART</b> RCA 5648 (8.98) (CD)	WHEELS
7	6	6	30	<b>THE JUDDS</b> ● RCA/CURB 5916-1/RCA (8.98) (CD)	HEART LAND
8	9	10	9	<b>HIGHWAY 101</b> WARNER BROS. 25608-1 (8.98) (CD)	HIGHWAY 101
9	10	9	65	<b>RANDY TRAVIS</b> ▲ WARNER BROS. 1-25435 (8.98) (CD)	STORMS OF LIFE
10	8	8	26	<b>DOLLY PARTON, LINDA RONSTADT, EMMYLOU HARRIS</b> ▲ WARNER BROS. 1-25491 (9.98) (CD)	TRIO
11	12	13	8	<b>ROSANNE CASH</b> COLUMBIA 40777 (CD)	KING'S RECORD SHOP
12	11	11	5	<b>THE STATLER BROTHERS</b> MERCURY 832 404-1/POLYGRAM (CD)	MAPLE STREET MEMORIES
13	13	12	7	<b>K.T. OSLIN</b> RCA 5924-1 (8.98) (CD)	80'S LADIES
14	14	14	10	<b>WILLIE NELSON</b> COLUMBIA 40487 (CD)	ISLAND IN THE SEA
15	16	19	20	<b>NITTY GRITTY DIRT BAND</b> WARNER BROS. 1-25573 (8.98) (CD)	HOLD ON
16	18	31	3	<b>RONNIE MILSAP</b> RCA 6245-1 (8.98) (CD)	HEART AND SOUL
17	15	15	32	<b>HANK WILLIAMS, JR.</b> ● WARNER/CURB 1-25538/WARNER BROS. (8.98) (CD)	HANK "LIVE"
18	17	16	82	<b>ALABAMA</b> ▲ RCA AHL 1-7170 (8.98) (CD)	GREATEST HITS
19	20	18	75	<b>DWIGHT YOAKAM</b> ● REPRISE 25372/WARNER BROS. (8.98) (CD)	GUITARS, CADILLACS, ETC., ETC.
20	19	17	8	<b>VINCE GILL</b> RCA 5923-1 (8.98)	THE WAY BACK HOME
21	21	20	18	<b>ANNE MURRAY</b> CAPITOL 12562 (8.98) (CD)	HARMONY
22	22	22	96	<b>THE JUDDS</b> ▲ RCA/CURB AHL 1-7042/RCA (8.98) (CD)	ROCKIN' WITH THE RHYTHM
23	25	23	28	<b>RICKY VAN SHELTON</b> COLUMBIA 40602 (CD)	WILD EYED DREAM
24	24	24	15	<b>STEVE EARLE &amp; THE DUKES</b> MCA 5998 (8.98) (CD)	EXIT O
25	31	26	7	<b>CRYSTAL GAYLE AND GARY MORRIS</b> WARNER BROS. 25507-1 (8.98) (CD)	WHAT IF WE FALL IN LOVE
26	23	25	13	<b>T. GRAHAM BROWN</b> CAPITOL 12552 (8.98) (CD)	BRILLIANT CONVERSATIONALIST
27	28	32	3	<b>KENNY ROGERS</b> RCA 6484-1 (8.98) (CD)	I PREFER THE MOONLIGHT
28	29	38	5	<b>THE FORESTER SISTERS</b> WARNER BROS. 25571 (8.98) (CD)	YOU AGAIN
29	34	40	5	<b>TANYA TUCKER</b> CAPITOL 46870 (8.98) (CD)	LOVE ME LIKE YOU USED TO
30	30	37	5	<b>BARBARA MANDRELL</b> EMI-MANHATTAN 46956 (8.98) (CD)	SURE FEELS GOOD
31	27	27	9	<b>EMMYLOU HARRIS</b> WARNER BROS. 25585-1 (8.98) (CD)	ANGEL BAND
32	26	21	28	<b>MOE BANDY</b> MCA/CURB 5914/MCA (8.98)	YOU HAVEN'T HEARD THE LAST OF ME
33	32	29	43	<b>THE O'KANES</b> COLUMBIA BL 40459 (CD)	THE O'KANES
34	36	34	130	<b>GEORGE STRAIT</b> ▲ MCA 5567 (8.98) (CD)	GEORGE STRAIT'S GREATEST HITS
35	35	30	17	<b>CHARLEY PRIDE</b> 16TH AVENUE 70550/CAPITOL (8.98)	AFTER ALL THIS TIME
36	37	35	44	<b>KATHY MATTEA</b> MERCURY 830 405-1/POLYGRAM (CD)	WALK THE WAY THE WIND BLOWS
37	33	28	57	<b>SWEETHEARTS OF THE RODEO</b> COLUMBIA 40406 (CD)	SWEETHEARTS OF THE RODEO
38	42	42	46	<b>GEORGE JONES</b> EPIC 40413 (CD)	WINE COLORED ROSES

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
39	40	41	13	<b>HOLLY DUNN</b> MTM 71063 (8.98) (CD)	CORNERSTONE
40	41	36	48	<b>ALABAMA</b> ▲ RCA 5649-1-R (8.98) (CD)	THE TOUCH
41	43	44	14	<b>THE DESERT ROSE BAND</b> MCA/CURB 5991/MCA (8.98) (CD)	DESERT ROSE BAND
42	39	39	25	<b>MICHAEL MARTIN MURPHEY</b> WARNER BROS. 1-25500 (8.98)	AMERICANA
43	38	33	26	<b>STEVE WARINER</b> MCA 5926 (8.98) (CD)	IT'S A CRAZY WORLD
44	44	43	25	<b>ASLEEP AT THE WHEEL</b> EPIC 40681 (CD)	ASLEEP AT THE WHEEL
45	47	50	60	<b>EXILE</b> EPIC FE 40401 (CD)	GREATEST HITS
46	51	51	26	<b>JUDY RODMAN</b> MTM 71060/CAPITOL (8.98) (CD)	A PLACE CALLED LOVE
47	48	48	8	<b>MEL MCDANIEL</b> CAPITOL 12572 (8.98)	GREATEST HITS
48	58	59	11	<b>LEE GREENWOOD</b> MCA 5999 (8.98) (CD)	IF THERE'S ANY JUSTICE
49	46	49	149	<b>HANK WILLIAMS, JR.</b> ▲ WARNER/CURB 60193/WARNER BROS. (8.98) (CD)	GREATEST HITS, VOLUME I
50	53	52	9	<b>TAMMY WYNETTE</b> EPIC 40832 (CD)	HIGHER GROUND
51	65	—	2	<b>GLEN CAMPBELL</b> MCA 42009 (8.98)	STILL WITHIN THE SOUND OF MY VOICE
52	50	53	81	<b>HANK WILLIAMS, JR.</b> ● WARNER/CURB 25328/WARNER BROS. (8.98) (CD)	GREATEST HITS, VOLUME II
53	52	46	48	<b>REBA MCENTIRE</b> ● MCA 5807 (8.98) (CD)	WHAT AM I GONNA DO ABOUT YOU
54	56	58	313	<b>WILLIE NELSON</b> ▲ <sup>2</sup> COLUMBIA KC 237542 (CD)	GREATEST HITS
55	49	45	29	<b>THE OAK RIDGE BOYS</b> MCA 5945 (8.98) (CD)	WHERE THE FAST LANE ENDS
56	55	54	19	<b>JOHNNY CASH</b> MERCURY 832 031-1/POLYGRAM (CD)	JOHNNY CASH IS COMING TO TOWN
57	57	57	3	<b>VARIOUS ARTISTS</b> K-TEL 2080 (6.98)	COUNTRY NOW
58	45	47	13	<b>RAY STEVENS</b> MCA 42020 (8.98)	CRACKIN' UP
59	59	56	11	<b>THE KENDALLS</b> STEP ONE 0023 (8.98) (CD)	BREAK THE ROUTINE
60	62	64	39	<b>PATSY CLINE</b> ● MCA 12 (8.98)	GREATEST HITS
61	54	55	7	<b>GIRLS NEXT DOOR</b> MTM 71062 (8.98) (CD)	WHAT A GIRL NEXT DOOR COULD DO
62	61	62	50	<b>HANK WILLIAMS, JR.</b> ● WARNER/CURB 1-25412/WARNER BROS. (8.98) (CD)	MONTANA CAFE
63	63	65	148	<b>THE JUDDS</b> ▲ RCA/CURB AHL 1-5319/RCA (8.98) (CD)	WHY NOT ME
64	68	71	19	<b>JANIE FRICKIE</b> COLUMBIA 40666 (CD)	AFTER MIDNIGHT
65	66	74	41	<b>HOLLY DUNN</b> MTM ST 1052/CAPITOL (8.98)	HOLLY DUNN
66	67	73	33	<b>DONNA FARGO</b> MERCURY 422 830236-1/POLYGRAM	WINNERS
67	60	60	47	<b>RICKY SKAGGS</b> EPIC FE 40309 (CD)	LOVE'S GONNA GET YA
68	73	66	45	<b>LARRY GATLIN AND THE GATLIN BROTHERS</b> COLUMBIA 40431 (CD)	PARTNERS
69	69	—	75	<b>REBA MCENTIRE</b> ● MCA 5691 (8.98) (CD)	WHOEVER'S IN NEW ENGLAND
70	70	—	17	<b>CONWAY TWITTY</b> MCA 5969 (8.98) (CD)	BORDERLINE
71	RE-ENTRY	—	—	<b>EARL THOMAS CONLEY</b> RCA 5619-1-R (8.98) (CD)	TOO MANY TIMES
72	RE-ENTRY	—	—	<b>STEVE EARLE</b> MCA 5713 (8.98) (CD)	GUITAR TOWN
73	74	61	488	<b>WILLIE NELSON</b> ▲ <sup>3</sup> COLUMBIA FC 35305 (CD)	STARDUST
74	64	68	18	<b>JOHN SCHNEIDER</b> MCA 5973 (8.98) (CD)	YOU AIN'T SEEN THE LAST OF ME
75	72	69	25	<b>JOHN CONLEE</b> COLUMBIA 40442 (CD)	AMERICAN FACES

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



## NRM Touts New CD Store As Wave Of The Future

BY PAT HADLER

COLUMBUS, OHIO Frank Fischer looked pleased as he surveyed the flagship store of National Record Mart's new upscale division, Waves, during an Aug. 28 reception here. "I think what you see here today is

what record stores are going to look like in five to seven years. We just got there a little earlier," said NRM's president and chief executive officer.

Located in Worthington, an affluent suburb of Columbus, Waves is NRM's answer to the compact disk

explosion. The company hopes to cash in on consumers hooked on the quality and purity of CD technology by offering an initial selection of more than 10,000 CDs, along with laserdisk videos.

"As we saw the CD sales increase markedly in two years, from 7% to in excess of 20% of our sales, we also saw LPs decline," said Fischer. "Consumers were telling us they were ready to move to a new technology."

Market research indicates that buyers of CDs are predominantly higher-income males 26 or older. "We realized they wanted to get special treatment," said Fischer. "Once consumers bought the CD player, they weren't going back to vinyl. They would wait for a CD they wanted rather than get it on vinyl right away. By specializing a store toward that consumer, it would become a destination point, instead of a record store they'd just stop by."

The 76-outlet, Pittsburgh-based retailer has plans to open a second Waves in pricey North Brook, Ill., in October. Six additional outlets are slated for 1988 in markets familiar with the NRM name. "We're looking for more upscale malls that can support this," said Fischer. "We feel there's also potential for a Waves CD store in malls that have the traditional prerecorded music store with LPs. There's that much additional business to be had."

NRM, which celebrates its 50th anniversary this year, also has aggressive plans to expand its base of conventional record outlets. "With the acquisition we're working on right now, and some new store openings, we figure we'll have 100 stores by next March," Fischer said. "It's been in the making. We're positioning ourselves for it."

The hi-tech-designed, 2,000-square-foot Waves store features several points of sale. White wire display racks and the soft gray-and-pink color scheme give the outlet an open, airy feeling. CD titles range from rock and pop to classical to new age. Near the rear of the store, a small rack holds top-selling LPs "to satisfy that drop-in customer looking for an album," explained Fischer.

One store feature is a throwback to an earlier era in music retailing: the availability of two CD listening

areas and a laserdisk viewing area complete with headphones. The chain plans to have samplers available in virtually every category of music.

"When I started in the business in 1951, we had listening booths where consumers would take a record to the back and play it, and if they wanted to buy it, they'd buy it," Fischer said. "The industry got away from that. What we're trying to do

is give consumers a chance to try it before they buy it. It will also give them an opportunity to try a product they normally wouldn't listen to."

The listening areas are also in response to customer complaints that the average record clerk does not know how to assist the older consumer. "The clerks would know U2, Def Leppard, and Bon Jovi. But  
(Continued on page 45)



Waves (above), the hi-tech compact disk store that opened recently in Columbus, Ohio, is NRM's attempt to cash in on the CD explosion. Below, NRM president Frank Fischer, left, demonstrates how Waves shoppers will be able to test laserdisks before purchasing them. (Photos: April Clark)



### Separate Unit Created For U.S. Product.

## WEA U.K. To Split Into Two Divisions

LONDON WEA's U.K. operation is going to be split into two divisions, one handling U.S. product and the other taking charge of releases from the U.K. and the rest of the world.

Rob Dickins, chairman, outlined the plans at an internal meeting here Aug. 3, saying they were designed to allow the company to grow further and give full attention to its artist roster while keeping staff wholly involved and committed.

He named Paul Conroy as managing director of the U.S. division, with Max Hole heading up the U.K. division. Both are long-serving WEA

U.K. executives, and each will report to Dickins.

Beginning in November, marketing, promotion, and press for the two product areas will be treated as separate entities. "This will lead to greater involvement for each department at every level and provide better focus for each individual act," says a company spokesman.

Product from WEA's worldwide subsidiaries will go through the U.K. division so as to allow those companies access to specialty in-house creative services, including a&r and video production.

Dickins added that in its early days, WEA U.K. had dealt with a relatively small British roster and a lesser selection of U.S. product. The successes of Madonna, Prince, Foreigner, Howard Jones, and ZZ Top were the fruits of the period. Since 1984, however, gross earnings have multiplied three times, while staffing levels have remained the same.

Although the company's effectiveness is not in question, expansion of operations is needed. The company says that key positions in the newly structured company are available and will be filled as soon as possible.

# ANABAS

EUROPE'S LEADING PUBLISHERS OF  
**ROCK & POP**  
ITEMS.

**WE WANT NATIONAL DISTRIBUTORS & IMPORTERS FOR OUR EXCITING RANGE OF POSTERS, BOOKS & GREETING CARDS FEATURING ROCK & POP PERSONALITIES.**

CALL: JAN BORS OR JON TAYLOR ON  
ENGLAND 01144 708 754000 TELEX 89 54039  
ANABAS, BRIDGE CLOSE, ROMFORD, ESSEX, ENGLAND RM7 0A

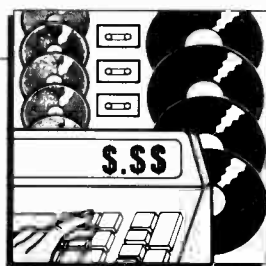
## America's Largest CD Distributor HERE'S WHY:

- **PRICE**—Low everyday prices, incredible weekly sales.
- **FILL**—Best fill in the industry.
- **SERVICE**—100% computerized inventory. The order you place is the order you get. No disappointments!! No surprises!!
- **DELIVERY**—guaranteed 1-2 day delivery anywhere in the U.S. at no extra charge to you.

**CALL NOW for our spectacular catalog of THOUSANDS of CD's ACTUALLY IN STOCK!!**

New York (212) 517-3737	Toll Free (800) 826-0079	Los Angeles (213) 388-9834
Connecticut (203) 798-6590	DEALERS ONLY	FAX (203) 798-8852

## RETAIL TRACK



by Earl Paige

**MOTOWN'S ONE-STOPS BOP:** One-stop growth and competition, now seen in various markets, particularly in the Southeast, is apparent in Detroit, too. **Vinyl Vendors**, the Kalamazoo, Mich., supplier owned by **Jeffrey Boyd** and **Craig Hedeon**, is adding a second branch in Detroit, with a grand opening set Sept. 30. The Detroit operation, which started doing business in late August, is also a partnership involving **Lee Norris**, veteran advertising professional and owner of **Complete Advertising** there.

Even though 20-year-old **Angott Record and Tape Sales** and even older **Soul Sound** are both established in Detroit, Boyd reports, "We've found that so many stores in Detroit buy out of the market. We're going to cater to the black independents. It will be a cash-and-carry operation." Boyd prefers not to speculate on other expansion plans for Vinyl Vendors or whether such strategies are strictly wholesale.

Meanwhile, **Ken Walker**, who with **Ronald Rogers** purchased Angott in 1967, welcomes the new competition. "It stirs up the juices. Our business is already up 20% because of [Vinyl Vendors'] activity. We're going to expand, too. We're putting in a WATS line and are going after more regional business." According to Walker, Angott—actually founded in 1949 but purchased by Walker and Rogers in 1967—is known as "the prime black one-stop, but we have really a general inventory."

Less optimistic about the one-stop buildup is **Frank Honor**, who opened Soul Sound in 1964. He says a lot of the independents have either "gone out of business or moved to the suburbs. There aren't 15 stores left in

Detroit itself."

**AT THE SUMMIT:** Speakers and topics are being finalized for the **National Assn. of Recording Merchandisers Wholesalers Conference**, Oct. 26-30 at the Palm Springs Plaza in Palm Springs, Calif. This is the second such conference after NARM brought together last year what previously had been separate independent distributors and manufacturers confabs held annually in Florida. Conference chairman is **Mario DeFilippo**, vice president purchasing, **Handleman Co.**

The five-day event will kick off with a keynote address from **Jason Berman**, president of the **Recording Industry Assn. of America**. Two other keynoters are **Cy Leslie**, chairman of **Leslie Group**, who will address rackjobbers on the evening of Oct. 27, and **Bruce Hoberman**, president of **RTI Homer's**, who kicks off the one-stop segment. The indie distributor segment begins rolling on the morning of Oct. 29 with two presentations and a panel discussion capped by an awards dinner that night. The last day is reserved for one-on-one distributor and manufacturer sessions.

The NARM conference brings together the three supplier wings of the trade group. The rackjobber advisory committee is made up of **Richard Greenwald**, **Interstate Group** (chairman), and returning members **Charles Blacksmith**, **Roundup Music Distributors**; **John Brenner**, **Southeastern Tape Distributors**; **George DeMartyn**, **D&H Distributing Co.**; **DeFilippo**; **William Glassman**, **Music Merchandisers of America**; **Sylvan Gross**, **Serv-Rite Record & Tape Co.**; **William Hall**, **Sight & Sound Distributing Co.**; **Jerry Hopkins**, **Western Merchandising**; **Milton Kyle**, **Eurpac West**; **Harold Okinow**, **Lieberman Enterprises**; and **Don Weiss**, **Arrow Distributing**.

Chairman of NARM's one-stop group is **Barney Cohen**, **Valley Record Distributors**, a new member on the committee. Other members are the following: **Jason Blaine**, **The Music People**; **Jeff Boyd**, **Vinyl Vendors**; **David Colson**, **Transcontinent Record Sales**;  
(Continued on page 47)

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

## TOP COMPACT DISKS™

				POP™	
				Compiled from a national sample of retail sales reports.	
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST TITLE	LABEL & NUMBER/DISTRIBUTING LABEL
				★★ NO. 1 ★★	
1	4	29	3	THE BEATLES WHITE ALBUM	CAPITOL OCB 46443 1 week at No. One
2	1	2	7	SOUNDTRACK LA BAMBA	SLASH 2-25605/WARNER BROS.
3	5	4	5	DEF LEPPARD HYSTERIA	MERCURY 830 675 2/POLYGRAM
4	3	3	14	WHITNEY HOUSTON WHITNEY	ARISTA ARCD 8405
5	2	1	9	GRATEFUL DEAD INTO THE DARK	ARISTA ARCD 8452
6	7	5	26	U2 THE JOSHUA TREE	ISLAND 2-90581/ATLANTIC
7	6	6	23	WHITESNAKE WHITESNAKE	GEFFEN 2-24099
8	11	—	2	THE BEATLES YELLOW SUBMARINE	CAPITOL 46445
9	23	—	2	JOHN COUGAR MELLENCAMP LONESOME JUBILEE	MERCURY 832 465 2/POLYGRAM
10	8	7	18	KENNY G. DUOTONES	ARISTA ARCD 8427
11	10	9	19	SUZANNE VEGA SOLITUDE STANDING	A&M CD 5136
12	9	8	16	HEART BAD ANIMALS	CAPITOL CDP 46676
13	13	10	14	THE BEATLES SGT. PEPPER'S LONELY HEARTS CLUB BAND	CAPITOL CPP 46442
14	12	11	6	SOUNDTRACK-MADONNA WHO'S THAT GIRL	SIRE 2-25611/WARNER BROS.
15	14	12	54	PAUL SIMON GRACELAND	WARNER BROS. 2-25447
16	15	14	22	FLEETWOOD MAC TANGO IN THE NIGHT	WARNER BROS. 2-25471
17	24	—	2	THE CARS DOOR TO DOOR	ELEKTRA 2-60747
18	16	13	5	THE DOORS BEST OF THE DOORS	ELEKTRA 2-60345
19	18	16	7	PAT METHENY GROUP STILL LIFE (TALKING)	GEFFEN 2-24145
20	NEW ▶		1	R.E.M. DOCUMENT	I.R.S. IRSD 42059/MCA
21	19	17	12	GEORGE BENSON/EARL KLUGH COLLABORATION	WARNER BROS. 2-25580
22	20	19	6	SOUNDTRACK ROXANNE	CINEDISC CDC 1000
23	NEW ▶		1	AEROSMITH PERMANENT VACATION	GEFFEN 24162-2
24	NEW ▶		1	MICHAEL JACKSON BAD	EPIC EK 40600/E.P.A.
25	NEW ▶		1	NEW ORDER SUBSTANCE	QWEST 2-25621/WARNER BROS.
26	17	15	59	STEVE WINWOOD BACK IN THE HIGH-LIFE	ISLAND 2-25448/WARNER BROS.
27	25	—	9	CARLY SIMON COMING AROUND AGAIN	ARISTA ARCD 8443
28	27	—	45	ANITA BAKER RAPTURE	ELEKTRA 2-60444
29	29	20	10	SOUNDTRACK BEVERLY HILLS COP II	MCA MCAD 6207
30	22	22	9	ELTON JOHN LIVE IN AUSTRALIA/MELBOURNE SYMPHONY	MCA MCAD 8022

Richard Barone "cool blue halo"



## RICHARD BARONE "cool blue halo"

A live solo album by RICHARD BARONE, best known as the BONGOS' lead singer, songwriter and guitarist. Classic pop with a difference! (PB 6058)

**PASSPORT** On Passport Records, Cassettes and Compact Discs.

Distributed by JEM Records, Inc., South Plainfield, NJ 07080.

For your **FREE** In-Store copy of "cool blue halo" and a sampler of new Passport releases return coupon to: Passport Records, 3619E Kennedy Road, South Plainfield, NJ 07080 Attn: Marketing Dept.

Name \_\_\_\_\_  
Store Name \_\_\_\_\_  
Store Address \_\_\_\_\_  
City/State/Zip \_\_\_\_\_  
Phone (\_\_\_\_) \_\_\_\_\_

## FOREVER YOUNG



Liftboy. The practical presenter for your collection. Simply flick through, back and forth, to make a selection. Liftboy protects your valuable CDs, Music and Video 8 cassettes and guarantees neat and clearly arranged storage.

For 22, 33, 88, 110 or 132 CDs.



**LIFTBOY**

WE MAINTAIN A CURRENT ARTIST LIST WITH OVER 1300 NAMES. WHEN YOU THINK OF DIVIDER CARDS THINK OF GOPHER.



FOR A FREE CATALOG CALL 800/648-0958  
**GOPHER PRODUCTS**

## CD Blisters NOW

Available for Shipment.

**NEW LOWER PRICES**

Much Higher Quality Than Paper CD Packaging. From the No. 1 Supplier of CD Blisters  
Call Bob Parish 612-934-4078  
**INNOVATIVE PLASTICS, INC.**

## DIVIDER CARDS

ALL SIZES AVAILABLE

**15¢ and up**  
**Why Pay More?**

Direct from Manufacturer Call or Write **Sam Lempert** (718) 802-0300  
544 Park Avenue, Brooklyn, NY 11205  
**AL-LEN CUTTING CO.**  
Special Volume Rates  
Fiberboard cards available.  
We buy used cards.



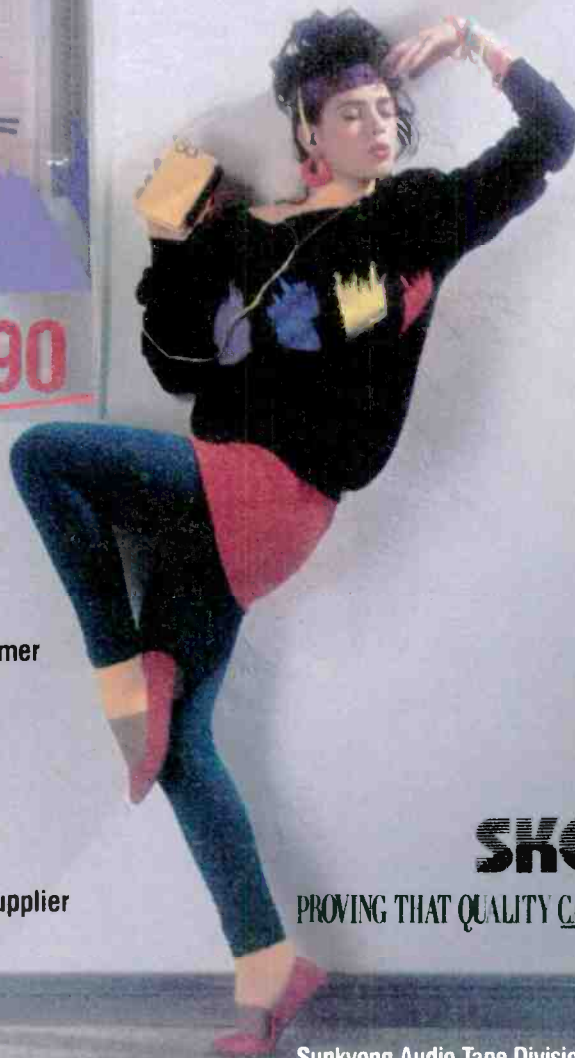
# SKC. THE ART OF AUDIO



## FOR PROFIT'S SAKE

Sunkyong, a major supplier of high quality blank duplicating tape to the pre-recorded music industry, is proud to introduce its new complete consumer line...SKC.

- ▲ A complete product line from normal bias through metal tape
- ▲ Hot packaging with eye and buy appeal
- ▲ Guaranteed price stability for 1987
- ▲ Generous co-op allowances
- ▲ Dynamic traffic-building professional promotions
- ▲ Consistent quality and product availability from a major international supplier



**SKC**

PROVING THAT QUALITY CAN BE DUPLICATED

Sunkyong Audio Tape Division, Carson, CA 90746  
800-237-8372 800-331-5729 (In California)

## Indie GRASS ROUTE



by Linda Moleski

Assistance in preparing this column was provided by Billboard's Chicago correspondent, Moira McCormick.

**W**ELL-KNOWN DOWNTOWN Chicago studio Universal Recording Co. has launched Windy City Jazz, a compact disk and cassette only indie label that will feature Chicago-based artists.

According to Universal chief Murray Allen, the major impetus behind the formation of the label was the success of the CD format. "One of the great things about the introduction of the CD has been its effect on jazz," he says. "The re-evaluation and release of classic jazz dates on CD is a boon to collectors and artists alike." Allen adds, "We feel that DAT will accelerate this trend."

Universal itself, founded in 1946, has a venerable jazz history. Stan Kenton recorded his first albums there, in 1948, as well as his last three, between 1973 and 1974. Also in 1948, Duke Ellington cut the first of some 41 albums at Universal. Other jazz artists who have recorded at Universal include Count Basie, Art Blakey & the Jazz Messengers, Dave Brubeck, Ella Fitzgerald, Stan Getz, Dizzy Gillespie, Quincy Jones, Gene Krupa, Ramsey Lewis, and Sarah Vaughn, among others.

"Record companies backed away from their jazz labels in the '70s," says Allen. "They let their catalogs lapse, and jazz artists found it difficult to get recorded. At Universal, we kept on recording them and saving the tapes for the future."

"In 1980 we began recording these jazz dates in digital," he continues. Those sessions will be released on the Windy City Jazz label at the rate of six per year. Allen says he expects that a total of 25 albums will come out during the next three years.

Windy City Jazz's first release is "Mango Tango" by Mark Colby, a Maynard Ferguson graduate. Up-

coming product includes albums by the Bob Stone Big Band, Phil Upchurch, Ears, Eddie Higgins, 9/Burner, Warren Kime, Ellis Larkins, Cy Touffe, Sandy Moss, Johnny Frigo, and Ira Sullivan.

**SEEDS & SPROUTS:** Orphan Records has inked a p&d deal with Profile. Initial releases under the new agreement include Bridgett Grace's "Just A Memory," Siri Lini's "You Make Me Come Alive," and Marcus' "Monkey On My Back." The Detroit-based label is best known for Jimmy Lifton's remake of the Spencer Davis Group's "I'm A Man," which was subsequently picked up and rereleased by Atlantic... American Gramophone has signed a licensing deal with Alfa Records for distribution in Japan.

### Chicago studio bows Windy City Jazz label

Meanwhile, the logo is gearing up for the release of "Classical Gas," a remake of the late-'60s instrumental, this time by the original artist, guitarist Mason Williams, with Mannheim Steamroller... Su-tra is putting out a remix of Nayobe's latest single, "Please Don't Go," which will be backed by a strong ballad, "I Guess I Fell In Love." The young vocalist is definitely a great talent yet to be fully appreciated... Veteran blues-rock guitarist Roy Buchanan is set to release his new album, "Hot Wires," on Alligator. A U.S. club tour will commence in October... Manhattan-based TVT Records has made its first domestic signing, popular garage-rock band the Connells. The group's label debut album, "Boylan Heights," produced by Mitch Easter, is slated to hit store shelves Sept. 21.

### Japan Ups CD Output In 1987

**TOKYO** Production of compact disks in Japan in June came to 5.8 million units, an increase of 42% from the same month in 1986, while that of LPs and singles was down 24% to 6.73 million.

In unit terms, records accounted for 54% of the total amount of product and compact disks for 46%. But in value terms, records totaled more than \$40 million, while CDs were worth more than \$80 million.

The June figures brought the year's first-half totals to 39.98 million records—down 28% from the previous year—and 20.1 million CDs, up 67%. In value terms, records totaled \$247 million, down 29%, and CDs were worth roughly \$265 million, up 63%. The total number of records and CDs came to 68.06 million, down 6%, with total value down 9% at \$1 billion.

In the tape sector, prerecorded cassettes totaled 6.4 million in June, up 16% from the previous year, and the January-June total was 4% above that of the previous year, at 32.89 million units. The combined tape, record, and CD figure was up 8% in value from 1986.

FOR WEEK ENDING SEPTEMBER 19, 1987

Billboard®

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

## TOP MIDLINE ALBUMS™

THIS WEEK	4 WKS. AGO	WKS. ON CHART	Compiled from a national sample of retail store and one-stop sales reports.	
			ARTIST LABEL & NUMBER/DISTRIBUTING LABEL	TITLE
1	1	56	★ ★ NO. 1 ★ ★ LED ZEPPELIN ATLANTIC SD-19129 (1971) (CD)	13 weeks at No. One LED ZEPPELIN IV
2	2	204	AEROSMITH COLUMBIA PC-36865 (1980) (CD)	AEROSMITH'S GREATEST HITS
3	3	212	ELTON JOHN MCA 1689 (1974) (CD)	ELTON JOHN'S GREATEST HITS
4	4	56	PHIL COLLINS ATLANTIC SD-16029 (1981) (CD)	FACE VALUE
5	5	44	THE EAGLES ASYLUM 6E-105 (1976) (CD)	GREATEST HITS 1971-1975
6	6	32	PATSY CLINE MCA 12 (1973)	PATSY CLINE'S GREATEST HITS
7	8	80	STEVE MILLER CAPITOL SN-16321 (1978) (CD)	GREATEST HITS 1974-1978
8	7	48	AC/DC ATLANTIC SD-16018 (1980) (CD)	BACK IN BLACK
9	9	9	U2 ISLAND 90127/ATLANTIC (1983) (CD)	UNDER A BLOOD RED SKY
10	13	9	GRATEFUL DEAD ARISTA 2764 (1974)	THE BEST OF/SKELETON'S FROM THE CLOSET
11	12	32	LED ZEPPELIN ATLANTIC SD-19127 (1969) (CD)	LED ZEPPELIN II
12	11	13	WHITESNAKE GEFEN GHS 4018/WARNER BROS. (1984) (CD)	SLIDE IT IN
13	10	36	JAMES TAYLOR WARNER BROS. BSK-3113 (1976)	JAMES TAYLOR'S GREATEST HITS
14	14	56	CROSBY, STILLS, NASH & YOUNG ATLANTIC SD-19119 (1974) (CD)	SO FAR
15	16	28	FLEETWOOD MAC WARNER BROS. BSK-3010 (1977) (CD)	RUMOURS
16	15	24	YAZ SIRE 23737 (1982) (CD)	UPSTAIRS AT ERIC'S
17	18	170	STEPHENWOLF MCA 1599 (1973) (CD)	16 GREATEST HITS
18	17	84	MEATLOAF EPIC PE-34974 (1977) (CD)	BAT OUT OF HELL
19	22	9	GENESIS ATLANTIC 80116 (1984) (CD)	GENESIS
20	20	13	PHIL COLLINS ATLANTIC 80035 (CD)	HELLO I MUST BE GOING
21	21	218	STEELY DAN MCA 1688 (1977) (CD)	AJA
22	19	52	VARIOUS ARTISTS MCA 1692 (1978)	ANIMAL HOUSE SOUNDTRACK
23	23	210	ELTON JOHN MCA 1690 (1977) (CD)	ELTON JOHN'S GREATEST HITS VOL. II
24	24	9	SEX PISTOLS WARNER BROS. 3147 (1977)	NEVER MIND THE BOLLOCKS, HERE'S THE SEX PISTOLS
25	25	64	CHICAGO COLUMBIA PC-33900 (1975) (CD)	CHICAGO IX - GREATEST HITS
26	30	13	LED ZEPPELIN ATLANTIC 19126 (1969) (CD)	LED ZEPPELIN I
27	27	68	THE WHO MCA 1496 (1982)	THE WHO'S GREATEST HITS
28	28	212	THE WHO MCA 1691 (1971) (CD)	WHO'S NEXT
29	32	9	THE CARS ELEKTRA GE 135 (1978)	THE CARS
30	26	248	DON MCLEAN UNITED ARTISTS LN-10037 (1971)	AMERICAN PIE
31	39	5	THE DOORS ELEKTRA 74007 (1967)	THE DOORS
32	29	162	THE GUESS WHO RCA AYL1-3662 (1971)	THE BEST OF THE GUESS WHO
33	35	264	DAVID BOWIE RCA AYL1-3843 (1972) (CD)	THE RISE AND FALL OF ZIGGY STARDUST
34	33	13	THE RIGHTEOUS BROTHERS VERVE 5020 (1967)	GREATEST HITS
35	34	9	PETER GABRIEL ATCO 36147/ATLANTIC (1977)	PETER GABRIEL
36	36	132	BRUCE SPRINGSTEEN COLUMBIA PC-31903 (1973) (CD)	GREETINGS FROM ASBURY PARK
37	37	210	LYNYRD SKYNYRD MCA 1685 (1973)	PRONOUNCED LEH-NERD SKI-NERD
38	40	64	STEELY DAN MCA 1483 (1982)	GOLD
39	RE-ENTRY		LED ZEPPELIN ATLANTIC 7255 (1973) (CD)	HOUSES OF THE HOLY
40	RE-ENTRY		CREEDENCE CLEARWATER REVIVAL FANTASY ORC-4516 (1970) (CD)	COSMO'S FACTORY

(CD) Compact disk available.

**ATTN:  
CD RETAILERS**

**SPECIAL  
LOW PRICES  
ON ALL CD'S!**

**MOST POPULAR, ROCK and JAZZ MAJOR LABELS**

**JUST \$10<sup>99</sup>**

**GREAT PRICES ON CLASSICAL TOO**

- GREAT PRICES
- THE WIDEST SELECTION OF LABELS IN THE INDUSTRY
- COURTEOUS, KNOWLEDGEABLE SALES STAFF
- TERMS FOR ACCOUNTS WITH ESTABLISHED CREDIT



**ALL DISC TRADING™**

41 MONROE TURNPIKE  
TRUMBULL, CT 06611

1-800-255-3472 • 203-452-0203 • FAX 203-452-1843



## ALBUM RELEASES

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

### POP/ROCK

**RICHARD BARONE**  
Cool Blue Halo

♣ LP Passport PB6058/NA  
CA PBC6058/NA

**THE BODEANS**  
Outside Looking In

♣ LP Reprise/Slash/Warner 1-25629/\$8.98  
CA 4-25629/\$8.98

**CHILL FACTOR**  
Chill Factor

♣ LP Warner Bros. 1-25604/\$8.98  
CA 4-25604/\$8.98

**ROSIE FLORES**  
Rosie Flores

LP Reprise/Warner Bros. 1-25626/\$8.98  
CA 4-25626/\$8.98

**THE HOUSEMARTINS**  
The People Who Grinned Themselves To Death

LP Elektra 60761-1/\$8.98  
CA 60761-4/\$8.98

**THE MERCY SEAT**  
The Mercy Seat

♣ LP Slash/Warner Bros. 1-25600/\$8.98  
CA 4-25600/\$8.98

**THE RAMONES**  
Halfway To Sanity

♣ LP Sire/Warner Bros. 1-25641/\$8.98  
CA 4-25641/\$8.98

**SCREAMING BLUE MESSIAHS**  
Bikini Red

LP Elektra 60755-1/\$8.98  
CA 60755-4/\$8.98

**KEITH SWEAT**  
Make It Last Forever

♣ LP Elektra 60763-1/\$8.98  
CA 60763-4/\$8.98

### COMPACT DISK JAZZ

**STEPHANE GRAPPELLI**  
Satin Doll

CD Vanguard VCD-81/82/NA

**MAHAVISHNU JOHN MCLAUGHLIN**  
My Goal's Beyond

CD Ryko RCD 10051/NA

To get your company's new releases listed, send release sheets or type the information in the above format on your letterhead. Please include suggested list price whenever possible. Send to New Releases, Billboard, 1515 Broadway, New York, N.Y. 10036.

Nippon Columbia Co., Ltd., Tokyo, Japan

# INBAL ON DENON:

15th ANNIVERSARY  
DENON  
NEW DIGITAL RECORDING



ELIAHU INBAL, MUSIC DIRECTOR OF THE FRANKFURT RADIO SYMPHONY ORCHESTRA

Israeli-born conductor Eliahu Inbal is recording the complete cycle of Mahler symphonies on Denon. We asked him about Denon's approach to repertoire.

"Denon is the right place to be right now," Inbal said after some thought. "They are open to new ideas and new interpretations — such as my conception of Mahler." When we noted that Denon undertook 60 different classical recording projects in 1986 alone, the maestro nodded.

"Denon is recording more classical music than anyone."

"To my ears, the spatial realism on Denon CDs is unmatched," Inbal explained. The superior imaging on Inbal's Mahler Symphony #7 is made possible by a Denon technique that compensates for microphone displacement with digital delay. Such fresh uses for digital technology are nothing new at Denon. After all, the world's first commercial digital recording was by Denon.

In orchestral music, chamber music, opera and jazz, hear the new artists on Denon. As they should be.

STEREO  
DENON



*Eliahu Inbal*

CO-1533-4;  
Mahler Symphony #7;  
Two Disc Set.

# DENON

The first name in digital recording.

DENON SUPRAPHON Interface

## NRM EYES CD EXPLOSION

(Continued from page 41)

when a customer over 25 would come in and ask for a Joni Mitchell, the clerk wouldn't know who she was," said Fischer. "So by having the sampling, the lack of an educated clerk could be offset to a degree by having that ability to sample."

Waves also plans to be on the cutting edge of CD video when that music retailing configuration is introduced. "This would be a good tie-in that would lead consumers into the next change they might get involved with," Fischer said.

According to Fischer, Worthington is a perfect place to test the Waves concept. The entire metropolitan Columbus area is served by midsize malls rather than regional malls, and upscale specialty shops abound in the surrounding suburbs.

Pat Hadler is a free-lance writer, based in Columbus, Ohio.

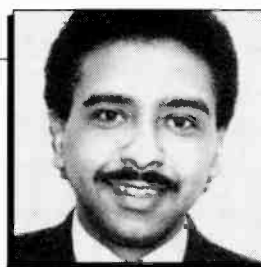
Denon America, Inc., 222 New Road, Parsippany, NJ 07054 (201) 575-7  
Denon Canada, Inc., 17 Denison Street, Markham, Ont. L3R 1B5 Can

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

# TOP LATIN ALBUMS™

THIS WEEK	2 WKS. AGO	WKS. ON CHART	Compiled from a national sample of retail store and one-stop sales reports.		
			ARTIST	TITLE	LABEL & NUMBER/DISTRIBUTING LABEL
1	1	17	<b>JULIO IGLESIAS</b>	UN HOMBRE SOLO	CBS 50337
2	2	45	<b>BRAULIO</b>	LO BELLO Y LO PROHIBIDO	CBS 10452
3	3	39	<b>EMMANUEL SOLO</b>		RCA 5919
4	6	47	<b>JOSE JOSE</b>	SIEMPRE CONTIGO	ARIOLA 5732
5	7	21	<b>FRANCO DE VITA</b>	FANTASIA	SONOTONE 1405
6	5	21	<b>AMANDA MIGUEL</b>	AMANDA MIGUEL	TELEDISCOS 102
7	4	59	<b>JUAN GABRIEL</b>	PENSAMIENTOS	ARIOLA 6078
8	9	41	<b>DYANGO</b>	CADA DIA ME ACUERDO MAS DE TI	EMI 5735
9	8	19	<b>YOLANDITA MONGE</b>	LABERINTO DE AMOR	CBS 10382
10	—	1	<b>LOS BUKIS</b>	ME VOLVI A ACORDAR DE TI	LASER 3025
11	15	49	<b>JOSE FELICIANO</b>	TE AMARE	RCA 56109
12	—	1	<b>DANNY RIVERA</b>	AMAR O MORIR	DNA 336
13	19	3	<b>SOUNDTRACK</b>	LA BAMBA	WARNER BROS. 25605
14	10	59	<b>ISABEL PANTOJA</b>	MARINERO DE LUCES	RCA 7432
15	14	7	<b>JOSE NOGUERAS</b>	VAS A VIVIR EN MI	ME 29
16	11	59	<b>ROCIO DURCAL</b>	SIEMPRE	ARIOLA 6075
17	12	21	<b>LUNNA LUNNA</b>		A&M 37022
18	20	45	<b>EDNITA NAZARIO</b>	TU SIN MI	MELODY 094
19	—	7	<b>YORDANO</b>	JUGANDO CONMIGO	SONOTONE 1404
20	13	9	<b>RICARDO MONTANER</b>	RICARDO MONTANER	TH-RODVEN 8031
21	23	51	<b>BEATRIZ ADRIANA</b>	A PUNTO DE ...	PROFONO 90484
22	—	15	<b>ESTELA NUNEZ</b>	CORAZON ERRANTE	ARIOLA 6229
23	16	11	<b>CLAUDIA DE COLOMBIA</b>	LA SENORA	RCA 02151
24	—	3	<b>NELSON NED</b>	ME PASE DE LA CUENTA	EMI 6476
25	—	9	<b>JULIO ANGEL Y JOSE LUIS MONERO</b>	EVOCANDO EL AYER	J1008
1	1	25	<b>FRANKY RUIZ</b>	VOY PA' ENCIMA	TH 2453
2	2	49	<b>EDDIE SANTIAGO</b>	ATREVIDO Y DIFERENTE	TH 2424
3	4	5	<b>EL GRAN COMBO</b>	25 ANIVERSARIO 1962-1987	COMBO 2050
4	3	13	<b>TOMMY OLIVENCIA</b>	30 ANIVERSARIO	TH 2464
5	5	23	<b>WILFRIDO VARGAS</b>	LA MUSICA	SONOTONE 1406
6	7	9	<b>ROBERTO DEL CASTILLO</b>	JUSTO A TIEMPO	CBS 10489
7	6	41	<b>ANDY MONTANEZ</b>	MEJOR ACOMPAÑADO QUE NUNCA	TH 3434
8	9	51	<b>BONNY CEPEDA Y SU ORQUESTA</b>	DANCE IT!/ BAILALO	RCA 7541
9	21	3	<b>PEDRO CONGA</b>	NO TE QUITES LA ROPA	SONOTONE 1119
10	13	15	<b>CHEO FELICIANO</b>	SABOR Y SENTIMIENTO	COCHE 356
11	8	25	<b>OSCAR D'LEON</b>	RIQUITIN	TH 2456
12	10	3	<b>ORQUESTA INMENSIDAD</b>	ALEGRANDO AL MUNDO	FANIA 646
13	—	83	<b>FRANKY RUIZ</b>	SOLISTA PERO NO SOLO	TH 2368
14	11	11	<b>COSTA BRAVA</b>	A TIEMPO COMPLETO	PROFONO 90526
15	12	31	<b>SONORA PONCENA</b>	BACK TO WORK	INCA 1083
16	23	3	<b>RUBBY PEREZ</b>	RUBBY PEREZ	KAREN 104
17	20	65	<b>ROBERTO TORRES</b>	ELEGANTEMENTE CRIOLLO	SAR 1043
18	18	41	<b>LA PATRULLA 15</b>	ACARICIAME	TH 1912
19	—	5	<b>GUNDA MERCED</b>	GUNDA MERCED Y SU SALSA FEVER	SONOTONE 1112
20	15	29	<b>RUBEN BLADES</b>	AGUA DE LUNA	ELEKTRA 960721-1
21	19	3	<b>LOS HERMANOS ROSARIO</b>	ACABANDO	KAREN 107
22	—	1	<b>GILBERTO SANTAROSA</b>	KEEPING KOOL	COMBO 2051
23	22	49	<b>JOHNNY VENTURA</b>	EL SENOR DEL MERENGUE	CBS 10440
24	16	19	<b>WILLIE ROSARIO</b>	MAN OF MUSIC	TH 145
25	25	25	<b>WILLIE COLON</b>	ESPECIAL #5	SONOTONE 0100
1	1	39	<b>LOS BUKIS</b>	ME VOLVI A ACORDAR DE TI	LASER 3025
2	2	39	<b>LOS TIGRES DEL NORTE</b>	GRACIAS AMERICA	PROFONO 90499
3	—	1	<b>LOS LOBOS</b>	LA BAMBA	WARNER BROS. 25605-4
4	3	9	<b>LOS CAMINANTES</b>	GRACIAS MARTIN	LUNA 1147
5	5	19	<b>RAMON AYALA</b>	HASTA QUE TE PERDI	FREDDIE 1385
6	4	5	<b>VICENTE FERNANDEZ</b>	MOTIVOS DEL ALMA	CBS 20821
7	7	39	<b>LITTLE JOE</b>	TIMELESS	CBS 10458
8	12	7	<b>LOS SOCIOS DEL RITMO</b>	UN GRAN MOTIVO	ARIOLA 6403
9	10	39	<b>FITO OLIVARES</b>	LA PURA SABROSURA	GIL 1031
10	6	37	<b>VICENTE FERNANDEZ</b>	HOY PLATIQUE CON MI GALLO	CBS 163
11	9	25	<b>SONORA DINAMITA</b>	CAPULLO Y SORULLO	FUENTES 1612
12	17	5	<b>SONORA DINAMITA</b>	16 SUPERCUMBIAS	SONOTONE 1615
13	20	13	<b>LOS SAGITARIOS</b>	DE NUEVO LOS SAGITARIOS	LUNA 1141
14	8	39	<b>LOS YONICS</b>	CORAZON VACIO	CBS 90489
15	15	11	<b>LOS CAMINANTES</b>	21 EXITOS VOL. I	LUNA 1135
16	11	3	<b>GRUPO PEGASO DEL POLLO ESTEBAN</b>	LA DUDA	DMY 058
17	14	5	<b>LISA LOPEZ</b>	SERA EL ANGEL	MUSART 1865
18	21	15	<b>GRUPO PEGASO</b>	AMOR FINGIDO	REMO 1017
19	—	3	<b>VARIOS ARTISTAS</b>	ARRIBA LA CUMBIA	SONOTONE 1113
20	—	73	<b>LOS YONICS</b>	LOS YONICS	PROFONO 90448
21	18	53	<b>ANTONIO AGUILAR</b>	LA TAMBORA	MUSART 2021
22	13	21	<b>LA MAFIA</b>	A TODO COLOR	CBS 84335
23	24	35	<b>LISA LOPEZ</b>	LISA LOPEZ	MUSART 6012
24	—	1	<b>LOS BUKIS Y LOS YONICS</b>	JUNTOS	LASER 3029
25	16	7	<b>GRUPO EL TIEMPO</b>	A TIEMPO	LUNA 1142

## Latin Notas



by Tony Sabournin

**EDDIE PALMIERI** had just finished taking a private seminar on piano theory—a “refresher course,” he called it—and was on his way out of Carnegie Hall in New York City when we caught up with him. He seemed a far cry from the young keyboardist whose ferocious piano style once earned him the nickname “Pancho Rompeteclas” and almost as distant from his elbow-banging, extraterrestrial-concept days that earned him the sobriquet “salsa’s space man.” His face, though, radiated happiness, and Palmieri was eager to explain why: “I’ve just received my official release from Fania,” he said, referring to the salsa empire once known as Fania Records, but retitled *Música Latina Internacional* since 1979. Palmieri once recorded for *Barbaro Records*, a division of MLI.

Music industry chroniclers will remember that Palmieri, fresh from his two Grammys, became the first salsa artist to sign with a multinational (CBS Records), long before any salsa label dreamed of opening a U.S. division.

That marriage produced just one album, “Lucumí Macumba Voodoo,” a Grammy nominee, but one that lacked the commercial luster of Palmieri’s two Grammy winners, “The Sun Of Latin Music” and “Unfinished Masterpiece.”

As a result, Palmieri’s blazing album career was cooled by a period of inactivity, until **Jerry Massucci**, part-owner of MLI and former sole owner of Fania, signed him to *Barbaro*, a label initially created to import Cuban musical products. (Its first release was by legendary Cuban trumpeter **Félix Chappottín**, and the cowboy hat and cane that appears on its logo were trademark symbols of the late, great Cuban singer **Beny Moré**, aka “El Barbaro del Ritmo.”)

Palmieri’s first release at *Barbaro* remains probably his classiest. The arrangements by **René Hernández** (better known as “El Látigo” and “the Cuban Duke Ellington”) during his years as a piano player and arranger for *Machito & His Afro Cubans* and young classical composer **Francisco Zumaqué**, with vocals by **Cheo Feliciano**, created what the bandleader once described as “an ambience proper enough for **Porfirio Rubirosa** to hang out with Errol Flynn.” The two albums that followed, “Palo ‘Pa Rumba” and “Solito,” won Palmieri another two Grammys.

Several months ago, prior to a performance at the Hollywood Palace in California, Palmieri said that the 1987 version of the Eddie Palmieri Orchestra was the best ever.

Salsa fans familiar with legends like **Ismael “Pat” Quintana**, **Barry Rogers**, **Vitín Paz**, **Mario Rivera**,

and **Andy and Jerry González** couldn’t help but shrug off the comment as mere publicity puff. But later that night, the comment was backed up by the performance of Palmieri and his band, made up of youngsters like **Giovanni “Mañenguito” Hidalgo**, **Anthony Carrillo**, and **Charlie Cotto**, and older musicians like **Jerry Medina**, **Polito Huertas**, and **Charlie Miller**.

Even a scaled-down, Latin-jazz version of the band, such as the one that performed recently at New York’s Blue Note, gave credence to Palmieri’s boast, with a rhythmic intensity comparable to the full orchestra.

“This new contractual freedom gives me the opportunity to start with a clean slate,” said Palmieri. As such, he’s seeking a deal with a multinational’s U.S. division. In the meantime, he’s also working on a film score. “I believe that changes in audiences’ musical tastes must bring about modifications in my music,” Palmieri said.

**ONE DEFINITE SIGN** of how successful a song is these days is whether a version of the song is being released *merengue*-style. The next victim of this unswerving trend is “La Bamba,” which, according to Sonotone general manager **José Manuel Pagani**, will

### Freed from his contract, Palmieri hopes to start fresh

be released *merengue*-style by a Puerto Rican group called *Proyecto Puerto Rico* and produced by the label’s *merengue* resident expert, **Wilfrido Vargas**. “It’s our feeling that Puerto Rican artists can offer almost as much to the *merengue* market as Dominicans themselves,” said Pagani. Sonotone’s recent opening of offices in Puerto Rico coincided with the label’s release of products by island artists **Gunda Merced Y Su Salsa Fever** and **Pedro Conga Y Su Orquesta Internacional**. Next on the label’s release schedule are former *Perico Ortiz* singer **Roberto Lugo**’s second LP and productions by **Harold and Andy Montañez**, sons of popular bandleader **Andy Montañez**.

In addition, Pagani said that an agreement had been reached for the U.S. and Puerto Rican distribution of *CBS Colombia* products. The first releases scheduled under this deal are projects by **Juan Pina** and **Dionmedes Díaz**, described by Pagani as Colombia’s top *vallenato* seller. An intensive television campaign is being prepared to support both products. Other Colombian artists whose products are being marketed by Sonotone include **Sonora Dinamita** (who is sizzling on the Hot Latin 50 charts with Puerto Rican composer **Bobby Capó**’s “Capullo Y Sorullo”), **Joe Arroyo**, and **Pastor López**. A hidden jewel in this contract is **Los del Caney**, a popular Colombian salsa group that has been accumulating an equally large cadre of followers in the U.S.

## TOP HITS OF 1986

FOR YEAR-END PROGRAMMING

Also available: hits of 1978-1985  
Inquire on station letterhead:

**RECORD SOURCE INTERNATIONAL**



A DIVISION OF BILLBOARD

1515 BROADWAY, NEW YORK, N.Y. 10036



## RETAIL TRACK

(Continued from page 42)

Randall Davidson, Central South Music Sales; Hoberman (also a new member); Stan Myers, Baker & Taylor; Patricia Moreland, City 1 Stop; Bruce Ogilvie, Abbey Road Distributors; Jay Perloff, Universal Record Distributors; Jerry Richman, Richman Brothers Records; and Terry Woodward, Wax Works.

Tony Delesandro, M.S. Distributing, chairs the indie distributor committee, which consists of Dennis Baker, Action Music Sales; Nick Campanella, Encore Distributing; Billy Emerson, Big State Distributing; Don Gillespie, Jem Distributors; Joyce Heider-Lynn, Great Bay Distributing; George Hocutt, California Record Distributors; Pat Monaco, Landmark Distributors (a new member); Eric Paulson, Navarre Corp.; Jim Schwartz, Schwartz Bros.; and Jerry Winston, Malverne Distributors.

**IT'S ON THE TUBE:** Retailing's inexorable move toward television shopping is highlighted in a move by **Telaction** to sign up Sears. Telaction is a wholly owned subsidiary of J.C. Penney Co. Inc. and has lined up more than 30 large national retailers, specialty stores, international shops, and information services for cable TV tests now under way in Chicago.

**BOOMING BOSTON:** Business continues bullish with Cambridge-based **Newbury Comics** being yet another example. Revenues for the three-store chain that grew out of a comic-book store are running 60% ahead of last year, according to co-owner **Mike Dreese**. Compact disks have been a big factor. Newbury's Framingham store, 2½ years old, is a full 100% ahead of 1986 revenues.

Newbury has been looking to expand, and a fourth unit bowed in late August. This store is a 32,300-square-foot unit in the Vinebrook Plaza in the northern suburb of Burlington (across the street from the gargantuan Burlington Mall). Dreese looks to establish the store as Burlington's primary CD outlet "with very aggressive pricing and lots of local promotions and sales. The key is to get the people who live there to shop there on the way home from work."

Looking to 1988, Dreese expects to add another suburban location, possibly in January. "It will be in one of the Route 128 communities. It also looks like we'll almost certainly open a store in the space vacated by the Massachusetts Institute of Technology Coop when it moved across the MIT campus to Kendall Square." Such a move could cannibalize business at the company's nearby Harvard Square unit. However, Dreese insists, "The student population is very affluent at MIT. It would be a lot closer to the hi-tech buildings in Cambridge." Also in the works is a chainwide design and fixturing project that will radically change the company's largely homemade fixture look.

Retail Track welcomes your contribution. Contact Earl Paige 213-273-7040.



# How to record 100 minutes on a 90-minute tape.

Not long ago, 90 minutes was the perfect cassette length. It was just long enough for analog sources. But for more and more new recordings, the C-90 comes up short. And the inferior based C-120 sacrifices sound quality and tends to jam.

That's why Denon developed a brilliant innovation in 90 minute cassettes: 100 minutes. Denon's ingenious HD8-100 has five extra minutes on each side—perfect for today's recording needs. And unlike the infamous C-120, Denon's new HD8-100 has exactly the same sound quality and reliability as our 90-minute tape. Because it is our 90-minute tape. (Denon's re-designed shell halves zinc hubs make the difference.)

Soon, music lovers all over the country will be hearing about this Denon innovation. When they flock into your store for the new 100-minute cassette, will you be ready? Only if you're a Denon dealer. Because only Denon has it.

Other companies may well imitate Denon's 100-minute cassette. But none of them will possess Denon's expertise in open-reel tape, studio digital recording, CD mastering, broadcast equipment and home high fidelity. Your customers will hear the difference Denon's recording experience makes on Denon cassette tape.

With an HD8-100, they will hear it ten minutes longer.



## DENON

The first name in digital recording.

Denon America, Inc. 222 New Road, Parsippany, NJ 07054 (201) 575-7810  
Denon Canada, Inc., 17 Denison Street, Markham, Ont. L3R 1B5 Canada



# Uses Sony Recorders For Tape Zappa Does Digital Vid

BY STEVEN DUPLER

NEW YORK Frank Zappa, a long-time digital aficionado, has found a way to combine his work in film, video, and digital audio.

The multimedia artist used the Sony BVH-2800—a 1-inch videotape recorder with built-in digital audio—to prepare the first four releases from his new Honker Home Video company.

In January, Zappa and his crew began working at Pacific Video in Los Angeles on the projects, which are "Baby Snakes—The Complete Ver-

sion," a three-hour musical film with clay animation by Bruce Bickford; a documentary titled "The True Story of '200 Motels,'" which uses 16mm film shot during the making of the 1970 United Artists feature; a "performance art musical" titled "Uncle Meat; and "Video From Hell," a one-hour compilation video.

Zappa says the BVH-2800 is an ideal tool for his work because its integration of digital audio tracks directly on the videotape provides a

## 'You used to need a double system'

higher level of "audio integrity" than obtainable by locking a digital audio recorder to a standard VTR.

"Before this unit came out, if you wanted digital audio on your show, you had to use a double system to broadcast or duplicate it—one machine for the pictures and another for the digital audio," says Zappa. "Then, you had to cross your fingers and pray for synchronization."

According to Zappa, digital audio masters of original album tracks were used wherever possible during the project. Any analog tracks used were digitally remixed using the Sony PCM-1630.

A weekly column spotlighting equipment-related news in the audio and video production, post-production, and duplication industries.

**FIRST ON THE BLOCK:** White Crow Audio, Burlington, Vt., reports it has acquired the first Studer A820 4-track recorder on the East Coast as well as the first 24-channel Dolby SR system in the country. (The 4-track is also equipped with the new Dolby noise reduction.) Other additions to the control room include an AMS RMX-16 digital reverb, an AMS 15-80s digital sampler, five API 550A equalizers, a Neve 33609 stereo limiter, and the new Lexicon 480L digital-effects system. Finally, White Crow has also added a new MIDI room, including instruments from Kurzweil, Oberheim, Roland, Linn, Mirage, and Yamaha.

**MAXI-MIDI MEET:** Organizers of the 1987 Keyboard and MIDI Products Show, set for Sept. 26 at California State Univ. in Los Angeles, say the event promises to be the largest keyboard and MIDI expo ever. Product categories represented include synthesizers, samplers, MIDI and SMPTE interfaces, sound reinforcement and multitrack recording equipment, and related items. Most major manufacturers will be on hand, and many are offering hands-on seminars and workshops. Sponsoring the show are West L.A. Music and the L.A. County High School for the Arts. For information and tickets, contact West L.A. Music at 213-477-1945.



"The Cosby Show" is now being shot at Kaufman Astoria Studios in Queens, N.Y. Show is the new control room, with rental gear supplied by A/T Scharff.

**INTO THE RED ZONE:** The newest facility in Burbank, Calif., is Red Zone Studios, owned by Denis Degher and Frank Riesen. The room was designed by the renowned Tom Hidley and has a LEDE studio. Featured equipment includes a 36-by-24 Amek Angela console, multitrack machines by Otari, and an extensive collection of synthesizers and outboard gear. Red Zone can be reached at 818-955-8030.

**OTARI TO THE MAX:** Composer Cory Lerios used an Otari MX-70 recorder to cut the soundtracks for "Max Headroom" on ABC-TV. Lerios worked at Gate Five Studios in Sausalito, Calif., along with programmer Ren Klyce and engineer Moira Marquis. According to Lerios, the MX-70 was run at 30 ips, and he found the machine's autolocator to be "fast and accurate."

**SHOOTING THE HUXTABLES:** New York rental house A/T Scharff supplied the video gear for the new control center used to shoot "The Cosby Show" at Kaufman Astoria Studios in Queens, N.Y. At the heart of the facility is a Grass Valley Model 100 video switcher; Scharff also supplied video monitors as well as a complete public address system. Scharff is relatively new to the video rental area, although it has been around for years on the audio side. Heading up its new video department is Stuart Jagoda, who was previously with Major League Baseball.

**UPGRADED DIGITAL:** Nashville's Masterstouch Studios recently souped up its Synclavier II room with the addition of a MIDI interface and a 112-point patch bay, including 17 balanced tie lines, linking the Synclavier to the facility's 24-track Sony digital main studio.

Edited by STEVEN DUPLER

CASSETTE DUPLICATION  
RECORD PRESSING  
MASTERING · PLATING  
COLOR SEPARATIONS  
PRINTING · TYPESETTING

**QCA**  
CUSTOM PRESSING

2832 SPRINGROVE AVENUE  
CINCINNATI, OHIO 45225  
(513) 681-8400

Join Billboard's  
salute to

**SUNSET SOUND**  
**25<sup>TH</sup>**  
**ANNIVERSARY**

Issue Date: November 7  
Ad Closing: October 13

For Ad Details Contact:

New York Gene Smith, Associate Publisher (212) 764-7356  
Los Angeles Colette Kreins (213) 273-7040

Or Any Billboard Sales Office

## AUDIO TRACK

NEW YORK

**PRODUCER/ENGINEER DAVE "O" Ogrin** worked on several projects at Quad Recording, including Five Star's forthcoming "Whenever You're Ready" (RCA), Evelyn King's single "Stop" (Manhattan), and Level 42's "Running In The Family" (Polydor, U.K.). Also, M&M production team John Morales and Sergio Munzibai remixed "I Can't Blame You" by Rocco for Sutra Records. Percussion overdubs were handled by Jimmy Allen and keyboard overdubs by Morales.

At Frankford/Wayne Mastering Labs, Chris Gehringer handled mastering and CD preparation on the Volcano Suns, Government Issue, and G.G. Annin & the Holymen albums for LSR Records. Gehringer also worked on the Cruzados single "Small Town Love" for Arista Records. Carlton Batts engineered Samantha Fox's single, "If You Could See Me Now," in addition to Schooly D's "Parkside 5-2" for RCA. And, Herb "Pump" Powers mastered Anita Pointer's "Overnight Success" for RCA. He also worked on Pseudo Echo's "Funky Town" and the new Glenn Jones album. And for MCA Records, he engineered Jody Watley's "Do You Want Me."

At Metropolis Music, pop vocalist

Barbara M. completed her debut album, "Hi Steppin'," for 3C Records. Leslie Fradkin and Elizabeth Rose co-produced the album with Gene Schwartz. Cynthia Daniels, JC Covertino, and Laura Fried engineered and mixed the project.

Rachel Faro completed her latest album at Sound Ideas. Joining Faro were Fernando Saunders and Rob-in Ford. The debut release from her recently formed new age label, Shambhala Music, is "Windsong."

LOS ANGELES

**CONCRETE BLONDE** recorded its second album for I.R.S. at Eldorado Recording Studio. Earle Mankey produced and engineered. Vixen worked on overdubs for its Manhattan album. David Cole and Rick Neigher produced; Annette Cisneros assisted. Human Drama cut tracks for Warner Bros. Paul Dugre produced and engineered.

Dokken visited Total Access to complete vocal overdubs and guitar solos for an upcoming Elektra album. Neil Kernon produced and engineered. Eddie Ashworth was back-up engineer.

At Larrabee Sound, Maurice White and Philip Bailey of Earth, Wind & Fire mixed the band's new album, "Touch The World," for CBS Records. Tom Lord-Alge mixed, assisted by Jeff Lorenzen. White co-

produced with Bailey and Preston Glass.

Rude Boy finished its 12-inch "Work It!" at California Studio for MDA Records. Rob Miller and Q. Parks produced. Mark Shiffman was at the board.

At Studio Masters' studio B, the Pointer Sisters and producer Richard Perry worked on vocal overdubs. Running the board for the RCA project was Michael Brooks, assisted by Richard Piatt.

OTHER CITIES

**AT ROYAL RECORDERS** in Lake Geneva, Wis., Gavin Christopher recorded album tracks. Gary McLaughlin and Christopher produced. Tom Fletcher engineered; Guy Steiner assisted.

At Studio A, Dearborn Heights, Mich., the Krushin' MC's digitally mixed their self-produced debut album on Macola Records for Pacofa Productions. John Jaszcz worked the board, assisted by Peter Prout. Also, Eric Morgeson and Randall Jacobs co-produced a single on PolyGram's Gerry Woo for Three G's Productions. Morgeson was at the console, and Randy Poole assisted.

All material for the Audio Track column should be sent to Debbie Holley, Billboard, 14 Music Circle E., Nashville, Tenn. 37203.



# Children's ENTERTAINMENT

## Kids Music Hits the High (Tech) Notes in '87

**R**iddle: What has all the colors of the rainbow, is round like a frisbee, and tough enough a kid can't break it?—the compact disk, of course. The onrush of kid CD over the past year is a significant vital sign that children's entertainment is growing up fast to last.

If kids can't chew it, scratch it or break it—it must have a future! And despite the fact that children's music accounts for a tiny part of the recording business—about 3%—growth pangs are everywhere.

Thanks to the impetus of the so-called echo babyboom, children's entertainment has seen the market set new recording standards in both audio and video software while raising the profile of kids' sing-along music at retail. A few recent peaks in major-market trends and developments:

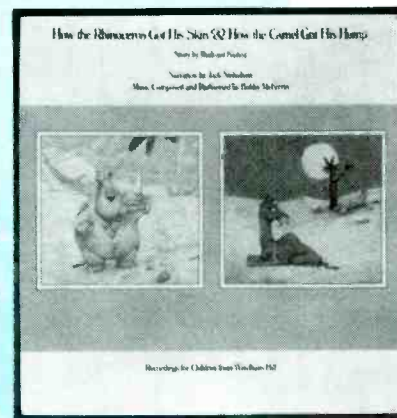
- Though still in its infant stages, the digital boom is meeting the echo babyboom with grown-up impact. Kid CD is helping to boost the CD player as the next nearest thing to a babyproof audio system, joining the VCR and portable cassette player as the key home entertainment techno-toys of the '90s.

- Disneyland/Vista, the market leader, is celebrating the Christmas selling-season with yet another awesome mega-marketing campaign spear-



headed by CDs, two-cassette-plus-booklet audio packages, and videos, of course—in all combinations, with a maximum of coordination, innovation and marketing magic.

Following last year's two-CD release of the "Fantasia" soundtrack are this year's 50th anniversary "Snow White" CD (with 24-page color souvenir booklet) timed with the theatrical re-release of the movie (July), "The Disney Collection—Vol. 1" CD of favorite Disney musical themes (August), "Louis Armstrong: Disney Songs The Satchmo Way" CD (September), and "Disney Presents A Family Christmas" CD of holiday songs (September). Appetizing audio on tap includes the "DuckTales" read-along book-and-cassette series based on the animated TV show debut this month, "Mickey's Rock Around The Mouse" song album in the "Mickey Mouse Disco" and "Mousercise" tradition, and "Alf" read-along



Disney's 50th anniversary "Snow White" campaign features CD, record and read-along cassette, plus special 24-page color souvenir booklet.

### A Special Focus

book-and-cassette series based on the hit TV show that's turning animated on Saturday mornings this month.

- "Kidsongs," the successful live-action music-video series from Warner Bros. Records in association with Together Again Productions, has sparked a new TV music-video countdown show. Usually, it's the other way around, with TV show turning video, but "Kidsongs," with its pulsing pop beat, picks up where MTV leaves off, offering youngsters a "clean MTV" with a sense of tradition blended with lively, contemporary images of today. "Kidsongs" has already proven its magnetism in the kidvid marketplace. The first six in the 10-tape series have collectively sold 400,000 units.

Says David Altschul, vice president of business & legal affairs, Warner Bros. Records: "What made 'Kidsongs' so adaptable [to TV] was the fact that we really had created in 'Kidsongs' a series of nine separate programs centered around individual themes. However, each show consists of basically 10-to-12 individual units which could be pulled out of the home video show and stand on their own right as two- or three-minute music videos the same way as music videos of rock or pop

## Profit Margins Stunt KidVid Growth From Within

By MOIRA McCORMICK

**T**he sell-through potential for children's video is considerable, yet many video specialty stores are only selling a fraction of the kidvids they should be. The reasons for this are manifold: one major cause is that the video specialty business still essentially revolves around rentals, and is run by proprietors who are not versed in merchandising sale items.

But retailers and distributors agree that an even more basic obstacle to runaway sales in children's video is low profit margins. Margins averaging about 25% are standard in the kid video business—and indeed, the video sell-through industry in general. But 25% of a budget-priced children's title does not go very far, and many retailers have convinced themselves that they stand to come out further ahead by pushing rentals rather than sales.

Jim George, director of operations for giant video franchise National Video (700 stores in 47 states and all 10 Canadian provinces) firmly believes that posture to be an erroneous one.

"Take a \$29.95 title," he says. "The retailer probably pays \$15-\$16, so a \$3-\$4 margin is all he gets. So he figures, 'If I average \$2 per rental, all I have to do is rent it eight times and I'm making a profit.' The problem with that is it may take awhile to rent that cassette eight times, and if he'd sold it outright, he'd have gotten back his money immediately and been able to reinvest it."

A spokesman for Nashville-based distributor Ingram Video, terms low profit margins "a real dilemma for children's video." This is unfortunate, he says, as kidvid has the highest potential of any video category for ongoing sell-through. "The problem," says Ingram's spokes-



Jim Henson's Muppet Show characters from the new LP "Muppet Christmas" appear on the Mousercise LP on the album.

artists. In a way it was modular programming that lent itself to the reconfigured-for-TV purposes and developed into a kind of MTV-type format.

"We're hoping that the TV show will change [resistance to the video series at record stores], and that retailers will be more receptive once it's associated with a well-known TV show," thereby increasing store penetration. "We've had some difficulty [at record retail], because up till now

(Continued on page C-6)

man, "is that parents will only pay a certain amount of money for a title. The product has to be priced low, and there are set duplication costs, so the issue is how to divide the profit margin.

"Initially, manufacturers kept the bulk of it, and retailers wanted their part, so the distributors had to work on very thin margins. That's continued on an ongoing basis.

"Even if the distributor maintains a 12% mar-

(Continued on page C-5)



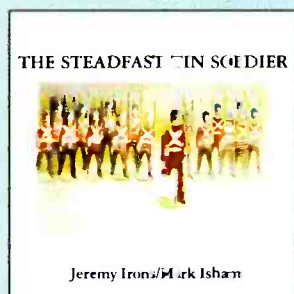
*Recordings for children from  
Windham Hill*

**STORYBOOK CLASSICS**

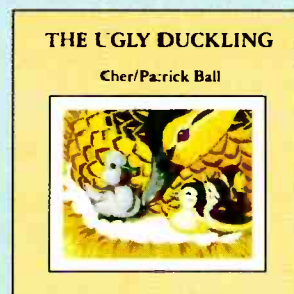
Introducing an entire series of best loved children's recordings built on  
NARM's best selling children's record of 1985  
... only from Windham Hill



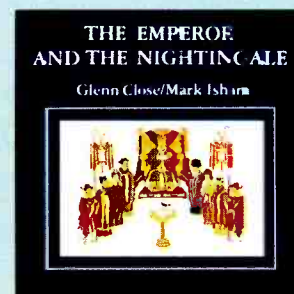
DC-3007



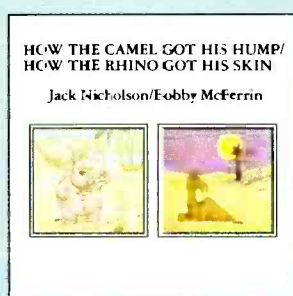
WH-0702



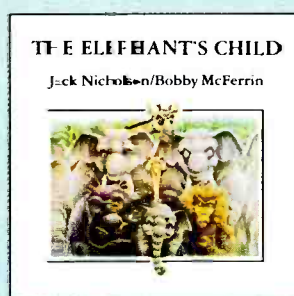
WH-0705



WH-0706



WH-0704



WH-0701



WH-0700

**Narrated by:**

**Cher Glenn Close Jeremy Irons  
Kelly McGillis Jack Nicholson Meryl Streep**

Premiering this week on **SHOWTIME** CABLE TV



©1987 Windham Hill Productions Inc. Manufactured by Windham Hill Productions Inc. Distributed by A&M Records, Inc.



# RAFFI: The Golden Voice Of Children's Music

Canadian kidsinger Raffi has become the top-selling artist of children's music today, and is expected to account for a million units sold in '87. He is the only children's artist signed to a major U.S. label, A&M, and the first to issue a compact disk, while his A&M video, "A Young Children's Concert With Raffi," is a kidvid staple. *Billboard* interviewed Raffi about marketing the kid wave upon the release of his new "Everything Grows" LP and eve of his U.S. fall tour.

**BB:** Is it my imagination or does your new album, "Everything Grows," seem to have some appeal to a little bit of an older audience?

**RA:** My hope is that it still includes the very young, which is its prime purpose. But if the point is that older kids and older people can also enjoy this album on their own terms, then that would be a wonderful bonus. I know that there are some sure-fire hits for the three-year-olds in the album, I also know that there are songs that are a bit wider in their appeal, and I have found through experience that if you choose the right song, or if you write a song in a particular way, that you can give young children levels of access to meaning and to images that they can individually find—depending on their individual place in time—that the songs can also work to stimulate older people and possibly adults. So I've been aware of that possibility for a few albums now and I've been working consciously in my writing to have as many of those kinds of songs as I can, because grownups are people too and we all have a bit of the child in us . . .

**BB:** Since you used an expression like "sure-fire hits for three-year-olds," do you think there might ever come a day when a Raffi song will have such general audience appeal that, heaven forbid, a *single* might be released and *radio airplay* sought?

**RA:** Well, I wouldn't bet against it. It would be a nice little surprise, and talk about a bonus, if that ever came to pass! It makes me think of back when "Baby Beluga" came out in 1980 in Canada, we lifted a single off that album, "All I Really Need." We even did a radio remix, slightly punchier. That tune in Toronto got played on one of the adult contemporary stations virtually every day for a span of six months, and I was quite pleasantly surprised by that, because Toronto is Canada's toughest radio market. Some other stations also picked up the single. It didn't cause a sensation in terms of what hit singles do, but it was a nice little adjunct to everything else that was happening, and I wouldn't say that's [a single] out of the question. I've got the feeling that if something goes really big in America that it's even more possible that something like a radio opportunity might come about, but we'll have to just wait and see.

**BB:** A&M had toyed with the idea. Two songs on the album suggested possibilities . . .

**RA:** We'd be wise to look at what pitfalls there would be in that, because the kind of career I have is pretty unique among entertainers, and the fact that there aren't very many mainstream, highly visible entertainers of children leads me to think that it would be a mistake to confuse the issue in the public mind. People might wonder, well, has Raffi all of a sudden taken to making songs for adults on the radio. I don't think I would do anything to change a song that I recorded on an album for it to be played on the radio. It would almost be wonderful if it happened accidentally as opposed to a push by us or by A&M.

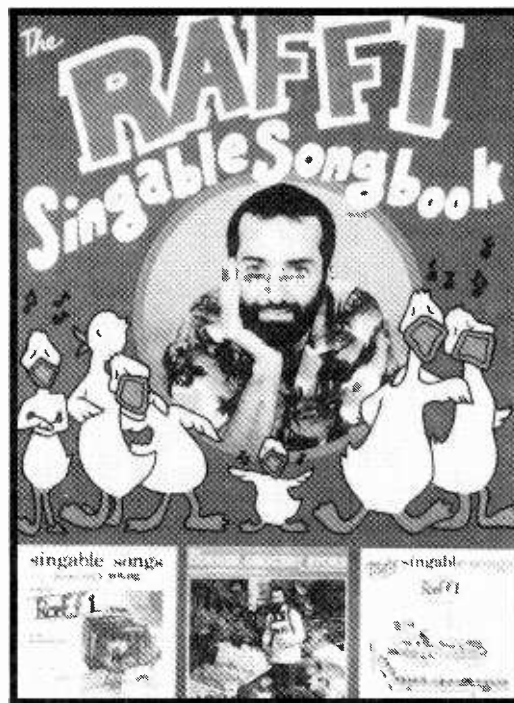
**BB:** When can we look forward to a second Raffi video? My kid has watched the one Raffi video so many times the tape

is wearing thin . . .

**RA:** We have been talking about a second video. This time it would be with my band, and that would sort of bring up to date what is currently happening with me because all my touring now is with a band. Virtually all the songs that we did would not be repeats from the first one, maybe with exception of "Baby Beluga." It would be the same style of video as the first, concert footage, exactly, with no with conceptual footage. I think it would be a fun thing, and I hope to have some news about it in a couple of months.

**BB:** Is any of your music on compact disk yet?

**RA:** Yes, in the spring A&M released "One Light, One Sun," and they told me that their initial pressing was sold out in a hurry, and they're now into the second pressing. I've also heard that the price of CDs will come plummeting down in the future. I got some information that there's been a technological breakthrough where the manufacturing cost of CDs has gone down to being comparable to the manufacturing costs of LPs, and if that



Cover art for "The Raffi Singable Songbook" from Crown Publishers. Raffi's new A&M LP is "Everything Grows."

comes about within a year, my goodness, it will change a lot of things. So I will probably see many of my titles out on CD. Already, the Christmas record will be out on CD this fall. Also "Everything Grows" will be on CD as well, and A&M is already talking about a couple of other titles to follow in the fall, so it looks like Raffi on CD is happening. **BB:** Do you think that retailers understand what they are selling and how to sell it, when it comes to retailing children's music? Or is it something you feel they just have to rack up and if it's in the stores parents and kids will somehow find it?

**RA:** It's a complicated question. In Canada we have a number of children's artists who have gained distribution with A&M Records in Canada. That is not the case in the U.S. In  
(Continued on page C-6)

## Kid Indies Grow Upcoast To Pacific Northwest

What is it about the West Coast, the Pacific Northwest in particular, that nourishes the rise of children's music companies? According to toddler tunesmiths in Washington, it's the quality of life—outdoor orientation, clean air (forget L.A.), pervasive family environment—and many year-round activities for youngsters, from concerts and festivals to school sing-alongs and workshops. Below are brief profiles of some of the more active independents in California, Oregon and Washington producing records, cassettes and videos for the children's market.

**Tickle Tune Typhoon** in Seattle (206-524-9767) offers LPs and cassettes featuring songs that blend original, traditional and ethnic styles. Titles: "Circle Around," "Hug The Earth" and new "All Of Us Will Shine." The first two titles are two-time recipients of Parents' Choice Awards and American Library Assn.'s "Notable Children's Recordings" (gold stickered on product). The Typhoon doesn't just leave it in the grooves, either, turning into a touring band at the drop of a drumstick, and soon to venture south to California.

**Stephen Bergman Enterprises** in Carmel Valley, Calif., (408-659-3259) offers the "Soothing Lullabies" cassette series, including "Slumberland" naptime music and "Lullabies From Around The World." The

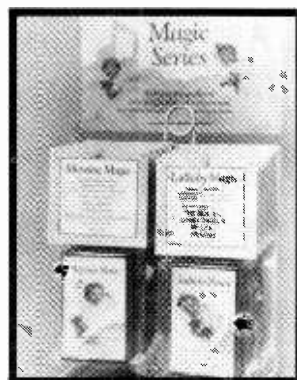
tape series of gentle orchestrations is a quieting influence at rest time for kids who may be wound up or stressed out, and are pleasant excursions into the growing lullaby market.

**Discovery Music** in Sherman Oaks, Calif., (818-905-9794) has used sales reps around the country to get "Lullaby Magic" cas-

*Discovery Music's Magic Series of lullaby tapes features instrumental versions of familiar themes that soothe babies.*



Peter Pan's Gift Pack Set of "Read Along Adventures"; each contains four books and two cassettes.



# Somewhere between Rock & Rachmaninoff...

**There are 50 million yuppie families out there and something's eating them!**

What's eating them is the search for new, original, popular music—the kind of music they would like their children to know and love, just as they did. It has the essence of good, ol' fashioned Americana. Sometimes it's soft and sweet and the sound is pure folk. Sometimes it's light and lively and foot-stompin' "country". But it's never jarring, and it's never vulgar, and it never sends parental shivers up your spine.

SO...concert promoters, a great new opportunity awaits you. Fired by the need to return to more traditional family values, parents and children alike will leap at the chance to enjoy this new sound of Americana together.

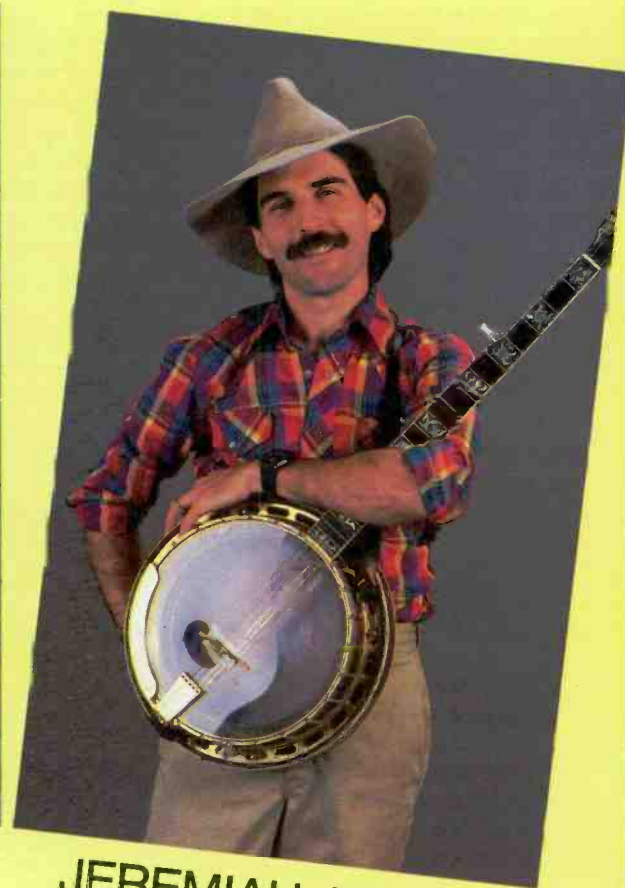
**Presenting...**



**BOPPI**



**THE DREAM WEAVERS**



**JEREMIAH JONES**

**OUR FAMILY...Singing original songs by top ASCAP writers & composers...It's the new sound for today's generation**

Record Distributors/Concert Promoters  
for more information call or write

**SARNOFF • CULVER + GOLDNER**

51 Executive Boulevard • Farmingdale, New York 11735  
Telephone: 516-756-0887

**MZA** RECORDS



## KidVid

(Continued from page C-1)

gin, on a very low-priced title that 12% does little more than cover the cost of shipping the tape."

One negative result of meager margins on the distribution side, according to Allan Caplan, chairman of Omaha-based specialty chain Applause Video, is that wholesalers "have been forced to carry less and less catalog, which has hurt. Product availability on reorders is not always instantaneous.

"If a title isn't current, the distributor is out of stock on it. They say the studios aren't keeping enough stock to keep the pipeline filled. Nobody wants to be stuck with extra inventory, but if they're not taking risks, they're not reaping the reorder potential."

The specialty retailer who pushes sell-through may find himself in a position to negotiate for a better margin, notes Steven Savage, owner of five-unit New York chain New Video, which specializes in children's video to the extent that its 400-title kidvid sections bear their own name, New Kideo.

"The 25% margin is standard," says Savage, "but if you go direct to the manufacturer, there may be ways of working around that to boost margins. If you show them that you can produce enough numbers, that you'll give their product exposure and be willing to work it, you can do that. We've been able to boost ours up to 30%-35%."

Ingram's spokesman sees two possible solutions to the profit margin problem. One, he says, would be for the manufacturers "to lower the cost of making the tapes, or lower their own percentage of the margin—because the retailer won't take a lower one and the distributor can't. Distributors need to communicate to the manufacturers that margins have to get better."

The second solution, according to Ingram, involves "trying to create promotional programs using vendor co-op dollars, to create point-of-purchase that will entice the retailer to take a chance on the product—even though margins aren't great—because if the retailer wants to be in a continuous sell-through program, he has to be involved in children's video."

National Video's George says that retailers need to be educated on the finer points of selling children's video, and notes that National Video provides such training for its franchisees through regular regional meetings.

"A lot of that responsibility lies with the manufacturer and distributor," he says, "but they're more interested in supplying the product and pushing it. The manufacturers say they try to educate specialty retailers via p-o-p materials, but [the

(Continued on page C-7)



# SilverHawks

## Soaring to New Heights of Popularity!

**THE PLANET EATER #430**

Mon\*Star's most evil invention yet—the Sky Chomper—can eat space vehicles whole! Copper Kidd must warn the SILVERHAWKS before Mor\*Star blasts him into space forever. Can they save Copper Kidd? Will this be the end of the SILVERHAWKS?



**DARKBIRD #431**

When Darkbird, a Lt. Quicksilver impostor, robs the Bank of Limbo and terrorizes its boss, Lord Cash, Earth Command disbands the SILVERHAWKS. Will Earth Command realize its mistake? Can Commander Stargazer rally the SILVERHAWKS in time to save the universe?



**ONLY \$14.95 EACH!**

Lorimar Home Video has the only collection of SILVERHAWKS videos in this galaxy.

\*Suggested retail price. Prices slightly higher in Canada.



**SKY SHADOW #136**



**GOLD SHIELD #137**



**SMILEY #191**



**NO MORE MR. NICE GUY #182**

And all the P.O.P. in the universe: Slick Packaging, high-tech posters, free sticker offer, and personal appearances by Lt. Quicksilver. Ask your Lorimar Home Video sales representative for details—TODAY!

Plus, the SILVERHAWKS have first-rate support: Kenner Toys, Marvel comic books, a Parker Bros. board game, supportive advertising and lots more! Don't forget "The Origin Story" #135—SilverHawks feature-length adventure

**PRE-ORDER 10/15**



A LORIMAR TELEPICTURES COMPANY

**STREET DATE 11/4**

SilverHawks & SilverHawks characters are trademarks of Lorimar Telepictures Corporation. © 1986 Telepix. All Rights Reserved. Exclusively distributed by Lorimar Home Video, a Lorimar Telepictures Company, 17942 Cowan, Irvine, CA 92714. P.O. P. Hotline 1-800-624-3694. Inside California Call 714-474-0355. In Canada Call 1-800-397-7104. Lorimar Home Video Canada, Ltd., 2526 Speers Road, Oakville, Ontario, Canada, L6L 5K9. Artwork copyright, 1987 Lorimar Home Video, Inc. All Rights Reserved.



## Kids Music

(Continued from page C-1)

'Kidsongs' hasn't been as well known to the retailers as other product like Sesame Street or Disney." "The Kidsongs TV Show" has already cleared 80 markets, including several top-10 outlets.

• CBS Records joined the kids' crusade with the four-LP/cassette July release of "Jim Henson's Muppet Babies" and "Fraggle Rock" soundtrack compilations. "Muppet Babies" has frequently been CBS' No. 1 Saturday morning show over the past three years, while "Fraggle Rock" has been the top children's series on HBO since '83. Formerly a live-action show, the Fraggles move to NBC this fall in a new animated series. "Rocket To The Stars," "Music Is Everywhere," "Perfect Harmony" and "Fraggle Rock" titles feature music first performed on the TV shows. Jim Henson is executive producer of the LP series.

• Raffi, the current undisputed king of children's music and only kids' artist on a major U.S. label, has a new A&M/Shoreline LP, "Everything Grows," with the potential to excite the kids market the way a new Springsteen LP charges up the rock brigade. A&M Home Video has also dropped the best-selling Raffi "Concert" video from \$29.95 to \$19.95, effective Aug. 11, which should clear the shelves and complete the Canadian Pied Piper's Rafzification of America.

In addition to a major push at record retail for Raffi, A&M will also be involved in a nationwide campaign with Waldenbooks through displays, contests and concert tickets to cross-merchandise the Raffi phenomenon. The campaign will bring Raffi LPs to bookstores and, through a large-scale cross-promo-

tion with Crown Publishers, Raffi illustrated songbooks ("The Raffi Singable Songbook" and "The Second Raffi Songbook") and storybooks ("Raffi Songs To Read") to the book market. Capper on the campaign is the imminent launch of the Raffi fall concert tour kicking off Sept. 24 in St. Cloud, Minn., sweeping through the Midwest before swinging eastward in November and a final stop at N.Y.C.'s Town Hall on Dec. 29-30.

Says Mark Jaffe, A&M's director of children's marketing, "Everything Grows" is one of A&M's major releases this year. The album is that important for us."

• With the success of Raffi, it will become more and more apparent that he is not the only children's artist with hit potential. There are many talented musicians and writers who are on or close to that level and working hard to make it happen. With the trend toward quality music, production and presentation—and a receptive audience of new parents—the children's music explosion should lead to more major-label interest and artist breakthroughs. A&M, via Raffi's Canadian label, will focus similar marketing might on Sharon, Lois & Bram and Fred Penner, and are close to signing other artists.

• Windham Hill's adventurous, high-quality Rabbit Ears series of superstar narrators/musicians/illustrators makes the leap to cable TV with a new video series debuting Sept. 14 on Showtime, running for eight consecutive weeks. Sony Video Software will release the video versions Nov. 6 under the Storybook Classics banner (\$14.95 each), while Windham Hill retains the audio end of records, tapes, CDs. Windham Hill will distribute

companion books to the series in the fall. First three Sony video titles are: "The Emperor And The Nightingale," (narrated by Glenn Close/music by Mark Isham); "The Tale Of Mr. Jeremy Fisher/The Tale Of Peter Rabbit" (Meryl Streep/Pat Metheny Group); and "How The Rhinoceros Got His Skin/How The Camel Got His Hump" (Jack Nicholson/Bobby McFerrin).

Children's video alone is on a furious upswing, despite profit margins narrow enough to put a near-paralyzing stranglehold on product availability in stores where rental rules the roost (see separate story). According to a recent survey by Video Marketing Newsletter, the kidvid market will ring up \$276 million at wholesale on 23.7 million cassettes—18% of cassettes shipped in '87, and will grow to \$472 million on 52.2 million cassettes by '90—21% of all PRCs.

Records and cassettes are another matter, and though in a serious growth mode, beyond Disney and heavily promoted kidvid titles, are not all that welcome in record stores—not with a caravan of CDs, blanktape formats, and A/V accessories like carrying cases and storage racks rapidly picking up space left by vinyl cutbacks.

Not gaining widespread entrance into record stores has not deterred an army of smaller labels from cranking out kidware in great quantities and varying qualities. Yet, despite the rain of product spurred by the new babyboom, competition for limited shelf space has never been more fierce. The net result: more product, less space.

With record stores carrying a very limited menu of kids music, getting product into stores—any store—often requires crusade-like intensity on behalf of major and minor suppliers alike. Once distribution has been lined up and once inside stores, trying to educate personnel to move product out the door becomes a task as formidable as getting into the stores in the first place.

Fact of the matter is, for title-select indies seeking action beyond mail order, getting product into stores is often a one-person war, fought hand-to-hand up one side of the street and down the other, with ground won an inch at a time and frustration raising sweat every step of the way. Still they fight on.

"I was convinced there was a market for quality children's music," typically says Ellen Wohlstadter of Discovery Music, Sherman Oaks, Calif., "but I was then faced with the challenge of how to market it, since most record stores do not have a wide selection of children's music." Wohlstadter used sales reps from around the country to coax her lullaby series into 1,000 stores nationally. What kind of stores? Children's furniture, clothing, record, gift, toy and department stores. Not in the record department of these stores, but in the children's/infant department.

## Raffi

(Continued from page C-3)

Canada we think of having a viable children's recording industry. We mean that in the sense of the kinds of albums I've been doing and Fred Penner and Sharon, Lois & Bram, Jerry Brodie, Bob Schneider and a number of people who've put out records at full list price and so on. That being the case, the Canadian retailers understand that there's been a "new wave," if I can put it that way, of children's records in the last 10 years, since my records came out and achieved their popularity, but there's been a new wave of children's records, and I think it's brought some consciousness to them about the discriminating parent that is willing to pay the going rate for a quality record. Now I'm sure that we can't say that that exists in the U.S., when in fact I guess it doesn't, because I am the only one of the children's recording artists that has national distribution on a major label. So we can't really say that there's a viable children's recording industry in the U.S., and if that's so, then it's hard to really say that retailers have a sense of what to do with the product in the way that they might have about other kinds of records. Oddly enough, it's in the children's specialty stores, like children's book stores and so on, where customers will most likely get the most personal service about what children's records are out there that they need to know about to make discriminating choices. Hopefully, as my career makes more and more inroads, and hopefully as more children's recording artists gain distribution on major labels in the U.S., which is something that I hope will happen, then we can have a new look at what a children's

record section really offers to people.

**BB:** Do you think there will come a day when Raffi records, tapes and videos and books will be able to be found in many stores beyond record stores?

**RA:** I think that's happening already. What A&M devised was something called the cassette long-box, which is a colorful box that contains a cassette in it, and it was devised specifically for chains like B. Dalton and Waldenbooks and so on, that felt a need to display the product in that form. And soon my books will be available in book stores, which makes me very happy. I think the whole association with Crown Publishing has been a joy since day one. The "Songs To Read" series was an idea that was running through our minds at the same time that Crown approached us with it, so it was one of those synchronistic events that seems to happen when there's a good idea around.

**BB:** Do you foresee many radical changes in the children's market over the next five years?

**RA:** Some of the changes we see could be in the use of format. When I was selling my records 10 years ago, LPs were far and away the majority of what was being sold, cassettes were a slim minority, 10%-20%. Now that's almost reversed. I can see that kind of thing happening with other formats, be they CDs or DAT or whatever. Apart from that I hope that we see more and more children's entertainers whose music in any format is distributed by major labels, because that would then create a sense of a viable industry for children's recordings.

**BB:** What would you like to achieve in children's music that you haven't already achieved? What new chal-

New from Tickle Tune Typhoon®  
In the spirit of excellence in family entertainment  
We present our third recording

## ALL OF US WILL SHINE

TICKLE • TUNE • TYPHOON



Available on Album or Cassette  
Produced by Danny Deardorff

Also from Tickle Tune Typhoon® Records  
"Circle Around" and "Hug the Earth"  
Recipients of Parents Choice Awards and  
ALA Notable Childrens Recordings

Tickle Tune Typhoon® • P.O. Box 15153 • Seattle, WA 98115 • (206) 524-9767

## Kids Love Greg & Steve



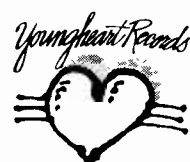
### Coming to a city near you!

Oct. 12, 1987 Greensboro Coliseum, NC

2 shows 24,000 kids

For dealer information

in USA:



Youngheart  
Records  
2413 1/2 Hyperion Ave.  
Los Angeles, CA 90027  
(213) 663-3223

in CANADA:



A&M Records  
939 Warden Ave.  
Scarborough, Ontario:  
Canada M1L 4C5  
(416) 725-7191



allenges lie ahead for you?

**RA:** I think it would be wonderful if an Anne Murray or an artist of similar stature were to record one of the songs that has broad appeal. I think the continuing reward of what I do will probably come from opportunities to talk about children to an audience of eager listeners because let's face it, children are still the only minority at whom, in our society, we openly laugh at. When you consider the depth of that situation, then you can begin to understand my concern on their behalf and my commitment to promoting the view that children are whole people and that they have dignity and that they are people who are worthy of our respect. I can see that continuing to be the one area where I receive the most rewards, in being able to express and talk about that.

## KidVid

(Continued from page C-5)

truth is] when the mass merchants came in, that's where the manufacturers shifted their business. They [felt they] didn't need to educate the specialty retailer."

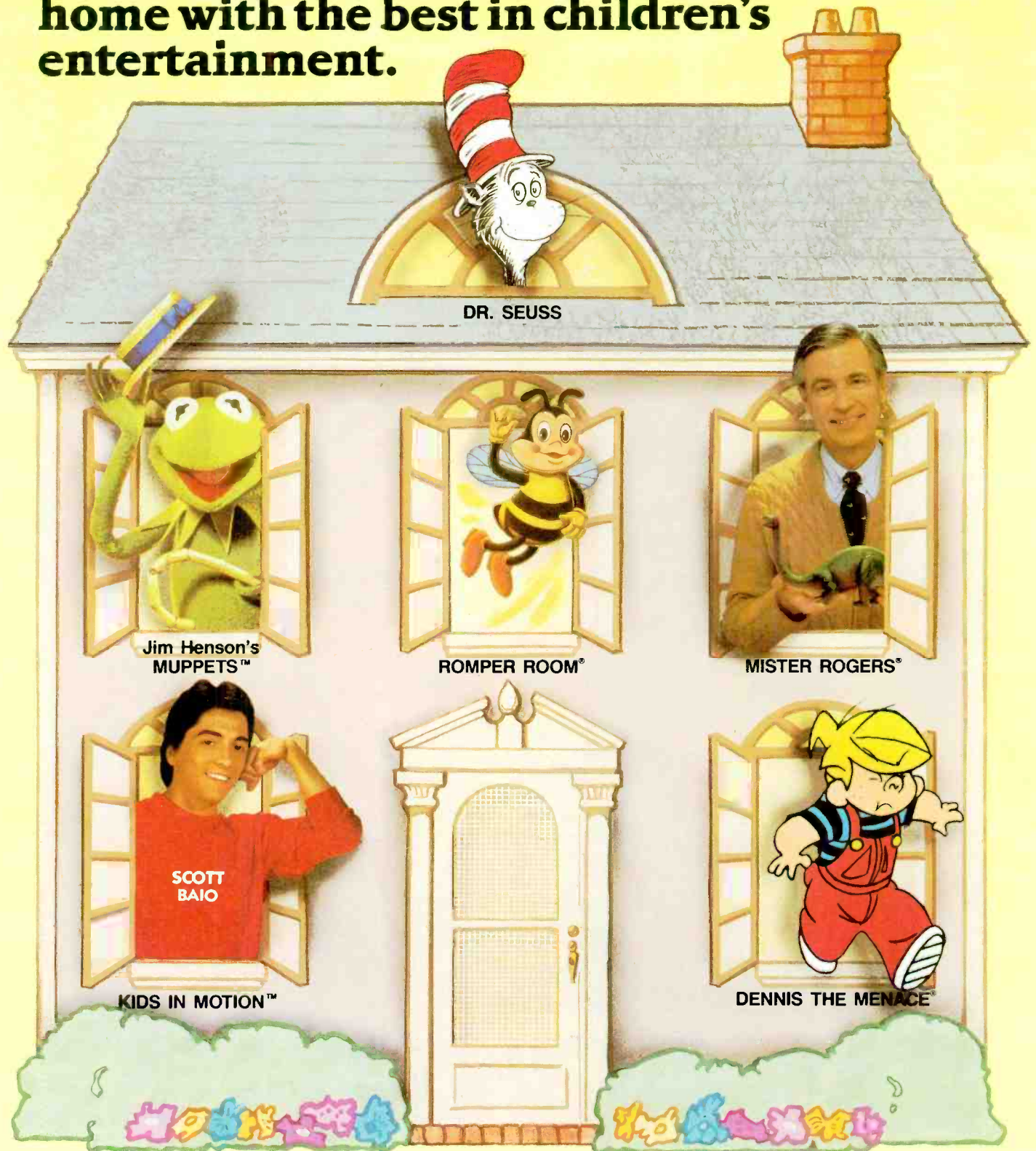
Another obstacle to kidvid sell-through is what is perceived by many as an overabundance of available children's titles. Most retailers make an effort to carry what they consider high-quality product, by manufacturers such as Disney, Hi-Tops, Random House, IVE, and others. What often ends up selling most dramatically is licensed-character product—Gumby, He-Man, Teddy Ruxpin, etc.

"Even mass merchants have problems with selection," observes Caplan. "With over 20 volumes of He-Man titles, which ones do you stock?"

"Video specialty stores only have so much space and money," says Rob Singer, director of marketing for Random House Home Video, manufacturers of the best-selling Sesame Street line, "and they rely on licensed-character product. They may end up carrying the titles with the best price points, which aren't necessarily the highest-quality titles. And that's all their customers are exposed to."

Licensed product may be a hot item, but it has its pitfalls, according to Lou Gould, sales manager of wholesaler Baker and Taylor Video (formerly Sound Video Unlimited) in Niles, Ill. "New licensed characters have a fad appeal," he says. "'Madballs' titles were all the rage last summer, and now they're not selling. Both manufacturers and store owners have to adapt to market trends—when a licensed character becomes popular, the video will do well if it comes out immediately. So far, the manufacturers have timed it pretty well."

## Our Playhouse welcomes your customers home with the best in children's entertainment.



DR. SEUSS

Jim Henson's  
MUPPETS™

ROMPER ROOM®

MISTER ROGERS®

SCOTT  
BAIO  
KIDS IN MOTION™

DENNIS THE MENACE®



© 1987 CBS/FOX Company. Playhouse Video is a trademark of the CBS/FOX Company. All Rights Reserved.

From exciting children's product that's priced to sell to the kind of fun-filled rentals parents want to bring home.

**Nobody has a gang like ours!**

The Cat in the Hat: © MCMLXXXIV CBS Inc. All Rights Reserved.  
Jim Henson's MUPPETS™ is a trademark of Henson Associates, Inc.  
© Henson Associates, Inc. 1987  
ROMPER ROOM® is a registered service mark of Claster Television, Inc.  
MISTER ROGERS® is a trademark of Fred M. Rogers  
KIDS IN MOTION™ is a trademark of KIM Productions  
DENNIS THE MENACE® character © 1987 Hank Ketcham Enterprises, Inc.



**Kid Indies**

*(Continued from page C-3)*

Allen & Jayne Meadows, who update classic themes with a "rap-along" format punctuated by pop, rock, jazz and blues music. Featured vocalist is Tata Vega ("The Color Purple"). Each package comes complete with 32-page illustrated booklet. The LPs were first released in January along with a direct-response TV commercial which ran for three months on Nickelodeon and USA Network and will run on the same cables this fall. Four rockin' read-along tapes (\$7.95 each with 32-page booklet) can be purchased directly or on a special order basis from any bookstore in the country, says president David Zaslow, since Ingram Book Co. is distributing to bookstores. Steve & Jayne will be announcing the products in interviews this fall, and the songs are being submitted for Grammy, American Library Assn., Parents' Choice Awards consideration.

**Youngheart Records** in Los Angeles (213-663-3223) features Steve Millang and Greg Scelsa, otherwise known as Greg & Steve, who have been writing, producing and performing since their first LP in 1975. Over the past decade, Youngheart has marketed eight LPs as well as licensed songs to sources such as the CBS-Fox/Playhouse video "Kids In Motion," a series of Marie Osmond TV specials, and Continental Airlines' inflight channel. Publishing products include "The Youngheart Choral Series," "We All Live Together Plus" activity/songbook, "The Youngheart Autoharp Song Book," and "Kids In Motion" song/activity book (Alfred Publishing). The "Kids In Motion" soundtrack was released in July and includes performances by Motown's Temptations and Solar's Cat Miller and Babyface. Youngheart has established a distribution network of 1,000 educational and specialty stores, numerous catalog accounts and a 40,000-name direct mailing list. Unit record and cassette sales have increased to over 150,000 units per year to the educational community alone. Greg & Steve perform over 125 concerts a year. Their Oct. 7 concert in Greensboro, N.C. will be taped for cable and home video. The United Way has been using their song "Friends" as their 100th anniversary theme song. Youngheart is currently negotiating distribution with Capitol via Solar Records.

**CREDITS:** *Special Issues Editors, Ed Ochs & Robyn Wells; Editorial by Billboard writers; Design, Anne Richardson-Daniel.*



**"DANCE WITH ME!"**

I know we all remember Trick-or-Treating for UNICEF and that's why when UNICEF asked me to be Chairperson for USA DANCES FOR UNICEF, I agreed. It's an honor for me to lead this campaign.

You too can join with UNICEF to help prevent the needless deaths of more than 38,500 children each day. Together we can raise funds to provide simple, but desperately needed health services such as immunization for millions of deprived children.

The way to get involved is simple, but so important. Here's how... Organize a dance or even a fundraising costume party at your school, club, office... anywhere. Just call 1-800-972-5858 for more information and free materials. Join me this Halloween by dancing on behalf of the world's neediest children. I promise you dancing will never seem so much fun while being so worthwhile.

**unicef**  **Change for the better.**

U.S. Committee for UNICEF, P.O. Box 4000, Grand Central Station, N.Y., N.Y. 10163

Agency: MacNamara, Clapp & Klein.



## MPI's Nonaudio Vids Let The Player Set The Score

BY JIM McCULLAUGH

LOS ANGELES MPI Home Video is introducing a new wrinkle in the alternative-programming landscape—cassettes with images but no audio.

The idea, says Peter Blachley, vice president of acquisitions and product development for Millennium Films, the recently established West Coast office of MPI Home Video, is to allow viewers to program their own audio. This approach, says Blachley, should make the tapes highly interactive and repeatable. He says he is aware of no other company utilizing this type of programming.

**'The approach makes the tapes highly interactive and repeatable'**

Called Image Pops, the first six titles in the series will fall into the dance, sci-fi, sports, nostalgia, and comedy categories. The tag line of the packaging, which has the look of a '30s travel postcard, will be "Video for your audio."

As an illustration, Blachley says the '50s videotape will contain images of classic films and rock figures from that decade as well as cultural footage. A viewer, says Blachley, can cue up a '50s record, tape, or CD or audio material from any era in a seemingly limitless variety.

Like the other tapes, Blachley says, the images will be edited to beats per minute to allow random sync. The viewer will be cued by a five-second countdown at the beginning of the tape.

The company hopes to get the first four cassettes—comedy, dance, and '50s and '60s themes—out into the marketplace by Christmas at under-\$20 sell-through price points.

Dave Fischbein of Fish Films, reputed to be the largest supplier

of ambient music to clubs, is the producer of the series. Gloria Lopez is image designer. And Fred Raimondi, whose credits include "Max Headroom;" the soon-to-be-released Grateful Dead documentary, "So Far;" and episodes from the new "Star Trek" television series, is editor.

Another Millennium/MPI release, says Blachley, is the "Computer Graphics Special," a critically acclaimed one-hour special on computer graphics and animation. That program will be released in two volumes, says Blachley, each priced for sell-through.

Credits for the computer-animation special belong to writer/producer/designer Donna Cohen, head of the computer-graphics program at the Academy of Art College, San Francisco; Geoffrey de Valois, a former Industrial Light & Magic staffer; and co-director and executive producer Steve Michaelson, founder of One Pass Productions.

The new releases and Millennium, established May 1, says Blachley, underscore Chicago-based MPI's expanded presence on the West Coast. He says that other creative video programming is in the works. Blachley was formerly the director of marketing and acquisitions for Picture Music International, EMI Music's video division.

Recently, MPI entered a manufacturing and distribution agreement with Frank Zappa's label, Honker Video. The fall and winter Honker release schedule will consist of "Baby Snakes," "Video From Hell," "True Story Of 200 Motels," "Uncle Meat," and "The Amazing Mr. Bickford."

MPI now has more than 250 titles in its catalog, including the Beatles' "Help!" and "A Hard Day's Night." More recently, MPI grabbed headlines with the release of "Oliver North: Memo To History" and its decision to pull the controversial "Faces Of Death" series from the market. (See related story, page 54.)

## Vestron Likes 'Dirty Dancing'

NEW YORK That infallible box-office indicator that Vestron has scored a hit with its first national theatrical release, "Dirty Dancing." The movie opened in approximately 1,000 theaters on Aug. 21, and it has grossed more than \$10 million, according to the company. After its theatrical run, the title is expected to be among Vestron Video's most lucrative videocassette releases.

The success of the film represents a major coup for Vestron's motion picture division. Formed less than a year ago, Vestron Pictures was created with the hope of filling the void of quality projects available to independent companies. Though Vestron continues to acquire videos from outside sources, a growing number of film companies—most notably Tri-Star, Orion, and Vista—have already established their own video arm or are in the process of doing so.

While Vestron formed its theatrical division in January 1986 and released its first film in August of the same year, "Dirty Dancing" is the only film it has produced to gain significant recognition. Eight other films released prior to "Dirty Dancing"—"Gothic," "Personal Services," "Slaughter High," "Good Morning Babylon," "Rebel," "Malcolm," "Alpine Fire," and "Billy Galvin"—were screened on a regional basis. Of those, only "Gothic" and "Personal Services" have had moderate success.

In addition to producing impressive box-office numbers, "Dirty Dancing" is responsible for a hot-selling soundtrack released by RCA Records. The album, which features a number of oldies, including "Be

My Baby," "Stay," "You Don't Own Me," and "In The Still Of The Night," has generated sales of 400,000 units, according to a spokesman for RCA Records.

While Vestron has yet to announce details on the home video release of "Dirty Dancing," a spokes-

man for the company says the title will be available on video in early 1988, most likely at a suggested list price of \$79.95. Vestron remains one of a handful of home video suppliers that have not yet raised the price of their A titles to \$89.95. AL STEWART



Cynthia Rhodes and Patrick Swayze kick up their heels in "Dirty Dancing." The first nationally released movie from Vestron Video, the film should prove to be a shot in the arm for Vestron Video when it is released on videocassette early next year.

FOR WEEK ENDING SEPTEMBER 19, 1987

Billboard

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

## TOP VIDEODISKS™

THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Rating	Suggested List Price
			Compiled from a national sample of retail store sales reports.					
			★★ NO. 1 ★★					
1	7	3	LITTLE SHOP OF HORRORS	Warner Bros. Inc. Warner Home Video 11702	Rick Moranis Ellen Greene	1986	PG-13	34.98
2	1	23	TOP GUN	Paramount Pictures Paramount Home Video 1629	Tom Cruise Kelly McGillis	1986	PG	29.95
3	3	5	PEGGY SUE GOT MARRIED	Tri-Star Pictures CBS-Fox Video 3800	Kathleen Turner Nicholas Cage	1986	PG-13	34.95
4	2	7	HANNAH AND HER SISTERS	Orion Pictures HBO Video TVR3897	Mia Farrow Michael Caine	1986	PG-13	39.95
5	<b>NEW</b>		CROCODILE DUNDEE	Paramount Pictures Paramount Home Video 32029	Paul Hogan	1986	PG	29.95
6	5	13	FERRIS BUELLER'S DAY OFF	Paramount Pictures Paramount Home Video 1890	Matthew Broderick	1986	PG-13	29.95
7	4	17	ALIENS	CBS-Fox Video 1504	Sigourney Weaver	1986	R	44.95
8	8	9	THE MORNING AFTER	Lorimar Home Video 419	Jane Fonda Jeff Bridges	1986	R	36.95
9	RE-ENTRY		CHILDREN OF A LESSER GOD	Paramount Pictures Paramount Home Video 1839	William Hurt Marlee Matlin	1986	R	39.95
10	<b>NEW</b>		THE GOLDEN CHILD	Paramount Pictures Paramount Home Video 1930	Eddie Murphy	1986	PG-13	29.95

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

## Virgin Pacts With Goldwyn 3-Year Deal Covers 23 Films

LOS ANGELES Virgin Vision has inked a \$40 million, three-year output deal with the Samuel Goldwyn Co.

That brings Virgin's programming expenditure to \$80 million as the new U.S. entry—part of the \$450 million Virgin Group conglomerate (Billboard, Aug. 1)—prepares for fall product distribution. While not an official distributor at the recent Las Vegas Video Software Dealers Assn. show, the company had a major off-the-floor "launch presence" there.

The Goldwyn deal covers 23 films, the first three of which are "Hollywood Shuffle," "Prick Up

Your Ears," and "A Prayer For The Dying." The last-mentioned film stars Mickey Rourke, Bob Hoskins, and Alan Bates and was released in 500 theaters Sept. 11.

The two companies signed an earlier arrangement for the film "Hello Mary Lou: Prom Night II."

This new pact will cover product produced by Goldwyn, acquired by Goldwyn, or jointly acquired by Goldwyn and Virgin Vision. Goldwyn will handle theatrical and ancillary rights. The company says it plans to back the film with substantial theatrical marketing campaigns.

## Lorimar Works Out Deal

NEW YORK Jane Fonda's newest workout tape will not be marketed in video stores. Instead, the 25-minute fitness routine will be offered on 26 million cereal boxes.

Through a joint venture between Lorimar Home Video and Nabisco, "Start Up" will be available for \$19.95 plus two proofs of purchase from any Nabisco Shredded Wheat cereal brand. The promotion will in-

clude a freestanding insert drop and will be sent to 48.5 million homes on Nov. 15.

The video, which will be offered on the cereal boxes from November to January, features a fitness routine designed for beginners or those who prefer a light exercise regime. Consumers will be able to redeem the offer until Sept. 30, 1988.

## newsline...

**FOR CBS/FOX'S EYES ONLY:** Some retailers may have left the Video Software Dealers Assn. meet scratching their heads as to what company, CBS/Fox or MGM/UA, has the home video rights to the current James Bond film, "The Living Daylights." A trailer from the movie was shown at MGM/UA's breakfast during the convention, while trade reports indicate that it belongs to CBS/Fox. Is another donnybrook shaping up à la "Platoon"? Not a chance. While some Bond catalog material is reverting back to MGM/UA at the end of 1987, CBS/Fox has officially acquired the new Bond thriller, anticipating a first-quarter 1988 cassette release, most likely for a \$89.95 list price. MGM/UA executive VP Bud O'Shea says the trailer was added to the company's presentation in an effort to demonstrate the studio's strength in the film industry.

**CBS/FOX ALSO IS THE FIRST** supplier to sign up with VSDN, the new satellite-to-distributors communications network that enables a video manufacturer to broadcast information to distributors on an immediate basis. "It's a great advantage to present our products to the distributors on a more immediate and instantaneous basis," says Bob DeLellis, senior vice president, sales and marketing, for CBS/Fox. "We anticipate a very strong response from the distributors," DeLellis adds.

**VIDEO MATE**, the Southern California-based firm that sells cassettes designed to match couples, recently sponsored an evening of AIDS testing in the offices of Dr. Michael Levine, a Pacific Palisades, Calif., optometrist. Video Mate now has distribution at Music Plus Video, Tower Video, and Waldenbooks. At \$19.95 per tape, each cassette features either 60 men or 60 women. A viewer can send a letter through Video Mate to one of the people featured on the tape. The company plans to release several new cassettes in October.

**COMEDIENNE CAROL BURNETT** has inked a deal with J2 Communications to release a series of cassettes containing memorable segments from her television show library. Release of the first two 60-minute "My Personal Best" programs will be Oct. 15. The pact represents J2's first major acquisition as the company has been establishing itself principally on made-fors.

**THE FIRST MAJOR STUDIO LICENSING DEAL** has been struck by MGM/UA Home Entertainment and the Criterion Collection, the Los Angeles-based laserdisk specialty distributor. Among films in the 17-picture package are "2001," "Wizard Of Oz," "West Side Story," "North By Northwest," "Philadelphia Story," and "A Night At The Opera." Availability is expected in the fourth quarter.

**TODAY HOME ENTERTAINMENT** has agreed to acquire Multiple Development Corp. The deal will give it access to some 200 titles in the Entertainment Programs International Library, including the Master Arts Video, Video Del Sol, Children's Video Recess, and After Hours Video labels. Joe Pershes, founder and president of Multiple Development Corp./Entertainment Programs International, will join Today as president and marketing head of the new video division. Today has such titles as "Mother Teresa" and "The Official NFL Football Video Trivia Game."

**FILMS OF THE LATE RITA HAYWORTH** will be repriced to \$29.95 by RCA/Columbia Pictures Home Video. Additionally, four new Hayworth titles—"Pal Joey," "Salome," "Tonight And Every Night," and "The Loves Of Carmen"—will be added to a company catalog, which already features such titles as "Gilda," "The Lady From Shanghai," and "Angel Over Broadway." RCA/Columbia has donated \$25,000 to the Alzheimer's Disease and Related Disorders Assn. in memory of the actress.

**ANOTHER LORIMAR HOME VIDEO ALUMNUS**, Pierre Loubet, formerly vice president of business development, has begun his own home video sales consultation firm, Matrix Three. Initial clients include Nelson Entertainment, Golf Video Productions, and Home Video Marketplace. The Newport Beach, Calif.-based company is also prepping a videocassette- and compact-disk-theft-deterrent system. **JIM McCULLAUGH**

# TOP SPECIAL INTEREST VIDEOCASSETTES SALES

THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Remarks	Suggested List Price
Compiled from a national sample of retail store sales reports.						
<b>HEALTH AND FITNESS™</b>						
★★ NO. 1 ★★						
1	1	37	JANE FONDA'S LOW IMPACT AEROBIC WORKOUT	Lorimar/LightYear Ent. Lorimar Home Video 070	A fun and effective alternative to traditional dance aerobics.	39.95
2	4	37	KATHY SMITH'S BODY BASICS	JCI Video Inc. JCI Video 8111	Fitness video gets down to basics and is designed for the beginner.	29.95
3	2	37	JANE FONDA'S NEW WORKOUT	Lorimar/LightYear Ent. Lorimar Home Video 069	Beginner and advanced routines designed to strengthen and tone.	39.95
4	3	37	CALLANETICS ♦	Callan Productions Corp. MCA Home Video 80429	Callan Pinckney presents deep muscle exercise techniques.	24.95
5	7	37	RAQUEL, TOTAL BEAUTY AND FITNESS	Total Video, Inc. HBO Video 2651	Raquel Welch combines exercise and yoga with tips on staying youthful.	19.95
6	9	37	DONNA MILLS: THE EYES HAVE IT	Donna Mills Inc. MCA Home Video 80384	Donna Mills shares her make-up, beauty and skin-care secrets.	19.95
7	16	37	THE JANE FONDA'S WORKOUT CHALLENGE	Lorimar/LightYear Ent. Lorimar Home Video 051	Strenuous exercise program designed for experienced exercisers.	39.95
8	5	23	A WEEK WITH RAQUEL	Total Video, Inc. HBO Video TVA9965	Extensive weekly exercise and yoga program designed by Raquel Welch.	29.95
9	11	37	20 MINUTE WORKOUT	Vestron Video 1033	Bess Motta's three workouts include aerobics, stretching and more.	29.95
10	8	37	KATHY SMITH'S TONEUP	JCI Video Inc. JCI Video 8112	Comprehensive workout for all fitness levels designed to shape and tone.	29.95
11	6	37	KATHY SMITH'S ULTIMATE VIDEO WORKOUT	JCI Video Inc. JCI Video 8100	Strenuous program designed for intermediate and advanced exercisers.	29.95
12	15	37	JANE FONDA'S EASY GOING WORKOUT	Lorimar/LightYear Ent. Lorimar Home Video 058	Calisthenics and aerobics for any age at a slow and easy pace.	39.95
13	18	31	JANE FONDA'S P. B. & R. WORKOUT	Lorimar/LightYear Ent. Lorimar Home Video 046	Designed for pregnant women who want to keep in shape.	39.95
14	17	7	SUPER STOMACHS BY JOANIE GREGGAINS	Parade Video 22	Strengthen, tone, and reduce your stomach with this short workout.	19.95
15	12	25	FIT FOR LIFE	MSS Productions Warner Home Video 35020	How to improve your health through proper dieting and exercise.	24.98
16	13	9	GET SLIM/STAY SLIM WITH VANNA WHITE	Lorimar Home Video 224	The beautiful game show star brings her weight-loss program to video.	19.95
17	14	21	JAZZERCISE	MCA Home Video 55089	Judi Sheppard Missett's original exercise program with a jazz dance emphasis.	39.95
18	10	37	RICHARD SIMMONS AND THE SILVER FOXES	Lorimar Home Video 158	Fitness program for people over 50 includes warm-ups and aerobics.	24.95
19	NEW▶		ARMED FORCES WORKOUT	Vestron Video 2014	Bill Dower uses the same routines that are done by our armed forces.	39.95
20	19	7	ESQUIRE LOW IMPACT AEROBICS	Kartes Video Communications	Deborah Crocker leads you through a series of easy aerobic workouts.	No listing
<b>BUSINESS AND EDUCATION™</b>						
★★ NO. 1 ★★						
1	2	37	STRONG KIDS, SAFE KIDS	Paramount Pictures Paramount Home Video 85037	Henry Winkler educates parents and children about child abuse.	24.95
2	4	9	WHERE DID I COME FROM?	LCA	This animated program explains the story of conception and birth to kids.	24.95
3	1	13	DRUG FREE KIDS: A PARENT'S GUIDE	LCA	A look at drug abuse and the techniques parents can use to solve it.	29.95
4	5	3	AMERICAN HISTORY: THE CIVIL WAR	Increase Video IV015	Famous events from the Civil War are recounted and analyzed.	29.95
5	3	35	CONSUMER REPORTS: CARS	Lorimar Home Video 074	Information on shopping for and selecting a new or used car.	19.85
6	6	33	PERSUASIVE SPEAKING	Polaris Communication	Successful public speaking through use of body language & eye contact.	19.95
7	9	35	CAREER STRATEGIES 1	Polaris Communication	Developing managerial skills and mental exercises are taught by top executives.	19.95
8	12	3	TEENAGE ALCOHOL AND DRUG ABUSE	Increase Video IV005	Video helps parents deal with their teenage children's dependency on drugs.	29.95
9	8	9	INTERVIEW TECHNIQUES & RESUME TIPS	Bennu Productions	See and learn positive strategies to use during job interviews.	49.95
10	10	33	SAY IT BY SIGNING	Crown Publishing Corp. Crown Video	Basics of sign language with emphasis on useful words & phrases.	29.95
11	7	35	CONSUMER REPORTS: HOUSES AND CONDOS	Lorimar Home Video 079	How to evaluate, purchase, and finance a home.	19.95
12	11	31	THE VIDEO SAT REVIEW	Random House Home Video	Improve test-taking skills for those important college-entry SAT tests.	69.95
13	13	35	TOO SMART FOR STRANGERS	Walt Disney Home Video 736	Winnie The Pooh teaches kids to deal with strangers and protect themselves.	29.95
14	14	27	SAY NO TO DRUGS	Kid Stuff	Advice to parents on how to teach their kids the dangers of drug abuse.	14.98
15	NEW▶		SOMETIMES ITS O.K. TO TELL SECRETS	Kidstuff	Children learn to make judgements and to protect themselves.	24.95

♦ International Tape Disc Assn. certification for a minimum sale of 75,000 units or a dollar volume of \$3 million at retail for theatrically released programs, or of at least 25,000 units or \$1 million at suggested retail for nontheatrical titles. SF short-form. LF long-form. C concert. D documentary. Next week: Recreational Sports; Hobbies And Crafts.





**The Swing Of Things.** Lionel Hampton pounds out the beat in "Swing—The Best Of The Big Bands," a four-volume series slated for release from MCA Home Video on Nov. 12. Each cassette has a running time of 50 minutes and is priced at \$24.95. The entire set costs \$79.95. The series uses vintage footage of big-band luminaries that has been restored specifically for this release.

## Trade Publisher Turns Supplier

BY DOUG REDLER

**NEW YORK** After publishing the trade newspaper *Adult Video News* for five years, Paul Fishbein decided it was time to take a more hands-on approach to the business, so he started his own video company, Dusty Woods Entertainment.

Launched in February, Dusty Woods Entertainment is operated independently of *Adult Video News*. While some of the material Fishbein markets is on the risqué side, he steers clear of X-rated product because, he says, it would be "a conflict of interest."

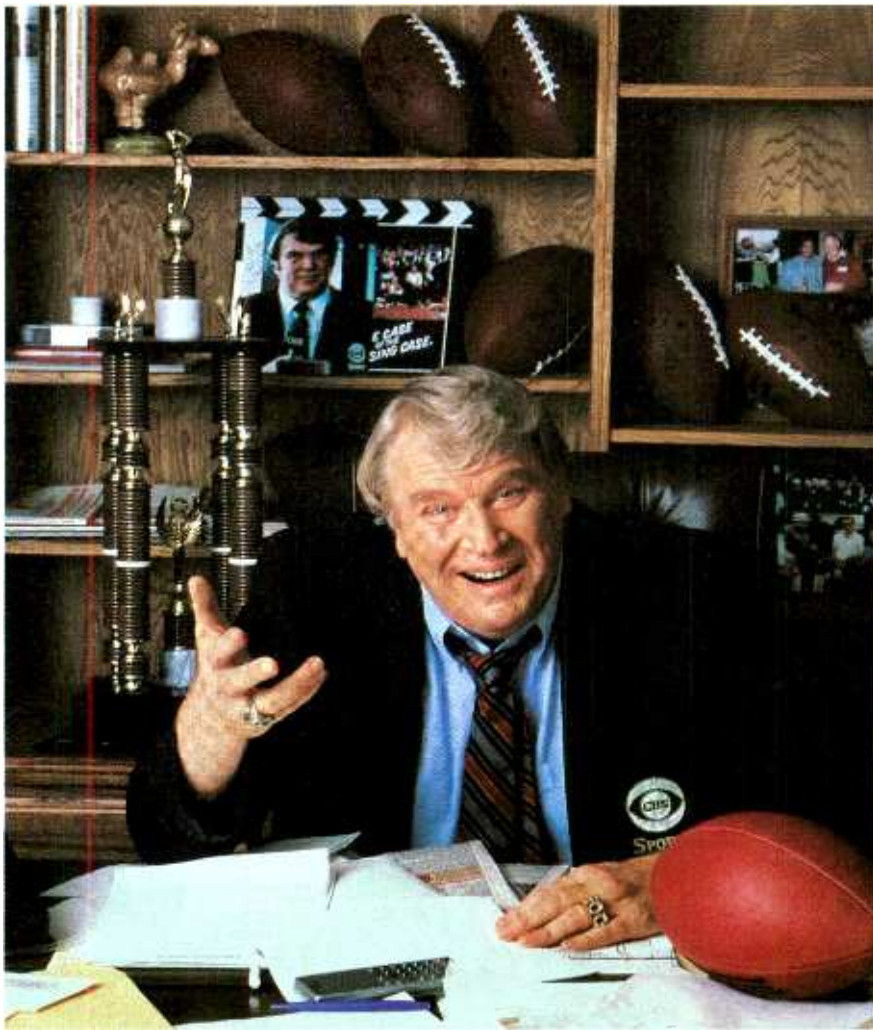
Dusty Woods has released a diverse assortment of titles, ranging from "Fredericks Of Hollywood Video Catalogue" to a comedy spoof called "The Guaranteed Way To Pick Up Single Women" (See *Billboard* review, July 25). Also, Dusty Woods' unique wrestling line, "World Pro Wrestling from Japan," features American pro wrestlers in bouts that Fishbein says offer "superior quality and more violence and action" than any other wrestling program.

Fishbein describes Dusty Woods as "the other wrestling line," a reference to Coliseum Video's highly visible line of wrestling product from the World Wrestling Federation.

While he expresses optimism for his fledgling enterprise's future, Fishbein is candid about the problems small, independent video companies experience as they vie for shelf space with larger suppliers—assuming they can find a distributor to handle their product.

While he says that some of the large distributors tend to be  
*(Continued on next page)*

# Hey! John Madden's Now On Video. And He's Gonna Send Your Sales Through The Wall!



There's only one John Madden.

Now, there's only one John Madden video, a Fox Hills exclusive that shows you what to look for in a pro football game.

It's stuffed with loads of insights and info. With clips of great plays by the greatest players like Payton, Simpson, Montana, Brown, and Nitschke.

It's fun. It helps fans and novices alike get more out of the game. And at \$29.95, it's priced to sell.

Get set for the football season! Available now to ship in mid-September.

## Boom! Bang! Whap! Doink!

John Madden On Football.



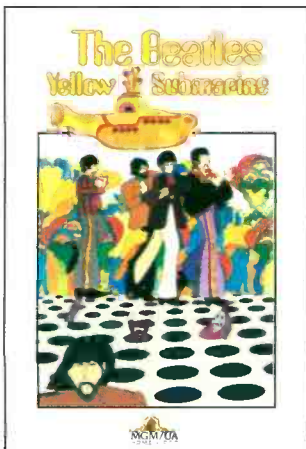
DISTRIBUTED BY FOX HILLS VIDEO  
A Division of Harris Communications, Inc.  
7750 Wilshire Blvd., Suite 500  
Santa Monica, CA 90403  
213-879-7441



# The Beatles Yellow & Submarine

NOW ON VIDEOCASSETTE FOR ONLY

**\$29.95\***



The Beatles are back. And they've never sounded better. Come along with the Fab Four on the one-and-only animated fantasy trip into the '60s—now digitally-enhanced in state-of-the-art Videophonic Sound. Featuring "Eleanor Rigby," "All You Need is Love," "Lucy in the Sky with Diamonds" and 11 more great Beatles songs that have to be seen. We'll help you make the most of the Beatles revival with a "Yellow Submarine" promotion on radio and in music video shows across the country. Plus, for a limited time, THE COMPLEAT BEATLES is only \$19.95.\*

Ask your MGM/UA Home Video distributor about the other music titles specially-priced for the holiday gift season. And get this sales-driving psychedelic poster. All together now!



\*Manufacturer's suggested list price per videocassette. © 1987 MGM/UA Home Video, Inc.



**Manic Mouse.** Susanna Hoffs, lead singer of the Bangles, poses with Fievel Mousekewitz, the mouse in the animated adventure "An American Tail." The two mingled at MCA Home Video's exhibit during last month's Video Software Dealers Assn. convention. Hoffs was promoting "The Allnighter," a film that marks the singer's motion-picture debut. The teen-age beach comedy is scheduled for release from MCA Home Video on video Oct. 8 for a \$79.95 list. "An American Tail" is currently available from MCA for a suggested retail price of \$29.95.

## PUBLISHER

(Continued from preceding page)

"shortsighted" when it comes to smaller suppliers, Fishbein remains confident that the quality of his product and his years of experience in home video will enable him to command attention.

As for Adult Video News, it was introduced five years ago as a newsletter for consumers, providing an entertainment and review guide to adult home videos. The 1984 surge of interest in adult material on video brought an emergence of many small, new companies, which helped propel Fishbein's newsletter.

As retailers began to pick up on the publication, using it as a reference guide to help decide which videos to buy and recommend to their customers, the publication evolved into a magazine filled with glossy, four-color—though never explicit—ads. The publication is now mailed to more than 26,000 subscribers, but Fishbein still has trouble gaining a foothold at newsstands.

He attributes this to a misinterpretation of the magazine's contents. The magazine contains no nudity or profanity, he says, and therefore should not be mistaken for pornography.



## VIDEO REVIEWS

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

**"Building The Body Beautiful" (three-part series), MCA Home Video, 25 minutes and \$14.95 each.**

With the market for shape-up videos swamped, it takes something special to set one apart from the crowd. This collection of three tapes geared primarily toward building muscle mass and cardiovascular strength does a fairly good job of making the process approachable. Hosted by Jim Yount, a likable, nonthreatening chap with bulging muscles, the programs stress safety and the importance of breathing properly while focusing on primary trouble spots. Cameras do a nice job of zeroing in, as viewers get a look at what could be theirs. A nice alternative to often uncomfortable gyms and more pleasant to work with than written instructions, these tapes for men and women certainly motivate. However, at \$14.95 apiece for the collection—a tape on stomach and legs, another on arms, and a third devoted to chest, shoulders, and back—the cost could seem prohibitive. It might sell better as a comprehensive workout at a higher price.

COLLEEN TROY

**"Cooking With Country Music Stars," IVE Video, 60 minutes, \$19.95.**

A follow-up to the popular cookbook of the same name, the video gives country music fans what the printed page cannot: a look at their favorite stars in aprons—and in action. The interplay between hostess Brenda Lee and eight other hit makers is relaxed, spontaneous, and warm—country hospitality in action.

Recipes include Mel Tillis' hamburger stew, Charlie Daniels' chocolate cake, and plenty more, but the emphasis is on the personalities of the performers. Each star takes the viewer through his recipe step-by-step; finished products are preprepared so the viewer can take a look. Highly recommended for fans of the stars, who also include Minnie Pearl, Ray Stevens, Bobby Bare, Tom T. Hall, and the Forester Sisters. A handy booklet with printed recipes is included.

ED BURKE

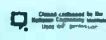
**"Harlequin Romance: Cloud Waltzing," Paramount Home Video, 100 minutes, \$39.95.**

The flowery romances that stir up the imaginations of millions have made a voyage into video. Here, the formula remains true to the genre: Young, attractive heroine embarks upon adventurous journey. Enter ruggedly handsome man with money to burn and

*(Continued on page 55)*

# Slumber Party MASSACRE II

THE PARTY BEGINS  
WHEN THE LIGHTS  
GO OUT.



**AVAILABLE ON VIDEOCASSETTE AND LASER VIDEODISC OCTOBER 21, 1987**

\*Suggested retail price. Prices subject to change without notice. Prices may vary in Canada. Artwork and Design ©1987 Embassy Home Entertainment. Printed in U.S.A. Box cover artwork as pictured above.



## UNRATED RELEASES POSE PROBLEM

(Continued from page 1)

pear on the overwhelming majority of titles.

Richard Abt of the Philadelphia-based, 115-unit West Coast Video chain, sums up the ratings approach of most large chains: "We have a policy of not renting any R-rated movies to youngsters without the parent present or an indication on the membership that the child is allowed to rent them. The card is obtained by the parent, and we program information about what the child can or cannot rent into the computer."

Store clerks, he says, are instructed to use discretion as an additional fail-safe technique. However, like other chain operators, he says, clerks are not always as vigilant during peak transactions as they could be.

He says, "I can remember one instance of a parent complaint, but that's insignificant compared to the millions of transactions we've had. I hear from franchisees in rural communities that they have to be more sensitive to the issue because of community pressures."

Like other dealers, Abt says buying has become much more difficult as a result of the rapid proliferation of unrated movies, particularly by secondary program suppliers.

"No local operator can watch all 5,000 titles he's carrying. That's not the reality of the marketplace. Oftentimes a clerk does not know the content of those films until after they are rented out several times," he says.

According to Abt, dealers are demanding more product information on cassette boxes. "At least that's a first step. Then it's up to the local operator to enforce some control," he says.

At the two-store Gary's Video Library, Mountain View and Los Altos, Calif., Pete Reseco underlines the problems for smaller independents, many of which use slightly different rental techniques. His system requires consumers to take a tag that's adjacent to a movie "show box" to a clerk. Hence, the

clerk never sees the cassette packaging.

"That's how some films get through," he says. "We usually hear about it from the parents. Our policy is not to rent adult or any R-rated movies to teen-agers." With unrated material, he says, it's "extremely difficult" to know the contents.

Mitch Perliss, director of purchasing for the 48-store Southern California Music Plus Video chain, says he thinks the MPAA ratings system is "outdated" and is in favor of a vendor/dealer committee of the VSDA coming up with a voluntary ratings system for all home video product. In that way, the industry would police itself.

Abt says, "[Industry members] would all feel more comfortable if they got together and rated movies, either using the MPAA guidelines or their own."

But here opinions concerning what ratings criteria should be used differ sharply.

"I'm not sure what kind of ratings system makes sense," says Abt. "An awful lot gets by on PG-13 films these days. The unrated things, of course, are all over the place. Hollywood may not be the right entity to rate, since its standards are weird."

"An X rating years ago would barely be an R today," says Gary Messenger, head of the North Carolina-based North American video chain.

The VSDA has "no official position" on the ratings issue other than its endorsement of home video companies using MPAA guidelines.

Messenger, a VSDA board member, says the trade group "should not insert itself into this issue."

He says ratings are a "knee-jerk reaction, a supplement to the people who want records rated. Video stores are responsible to the community by setting their own standards that they can abide by. We're not responsible for the community."

## MPI's 'Faces Of Death' Meets Early Demise Because Of Bad Press

LOS ANGELES "Faces Of Death," MPI Home Video's graphic documentary series—which contains newsreel footage of autopsies, executions, mutilations, fatal accidents, and cannibalism—has been discontinued.

The move was prompted by the negative consumer press surrounding the controversial titles, says Peter Blachley, head of MPI Home Video's West Coast operation. Copies already available will remain in the pipeline, but new copies will be unobtainable. Available titles, says Blachley, feature prominent warnings about content.

"It was having a negative effect on our image," he says. "We've been building an eclectic

label with many titles that don't fall into that category." MPI distributes the Beatles films "Help" and "A Hard Day's Night" as well as Jackie Gleason's "The Honeymooners" episodes. Recently the company inked a deal to distribute product from Frank Zappa's new company, Honker Home Video.

Ironically, says Blachley, interest in the title has escalated following press exposure. Last July, he says, when film critic Gene Siskel denounced the film on an episode of ABC News' "Nightline" devoted to slasher films, MPI's phones "lit up" the next day as dealers ordered several thousand pieces.

JIM McCULLAUGH

FOR WEEK ENDING SEPTEMBER 19, 1987

Billboard

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

# TOP VIDEOCASSETTES SALES

Compiled from a national sample of retail store sales reports.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Rating	Suggested List Price
1	1	4	<b>CROCODILE DUNDEE</b>	Paramount Pictures Paramount Home Video 32029	Paul Hogan	1986	PG	29.95
2	2	48	<b>JANE FONDA'S LOW IMPACT AEROBIC WORKOUT ▲</b>	Lorimar/LightYear Ent. Lorimar Home Video 070	Jane Fonda	1986	NR	39.95
3	4	35	<b>CALLANETICS ▲◆</b>	Callan Productions Corp. MCA Home Video 80429	Callan Pinckney	1986	NR	24.95
4	3	26	<b>TOP GUN</b>	Paramount Pictures Paramount Home Video 1629	Tom Cruise Kelly McGillis	1986	PG	26.95
5	5	14	<b>HERE'S MICKEY!</b>	Walt Disney Home Video 526	Animated	1987	NR	14.95
6	6	46	<b>SLEEPING BEAUTY</b>	Walt Disney Home Video 476	Animated	1959	G	29.95
7	7	98	<b>JANE FONDA'S NEW WORKOUT ▲</b>	Lorimar/LightYear Ent. Lorimar Home Video 069	Jane Fonda	1985	NR	39.95
8	32	92	<b>KATHY SMITH'S ULTIMATE VIDEO WORKOUT ▲</b>	JCI Video Inc. JCI Video 81100	Kathy Smith	1984	NR	29.95
9	13	7	<b>THE DOORS: LIVE AT THE HOLLYWOOD BOWL</b>	The Doors Video Company MCA Home Video 80592	The Doors	1987	NR	24.95
10	8	65	<b>KATHY SMITH'S BODY BASICS ▲</b>	JCI Video Inc. JCI Video 81111	Kathy Smith	1985	NR	29.95
11	10	8	<b>THE COLOR PURPLE</b>	Warner Bros. Inc. Warner Home Video 11534	Whoopi Goldberg Oprah Winfrey	1985	PG-13	89.95
12	<b>NEW ▶</b>		<b>THE MISSION</b>	Warner Bros. Inc. Warner Home Video 11639	Robert De Niro Jeremy Irons	1986	PG	89.95
13	9	14	<b>HERE'S DONALD!</b>	Walt Disney Home Video 527	Animated	1987	NR	14.95
14	12	13	<b>DISNEY SING-ALONG SONGS: HEIGH HO!</b>	Walt Disney Home Video 531	Animated	1987	NR	14.95
15	11	16	<b>PLAYBOY VIDEO CENTERFOLD #5 PLAYMATE OF THE YEAR</b>	Lorimar Home Video 059	Donna Edmonson	1987	NR	12.95
16	31	17	<b>YOU ONLY LIVE TWICE</b>	CBS-Fox Video 4601	Sean Connery	1967	NR	19.98
17	<b>NEW ▶</b>		<b>AN AMERICAN TAIL</b>	Amblin Entertainment MCA Home Video 80536	Animated	1986	G	29.95
18	<b>RE-ENTRY</b>		<b>INDIANA JONES AND THE TEMPLE OF DOOM</b>	Paramount Pictures Paramount Home Video 1643	Harrison Ford Kate Capshaw	1984	PG	29.95
19	16	6	<b>BILL COSBY: 49</b>	Kodak Video Programs 8118705	Bill Cosby	1987	NR	19.95
20	19	94	<b>BEVERLY HILLS COP</b>	Paramount Pictures Paramount Home Video 1134	Eddie Murphy	1985	R	19.95
21	35	111	<b>PINOCCHIO ◆</b>	Walt Disney Home Video 239	Animated	1940	G	29.95
22	40	23	<b>A WEEK WITH RAQUEL</b>	Total Video, Inc. HBO Video TVA9965	Raquel Welch	1987	NR	29.95
23	26	34	<b>BACK TO THE FUTURE ▲◆</b>	Amblin Entertainment MCA Home Video 80196	Michael J. Fox Christopher Lloyd	1985	PG	29.95
24	23	7	<b>THUNDERBALL</b>	CBS-Fox Video 4611	Sean Connery	1965	NR	19.98
25	36	91	<b>STAR WARS</b>	CBS-Fox Video 1130	Mark Hamill Harrison Ford	1977	PG	29.98
26	15	3	<b>A NIGHTMARE ON ELM STREET 3: DREAM WARRIORS</b>	Media Home Entertainment M900	Robert Englund	1987	R	89.95
27	21	27	<b>KATHY SMITH'S TONEUP ▲</b>	JCI Video Inc. JCI Video 81112	Kathy Smith	1986	NR	29.95
28	<b>RE-ENTRY</b>		<b>STAR TREK II-THE WRATH OF KHAN ▲◆</b>	Paramount Pictures Paramount Home Video 1180	William Shatner Leonard Nimoy	1982	PG	19.95
29	18	9	<b>DORF ON GOLF ◆</b>	J2 Communications J2-0009	Tim Conway	1987	NR	29.95
30	22	3	<b>BLUE HAWAII</b>	Key Video 2001	Elvis Presley	1961	NR	19.98
31	<b>NEW ▶</b>		<b>DEAD OF WINTER</b>	CBS-Fox Video 5147	Mary Steenburgen Roddy McDowell	1987	R	79.98
32	<b>RE-ENTRY</b>		<b>JANE FONDA'S EASY GOING WORKOUT ▲◆</b>	Lorimar/LightYear Ent. Lorimar Home Video 058	Jane Fonda	1984	NR	39.95
33	<b>RE-ENTRY</b>		<b>THE KARATE KID PART II</b>	RCA/Columbia Pictures Home Video 6-20717	Ralph Macchio Pat Morita	1986	PG	19.95
34	17	5	<b>BLACK WIDOW</b>	CBS-Fox Video 5033	Debra Winger Theresa Russell	1986	R	89.98
35	30	2	<b>OVER THE TOP</b>	Cannon Films Inc. Warner Home Video 11713	Sylvester Stallone	1987	PG	89.95
36	14	111	<b>THE SOUND OF MUSIC ▲◆</b>	CBS-Fox Video 1051	Julie Andrews Christopher Plummer	1965	G	29.98
37	39	50	<b>SCARFACE ▲</b>	Universal City Studios MCA Home Video 80047	Al Pacino	1983	R	24.95
38	37	96	<b>STAR TREK III-THE SEARCH FOR SPOCK</b>	Paramount Pictures Paramount Home Video 1621	William Shatner DeForest Kelley	1984	PG	19.95
39	33	2	<b>PLAYBOY VIDEO CENTERFOLD #6</b>	Lorimar Home Video 526	Lynne Austin	1987	NR	12.95
40	34	14	<b>KISS EXPOSED</b>	Polygram Records Inc. Polygram Video 440-041-489-3	Kiss	1987	NR	29.95

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



## VIDEO REVIEWS

(Continued from page 53)

a burning desire for our heroine. Add some teasing, some toying, and finally a true-to-form love scene. The twist here—to this tape's credit—is that the heroine battles with a problem (anorexia nervosa), and the dashing man comes through in the end, loving her all the more.

But the bottom line is that what sells a Harlequin Romance novel is pure, unadulterated imagination. Once the gray areas become fleshed out by actors on a screen, you've crossed into a different place—a place better managed by top-notch directors, strong performers, and well-written scripts. Unfortunately, these vital elements are not present here. C.T.

**"Esquire Style: Building Your Business Wardrobe,"** Polaris Communications, 30 minutes, \$19.95.

A dress-for-success guide, for those who tend to mismatch colors and wear solids with stripes. Tips include how to make a proper tie knot and how to fold a handkerchief correctly. Also explained are frequently violated rules of clothing etiquette; for example, shirt sleeves worn under a suit should be exposed by no more than half an inch, and ties should extend only to belt level. Pointers on selecting patterns and colors are also included. Guest experts from the fashion industry reveal advice they have up their sleeves.

The video will appeal mostly to corporate types who can afford—and endure—such "stuffed shirt" attentiveness to their wardrobes. Job-seekers eager to make good first impressions with coordinated, conservative attire will also benefit. The video is a joint effort from J.C. Penney, which furnished the clothes and accessories, and Esquire magazine. It should prove beneficial for both, and for viewers. E.B.

**"Beezbo,"** New World/L.C.A. Video, 48 minutes, \$19.95.

First there was Mork, then E.T., and now there's Beezbo. Beezbo is a little, furry, ill-mannered alien that crash-lands on earth. He is quickly befriended by two earthlings, Gilbert and Gracie Turner. Conveniently enough, Beezbo is able to change his appearance so that he looks human, but he quickly finds that behaving like one is quite another matter. With help from Betty, their older sister, Gilbert and Gracie have a series of misadventures as they try to teach Beezbo proper manners. Stressed in the video is the importance of table manners, speaking properly, and good grooming. Beezbo is taught that good manners are a way of being considerate to others and are a great way to make friends. By the end of the tape, Beezbo not only learns these points but also conveys them to Charlie the neighborhood bully and even gets him to change his ways. The Beezbo character is a refreshing and unique way to teach children basic courtesy.

CHARLIE MASSARA

(Continued on next page)

THERE'S A BAD MOON RISING...

**MOON in SCORPIO**

Starring BRITTEKLAND, JOHN PHILLIP LAW, WILLIAM SMITH, LEWIS VAN BERGEN, JILLIAN KESNER, APRIL WAYNE  
 Screenplay By ROBERT S. AIKEN • Associate Producer HERB LINSEY • Co Producer FRED OLEN RAY  
 Produced By ALAN AMIEL • Executive Producer YORAM PELMAN • Directed By GARY GRAVER

Catalog #0363  
 Color/90 Minutes Price: 79.95 Prebook Date: September 30 On Sale Date: October 14

TRANS WORLD ENTERTAINMENT (U.S.A.)



## VIDEO REVIEWS

(Continued from preceding page)

**"California Riviera,"** West Cine Video, 50 minutes, \$19.95.

Actress Leslie Charleson hosts this engaging travelogue of California's southern Orange County coast. Stops on the picturesque tour include the centuries-old San Juan Capistrano mission, historic Dana Point (with its harbor of pilgrim ships), and a Laguna Beach art colony. Best of all: a visit with hardy dory fishermen, a dying breed in the U.S. The video's chronicling of their efforts to bring back the "catch of the day" for tourists is poetic; the Beach Boys never sang about this.

Gorgeous photography captures spectacular sunsets and scenery; highlights include a helicopter tour of shoreline cliffs and shots of marine life. The celebrity interviews come dangerously close to cloning "Lifestyles Of The Rich And Famous," however, and the restaurants, hotels, and tourist attractions are obviously geared for expensive tastes. A postscript lists helpful travel information, but not prices. For travelers planning a trip to California but overdosed on sand, sun, and Hollywood, the video offers a refreshing change of pace.

E.B.

**"Grand Canyon Video Postcard,"** Stamats Communications, 20 minutes, \$19.95.

The Grand Canyon is among the most photographed sights in the U.S. This video presents a still-life, ultraspectacular depiction of the geological wonder. No live action filming here, but an arrangement of magnificent transparencies depicting various sections of the canyon. Camera movements attempt to inject vitality into solid shots but soon follow a repetitive pattern: Zoom in on valley, fade to ridge; zoom out on ridge, fade to waterfall; zoom in on waterfall, fade to cliffside; and so forth. Sound effects and appropriately soothing music are added for texture. Narration—spoken in hushed, sacrosanct tones—is drippingly devout and may even seem corny to some. Narrator speaks to canyon in first person: "You're more than a vision . . . you're a revelation," as if canonizing it for sainthood. The video is therefore best appreciated by those who find the Grand Canyon a humbling religious experience—and there are certainly many of those. Not an informational program, but an appreciation.

E.B.

**"The Inner City Comedy Special #1,"** Promomax, 58 minutes, \$14.95.

A trip to the neighborhood comedy club should prove more riveting than this hourlong compilation featuring 10 young comedians from Hollywood. What might be expected of an "Inner City" comedy special—i.e., gritty, urbane, kick-in-the-pants routines—is never really delivered. Instead, the fare seems pretty amateurish—and often sophomoric. It delivers a few good laughs, but overall, it is a pretty disappointing venture. A

(Continued on next page)

# PLAY IT AGAIN!

## BY OVERWHELMING DEMAND—THE ALL-NEW BEST OF BANDSTAND: THE SUPERSTARS!

### TEN RARE SUPERSTAR PERFORMANCES IN THIS CLASSIC ALL-HIT COLLECTION!

DICK CLARK returns to home video with another chart-topping collection of classic performances at an all-star price! DICK CLARK has searched the Bandstand® archives and handpicked a second volume of superstar performances and interviews, which have not been seen since the original broadcast dates almost 30 years ago!

Featuring

The Supremes—"Baby Love" / "Stop In The Name Of Love" (Original broadcast date, 1965)

Jackson 5—"I Want You Back," "ABC" (1970)

The Beach Boys—"Don't Worry Baby" (1965)

Roy Orbison—"Oh, Pretty Woman" (1966)

The Four Seasons—"Big Girls Don't Cry" (1966)

Danny And The Juniors—"At The Hop" (1958)

Jackie Wilson—"Lonely Teardrops" (1959)

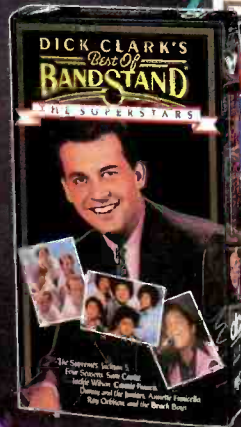
Connie Francis—"Who's Sorry Now" (1958)

Sam Cooke—"Ain't That Good News" (1964)

Annette Funicello—"Tall Paul" (1959)

VHS: MA 1081; BETA: MB 1081; 44 MINUTES. NATIONAL RELEASE DATE: OCTOBER 28, 1987

## ONLY \$29.98

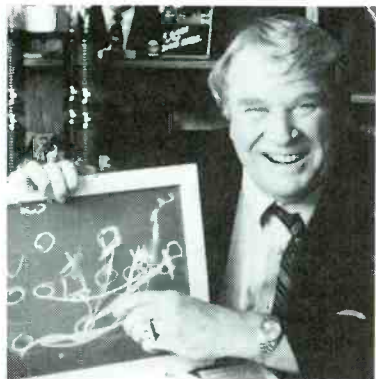


Stock up now on the original #1 home video smash success—DICK CLARK'S BEST OF BANDSTAND  
VHS: MA 1028;  
BETA: MB 1028;  
47 Minutes **\$29.98**



© 1987 Vestron Music Video  
P.O. Box 4000, Stamford, CT 06907





**Drawing Attention.** Sports commentator John Madden diagrams a play on his new videocassette from Fox Hills. Aply titled "Boom! Bang! Whap! Doink!: John Madden on Football," the 60-minute program demonstrates the role of each position through actual game footage. The cassette will be available in stores on Sept. 29 (preorder cutoff Wednesday [9]) and will list for \$29.95.

## IVE Inks Deal With Avenue Entertainment

LOS ANGELES IVE has signed a multipicture home video deal with Avenue Entertainment, producer Cary Brokow's company.

IVE will get the domestic home video rights for at least six features to be produced by Avenue and up to another nine that Avenue will acquire for North American distribution. IVE also has an option to acquire an additional 10 films.

Brokow was previously the head of Island Pictures for four years. His tenure there saw such films as "Kiss Of The Spider Woman," "The Trip To Bountiful," "Mona Lisa," and "She's Gotta Have It."

Avenue's first production will be "Pascali's Island," starring Ben Kingsley, Charles Dance, and Helen Mirren. James Dearden will direct.

Avenue expects to produce and distribute from 10-12 "quality-oriented" films per year, half of them in-house productions and half outside acquisitions.

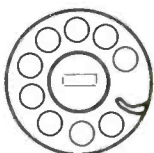
### VIDEO REVIEWS

(Continued from preceding page)

music video that appears halfway through is probably intended to add a nightclub ambience, but the lip-syncing and pseudomusic video are poor substitutes. If No. 1 implies a No. 2, we can only hope that the forum improves with age. C.T.

### 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!



SCOTTI BROS. PICTURES Presents A GABRIELLE BEAUMONT Film HE'S MY GIRL Starring T.K. CARTER DAVID HALLYDAY DAVID CLENNON  
 Executive Producers TONY SCOTT, BEN SCOTT & FRED SCOTT A SCOTTI BROS. Production In Association with INTERNATIONAL VIDEO ENTERTAINMENT, INC.  
 Screenplay by CHARLES BOHL and TAYLOR AMES Story by TERENCE H. WINKLESS and PETER BERGMAN & TAYLOR AMES  
 Director of Photography PETER LYONS COLLISTER Produced by ANGELA F. SCHAPIRO and LAWRENCE TAYLOR-MORTORFF Directed by GABRIELLE BEAUMONT



© 1987 SCOTTI BROTHERS PICTURES, INC. ALL RIGHTS RESERVED.





## Dealers Encouraged To Carry High-Markup Items Accessories Plugged At Meet

BY GEOFF MAYFIELD

LAS VEGAS Rental-oriented dealers who have been slow to embrace accessories and hardware heard several arguments for diversification during the recent Video Software Dealers Assn. convention here.



Many industry observers—particularly accessories vendors—have long criticized video merchandisers for not taking advantage of the high markups that such products represent. The reluctance for carrying add-on items is not solely in the mom-and-pop shop: Many of the larger video webs say that accessories account for as little as 1%-2% of their annual volume, while the 1986 VSDA survey indicates that blank tape sales fell to a 5.4% share among member stores. By comparison, those two product categories can account for as much as 20% of a record chain's volume.

At the same time, many video retailers have apparently walked away from VCR sales—a product category that was once an anchor for such stores. According to VSDA's 1986 member survey, hardware's share of a store's business had slipped to just 6.8% of overall business, down from 10.6% the previous year and a healthy 30.2% in 1984.

On several fronts throughout the convention, dealers were encouraged to reverse these trends and realize the healthy margins of goods like video accessories, mov-

ie-related clothing, and other boutique items. And although hardware margins are not as generous, a case was made for these products, too. Such suggestions were made on several occasions:

- During their keynote, Ron Castell and Dick Kerin, vice presidents of the 121-store Erol's video chain, said that a newspaper ad campaign for Goldstar VCRs priced under \$200 resulted in the sale of 7,000

**'Many of the store owners don't realize what these products can mean to them'**

units and brought the chain 3,000 new members.

- The Erol's executives also cited accessories as a profit builder for their chain. Kerin said the company projects \$9 million in blank tape sales this year.

- During a seminar called "New Technology," Jack Wayman, senior vice president of the Electronic Industries Assn., encouraged video specialists to get back into the hardware stream, not only through the sale of VCRs, but also with videocassette play-only units and camcorders.

- At the "New Technology" seminar, Steve Isaacson, national sales manager of VHS for JVC, made a pitch for Super VHS, and

the format was demonstrated on the exhibition floor.

- Also on the "New Technology" panel, John Messerschmidt from the CD Video Coordinating Office made a pitch for compact disk video and the boost it might give laserdiscs, and Chaz Fitzhugh, national sales manager of Sony's consumer video division, plugged the company's 8mm as a "personal video" medium, despite the fact that the format was not displayed on the convention floor this year.

The EIA's Wayman said that such enhancements as MTS stereo, digital circuitry, projection television, and large-screen direct-view TV could induce VCR owners to upgrade their systems. But his arguments for hardware were not confined to the hi-tech realm. He also threw in a good word for VCPs, especially for households that already have a VCR.

"I really believe in that product," said Wayman. "Put the VCP on the floor for \$150-\$175, and that thing will blow out of there."

Of course, many of the suppliers on the exhibition floor also tried to convince retailers to diversify their inventories. Such items as movie- or studio-related T-shirts, gift boxes for videos, and the expected array of accessories were on display at numerous booths, each staffed by hard-pitching salespeople.

Despite these encouragements, some vendors found the going was still tough. "So many of these store owners haven't been in retail long enough to realize what these products can mean to them," said a sales rep from one major accessory supplier.



**Dirty Deed.** Aug. 12 was Dirty Laundry Day at the Tampa, Fla., branch of Video Trend, as Sony Video Software tried to clean up with its new title, which stars Sonny Bono and Frankie Valli as well as Olympic stars Carl Lewis and Greg Louganis. Florida dealers who visited the distributor's on-site sales outlet were reminded of the title by, from left, Video Trend buyer Karen Roman; Video Trend salesperson Tony Amati; Bob Wienstroer, Southeastern regional sales manager, Sony Video Software; and Video Trend sales staffer Susan Adkins.

## Stores Scramble To Tap Growing Hispanic Market

BY EARL PAIGE

LAS VEGAS The home video industry is just awakening to the potential for Spanish-oriented programming, both Spanish-language product and English releases dubbed or subtitled.

This complex, burgeoning market—fueled by an estimated 25 million Hispanics living in the U.S.—was analyzed by a panel here at the sixth annual Video Software Dealers Assn. convention Aug. 16-20. It was the first-ever VSDA panel on the topic.

Jorge Quintanilla, Spanish-sales manager at East Texas Periodicals in Houston, said that retailers experimenting with Latin product are discovering that Hispanics will also rent English product, provided it is dubbed or subtitled. "You are opening up an entirely new market," Quintanilla told software dealers.

Maria Hickman, director of video-club headquarters operations for Erol's, the 120-store, Springfield, Va.-based chain, said this spillover effect is already being felt at her chain, which has just started to focus on Hispanic product.

After tentatively stocking nine stores in various regions with Spanish-language product, Erol's moved into Chicago and saw immediate potential, stocking three more stores with product aimed at Hispanic viewers. The 12 units stock 6,000 Hispanic titles each.

The panelists cautioned, however, that dealers must recognize that Hispanics are not a homogeneous group, and their tastes in movies vary. For example, movies that are popular in Puerto Rico may not be popular with Hispanics elsewhere, said Derek Rodgers, director of Caribbean operations for Metro Video in Puerto Rico.

"Puerto Rico is very much different than Texas or New York," Rodgers said.

In addition, the panelists said, try-

ing to tap in to the Hispanic market means hiring bilingual workers who know the product. W.E. Medlock, president of the four-unit North University Rentals in Lubbock, Texas, recommended hiring at least two Spanish-speaking staff members.

"I can't emphasize enough how you need young people who can establish rapport with the 20-40 age range [of consumers]," Medlock said.

While retailers have been scrambling to reach Hispanics, most producers have been tentative about making the move, said panelist Connie Pascolati, vice president of Madera Cinevideo, a Madera, Calif., supplier.

However, that now seems to be changing, largely because of the success of "La Bamba," said panelist Phil Alexander, sales manager/U.S. Spanish market at Warner Home Video. "Columbia Pictures and MCA are taking an aggressive stance," Alexander said, adding that Warner has 80 Spanish-language titles, 40% of them at \$29.95 or less.

Increasingly, studios are releasing Spanish-language product at the same time the English versions are being released. Alexander pointed to "The Mission" and "Lethal Weapon" as two examples of the practice.

Moderator Peter Marai, acquisition consultant at vendor Condor Video, noted the fast growth of Spanish-language product. In 1984, he said, there were 12 suppliers. "Now there are 92 companies releasing product."

The statistics are promising. According to the U.S. Census Bureau, the median Hispanic family income is \$22,900, nearly the same as that of all families in the Central and Southwest regions.

Geographically, about 33% of the country's Hispanics live in the Pacific region, 26% in the Southwest, 18% in the Northeast, 10% in the Southeast, 9% in the Central, and 5% in the Northwest.

## Dealer Panel Cites Computer Benefits Systems Can Aid Both Large And Small Sellers

LAS VEGAS Even though an estimated 60% of U.S. home video specialty stores are computerized, there is continuing strong interest in improving the efficiency of rental and sales systems.

This need to upgrade and expand capacity coincides fortuitously with the development, finally, of systems that can handle sell-through, agreed panelists here at the recent sixth annual convention of the Video Software Dealers Assn.

For dealers who still have not taken the computer plunge, the time is most appropriate to do so. "You will find vendor estimates of cost are now 95% accurate, as opposed to when some of us computerized five years ago," said panelist Steve Rabinovitch, owner of 13-store Act One Video, Austell, Ga.

Moderator Michael Dunn of New York City's Video 83 and five of the six panelists for the session called "The Computerized Retailer" were store owners. This contrasted sharply to last year, when VSDA staged three different computer seminars that placed the spotlight on vendors. In fact, in this year's computer session, the

names of system suppliers were not even mentioned.

In a curious illustration of how sell-through systems have just evolved, Dunn explained that he still is not computerized because Video 83 is 95% sell-through.

Panelists represented a cross-section of operations, from a veteran like Act One's Rabinovitch to Tom Fox, who recently computerized two of his five Broadway Movies stores in Statesville, N.C.

Another panelist who recently went on line is John Sarantakis of four-store People's Choice Video, Waukegan, Ill. Ken Del Vecchio, with two Video World stores in Trumbull, Conn., put his system in place in 1986.

Other veterans on the panel were Allan Metzner, 28-store Video Studio, Suffield, Conn., and computer director Yvonne Butler, who works for 48-store Music Plus, Los Angeles.

Five panelists revealed the initial investments that their systems required. The range was from \$15,000 for a single computer plus a pair of terminals for Fox's Broadway Movies stores to \$42,000 for a complete system installed by

Del Vecchio. Butler estimated a cost of \$20,000 per store for eight work stations. Metzner said his \$18,000, three-terminal system allows for more than one person at a time to use it; for example, one employee can run a rental while another sells. Sarantakis described a system connecting all stores by modem for \$32,000.

The most lengthy discussion concerned what Dunn termed "hidden" costs. Rabinovitch identified these as "nontangibles" like training and "surprises" like carpenter fees "when a computer has to be lowered into a counter."

Rabinovitch added that also critical among hidden costs is upkeep, citing usable items like paper and printer ribbons.

EARL PAIGE

### 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.



— THE —

# WORLD OF CLASSICAL MUSIC

**THE CLASSIC  
OUTLOOK: ROSY!**



There's a whole new generation for Classical Music. Technology has assured the perfection of sound. Billboard's annual on Classical Music will feature articles on: how to capture this business; the impact of CDs; Trends (LP's, Cassettes, CDs); tie-ins with artist tours; radio trends toward informality; promotional tools. Plus: The year's Best Sellers on the Charts.

Be part of Billboard's Special. Advertise your Classical product to the entire spectrum of Billboard's readers.

**I S S U E D A T E :**  
N o v e m b e r 1 4  
**A D D E A D L I N E :**  
O c t o b e r 2 0

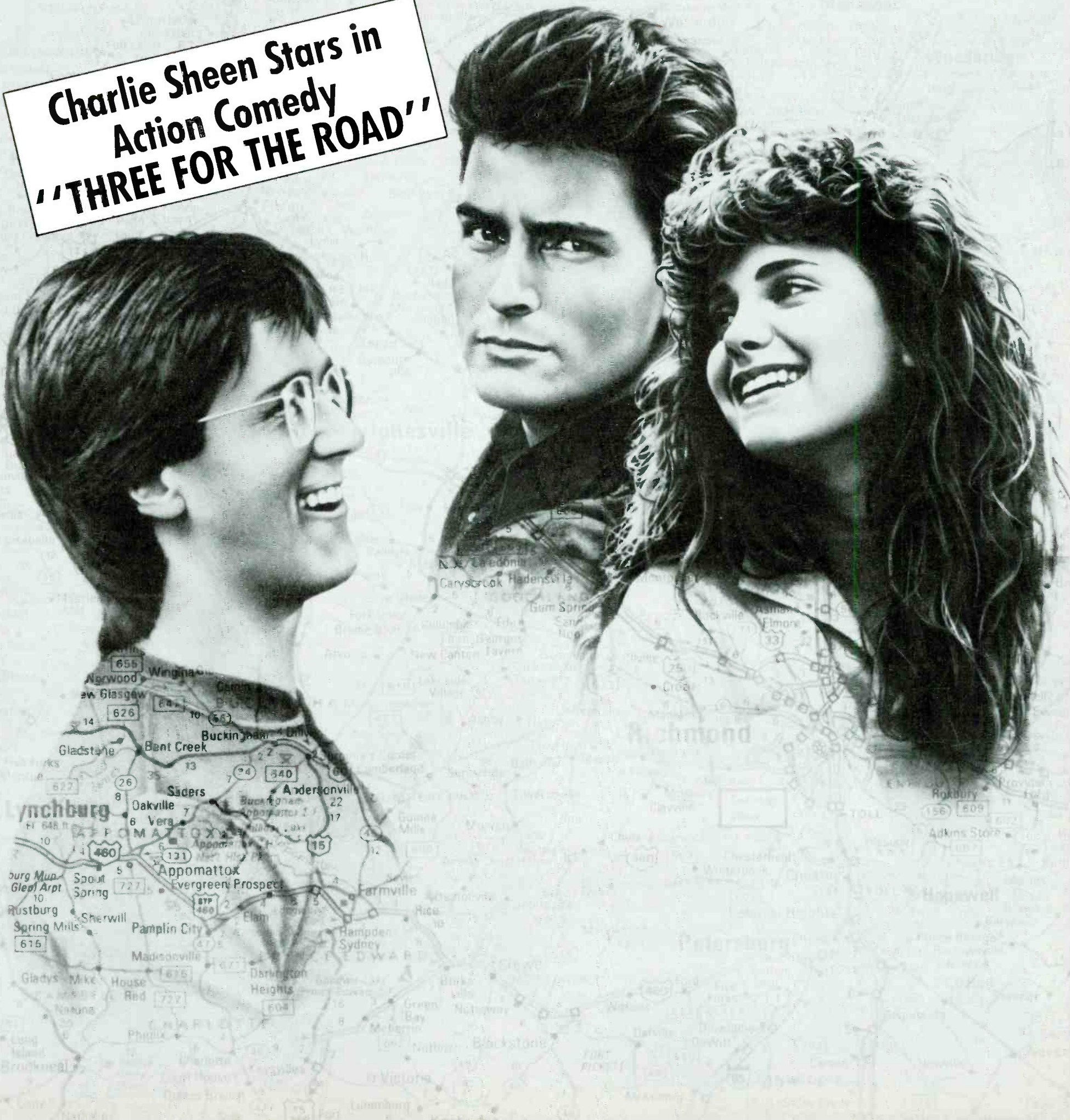
**FOR AD DETAILS CONTACT: NEW YORK:** Gene Smith, Associate Publisher, (212) 764-7356 • Norm Berkowitz, (212) 764-7330 • Ken Karp (212) 764-7352 • **LOS ANGELES:** Christine Matuchek (213) 859-5344 • **LONDON:** Patrick Campbell (1) 439-9411 • **AMSTERDAM:** Ron Betist (20)-62-84-83  
**ON ANY BILLBOARD SALES OFFICE WORLDWIDE**





# CHARLIE SHEEN

Charlie Sheen Stars in  
Action Comedy  
"THREE FOR THE ROAD"





# SHINES IN



# THREE FOR THE ROAD

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

—Newsday

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

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

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

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

**RELEASE DATE: OCTOBER 28, 1987**

**CHARLIE SHEEN  
IN**

# THREE FOR THE ROAD

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



# HORROR VIDEO

## SEPTEMBER IS HORROR VIDEO MONTH

BOSTON The keys to doing well with horror video, like those for so many other home video genres, center around getting the tapes out on the display floor and then having fun merchandising and promoting them.

"There's no real magic about it," says Rick Russack, owner of the four-store Concord, Mass.-based **Video Revolution** chain. "It's awfully hard to do well with something unless it's out there for the customer to see. In a sense, the tapes will sell themselves."

The firm consensus among video retailers is that horror is a very strong category for rentals and that, for the most part, the tapes do sell themselves. "Horror is one of the categories that does a great job of promoting itself," notes Jean Lawson, co-owner/manager of the **Audio/Video World** outlet in Philadelphia suburb Dublin, Penn. "The graphics on the boxes are always striking and attention-grabbing. We've found that if they're out on the shelf, people will find them and rent them."

Retailers, distributors and manufacturers alike agree that the sell-through side of horror video is a much more seasonal phenomenon. "Outside of the so-called AA titles, horror video is primarily a fall, Halloween-time business. That's when it's on people's minds. But we and many other manufacturers are working on making sell-through a year-round matter. Promotions are not only geared just for the season and prices have been pushed down into the affordable \$19 to \$25 range for many, many titles," says David Cline, vice president of sales for **Nelson Home Entertainment**.

Another thing that all segments of the industry agree upon is the usefulness of aggressive merchandising. "Horror is one area that you can have great fun with promoting," says Allan Caplan, owner of the highly promotion-minded Omaha, Neb.-based **Applause Video** chain. "Horror is open to all kinds of possibilities, and the more fun that you have with it, the more good will and positive feelings you can promote all around. And that goes for the spirit and desire of your own staff as well as that of your customers."

- First and foremost, make use of the p-o-p and merchandising aids provided by the manufacturers and studios. "Graphic images are especially strong for horror video, and it's one area that the manufacturers seem to go all-out in," says Dan Beaton, Mid-Atlantic sales director for Shelburne, Vt.-based distributor **Artec**. "There's an unbelievable amount of material that a retailer can obtain in merchandising aids. You'd be foolish not to check out the possibilities, especially since it doesn't cost you any money."

- If possible, cross-promote with other kinds of merchandise or other retail outlets. "I've seen the mass merchants do very well with cross promotions," says Nelson's Cline. "They'll set up displays that include masks, costumes, candy and all sorts of other items as well as tapes. That's something that the smart retailer can get involved with with some advance preparation."

Similarly, Len Desilts, owner of **Video Voyage** in Salem, Mass., looks toward helping parents set up parties for their children on Halloween evening, which he finds to be a traditionally slow night for rentals. "You can respond to parents' concerns about the safety of trick-or-treating by helping them arrange a party for their kids, and rent more movies."

- Encourage repeat rentals. "Horror fanatics, especially teenagers, will watch a movie many times, just like going to see 'Rocky Horror' over and over again," says Caplan. Discounted prices, multiple-night packages and the like are some of the more obvious ways.

- Be as imaginative as possible. Many dealers set up coffins, graveyards or other horror-motif displays or dress up in costumes the whole month before Halloween. "All these things really hammer home the horror idea right when you're getting lots of support from all the other media attention paid to Halloween," says Joe Petrone, vice president of sales for **Prism**. "It's free promotion for you."

- Focus on Friday the 13th, whenever it happens to fall on the calendar. "That movie is consistently one of our best renters. And, whenever Friday the 13th rolls around we do our best to play on its appeal. Which goes for selling blank tapes or anything else. The last Friday the 13th fell in June, and the promotion was very successful," says Audio/Video World's Lawson.

- Carefully monitor who your horror renters are and aim promotions toward them. "We find that young ladies are among our most frequent horror renters, and they seem to respond very well to promotions geared toward them—such as horror-party multiple rentals and the like," says Desilts.

- Don't forget that there are sub-genres within the horror field, also that related categories, such as science fiction, should be merchandised near or next to the horror section.

- Look for local appeal. Many stores in the Salem, Mass. area stock as many quality titles concerned with witches and witchcraft as possible. "A lot of the witches here will come in to check out the portrayals of witchcraft in the horror movies," says Henry Christianson, owner of **Action Video** in downtown Salem.

- Finally, don't go overboard. Being creative and imaginative is one thing but it can sometimes lead to overstepping the bounds of either decency or store focus. "Don't get so involved that you become a 'horror shop' because that could chase customers away," says Bob Schmidt, video buyer for New York's **J&R Music World**.

DAVID WYKOFF

Remember last week's quiz? What all-time horror figure not only starred in a sequel to a famous original but also directed it? Answer: Tony Perkins in "Psycho III."

This week's puzzler: What U.S. director began his horror career with a spaghetti scary about flying fish with razor-sharp teeth in "Piranha II: The Spawning"—and what is his most recent chart sequel??

Next week: Cross-section of a horror "nightmare."

FOR WEEK ENDING SEPTEMBER 19, 1987

Billboard®

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

# TOP VIDEOCASSETTES RENTALS

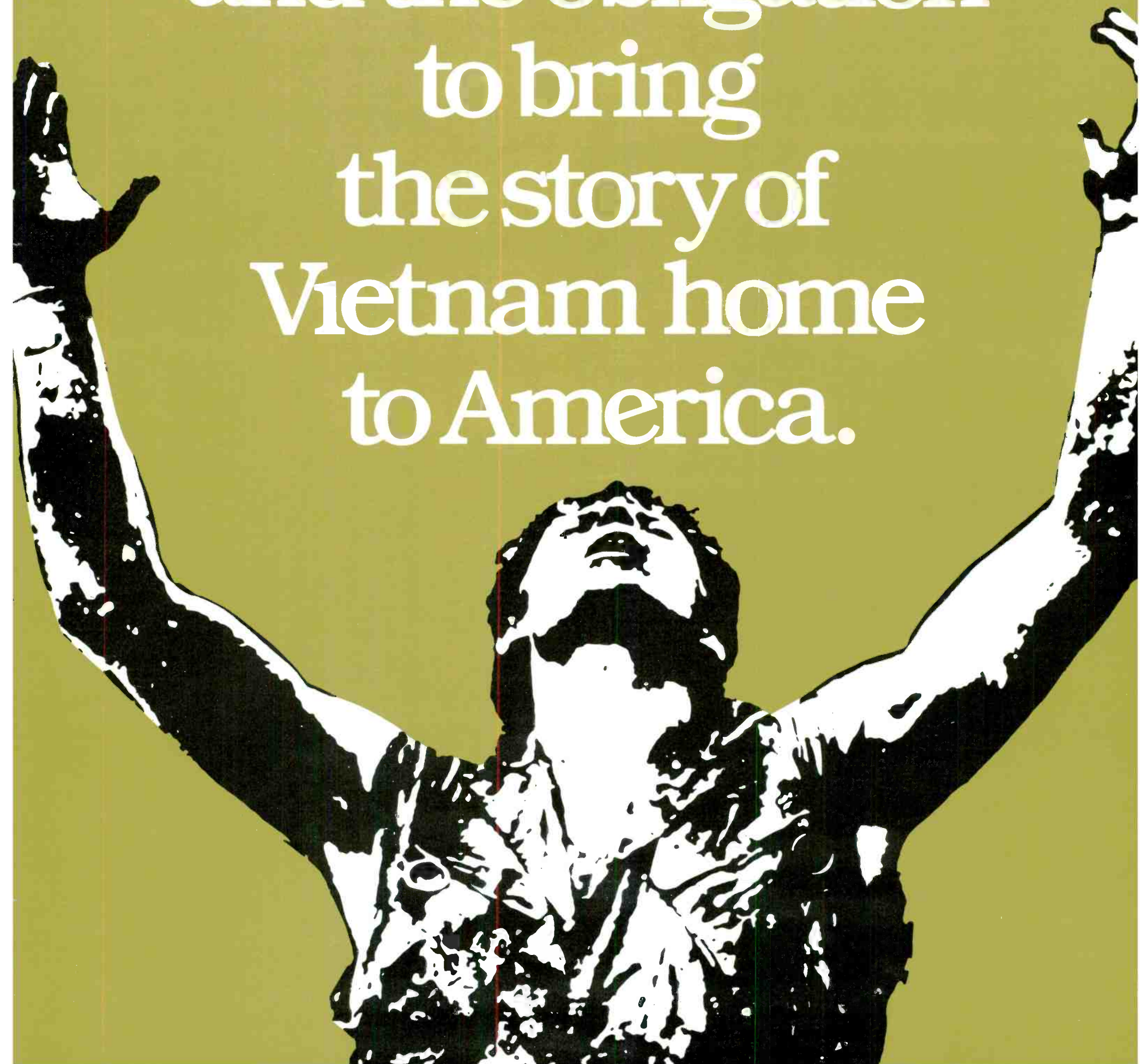
Compiled from a national sample of retail store rental reports.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Rating
1	1	4	<b>CROCODILE DUNDEE</b>	Paramount Pictures Paramount Home Video 32029	Paul Hogan	1986	PG
2	3	5	<b>BLACK WIDOW</b>	CBS-Fox Video 5033	Debra Winger Theresa Russell	1986	R
3	2	8	<b>THE COLOR PURPLE</b>	Warner Bros. Inc. Warner Home Video 11534	Whoopi Goldberg Oprah Winfrey	1985	PG-13
4	7	4	<b>THE BEDROOM WINDOW</b>	DEG Inc. Vestron Video 5209	Steve Guttenberg Isabelle Huppert	1987	R
5	5	4	<b>THE THREE AMIGOS</b>	Orion Pictures HBO Video 0007	Steve Martin Chevy Chase	1986	PG
6	6	4	<b>A NIGHTMARE ON ELM STREET 3: DREAM WARRIORS</b>	Media Home Entertainment M900	Robert Englund	1987	R
7	4	8	<b>THE GOLDEN CHILD</b>	Paramount Pictures Paramount Home Video 1930	Eddie Murphy	1986	PG-13
8	13	2	<b>OVER THE TOP</b>	Cannon Films Inc. Warner Home Video 11713	Sylvester Stallone	1987	PG
9	9	4	<b>CRITICAL CONDITION</b>	Paramount Pictures Paramount Home Video 1879	Richard Pryor	1986	R
10	8	11	<b>HANNAH AND HER SISTERS</b>	Orion Pictures HBO Video TVR3897	Mia Farrow Michael Caine	1986	PG-13
11	37	2	<b>THE MISSION</b>	Warner Bros. Inc. Warner Home Video 11639	Robert De Niro Jeremy Irons	1986	PG
12	10	9	<b>CRIMES OF THE HEART</b>	Lorimar Home Video 421	Diane Keaton Sissy Spacek	1986	PG-13
13	17	3	<b>BRIGHTON BEACH MEMOIRS</b>	Universal City Studios MCA Home Video 80476	Jonathan Silverman Blythe Danner	1986	PG-13
14	14	10	<b>NO MERCY</b>	Tri-Star Pictures RCA/Columbia Home Video 6-20791	Richard Gere Kim Basinger	1986	R
15	11	13	<b>THE MORNING AFTER</b>	Lorimar Home Video 419	Jane Fonda Jeff Bridges	1986	R
16	12	11	<b>LITTLE SHOP OF HORRORS</b>	Warner Bros. Inc. Warner Home Video 11702	Rick Moranis Ellen Greene	1986	PG-13
17	23	2	<b>MY DEMON LOVER</b>	New Line Cinema RCA/Columbia Home Video 6-22821	Scott Valentine Michelle Little	1987	PG-13
18	18	16	<b>HEARTBREAK RIDGE</b>	Warner Bros. Inc. Warner Home Video 11701	Clint Eastwood	1986	R
19	22	7	<b>SOMETHING WILD</b>	Orion Pictures HBO Video 001	Melanie Griffith Jeff Daniels	1986	R
20	15	17	<b>THE COLOR OF MONEY</b>	Touchstone Films Touchstone Home Video 513	Paul Newman Tom Cruise	1986	R
21	16	14	<b>JUMPIN' JACK FLASH</b>	CBS-Fox Video 1508	Whoopi Goldberg	1986	R
22	21	21	<b>FERRIS BUELLER'S DAY OFF</b>	Paramount Pictures Paramount Home Video 1890	Matthew Broderick	1986	PG-13
23	19	17	<b>CHILDREN OF A LESSER GOD</b>	Paramount Pictures Paramount Home Video 1839	William Hurt Marlee Matlin	1986	R
24	36	2	<b>RADIO DAYS</b>	Orion Pictures HBO Video 0014	Mia Farrow Dianne Wiest	1986	PG
25	24	7	<b>WISDOM</b>	Cannon Films Inc. Warner Home Video 37081	Emilio Estevez Demi Moore	1987	R
26	20	13	<b>THE MOSQUITO COAST</b>	Warner Bros. Inc. Warner Home Video 11711	Harrison Ford	1986	PG
27	<b>NEW ▶</b>		<b>DEAD OF WINTER</b>	CBS-Fox Video 5147	Mary Steenburgen Roddy McDowell	1987	R
28	30	3	<b>KING KONG LIVES</b>	DEG Inc. Lorimar Home Video 420	Brian Kerwin Linda Hamilton	1986	PG-13
29	26	9	<b>WITCHBOARD</b>	Cinema Group Pictures Continental Video 1096	Tawny Kitaen Stephan Nichols	1986	R
30	27	14	<b>WANTED DEAD OR ALIVE</b>	New World Entertainment New World Video A86230	Rutger Hauer Gene Simmons	1986	R
31	<b>RE-ENTRY</b>		<b>NATIVE SON</b>	Cinecom Vestron Video 9963	Oprah Winfrey Geraldine Page	1986	R
32	34	2	<b>THE KINDRED</b>	Vestron Video 5210	Amanda Pays Rod Steiger	1987	R
33	28	22	<b>BLUE VELVET</b>	Lorimar Home Video 399	Kyle MacLachlan Isabella Rossellini	1986	R
34	29	24	<b>STAND BY ME</b>	RCA/Columbia Pictures Home Video 6-20736	Wil Wheaton River Phoenix	1986	R
35	25	19	<b>PEGGY SUE GOT MARRIED</b>	Tri-Star Pictures CBS-Fox Video 3800	Kathleen Turner Nicholas Cage	1986	PG-13
36	<b>NEW ▶</b>		<b>THE STEPFATHER</b>	Nelson Home Entertainment 7567	Terry O'Quinn Jill Schoelen	1987	R
37	<b>NEW ▶</b>		<b>BETTY BLUE</b>	CBS-Fox Video 3907	Beatrice Dalle	1986	NR
38	32	26	<b>TOP GUN</b>	Paramount Pictures Paramount Home Video 1692	Tom Cruise Kelly McGillis	1986	PG
39	40	7	<b>ALLAN QUATERMAIN AND THE LOST CITY OF GOLD</b>	Cannon Films Inc. Media Home Entertainment M866	Richard Chamberlain Sharon Stone	1986	PG
40	38	27	<b>ALIENS</b>	CBS-Fox Video 1504	Sigourney Weaver	1986	R

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



The honor  
and the obligation  
to bring  
the story of  
Vietnam home  
to America.



*"It's the industry's obligation to get behind Platoon.  
It's the movie every single American must see.  
We have to be sure they do."*

*Allan Caplan  
APPLAUSE VIDEO*

# PLATOON

**The best picture of the**

**"We pledge 35 million Platoon rentals. On average**

*"HBO Video pledges \$1,500,000 in television advertising behind  
Platoon video. The highest level of advertising ever put  
behind a single rental title. 300,000,000 television impressions.*

**Bring PLATOON home to America**



*"People who saw Platoon in movie theaters were stunned.  
Now they want to see it again,  
and share it with friends who haven't seen it."*

*Dave Ballstadt  
ADVENTURES IN VIDEO*

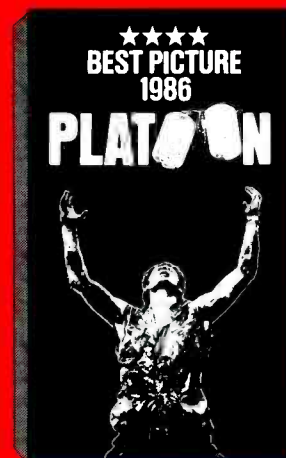
# PLATOON.

year is now on video.

each cassette will rent over 100 times." HBO Video

*HBO Video guarantees Platoon will not appear on pay-per-view  
for 75 days. Will not appear on pay cable before March 1988.  
Will not appear in the sell-through market for at least 12 months.*

and make video history!



HEMIDATE  
HEMIDATE  
from



## Neon-Lighted Sale-Only Store Piques Industry Curiosity

BY EARL PAIGE

MINNEAPOLIS Paramount Pictures, possibly the most radically conceived and designed video store in the country, is drawing a lot of attention from industry observers.

The 8-month-old unit drew scores of curious video vendors Aug. 12-15, during the annual Target/Jetco convention here. The visitors were intrigued partly by the store's distinctive appearance, but also because it is a sale-only unit that does not rent videos.

Paramount Pictures' parent, the 546-store Musicland Group, has released virtually no information on the

store since it was opened in January in the 200-store, enclosed Rosedale Center in upscale Roseville, between Minneapolis and St. Paul.

Reaction to the store from industry observers has run the gamut. Some say the store is "too dark"; others say the concept is so radical that there is no basis for comparison. Keith Benjamin, a retail analyst with Silberberg, Rosenthal & Co., predicts the store will gross \$500,000 during its first 12 months.

Outside, the store's logo is written in red neon script, which spells out "Paramount Pictures," but there is little other information and no mention of video or rental.

Inside, "Movies" is written in neon script at the rear of the store. Up front, the cash wrap is manned continuously by employees available to answer shoppers' questions. A rack of videocassettes, marked "all under \$10," is prominently displayed. All product is bar-coded and said to be theft-protected, and closed-circuit cameras monitor the store.

The store features a dramatic, square, ceiling-to-floor array of nine 24-inch video monitors, directly behind a standee display (recently used to plug "Back To The Future") and racks of novelties and accessories, all with movie tie-ins.

Along one wall, three pairs of video

monitors are near the ceiling, and three more monitors are set up on the opposite wall. Surprisingly, vendor-supplied point-of-purchase standees and mobiles are scarce, making the singular "Crocodile Dundee" inflated crocodile all the more dramatic.

A line of racks through the center of the store contains genre categories, plus two browsers of soundtrack audiocassettes and compact disks. Prerecorded video is displayed on both side walls, in about 12 genre groupings, including a large how-to section.

Major space is allocated to clothing—jackets, T-shirts and so on—some of which is displayed in glass

cases.

The store's slatwalls are gray with red neon. A 4-foot, red neon piping cuts through the metal-grid ceiling and runs crossways, to store length. The glow adds to the ambience and reflects on the monitors.

The ceiling is open above the grid, revealing asbestos-covered ducts in natural finish.

The location of the unit seems ideal; situated in one of four quadrant wings, its neighboring stores are Visser's Keyboard Center, Radio Shack, Kay-Bee Toy & Hobby, and Card America, all of which emphasize home entertainment.

### VIDEO PLUS

BY EDWARD MORRIS

A biweekly column spotlighting new video products and accessories. Vendors introducing such products may send information and promotional material to Edward Morris, Billboard, P.O. Box 24970, Nashville, Tenn. 37202.

**SWEET SENSATION:** Bring The Movie Experience Home is the theme of the upcoming co-promotion by Fuji (914-789-8100) and Nestle Foods. The promotion offers consumers up to \$20 worth of free candy when they buy as many as 20 Fuji videocassettes. And it's being backed by an extensive national print advertising campaign and colorful in-store displays.

Here's how it works: From Oct. 17 through Dec. 31, consumers who send proof of purchase of any grade of Fuji T-120 or L-750 videocassettes will be mailed coupons good for either a free 5-ounce bar of Nestle Crunch or a 7-ounce bag of Nestle Raisinets or Goobers. Coupons can be redeemed at grocery stores. Up to 20 coupons can be used by each customer.

Also, all customers who send in proof of purchase of either of the Fuji videocassettes are automatically entered in a sweepstakes drawing. The grand prize: a Pioneer home audio/video system. Each of the next 10 winners will receive a library of 50 movie classics on videocassettes, and the next 500 winners get Fuji videocassette four-packs. Full-page, four-color ads supporting the promotion will run in People and Rolling Stone in November.

**BUILDING CHARACTER:** New from RCA (609-853-2243) is a character generator, Model CGA030, that works on both S-VHS and conventional camcorders to provide titles and special effects. It enables the user to create up to 60 characters on the screen at one time. It provides four different sizes of type; stores 20 sets of characters, which can be recalled a page at a time; and stores 40 frequently used words in its Word Register. The memory, powered by two AA-size batteries, will store for a year. The unit can create five special effects: curtain, window, scroll, time-lapse images, and calendar/clock display. Suggested retail price: \$299.95.

### VIDEO RELEASES

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

**THE ALLNIGHTER**

Susanna Hoffs, Joan Cusack  
◆♥ MCA/\$79.95

**THE BEST OF CHEVY CHASE**

Chevy Chase  
◆♥ Lorimar/\$19.95

**BURKE & WILLS**

Jack Thompson, Nigel Havers  
◆♥ Charter/\$79.95

**CARING FOR YOUR DOG**

Instructional  
◆♥ Vidmark/\$19.95

**ELTON JOHN LIVE IN AUSTRALIA**

Elton John, the Melbourne Symphony Orchestra  
◆♥ J2/29.95

**THE FANTASY FILM WORLDS OF GEORGE PAL**

Anthology  
◆♥ New World/\$39.95

**GHOST FEVER**

Sherman Hemsley, Luis Avalos  
◆♥ Charter/\$79.95

**THE GIRL IN BLUE**

Maud Adams, David Selby  
◆♥ Prism/\$79.95

**HARRY AND THE HENDERSONS**

John Lithgow, Melinda Dillon  
◆♥ MCA/\$89.95

**ISHTAR**

Warren Beatty, Isabelle Adjani, Dustin Hoffman  
◆♥ RCA/Columbia/\$89.95

**RIVER'S EDGE**

Dennis Hopper, Crispin Glover  
◆♥ Embassy/\$79.95

**STRAIGHT TO HELL**

Dennis Hopper, Elvis Costello, Joe Strummer, Grace Jones  
◆♥ Key/\$79.98

**VIDEO DEAD**

Roxanna Augensen  
◆♥ Embassy/\$79.95

**WHITE PHANTOM**

Jay Roberts Jr., Page Leong  
◆♥ Vidmark/\$79.95

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

FOR WEEK ENDING SEPTEMBER 19, 1987

Billboard

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

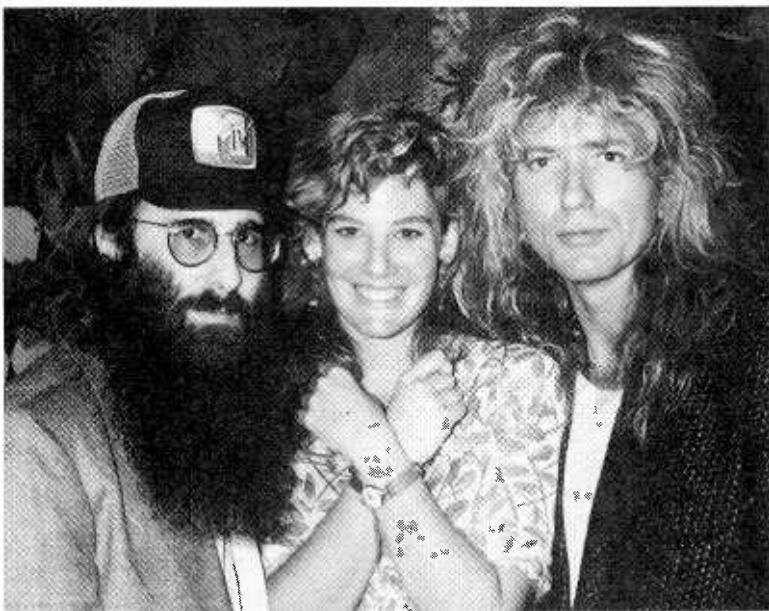
## TOP KID VIDEO SALES

Compiled from a national sample of retail store sales reports.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Year of Release	Suggested List Price
★ ★ NO. 1 ★ ★						
1	1	47	SLEEPING BEAUTY	Walt Disney Home Video 476	1959	29.95
2	2	15	HERE'S MICKEY!	Walt Disney Home Video 526	1987	14.95
3	3	103	PINOCCHIO ◆	Walt Disney Home Video 239	1940	29.95
4	7	103	DUMBO ▲ ◆	Walt Disney Home Video 24	1941	29.95
5	4	15	HERE'S DONALD!	Walt Disney Home Video 527	1987	14.95
6	12	98	ROBIN HOOD ◆	Walt Disney Home Video 228	1973	29.95
7	9	15	DISNEY'S SING-ALONGS: HEIGH-HO!	Walt Disney Home Video 531	1987	14.95
8	6	14	HERE'S GOOFY!	Walt Disney Home Video 529	1987	14.95
9	8	15	WINNIE THE POOH AND A DAY FOR EYORE	Walt Disney Home Video 65	1983	14.95
10	11	66	ALICE IN WONDERLAND ▲ ◆	Walt Disney Home Video 36	1951	29.95
11	5	15	HERE'S PLUTO!	Walt Disney Home Video 528	1987	14.95
12	16	75	THE SWORD IN THE STONE ◆	Walt Disney Home Video 229	1963	29.95
13	18	65	WINNIE THE POOH AND THE HONEY TREE ◆	Walt Disney Home Video 49	1965	14.95
14	13	66	WINNIE THE POOH AND THE BLUSTERY DAY ◆	Walt Disney Home Video 63	1968	14.95
15	14	15	THE RELUCTANT DRAGON	Walt Disney Home Video 533	1941	14.95
16	22	27	THE TRANSFORMERS: THE MOVIE	Family Home Entertainment 26561	1986	14.95
17	17	15	SILLY SYMPHONIES!	Walt Disney Home Video 530	1987	14.95
18	10	45	DISNEY'S SING-ALONG SONGS	Walt Disney Home Video 480	1986	14.95
19	15	66	WINNIE THE POOH AND TIGGER TOO	Walt Disney Home Video 64	1974	14.95
20	20	40	THE ADVENTURES OF TEDDY RUXPIN	Children's Video Library Vestron Video 1547	1986	24.95
21	19	46	MICKEY KNOWS BEST ◆	Walt Disney Home Video 442	1986	14.95
22	23	28	MY PET MONSTER	Hi-Tops Video HT 008	1986	29.95
23	NEW ▶		TEDDY RUXPIN: COME DREAM WITH ME TONIGHT	Hi-Tops Video HT 0072	1987	14.95
24	21	49	POUND PUPPIES	Family Home Entertainment F1193	1985	14.95
25	25	2	AROUND THE WORLD WITH CRICKET	Hi-Tops Video HT 0063	1987	14.95

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





**Snake Charmer.** MTV VJ Carolyn Heldman is flanked by Whitesnake's lead singer David Coverdale (right) and Geffen a&r executive (and sometime ZZ Top stand-in) John David Kalodner. The trio were captured at a New York City night spot following Coverdale's guest VJ appearance on MTV earlier this month.

# R.E.M.'s Stipe Makes Interview Clip Spotlights 'Document' Tapes And Tour

BY JIM BESSMAN

**NEW YORK** As lead singer of critic darlings R.E.M., Michael Stipe is naturally pursued by a lot of journalists. Trouble is, he hates doing interviews.

So, in a move reinforcing what is a growing promotional trend, own eight-minute interview, which is now being sent to video outlets, along with the first clip from R.E.M.'s new "Document" album. Stipe himself produced the interview clip.

"A Conversation With Michael Stipe" comes on the heels of servicing the clip for "The One I Love" to T.V. Karen Kelly, I.R.S. Records' national director of video promotion, says the interview clip is also going out as part of MCA Records' compilation reels.

"This is a big record for us, and we know there will be a lot of requests for interviews," says Kelly. She says R.E.M. has had previous success with the video interview format. Last year, Kelly taped one with the band's Peter Buck and Mike Mills—guitarist and bassist/keyboardist, respectively—and the positive reaction from the media indicated that a fresh interview with Stipe was called for.

"Michael rarely does interviews, but that's partly because the band splits up duties, with Michael taking care of the artwork and the visual end of what they do," Kelly says. "But since he's very interest-

ed in film and video art, the video interview format really fits in with his interests."

Stipe conceived and produced the video at a local facility in Athens, Ga., the band's home base. The stark, black-and-white production consists of a series of pronouncements by the singer, often responding to questions and prompts from an off-screen voice.

## 'Video is a vehicle for my own film desires'

He addresses questions concerning the group's new album, videos, and upcoming tour.

Each comment is presented as a single take, edited directly into the next shot to form a steady cinematic rhythm. Many of the takes are visually enhanced with inserted chyrons taken from Stipe's statements.

Stipe regards the tape as both a good summary of R.E.M.'s recent activities and an effective means of controlling words and image.

"I don't like doing those 80-minute interviews because I usually get quoted out of context," he says. "I end up becoming either this prophet from Georgia or a fool/visionary. They have me typecast before I even open my mouth."

Because there will be three clips culled from "Document," one of the main topics of "Conversation" is video music.

"The other guys in the band don't like videos, and I can understand why," says Stipe. "But I do, and they've provided me with a vehicle with which to work out my own film desires."

The first clip from the new album is "The One I Love," directed by New York-based Robert Longo (who recently directed Stipe in "Arena Brains," a short film produced by Elektra Entertainment).

Stipe says the clip "blasts apart sappy romantic clichés" in its depiction of what he calls a "violent and brutal" song.

The second clip will be for "It's The End of the World As We Know It (And I Feel Fine)." Director is Jim Herbert, who has done many of R.E.M.'s earlier videos and who Stipe regards as a major influence.

Stipe himself is directing the third clip, "Finest Worksong," which consists of "kinetic footage." Stipe is editing the clip and refuses to comment on it.

As for the interview tape, Cary Baker, I.R.S.' national director of publicity, says he's using the video as an electronic press kit: "It's really brought the whole ["Document"] project alive," he says. "People see that Michael is an articulate person with a well-spoken voice and an undeniable cinematic instinct."

## NEW VIDEOCLIPS

This weekly listing of new video clips generally available for programming and/or promotional purposes includes artist, title, album (where applicable), label, producer/production house, director. Please send information to Billboard, New Videoclips, 1515 Broadway, New York, N.Y. 10036.

### DAVE ALVIN

**New Tattoo**  
Romeo's Escape/Epic  
V.I.P. Productions  
Victor Ginsberg

### SAWYER BROWN

**Somewhere In The Night**  
Somewhere In The Night/Capitol  
Nick Marck/One Heart Productions  
Jack Cole

### 52ND STREET

**I'll Return**  
Something's Going On/MCA  
Techniques Of Persuasion  
Simon Cook

### FLESH FOR LULU

**Siamese Twist**  
Long Live The New Flesh/Capitol  
Chariot Films  
Clive Richardson

### KENNY G

**Don't Make Me Wait For Love**  
Duotones/Arista

Lenny Grodin/Grodin & Associates  
Jeff Schock

### GRATEFUL DEAD

**Hell In A Bucket**  
In The Dark/Arista  
Len Dell'amico  
Len Dell'amico, Grateful Dead Productions

### GREAT WHITE

**Lady Red Light**  
Once Bitten/Capitol  
Kim Dempster/Propaganda Films  
Nigel Dick

### MARLON JACKSON

**Don't Go**  
Baby Tonight/Capitol  
Aris McGarry/Propaganda Films  
Greg Gold

### MELVIN JAMES

**Why Won't You Stay**  
The Passenger/MCA  
One Heart Corp.  
Jim Shea

### LION

**Powerlove**  
Dangerous Attraction/Scotti Bros./CBS Associated  
Mark Freedman, Callie Kourie  
John Dahl

### STEPHANIE MILLS

**(You're Puttin') A Rush On Me**  
If I Were Your Woman/MCA  
Cream Cheese Productions  
Marty Callner

(Continued on next page)

## VIDEO TRACK

### NEW YORK

**PICTURE VISION** has completed two videos, one for Columbia act **Lisa Lisa & Cult Jam's** "Lost In Emotion" and the other for MCA artist **Brenda K. Starr's** "Breakfast In Bed." The former was lensed on location in Manhattan with director **Jon Small**. The latter is a performance piece directed by **Drew Carolan**. **Steven Saporta** served as executive producer for both clips.

**C Films** recently hooked up with **Relativity Records** of Jamaica, N.Y., to produce two videos for the label's rock acts the **Brandos** and **Heathen**. The **Brandos'** clip for "Gettysburg" was shot at **SIR** in Manhattan and on location in—where else?—**Gettysburg, Pa.** It features performance footage as well as paintings, statues, and **Civil War-era** photographs. **Heathen's** piece for "Set Me Free" was lensed on location in **San Francisco** in black-and-white film. Both videos were directed by **Cindy Keefer**.

**EMI** Manhattan recording artist **Najee's** video for "Betcha Don't Know (What's Going On)" was filmed on location in the **Dominican Republic**, with director **Michael Utterback**. **Eric Meza** produced. The video supports the single off his debut album, "Najee's Theme."

The new group of noted produc-

er **Nile Rodgers, Outloud**, makes its debut with a video for "It's Love This Time," the first single off the trio's new **Warner Bros.** album. The highly stylized clip combines animation with live footage of the group. **John Sanborn** and **Mary Perillo** directed. **June Gutterman** produced. Animation and editing was done at **Caesar Video Graphics**. **John Krause** served as director of photography. **Rocky Pinciotti** was art director.

### OTHER CITIES

**THE NYLONS** CREATE a mood reminiscent of the '50s in their video for "Happy Together," the title track from the group's new **Open Air/Windham Hill/A&M** album. The conceptual piece was directed by **Robert Quartly** and **Steve Chase**. **Philip Mellows** produced for **Champagne Pictures** of Toronto. **Daphne McAfee** edited.

Champagne was also responsible for **Haywire's** clip for "Dance Desire." The performance piece

(Continued on next page)

## Two-hour Syndicated Show To Air FarmAid Gets TV Support

**NASHVILLE** More than 60 television stations throughout the U.S. have agreed to carry the two-hour syndicated portion of **FarmAid III**. **Gaylord Syndicom** here is setting up the ad hoc network of stations, a chore the company first handled last year.

The 10-hour benefit will be broadcast live **Saturday (19)** from the **Univ. of Nebraska** stadium in **Lincoln**. Although some **FarmAid** officials have reportedly said that **The Nashville Network** will carry all or part of the concert, a spokesman for **TNN** says that no contract has been signed and that the network will not plan coverage un-

til there is an official agreement.

**Dick Clark Productions** will produce the entire show, including the segment to be syndicated between 9-11 p.m. It will be broadcast to subscribing stations by satellite.

**FarmAid III** will retain 10 minutes of the two-hour portion for national sponsors and allow stations 14 minutes for local spots as well as a 32-second break halfway into the program.

A **Gaylord Syndicom** rep reports that the company will be recruiting stations until just before **FarmAid III** begins.

## ARTS Bows In Nashville

**NASHVILLE** **Artist Recordings Television Sales Inc.**, a new entertainment industry sales, promotion, and production company, has opened in **Nashville**, says company president **Arnold Thies**.

**ARTS** offers services in record/TV marketing and sales; national promotion in key radio outlets; record/tape production, including studio time, pressing, and fabrication; product reports; sales from record/tape outlets; and complete production of video commercials.

**Thies**, an entertainment-industry veteran with 30 years of marketing

experience, has filled such positions as division sales manager, **Warner Bros.** and **Atlantic Atco Records**; national rack sales manager, **Monument**; country sales manager, **MGM**; and national accounts sales manager, **PolyGram**. Most recently, **Thies** was owner/sales director of **IDA**, a TV marketing company, and owner/producer/host of "TV Trader," a home-shopping TV show.

Offices are located at Suite 311, 201 Summit View Drive, **Brentwood, Tenn.** 37027; 615-373-3599.

**DEBBIE HOLLEY**

## And Coca-Cola Telecommunications Isn't Monkeying Around Hey, Hey, It's The New Monkees

BY STEVEN DUPLER

**NEW YORK** While the original Monkees continue their roll along the comeback trail with a new album, the creators of the band's 1966 television series will unveil at the end of September "The New Monkees," an updated version of the bizarre show that helped create much of the original group's popularity.

The show, billed by the producers as a "fantasy musical comedy series," is the creation of Straybert Productions, composed of "New Monkees" executive producer Steve Blauner, noted film producer/director Bob Rafelson ("Black Widow," "Five Easy Pieces," and "Easy Rider"), and film and TV producer Bert Schneider. All three were behind the original Monkees series.

The new half-hour show, offered in first-run syndication, is produced by Straybert in association with Coca-Cola Telecommunications. Distributor is Colex Enterprises.

The four New Monkees—Larry Saltis, Jared Chandler, Dino Kavas, and Marty Ross—were reportedly selected after nearly 5,000 auditions. The band members range in age from 19-28.

Coca-Cola has already begun attempting to capitalize on its involvement with the series with the theatrical release of a promo spot for the show featuring the four actors. The spot, which concludes with the Coke logo, is currently airing in 1,500 Odeon Cineplex theaters around the U.S. and will conclude its run at the end of October.

According to Blauner, "The

New Monkees" is aiming at a demographic that skews more toward the younger side of ages 4-20.

"It's not like when we did the first series," Blauner says. "Then, the show ran on network at 7:30 p.m., coast to coast. Now, because the series is in first-run syndication, we're on at all different times in various markets around the country, and we end up in the Saturday morning time slot in a lot of those markets."

The show is, of course, tied in with an album and single, titled "What I Want" and "The New Monkees," respectively. Warner Bros. Records already has the single shipped to radio, and it will hit the stores Oct. 6, Blauner says.

One of the strong points the original Monkees had in their favor was the quality of the songwriters their Colgems publishing company gave them access to, in-

cluding legendary Tin Pan Alley composing duos like Mann/Weill, Goffin/King, and Boyce/Hart.

In contrast, the 1987 Monkee namesakes have used 11 relatively unknown writers for their debut album, with one song written by band member Larry Saltis.

"I find it a lot more difficult today to find quality songs to use," says Blauner, who managed Bobby Darin during his heyday. "I'm not sure why that is, maybe it's because we're in the age of what I call 'technomusic.'"

"But, the original Monkees never had to go outside for their material, and this time around we did," Blauner continues. "We went for the best songs we could find."

If the show is a hit, the New Monkees could find themselves on a "mini tour" of about 7-8 cities between Christmas and New Year's. A full-blown tour would follow sometime in the spring or summer.



**No Secrets.** Epic artist Claudja Barry steps into the light with her debut clip for the single "Secret Affair" from her album "I, Claudja." Director was Simean Soffer, shown at right framing a shot.

### NEW VIDEOCLIPS

(Continued from preceding page)

**BURT ROBINSON**  
Heart Of Gold  
No More Cold Nights/Capitol  
Karolyn Ali/Renge Films  
Bill Parker

**JENNIFER RUSH**  
Heart Over Mind  
Heart Over Mind/Epic  
Fiona O'Mahoney/MGMM  
Nick Morris

**CARLY SIMON**  
Stuff That Dreams Are Made Of  
Coming Around Again/Arista

Champion Entertainment  
Jeb Brien, Tony Mitchell

**TANYA TUCKER**  
Love Me Like You Used To  
Love Me Like You Used To/Capitol  
Tammara Wells, Nick Marck/One Heart Productions  
Jack Cole

**WA WA NEE**  
Sugar Free  
Sugar Free/Epic  
Steven Bernstein  
Arno & Innocenti

### VIDEO TRACK

(Continued from preceding page)

was shot on location on various streets in Toronto. **Kari Skogland** directed. **Philip Mellows** produced. **Wendy Vincent** performed post-production work.

Production companies and post-production facilities are welcome to submit information. Please send material to **Linda Moleski, Video Track, Billboard, 1515 Broadway, New York, N.Y. 10036.**

# MTV PROGRAMMING

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

WEEKS ON PLAYLIST

VIDEOS ADDED THIS WEEK	VIDEOS	WEEKS ON PLAYLIST
BEE GEES	YOU WIN AGAIN Warner Bros. MEDIUM	
BOLSHOI	PLEASE Beggar's Banquet/RCA BREAKOUT	
FROZEN GHOST	PROMISES Atlantic BREAKOUT	
HOODOO GURUS	WHAT'S MY SCENE Elektra BREAKOUT	
MICHAEL JACKSON	BAD Epic HEAVY	
LOVERBOY	NOTORIOUS Columbia SNEAK PREVIEW	
MR. MISTER	SOMETHING REAL (INSIDE ME/INSIDE YOU) RCA SNEAK PREVIEW	
EDDIE MONEY	WE SHOULD BE SLEEPING Columbia ACTIVE	
NEW ORDER	TRUE FAITH Warner Bros. BREAKOUT	
JOHN WAITE	DON'T LOSE ANY SLEEP EMI/Manhattan BREAKOUT	
SNEAK PREVIEW VIDEOS		
FABULOUS THUNDERBIRDS	HOW DO YOU SPELL LOVE Epic 44	
FLEETWOOD MAC	LITTLE LIES Warner Bros. 5	
HEART	WHO WILL YOU RUN TO Capitol 4	
BILLY IDOL	MONEY MONEY Chrysalis 3	
MICK JAGGER	LET'S WORK Columbia 3	
RICHARD MARX	SHOULD'VE KNOWN BETTER Manhattan 4	
MOTLEY CRUE	WILD SIDE Elektra 3	
TINA TURNER	PARADISE IS HERE Capitol 3	
U2	WHERE THE STREETS HAVE NO NAME Island 3	
SUZANNE VEGA	SOLITUDE STANDING A&M 3	
HEAVY ROTATION		
*38 SPECIAL	BACK TO PARADISE A&M 12	
BANANARAMA	I HEARD A RUMOUR London/PolyGram 7	
PETE BARDENS	IN DREAMS Capitol 6	
*DAVID BOWIE	NEVER LET ME DOWN EMI America 8	
*EUROPE	CARRIE Epic 14	
*FAT BOYS & THE BEACH BOYS	WIPEOUT Tin Pan Apple/PolyGram 7	
*GENESIS	ANYTHING SHE DOES Atlantic 7	
*GRATEFUL DEAD	TOUCH OF GREY Arista 13	
*SAMMY HAGAR	GIVE TO LIVE Geffen 9	
*HOOTERS	JOHNNY B Columbia 8	
*HUEY LEWIS & THE NEWS	DOING IT ALL FOR MY BABY Chrysalis 10	
LOS LOBOS	LA BAMBA Warner Bros. 12	
*JOHN COUGAR MELLENCAMP	PAPER IN FIRE Mercury/PolyGram 6	
PRINCE	U GOT THE LOOK Warner Bros. 8	
*WHITESNAKE	HERE I GO AGAIN Geffen 10	
ACTIVE ROTATION		
CUTTING CREW	I'VE BEEN IN LOVE BEFORE Virgin 4	
ECHO & THE BUNNYMEN	LIPS LIKE SUGAR Warner Bros. 4	
GREAT WHITE	ROCK ME Capitol 10	
INSIDERS	GHOST ON THE BEACH Epic 4	
TOM KIMMEL	TRYIN' TO DANCE Mercury/PolyGram 2	
POISON	I WON'T FORGET YOU Capitol 6	
R.E.M.	THE ONE I LOVE I.R.S. 3	
REO SPEEDWAGON	IN MY DREAMS Epic 12	
MEDIUM ROTATION		
ABC	WHEN SMOKEY SINGS Mercury/PolyGram 10	
GLEN BURTNICK	FOLLOW YOU Arista 4	
CROWDED HOUSE	WORLD WHERE YOU LIVE Capitol 11	
*DEF LEPPARD	WOMEN Mercury/PolyGram 7	
GO WEST	DON'T LOOK DOWN Chrysalis 6	
LOU GRAMM	LOST IN THE SHADOWS Atlantic 9	
MELVIN JAMES	WHY WON'T YOU STAY MCA 3	
PAUL KELLY & THE MESSENGERS	DARLING IT HURTS A&M 7	
PET SHOP BOYS	IT'S A SIN EMI Manhattan 3	
THE SILENCERS	PAINTED MOON RCA 11	
JOE WALSH	IN MY CAR Warner Bros. 2	
BREAKOUT ROTATION		
COCK ROBIN	JUST AROUND THE CORNER Columbia 6	
THE CULT	WILD FLOWER RCA 5	
CURIOSITY KILLED THE CAT	MISFIT Mercury/PolyGram 9	
FIRE TOWN	RAIN ON YOU Atlantic 2	
DAVID HALLYDAY	HE'S MY GIRL CBS 6	
HURRAH!	SWEET SANITY Arista 3	
IQ	PROMISES Squawk/PolyGram 2	
MARC JORDAN	THIS INDEPENDENCE RCA 2	
LOLITA POP	BANG YOUR HEAD Virgin 2	
TONY MACALPINE	KEYS TO THE CITY Squawk/PolyGram 4	
THE OTHER ONES	HOLIDAY Virgin 6	
GREGG ROLIE	HANDS OF TIME Columbia 2	
SIMPLY RED	MAYBE SOMEDAY Elektra 4	
SQUEEZE	OUR GLASS A&M 2	
STRYPER	HONESTLY Enigma 2	
SWING OUT SISTER	BREAKOUT PolyGram 10	
VIENNA	TALKING WITH THE HEAT Warner Bros. 6	
WA WA NEE	SUGAR FREE Epic 2	
WALK THE MOON	DADDY'S COMING HOME MCA 2	
WENDY & LISA	WATERFALL Columbia 6	
PETE WYLIE	SINFUL Virgin 6	

\* Denotes former Sneak Preview Video. For further information, contact Jeanne Yost, director of music programming, MTV, 1775 Broadway, New York, N.Y. 10019.

# HOLD THE PHONE!



Dial 800-223-7524 toll free to place an ad in **ACTION-MART**, Billboard's classified advertising section. For quick results, call Jeff Serrette today (NY residents dial 212 764-7388).



# AMERICAN VIDEO CONFERENCE

The American Film Institute and *Billboard Magazine*  
invite you to participate in and submit your work to:

---

## THE FIRST AMERICAN VIDEO CONFERENCE AND AWARDS COMPETITION

---

- **20 PANELS** with leading speakers from every sector of the emerging special interest video industry.
- **Gala Awards Banquet** recognizing outstanding creativity and original achievements in the areas of non-theatrical video with **THE AMERICAN VIDEO CONFERENCE AWARDS** and also **BILLBOARD'S NINTH ANNUAL VIDEO MUSIC AWARDS**.
- **Showcases and continuous screenings** of new special interest video and video music works.
- **Special panels for the national and local TV and club video programmers.**
- **A welcoming cocktail party** which will be the social sensation of the season.
- **The AVC Directory Guide**, a reference source you will use and want to be seen in throughout the year.

---

## ALTOGETHER A ONCE A YEAR OPPORTUNITY TO MAXIMIZE YOUR CREATIVE AND COMMERCIAL POTENTIAL!

---

NOVEMBER 19TH THROUGH THE 21ST, 1987—THE HOLLYWOOD ROOSEVELT HOTEL, L.A.—EARLY REGISTRATION, \$275.00 THROUGH 9.18.87, PRE-REGISTRATION, \$325.00 THROUGH 11.6.87, WALK-UP REGISTRATION \$375.00.

**YOU CAN'T AFFORD NOT TO BE THERE!!!**

---

**ENTRIES FOR THE PRESTIGIOUS AMERICAN VIDEO CONFERENCE AWARDS ("THE HOMERS") MUST BE SUBMITTED BY OCTOBER FIRST, 1987, SO DON'T DELAY, CALL MELANIE INGALLS AT (213) 856-7600 FOR CONTEST GUIDELINES AND ENTRY FORMS NOW!!!**

---

- **PRESS CONTACT:** Raleigh Pinsky, The Raleigh Group, Ltd. 250 West 57th St., NYC 10019, tel. (212) 265-4160, fax. (212) 247-8269 or The Raleigh Group Ltd, P.O. Box 691600, Los Angeles, CA 90069, tel. (213) 273-4221, fax. (213) 273-2295.
- **AVC SALES CONTACT:** Peggy Dold, Billboard Magazine, 1515 Broadway, NYC 10036, tel. (212) 764-7754, fax. (212) 764-7451
- **BILLBOARD SPECIAL ISSUE CONTACT:** Gene Smith, Associate Publisher, Billboard Magazine, 1515 Broadway, New York, N.Y. 10036 tel. (212) 764-7514

.....

FOR MORE INFORMATION ABOUT THE AMERICAN VIDEO CONFERENCE, AMERICAN VIDEO CONFERENCE AWARDS, THE BILLBOARD VIDEO MUSIC AWARDS, REGISTRATION AND CONTEST ENTRY FORMS, FILL OUT, TEAR OFF, AND RETURN TO: **Una Johnston, The American Video Conference, 1747 First Ave., second floor, NYC, 10128, tel. (212) 722-2115, fax. (212) 289-3708.**

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

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

Tel: ( \_\_\_\_\_ ) \_\_\_\_\_ Telex: \_\_\_\_\_ Fax: ( \_\_\_\_\_ ) \_\_\_\_\_

*This is not a registration form.*

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

## TOP INSPIRATIONAL ALBUMS™

THIS WEEK	4 WKS. AGO	WKS. ON CHART	Compiled from a national sample of retail store and one-stop sales reports.	
			ARTIST LABEL & NUMBER/DISTRIBUTING LABEL	TITLE
1	1	77	<b>SANDI PATTI</b> WORD WR 8325/A&M	★★ NO. 1 ★★ 57 weeks at No. One MORNING LIKE THIS
2	2	57	<b>AMY GRANT</b> MYRRH SP 3900/WORD	THE COLLECTION
3	33	5	<b>PETRA</b> SPARROW/STARSONG SSR8084	THIS MEANS WAR
4	3	97	<b>SANDI PATTI</b> IMPACT RO 3910/BENSON	HYMNS JUST FOR YOU
5	<b>NEW▶</b>		<b>MICHAEL W. SMITH</b> REUNION 7010026122	THE LIVE SET
6	9	5	<b>THE MARANATHA SINGERS</b> MARANATHA 7J00190827/WORD	PRaise 9
7	5	9	<b>MYLON LEFEVER AND BROKEN HEART</b> MYRRH 7016841065/WORD	CRACK THE SKY
8	13	221	<b>SANDI PATTI</b> ● IMPACT RO 3818/BENSON	MORE THAN WONDERFUL
9	<b>NEW▶</b>		<b>BRYAN DUNCAN</b> MODERN ART 7014600516	WHISTLING IN THE DARK
10	11	29	<b>THE IMPERIALS</b> MYRRH 7-01-68350-65/WORD	THIS YEAR'S MODEL
11	<b>NEW▶</b>		<b>LEON PATILLO</b> SPARROW/STARSONG SPR1138	BRAND NEW
12	16	45	<b>SECOND CHAPTER OF ACTS</b> LIVE OAKS 7-010-00721-7/WORD	HYMNS
13	12	41	<b>STRYPER</b> ENIGMA 73237/CAPITOL	TO HELL WITH THE DEVIL
14	7	13	<b>TWILA PARIS</b> STARSONG SSR8078/SPARROW	SAME GIRL
15	4	13	<b>DEBBY BOONE</b> LAMB & LION LLR03011/BENSON	FRIENDS FOR LIFE
16	10	5	<b>PHIL DRISCOLL</b> BENSON R02369	MAKE US ONE
17	21	270	<b>AMY GRANT</b> ▲ WORD SP 5056/A&M (CD)	AGE TO AGE
18	26	53	<b>STEVE GREEN</b> SPARROW ST41040/CAPITOL	FOR GOD AND GOD ALONE
19	18	157	<b>SANDI PATTI</b> IMPACT RO 3884/BENSON	SONGS FROM THE HEART
20	20	41	<b>MESSIAH PROPHET</b> PURE METAL 790-060-0477/REFUGE	MASTERS OF THE METAL
21	19	117	<b>AMY GRANT</b> ● WORD SP 5060/A&M	UNGUARDED
22	14	17	<b>WAYNE WATSON</b> DAYSRING 7014155016/WORD	WATER COLOR PONIES
23	17	5	<b>BEBE &amp; CECE WINANS</b> SPARROW SPR1132	BEBE AND CECE WINAN
24	25	21	<b>LESLIE PHILLIPS</b> HORIZON SP-0757/A&M	THE TURNING
25	27	37	<b>NEW GAITHER VOCAL BAND</b> WORD 7-01-000733-0	ONE X 1
26	24	33	<b>DALLAS HOLM</b> DAYSRING 701-414301-8/WORD	AGAINST THE WIND
27	37	85	<b>CARMAN</b> WORD WR 8321/A&M	THE CHAMPION
28	23	5	<b>MARGARET BECKER</b> SPARROW SPR1134	NEVER FOR NOTHING
29	36	41	<b>DEGARMO AND KEY</b> POWER DISC PWR 01087/BENSON	STREET LIGHT
30	6	17	<b>DAVID MEECE</b> MYRRH 7016864065/A&M	CANDLE IN THE RAIN
31	31	61	<b>DENIECE WILLIAMS</b> SPARROW ST1039/CAPITOL	SO GLAD I KNOW
32	38	9	<b>KING JAMES VERSION</b> LEXICON 7115708991	GRATEFUL FOR YOUR LOVE
33	22	53	<b>LARNELLE HARRIS</b> BENSON RO 3956	FROM A SERVANTS HEART
34	<b>RE-ENTRY</b>		<b>MICHAEL W. SMITH</b> REUNION WR 8128/A&M	MICHAEL W. SMITH PROJECT
35	28	53	<b>PETRA</b> STAR SONG 7-102-07386-0/SPARROW	BACK TO THE STREET
36	39	5	<b>RICHARD SMALLWOOD</b> WORD 701501128X	TEXTURES
37	<b>NEW▶</b>		<b>THE WINANS</b> QWEST 1-25510	DECISIONS
38	8	65	<b>MICHAEL W. SMITH</b> REUNION WR 8332/A&M	THE BIG PICTURE
39	15	21	<b>MARANATHA</b> MARANATHA 7100180848/WORD	KIDS PRAISE 6
40	32	29	<b>THE MARANATHA KIDS</b> MARANATHA 710-0183820/WORD	FIRST SUNDAY SINGALONG

(CD) Compact disk available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units.

Gospel  
LECTERN

by Bob Darden

This is the second installment of a two-part interview with the Winans.

**FORGIVE MARVIN WINANS** if he sounds a bit harried these days. His group has just released its second Qwest album, "Decisions," which includes a duet with Anita Baker, "Ain't No Need to Worry," and the group is about to go on tour in support of the album.

Friday night (18), twins Marvin and Carvin and brothers Ronald and Michael hosted the star-studded Stellar Awards, to be televised by superstation WGN in Chicago.

And somewhere in there, the Winans also found time to work on albums by younger brother Bebe and sister CeCe (Sparrow and Capitol) and Marvin's wife, Vickie (Light), in addition to Michael Jackson's new album.

"Needless to say, we're all very, very happy with Bebe and Cece's success in both the gospel and secular charts with 'I.O.U. Me,'" Marvin says.

"We've always helped each other out on all of our various albums: writing songs, singing backup, doing vocal arrangements. Like I told them, 'Man, I'm falling in love with your album all over again; I keep hearing it over and over again in my head.' Bebe's undoubtedly one of the best male vocalists around."

In an earlier interview, Light Records a&r head Alan Abrahams had boldly predicted that Vickie Winans' "Be Encouraged" will skyrocket to the top of the charts. Jokes husband Marvin, "Well, if it's not No. 1, it'll only be because our album is." Seriously, he adds, "I must concur, though; it should be

on the charts a very, very long time and do very, very well indeed. It's just a good, solid album.

"Like I told Alan when I went to Light about Vickie [Marvin began recording with Light in 1981 before switching to Qwest] 'Even though she's my wife, I wouldn't be sitting here if I really didn't think she could sing.' I've been married for nine years now, and I'll tell you something else: It's getting better all the time."

Winans is hesitant to talk about singing backup on a track on the new Jackson album, "Bad" (along with **Andrae Crouch**), but he does want to clear up misconceptions about the brothers' switch to the Warner Bros.-distributed Qwest label.

"We're not trying to bridge r&b to gospel—because they don't mix," Marvin says. "In essence, all

## Busy Winans find time to back up Michael Jackson

we're trying to do with our albums and our outside projects—like the one with Michael—is to make the general public aware of gospel music."

Marvin says that working with artists like Anita Baker, Michael McDonald, and Jackson is a way of bringing the gospel to those who have not heard it. And, he adds, that has been the Winans' only goal since a decade ago, when they performed with the **Testimonial Singers**.

"I believe that God has given us the opportunity—and I say this in humble submission to God's will—knowing that not everyone is going to accept what we are proclaiming," Marvin says. "But I thank Him that He has given us this opportunity, this soapbox, to try."

Jazz  
BLUE NOTES

by Peter Keepnews

SEVERAL RECENTLY PUBLISHED paperback books celebrate jazz in pictures as well as words.

"The Hip: Hipsters, Jazz And The Beat Generation," by Roy Carr, Brian Case, and Fred Dellar (Faber & Faber, \$14.95), is less a book about jazz per se than an attempt to evoke a certain attitude and atmosphere, prominent from about the late '40s to about the early '60s, of which jazz was a vital part. Thus, it contains as much about clothing, record jackets, poetry, and movie actors (**Marlon Brando**, **James Dean**) as it does about jazz. Its point of view on the music has as much to do with the scene as it does with the sound—Lester Young, for example, is celebrated as "the first true manifestation of the hipster," not as an innovative saxophonist. But the book is great fun to leaf through, even if the text is occasionally too precious for its own good.

The three authors of "The Hip" are British, which may help explain the book's slightly skewed perspective (**Frank Sinatra** gets more space than **Charlie Parker** and **Thelonious Monk** combined). "The Giants Of Jazz" (Schirmer, \$9.95) also approaches the music from a rather eccentric British perspective. It's an uneasy blend of caricatures (by **David Smith**, known professionally as **Weef**) and thumbnail biographies (by **Dave Gelly**) of more than 80 jazz artists. Gelly seems to know his stuff, more or less, but his writing is stilted, and his idea of who is and isn't a "giant of jazz" is questionable—for instance, he has found room for **Dave Brubeck** (whose music he disparages) and **Oscar Peterson**, but not for such other pianists as **Fletcher Henderson**, **Mary Lou Williams**, **Horace Silver**, or **Cecil Taylor**. Smith's

drawings are strictly a matter of taste—some people may find them clever and amusing, although we found them grotesque—but if you don't like the drawings, there's no other reason to buy the book.

Many of the photographs in "Nights In Birdland: Jazz Photographs 1954-1960" (Fireside/Simon & Schuster, \$10.95) are stunning. They were taken by **Carole Reiff**, who was once among the more active—and gifted—photographers on the jazz scene. Reiff, who died in 1984, had a knack for capturing jazz musicians at their most human, whether in action or in repose, and "Nights In Birdland" contains some of her best work. As visually satisfying as the book is, however, it has been badly researched. An introductory note claims that "every effort has been made to identify the musicians in these photo-

## These picture books are worth a few words

graphs," but that's simply not true: Such well-known musicians as **Harry Carney**, **Randy Weston**, and **Dick Katz** are listed as "unidentified," while **Charlie Rouse** is identified as **John Coltrane**, and a caption accompanying one of several photos of **Art Blakey** lists him as **Elvin Jones**.

Reiff's book contains an essay by **Jack Kerouac** that is more impressionistic than informative, but entertaining nonetheless. The same can't be said for the text of "Benny: King Of Swing," originally published in 1979 and recently reissued by Da Capo (\$14.95). Described as "a pictorial biography based on **Benny Goodman's** personal archives," the book contains a treasure trove of fascinating photos and memorabilia, but the 57-page introduction by **Stanley Baron**—a hodgepodge of fact, fantasy, and fanaticism, devoid of either perspective or objectivity—can be skipped.



# A VERY SPECIAL CHRISTMAS

15 Christmas Classics by:

BRYAN ADAMS

BON JOVI

EURYTHMICS

WHITNEY HOUSTON

MADONNA

JOHN COUGAR MELLENCAMP

ALISON MOYET

STEVIE NICKS

THE POINTER SISTERS

THE PRETENDERS

RUN-D.M.C.

BOB SEGER & THE SILVER BULLET BAND

BRUCE SPRINGSTEEN AND THE E STREET BAND

STING

U2

For the Special Olympics



**COUPON**

**Billboard**  
**CLASSIFIED**  
**ACTION MART**

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

- Regular classified (ads without borders): \$2.55 per word, per insertion. Minimum ad order, \$51.00.
- Display classified (all ads with borders): \$83.00 per column per inch, per insertion; 4 insertions \$77.00 per; 12 insertions \$71.00 per; 26 insertions \$68.00 per; 52 insertions \$55.00 per. Price discounts are based on insertions in consecutive issues.
- REVERSE AD \$10.00 ADDITIONAL CHARGE

Count 8 words for our Box Number and address. Add \$6.50 for handling. Only regular mail forwarded—tapes not acceptable.

Check the heading you want . . .

- For Sale  Help Wanted  Positions Wanted  Tapes
- Business Opportunities  Investors Wanted
- Real Estate/For Sale/Lease  Songwriters  Talent
- Accessories  Golden Oldies  Novelties/Merchandise
- Services/Supplies/Equipment  Wanted To Buy
- Comedy Material  Computer  Schools & Instructions
- Video  Miscellaneous

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

Cancellations must be in writing and mailed to the Classified Dept.

15% agency commission applicable only on ads of 2" or more running 2 consecutive weeks.

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

Your Name \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Telephone \_\_\_\_\_  
 Please fill in the information below if you wish to charge the cost of your classified advertising.  
 American Express  Diners Club  Visa  Master Charge  
 Credit Card # \_\_\_\_\_ Exp. Date: \_\_\_\_\_  
 Bank # \_\_\_\_\_  
 Your signature \_\_\_\_\_

**800/223-7524.**

**FOR SALE**

**WE EXPORT TO ALL COUNTRIES**  
12" / LP's / CD's  
**BEST STOCK—BEST SERVICE—BEST INFORMATION**  
 We specialize in 12" Dance Records all small and major labels  
**TRY US!!**  
**EXPORT-O-DISC**  
 110 Denton Avenue  
 New Hyde Park, N.Y. 11040  
 Tele # (516) 294-5900  
 Telex: 4758254

**FOR SALE**

**CUT OUTS & OVER STOCKS**  
 LP's Tapes, 45's and imports Looking for the unusual? We have it at lowest prices. All requests for list must be written on your company letterhead. Dealers Only.  
**Performance**  
 P.O. Box 156  
 New Brunswick NJ 08901  
 (201) 545-3004 Telex: 5106008316

**OUTSTANDING SELECTION AT BARGAIN PRICES!**  
 Budget/Midline/Cutouts  
 LP's/CASSETTES/CD's  
 Gospel, Blues, Jazz, MOR, etc  
 Free Catalog 'Dealers only'  
 A B A Record Dist  
 5 Lawrence St Bloomfield NJ 07003  
 (201) 429 7797

**GOLDEN OLDIES**

Original out-of-print albums and singles. All types of music. We specialize in records from the 50's, 60's, and 70's. Largest selection. Write for free catalog.  
**HAVEMEYER PARK RECORDS**  
 P.O. BOX 32B  
 OLD GREENWICH, CT. 06870  
 Satisfaction guaranteed

**LP's**  
 Country catalog \$1.50—3,000 titles. Soul/Blues/Jazz catalog \$3.00—7,000 titles.  
**Horizons Records**  
 8863 Burlington  
 Brookfield, ILL 60513

**VIDEO**

**SELL US MOVIES**  
 BETA/VHS—TOP DOLLAR PAID—WE HAVE 1,000's OF MOVIES FOR SALE!  
**VIDEO SHUTTLE, INC**  
 445 8th Ave N W  
 St Paul, MN 55112  
 (612) 639 0622

**SOFTWARE**  
**ATT: MUSIC STORE RETAILERS**  
**MUSIC RETAILERS POINT-OF-SALE/INVENTORY/ACCOUNTING COMPUTER SYSTEM FOR THE IBM/PC AND COMPATIBLES**  
 • Daily control of sales/inventory  
 • Automatic vendor ordering  
 • Full store accounting GL/AP/AR etc.  
 • Flexible point-of-sale register  
 • Utilize Bar codes and credit card scanners  
 • Auto end-of-day feed to accounting  
 • Affordable/low maintenance system  
 MusicWare™, P.O. Box 792365,  
 Dallas, Tx 75379, (214) 739-2710.

**TAPES**

**PROFESSIONAL RECORDING SUPPLIES**  
**BLANK AUDIO & VIDEO CASSETTES**  
 Looking for the best at the lowest prices? WE CAN HELP!  
 • Customized Blank Audio & Video Cassettes  
 • Norelco, Ampex & Soft Poly Boxes  
 • Cassette Labels • Ampex Mastering Tape  
 • Screw Type C-O's • AGFA, BASF, Magnetic Media & TESLA Bulk Audio Cassette Tape  
 Our 22 years of experience in the recording industry speaks for itself. Give us an opportunity to speak to you. Don't Delay—Call Today For More Information  
**ANODL AUDIO PRODUCTS, INC.**  
 4212 14th AVE., BROOKLYN, N.Y. 11219  
 Call Toll Free 800-221-6578 NY Res (718) 435-7322

**NOVELTIES/MERCHANDISE**

**POSTERS POSTERS POSTERS**  
 1000 titles to choose from: Music • Personality • Beefcake • Cheesecake • Flocked • Door • Giant • Movies • Cars • Sports • Nostalgia • Fantasy.  
 Plus wide variety of accessory items.  
**87 Color Catalog Now Available**  
 Toll Free  
 1 (800) 544 0900 (In MI) (313) 674 4691  
**NATIONAL TRENDS**  
 2260 Scott Lake Road Pontiac MI 48054

While Other People are raising their prices we are slashing ours. Major Label LP's as low as 50¢. Your choice of the most extensive listings available  
 For free catalog call (609) 890 6000 or write  
**Scorpio Music Inc**  
 Post Office Box A  
 Trenton NJ 08691 (X120)

**ROCK & SOUL ELECTRONICS**  
 470 7th Ave. (bet. 35th & 36th Str.)  
 New York, N.Y. 10018  
**WE HAVE THE LOWEST PRICES IN TOWN!**  
 LP's.....\$4.99—\$5.77  
 12 inch.....\$2.99—\$3.29  
 also  
**LARGEST SELECTION OF IMPORT 12 INCH RECORDS**  
 \*\*\*COMPACT DISC \$10.99 to \$12.99  
 SONY—60min.....\$ 77  
 TDK—60min.....\$ 88  
 MAXELL XLII 60min.....\$1.69  
 FAMOUS BRANDS T-120.....\$2.99  
 DURACELL AA (pk of 4).....\$1.39  
 SONY T-120, PANASONIC, JVC, KODAK, MEMOREX T-120's ALL FOR ONLY \$3.99—\$4.29 each  
 We accept mail orders—\$100.00 minimum—add 12% shipping and handling

**B & H RECORDS**  
 Specializing in hard to find oldie and current 45's.  
 Send \$2.00 for oldies catalog  
 1991 E. Joppa Rd. Baltimore MD 21234  
 Call:  
 Toll Free  
 1 (800) 521 9055 (out of state)  
 (301) 665 8339 (in MD.)

**FIXTURES**  
 EXCELLENT CONDITION GREAT FOR CD/LP MERCHANDISING \$75.00 to \$90.00. Call J.A.B. 203-874-5021

**CD'S AVAILABLE**  
 Along with 1,000's of cassette and LP titles. Dealers only. Write or call for free catalog  
**Record-Wide Distributors, Inc.**  
 P.O. # 8100  
 Fenton, MO 63026  
 (314) 343-7100

**T-120's**  
**PACKAGED BLANK VIDEO TAPES, GRADE A, DUPLICATED QUALITY \$1.80 each**  
 718-851-8026

**DON'T BUY CUTOUTS!**  
 Until You See Our Catalog Of Great Cassettes and LP's  
**TARGET MUSIC DISTRIBUTORS**  
 2628 N.W. 72nd Ave., Miami, FL 33122  
 (305) 591-2188

CASSETTE FIXTURES open racks, good condition, 30" and 40" wide, 420 and 560 capacity. Call Regina Hoffman Tapes 1-800-222-9332 (913) 888-4885

**VIDEO**  
**OPENING A NEW VIDEO STORE?**  
 WANT TO INCREASE PRESENT INVENTORY?  
 WANT TO ROTATE OLD INVENTORY? WANT TO SELL DEAD INVENTORY?  
**CALL TRADE-A-FLICK**  
 1 800 654 5390

**MISCELLANEOUS**

**TOLL FREE CLASSIFIED ADS HOT LINE!**  
**CALL NOW**  
**TO PLACE YOUR AD!**  
**800-223-7524**  
 (212) 764-7388 in N.Y. State)

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

\*\*\*\*\*  
**LOOK**  
 • POSTERS  
 • BUTTONS  
 • SUNGLASSES  
 and  
 • NOVELTIES  
**ORION DISTRIBUTING**  
 (216) 881-1500  
 \*\*\*\*\*

**BUDGET & MIDLIN CASSETTES**  
 Catering to flea market vendors and independent record stores only. No cut-outs \$50 minimum. Write or call for free catalog  
**The Tape Box, Inc.**  
 2801 West Reynolds St.  
 Plant City, FL 33566  
 (813) 754 3896

**LP's-15¢**  
**MIXED 1,000 and UP**  
 call  
 312-387-0086  
 312-442-5075

**ROCK T-SHIRTS**  
 • OVER 100 STYLES  
 • TOP ROCK ARTIST  
 • LICENSED DESIGNS  
 • FREE CATALOG  
**NICEMAN MERCHANDISING**  
 1-800-328-7226  
**DEALERS ONLY**





# HITS of the WORLD

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

## BRITAIN (Courtesy Music Week/Gallup) As of 9/12/87

This Week	Last Week	SINGLES
1	1	NEVER GONNA GIVE YOU UP RICK ASTLEY RCA
2	3	WIPEOUT FAT BOYS & BEACH BOYS URBAN
3	2	WHAT HAVE I DONE TO DESERVE THIS PET SHOP BOYS/DUSTY SPRINGFIELD PARLOPHONE
4	NEW	WHERE THE STREETS HAVE NO NAME U2 ISLAND
5	9	HEART & SOUL T'PAU SIREN
6	4	TOY BOY SINITTA FANFARE
7	15	SOME PEOPLE CLIFF RICHARD EMI
8	5	SWEET LITTLE MYSTERY WET WET WET PRECIOUS ORGANISATION
9	8	WONDERFUL LIFE BLACK A&M
10	20	CASANOVA LEVERT ATLANTIC
11	35	PUMP UP THE VOLUME M/A/R/R/S 4AD
12	12	BRIDGE TO YOUR HEART WAX RCA
13	11	YOU GOT THE LOOK PRINCE & SHEENA EASTON PAISLEY PARK
14	6	CALL ME SPAGNA CBS
15	27	ME AND THE FARMER THE HOUSEMARTINS GODDISCS
16	21	HOURLASS SQUEEZE A&M
17	7	I JUST CAN'T STOP LOVING YOU MICHAEL JACKSON/SIEDAH GARRETT EPIC
18	18	THE MOTIVE THEN JERICO LONDON
19	34	I DON'T WANT TO BE A HERO JOHNNY HATES JAZZ VIRGIN
20	10	FUNKYTOWN PSEUDO ECHO RCA
21	14	DIDN'T WE ALMOST HAVE IT ALL WHITNEY HOUSTON ARISTA
22	16	SOMEWHERE OUT THERE LINDA RONSTADT & JAMES INGRAM MCA
23	13	WHENEVER YOU'RE READY FIVE STAR TENT
24	NEW	IT'S OVER LEVEL 42 POLYDOR
25	17	ANIMAL DEF LEPPARD BLUDGEON RIF
26	22	NEVER LET ME DOWN DEPECHE MODE MUTE
27	19	TRUE FAITH NEW ORDER FACTORY
28	NEW	HOUSE NATION HOUSE MASTER BOYZ/RUDE BOYZ OF THE HOUSE MAGNETIC DANCE
29	38	LIES JONATHAN BUTLER JIVE
30	24	LABOUR OF LOVE HUE AND CRY CIRCA
31	23	LA BAMBIA LOS LOBOS SLASH/LONDON
32	40	SCREAM UNTIL YOU LIKE IT W.A.S.P. CAPITOL
33	NEW	STOP TO LOVE LUTHER VANDROSS EPIC
34	26	WHO'S THAT GIRL MADONNA SIRE
35	NEW	TOMORROW COMMUNARDS LONDON
36	NEW	HEY MATTHEW KAREL FIALKA IRS
37	NEW	NEVER LET ME DOWN DAVID BOWIE EMI AMERICA
38	33	ROADBLOCK STOCK AITKEN & WATERMAN A & M
39	25	GIRLFRIEND IN A COMA THE SMITHS ROUGH TRADE
40	28	JUST CALL SHERRICK WARNER BROS
1	NEW	<b>ALBUMS</b>
2	1	MICHAEL JACKSON BAD EPIC
3	2	VARIOUS HITS 6 CBS/WEA/BMG
4	3	DEF LEPPARD HYSTERIA BLUDGEON RIF
5	NEW	NEW ORDER SUBSTANCE FACTORY
6	4	JESUS AMD MARY CHAIN DARKLANDS BLANCO Y NEGRO
7	9	WHITNEY HOUSTON WHITNEY ARISTA
8	5	10CC AND GODLEY & CREME CHANGING FACES-THE BEST OF PROTV
9	6	ELVIS PRESLEY THE ALL TIME GREATEST HITS RCA
10	8	U2 THE JOSHUA TREE ISLAND
11	7	TERENCE TRENT D'ARBY INTRODUCING THE HARDLINE ACCORDING TO TERENCE TRENT D'ARBY CBS
12	11	ORIGINAL SOUNDTRACK WHO'S THAT GIRL SIRE
13	10	VARIOUS SIXTIES MIX STYLUS
14	12	LUTHER VANDROSS GIVE ME THE REASON EPIC
15	14	MADONNA TRUE BLUE SIRE
16	13	GENESIS INVISIBLE TOUCH VIRGIN
17	NEW	ALEXANDER O'NEAL HEARSAY TABU
18	22	JONATHAN BUTLER JIVE
19	15	BRUCE WILLIS THE RETURN OF BRUNO MOTOWN
20	16	HEART BAD ANIMALS CAPITOL
21	19	CURIOSITY KILLED THE CAT KEEP YOUR DISTANCE MERCURY
22	18	MEL & KIM F.L.M. SUPREME
23	38	LEVEL 42 RUNNING IN THE FAMILY POLYDOR
24	28	FLEETWOOD MAC TANGO IN THE NIGHT WARNER
25	NEW	ALISON MOYET RAINDANCING CBS
26	21	SIMPLE MINDS LIVE IN THE CITY OF LIGHT VIRGIN
27	26	THE BEASTIE BOYS LICENSED TO ILL DEF JAM/CBS
28	24	SUZANNE VEGA SOLITUDE STANDING A&M
29	23	LUTHER VANDROSS FOREVER FOR ALWAYS FOR LOVE EPIC
30	17	BON JOVI SLIPPERY WHEN WET VERTIGO
31	20	TOM WAITS FRANKS WILD YEARS ISLAND
32	NEW	NEIL DIAMOND JAZZ SINGER-ORIGINAL SOUNDTRACK CAPITOL
33	27	SHERRICK WARNER BROS
34	39	PRINCE SIGN O THE TIMES PAISLEY PARK
35	30	DIRE STRAITS BROTHERS IN ARMS VERTIGO
36	NEW	MICHAEL JACKSON THRILLER EPIC
37	NEW	VARIOUS BEST OF HOUSE VOL. 2 SERIOUS
38	NEW	PAUL SIMON GRACELAND WARNER BROS
39	40	WHITNEY HOUSTON ARISTA
40	32	MADONNA LIKE A VIRGIN SIRE
41	31	U2 UNDER A BLOOD RED SKY ISLAND

## CANADA (Courtesy The Record) As of 9/3/87

SINGLES	
1	1 WHO'S THAT GIRL MADONNA SIRE/WEA
2	2 I WANT YOUR SEX GEORGE MICHAEL COLUMBIA/CBS
3	3 LA BAMBIA LOS LOBOS SLASH/WARNER BROS./WEA
4	4 I JUST CAN'T STOP LOVING YOU MICHAEL JACKSON EPIC/CBS
5	5 FUNKYTOWN PSEUDO ECHO BMG
6	6 HEART & SOUL T'PAU VIRGIN/A&M
7	8 LUKE SUZANNE VEGA A&M
8	14 DIDN'T WE ALMOST HAVE IT ALL WHITNEY HOUSTON BMG
9	9 DON'T MEAN NOTHING RICHARD MARX CAPITOL
10	10 ALONE HEART CAPITOL
11	11 SHAKEDOWN BOB SEGER MCA
12	7 I WANNA DANCE WITH SOMEBODY (WHO LOVES ME) WHITNEY HOUSTON BMG
13	13 TOGETHER JOEY GREGORASH ATTIC/A&M
14	12 SEVEN WONDERS FLEETWOOD MAC WARNER BROS./WEA
15	17 MARY'S PRAYER DANNY WILSON VIRGIN/A&M
16	15 ALWAYS ATLANTIC STARR WEA
17	16 RHYTHM IS GONNA GET YOU GLORIA ESTEFAN & MIAMI SOUND MACHINE EPIC/CBS
18	18 WHEN SMOKEY SINGS ABC VERTIGO/POLYGRAM
19	19 YOU'RE THE VOICE JOHN FARNHAM RCA/BMG
20	20 HEAD TO TOE LISA LISA & CULT JAM COLUMBIA/CBS
<b>ALBUMS</b>	
1	2 U2 THE JOSHUA TREE ISLAND/MCA
2	1 WHITNEY HOUSTON ARISTA/BMG
3	3 LA BAMBIA SOUNDTRACK SLASH/WARNER BROS./WEA
4	4 HEART BAD ANIMALS CAPITOL
5	5 DEF LEPPARD HYSTERIA VERTIGO/POLYGRAM
6	6 SUZANNE VEGA SOLITUDE STANDING A&M
7	7 VARIOUS ARTISTS BEVERLY HILLS COP II SOUNDTRACK MCA
8	8 FLEETWOOD MAC TANGO IN THE NIGHT WARNER BROS./WEA
9	9 WHO'S THAT GIRL SOUNDTRACK SIRE/WARNER BROS./WEA
10	10 BON JOVI SLIPPERY WHEN WET MERCURY/POLYGRAM
11	12 WHITESNAKE GEFEN/WEA
12	11 CROWDED HOUSE CAPITOL
13	15 THE CULT ELECTRIC VERTIGO/BEGGARS BANQUET/POLYGRAM
14	14 DAVID BOWIE NEVER LET ME DOWN CAPITOL
15	NEW JOHN COUGAR MELLENCAMP THE LONESOME JUBILEE MERCURY/POLYGRAM
16	13 GRATEFUL DEAD IN THE DARK ARISTA/BMG
17	17 PSEUDO ECHO LOVE AND ADVENTURE BMG
18	16 STARSHIP NO PROTECTION GRUNT/BMG
19	19 MADONNA TRUE BLUE SIRE/WEA
20	23 T'PAU VIRGIN/A&M

## WEST GERMANY (Courtesy Der Musikmarkt) As of 9/07/87

SINGLES	
1	1 VOYAGE VOYAGE DESIRELESS CBS
2	3 I JUST CAN'T STOP LOVING YOU MICHAEL JACKSON EPIC
3	2 IT'S A SIN PET SHOP BOYS PARLOPHONE/EMI
4	4 HOLIDAY THE OTHER ONES VIRGIN
5	6 I LOVE TO LOVE TINA CHARLES ARISTA
6	5 WHO'S THAT GIRL MADONNA SIRE/WEA
7	8 LA BAMBIA LOS LOBOS METRONOME
8	NEW WHAT HAVE I DONE TO DESERVE THIS PET SHOP BOYS/DUSTY SPRINGFIELD PARLOPHONE
9	7 I WANT YOUR SEX GEORGE MICHAEL EPIC/CBS
10	9 THE LIVING DAYLIGHTS A-HA WARNER BROS./WEA
11	11 TEARS OF ICE BOLLAND & BOLLAND TELDEC
12	17 BOYS SABRINA CHIC
13	10 GUTEN MORGEN LIEBE SORGEN JUERGEN VON DER LIPPE TELDEC
14	NEW NEVER LET ME DOWN DEPECHE MODE MUTE
15	16 MARCELLO THE MASTROIANNI SILICON DREAMS BLOW UP/INTERCORD
16	12 CALL ME SPAGNA CBS
17	13 I WANNA DANCE WITH SOMEBODY WHITNEY HOUSTON ARISTA
18	NEW BALLA BALLA FRANCESCO NAPOLI BCM
19	14 NOTHING'S GONNA STOP ME NOW SAMANTHA FOX JIVE/TELDEC
20	18 WISHING WELL TERENCE TRENT D'ARBY CBS
<b>ALBUMS</b>	
1	2 MADONNA WHO'S THAT GIRL SOUNDTRACK SIRE
2	1 WHITNEY HOUSTON WHITNEY ARISTA/ARIELA
3	3 U2 THE JOSHUA TREE ISLAND/ARIELA
4	5 TERENCE TRENT D'ARBY INTRODUCING THE HARDLINE ACCORDING TO CBS
5	4 NICKI KLEINE WUNDER VIRGIN
6	8 SUZANNE VEGA SOLITUDE STANDING A&M/DG
7	NEW MIXED EMOTIONS DEEP FROM THE HEART EMI
8	6 HOT CHOCOLATE 2001 EMI
9	12 JUERGEN VON DER LIPPE GUTEN MORGEN LIEBE SORGEN TELDEC
10	9 JENNIFER RUSH HEART OVER MIND CBS
11	7 MARILLION CLUTCHING AT STRAWS EMI
12	14 SALLY OLDFIELD FEMME CBS
13	19 JOHNNY LOGAN HOLD ME NOW EPIC
14	11 COCK ROBIN AFTER HERE THROUGH MIDLAND CBS
15	10 DEF LEPPARD HYSTERIA MERCURY
16	15 SAMANTHA FOX JIVE/TELDEC
17	13 FLEETWOOD MAC TANGO IN THE NIGHT WARNER/WEA
18	20 TINA TURNER BREAK EVERY RULE CAPITOL
19	NEW MADONNA TRUE BLUE SIRE
20	16 DIO DREAM EVIL VERTIGO/PHONOGRAM

## JAPAN (Courtesy Music Labo) As of 9/07/87

SINGLES	
1	NEW SHADE KIYOTAKA SUGIYAMA VAP/BERMUDA/NTV
2	1 STAR LIGHT HIKARU GENJI CANYON/JOHNNYS/FUJIPACIFIC
3	NEW DANCE WITH YOU TUBU CBS/SONY
4	NEW NO RE NA I TEEN-AGE NORIKO SAKAI VICTOR/SUN
5	4 KITA NO TABBITO YUJIRO ISHIHARA TEICHIKU/ISHIHARA
6	2 WEDDING DRESS ONYANKO CLUB CANYON/FUJIPACIFIC
7	3 MARIONETTE BOOWY TOSHIBA/EMI
8	6 50/50 MIHO NAKAYAMA KING/VARNING
9	5 ANATA O SHIRITAI USHIROGAMI HIKARETAI CANYON
10	8 KIMIDAKENI SHOUNENTAI WARNER/PIONEER
<b>ALBUMS</b>	
1	NEW AKINA NAKAMORI CROSS MY PALM WARNER PIONEER
2	2 MARIA TAKEUCHI REQUEST MOON
3	1 TSUYOSHI NAGABUCHI LICENSE TOSHIBA/EMI
4	3 KOJI TAMAKI ALL I DO KITTY
5	NEW SOUNDTRACK-MADONNA WHO'S THAT GIRL WARNER PIONEER
6	4 MISATO WATANABE BREATH EPIC/SONY
7	NEW TOMOMI NISHIMURA POCKET NI AI TOSHIBA/EMI
8	5 ONYANKO CLUB CIRCLE CANYON
9	9 YUJIRO ISHIHARA BEST HIT 12-KITA NO TABBITO TEICHIKU
10	NEW LOUDNESS HURRICANE EYES WARNER PIONEER

## MUSIC & MEDIA PAN-EUROPEAN CHARTS 9/12/87

HOT 100 SINGLES	
1	1 I JUST CAN'T STOP LOVING YOU MICHAEL JACKSON EPIC
2	2 IT'S A SIN PET SHOP BOYS PARLOPHONE
3	5 WHO'S THAT GIRL MADONNA SIRE
4	3 CALL ME SPAGNA CBS
5	8 NOTHING'S GONNA STOP ME NOW SAMANTHA FOX JIVE
6	6 I WANNA DANCE WITH SOMEBODY WHITNEY HOUSTON ARISTA
7	12 WHAT HAVE I DONE TO DESERVE THIS? PET SHOP BOYS/DUSTY SPRINGFIELD PARLOPHONE
8	7 I WANT YOUR SEX GEORGE MICHAEL EPIC
9	4 THE LIVING DAYLIGHTS A-HA WARNER BROS
10	9 LA BAMBIA LOS LOBOS LONDON
11	17 BALLA BALLA FRANCESCO NAPOLI BCM
12	10 DIDN'T WE ALMOST HAVE IT ALL WHITNEY HOUSTON ARISTA
13	13 FUNKYTOWN PSEUDO ECHO RCA
14	11 ALONE HEART CAPITOL
15	14 I HEARD A RUMOUR BANANARAMA LONDON
16	NEW NEVER LET ME DOWN DEPECHE MODE MUTE
17	16 U GOT THE LOOK PRINCE PAISLEY PARK
18	NEW TRUE FAITH NEW ORDER FACTORY RECORDS
19	15 LA ISLA BONITA MADONNA SIRE
20	20 JUST AROUND THE CORNER COCK ROBIN CBS
<b>HOT 100 ALBUMS</b>	
1	1 WHITNEY HOUSTON WHITNEY ARISTA
2	2 U2 THE JOSHUA TREE ISLAND
3	3 MADONNA WHO'S THAT GIRL SOUNDTRACK SIRE
4	4 SIMPLE MINDS LIVE IN THE CITY OF LIGHT VIRGIN
5	5 MADONNA TRUE BLUE SIRE
6	7 SUZANNE VEGA SOLITUDE STANDING A&M
7	6 GENESIS INVISIBLE TOUCH VIRGIN
8	8 DEF LEPPARD HYSTERIA MERCURY
9	10 TERENCE TRENT D'ARBY INTRODUCING THE HARDLINE ACCORDING TO CBS
10	9 MARILLION CLUTCHING AT STRAWS EMI
11	14 SAMANTHA FOX JIVE
12	11 PAUL SIMON GRACELAND WARNER
13	13 SIMPLY RED MEN AND WOMEN WEA
14	15 JEAN MICHEL JARRE IN CONCERT LYON HOUSTON POLYDOR
15	18 DIO DREAM EVIL MERCURY
16	19 HEART BAD ANIMALS CAPITOL
17	17 FLEETWOOD MAC TANGO IN THE NIGHT WARNER
18	12 PRINCE SIGN O THE TIMES PAISLEY PARK
19	20 COCK ROBIN AFTER HERE THROUGH MIDLAND CBS
20	16 THE CURE KISS ME KISS ME KISS ME POLYDOR

## AUSTRALIA (Courtesy Australian Music Report) As of 9/14/87

SINGLES	
1	1 LOCOMOTION KYLIE MINOGUE MUSHROOM/FESTIVAL
2	3 LA BAMBIA LOS LOBOS LONDON/POLYGRAM
3	4 OLD TIME ROCK AND ROLL BOB SEGER CAPITOL
4	2 SUDDENLY ANGRY ANDERSON MUSHROOM/FESTIVAL
5	5 FALL OF ROME JAMES REYNE CAPITOL
6	6 BEDS ARE BURNING MIDNIGHT OIL CBS
7	8 WHEN YOU WALK IN THE ROOM PAUL CARRACK CHRYSALIS/FESTIVAL
8	15 TRUE FAITH NEW ORDER FACTORY/CBS
9	NEW STAR TREKKIN' THE FIRM POLYDOR
10	9 WILD HORSES GINO VANNELLI POLYDOR
11	20 ELECTRIC BLUE ICEHOUSE REGULAR/FESTIVAL
12	7 WHO'S THAT GIRL MADONNA SIRE
13	10 RESPECTABLE MEL & KIM LIBERATION
14	11 IT'S A SIN PET SHOP BOYS PARLOPHONE
15	13 CRAZY ICEHOUSE REGULAR/FESTIVAL
16	17 YOU I KNOW JENNY MORRIS WEA
17	14 ALONE HEART CAPITOL
18	12 HE'S GONNA STEP ON YOU AGAIN PARTY BOYS CBS
19	18 I JUST CAN'T STOP LOVING YOU MICHAEL JACKSON EPIC/CBS
20	NEW LET'S DANCE CHRIS REA MAGNET
<b>ALBUMS</b>	
1	1 MIDNIGHT OIL DIESEL AND DUST CBS
2	NEW MICHAEL JACKSON BAD EPIC/CBS
3	3 JOHN FARNHAM WHISPERING JACK WHEATLEY/RCA
4	4 BON JOVI SLIPPERY WHEN WET MERCURY/POLYGRAM
5	2 MEL & KIM F.L.M. LIBERATION/CBS
6	8 ROBERT CRAY BAND STRONG PERSUADER MERCURY
7	6 WHITNEY HOUSTON WHITNEY ARISTA
8	11 MOTION PICTURE SOUNDTRACK THE BIG CHILL MOTOWN
9	7 SUZANNE VEGA SOLITUDE STANDING A&M/FESTIVAL
10	10 SIMPLY RED MEN AND WOMEN ELEKTRA/WEA
11	5 CROWDED HOUSE CAPITOL/EMI
12	9 ELTON JOHN LIVE IN AUSTRALIA WITH THE M S O ROCKET/POLYGRAM
13	15 FLEETWOOD MAC TANGO IN THE NIGHT WARNER/WEA
14	NEW MOTION PICTURE SOUNDTRACK LA BAMBIA LONDON/POLYGRAM
15	13 JENNY MORRIS BODY AND SOUL WEA
16	NEW NEW ORDER SUBSTANCE FACTORY/CBS
17	NEW JAMES RAYNE CAPITOL/EMI
18	17 U2 THE JOSHUA TREE ISLAND/FESTIVAL
19	16 HEART BAD ANIMALS CAPITOL
20	18 BILLY IDOL WHIPLASH SMILE CHRYSALIS

## NETHERLANDS (Courtesy Stichting Nederlandse Top 40) As of 9/12/87

SINGLES	
1	1 I JUST CAN'T STOP LOVING YOU MICHAEL JACKSON CBS
2	2 LA BAMBIA LOS LOBOS PHONOGRAM
3	4 LET YOUR SUN SHINE FRANK ASHTON & MARISKA VAN KOLCK CBS
4	3 RIGHT NEXT DOOR ROBERT CRAY BAND PHONOGRAM
5	6 I LOVE TO LOVE TINA CHARLES ARIOLA
6	9 WISHING WELL TERENCE TRENT D'ARBY CBS
7	10 JIVE TALKIN' BOOGIE BOX HIGH INDISC
8	5 WHO'S THAT GIRL MADONNA SIRE
9	7 UNDER THE BOARDWALK BRUCE WILLIS RCA
10	NEW WHAT HAVE I DONE TO DESERVE THIS? PET SHOP BOYS/DUSTY SPRINGFIELD EMI BOVEAMA
<b>ALBUMS</b>	
1	1 ROBERT CRAY BAND STRONG PERSUADER PHONOGRAM
2	3 BARBRA STREISAND ONE VOICE CBS
3	2 MADONNA WHO'S THAT GIRL SOUNDTRACK WEA
4	5 U2 THE JOSHUA TREE ISLAND
5	4 WHITNEY HOUSTON WHITNEY ARISTA
6	7 TERENCE TRENT D'ARBY INTRODUCING THE HARDLINE ACCORDING TO CBS
7	NEW MICHAEL JACKSON BAD CBS
8	6 VARIOUS HITS 6 THE ALBUM WEA/CBS
9	8 VARIOUS 16 ZON ZOMERHITS ARCADE
10	10 PRINCE SIGN O THE TIMES PAISLEY PARK



# Berlin Fair Makes Lukewarm Showing Of DAT

BY MIKE HENNESSEY

**BERLIN** It was supposed to be the big European launch of digital audiotape, with Sony spearheading the hardware task force and mounting a major offensive in the ongoing systems war.

But the DAT profile at the Berlin International Audio & Video Fair (Aug. 28-Sept. 6) was only marginally higher than it had been at the Chicago Consumer Electronics Show in May.

Most West German industry commentators described the DAT presence as disappointing. One writer referred to the DAT machine as a highly sophisticated gun without any bullets. Others cast doubt on Japanese hardware companies' reported expectations of selling 10,000 DAT machines in Europe by the end of 1987.

Although Sony made the strongest DAT showing, only a minor part of its exhibition space was allocated to the system and, unlike JVC and Casio, it had no demonstration room.

Most of the other major hardware firms, including Europe's Philips and Grundig, had prototype DAT machines on show. But they were low-key displays with no supporting literature and only the vaguest indications as to marketing plans and retail cost of hardware and software. The impression is that they were merely token exhibits, just to indicate that the companies were still in the race.

The European hardware manufacturers are certainly wary at this

stage of any potential confrontation with the record industry.

Sony's DAT selection consists of three domestic machines: the DTC 1000 ES home model adapted for 220-volt supply and expected to retail in Germany at \$1,980; a prototype portable recorder, with the same DC converter and batteries as those used in the Video 8 system; and a prototype in-car model.

Also on view were prototypes of the PCM-2500 professional DAT deck and the PCM-2000 professional portable recorder; real-time and high-speed DAT duplication systems; and 60-, 90-, and 120-minute blank tapes (Billboard, Sept. 12).

In a release announcing its DAT range, Sony says the duplication systems "will help reinforce the important link which exists between hardware and software manufacturers. By making all efforts to support the software industry, Sony shows its full commitment to the promotion of digital audio in industrial and consumer applications. The company believes that by viewing the wide range of DAT equipment on display one can see that the digital age is in place."

But all indications are that the DAT age is still some way off. Certainly, Richard Haeusler, technical specialist in consumer products for Sony Deutschland GmbH, anticipates no great flow of hardware on the German market this year. "I would expect between 500 and 1,000 pieces to be imported between October and the end of the year. We will do a small promotional campaign in December and a bigger one in the

spring," he said.

According to most DAT exhibitors, the recurring query put to them by show attendees was whether or not it is possible to make digital copies of CDs on DAT machines.

Sony was careful to point out in its DAT release that all domestic digital tape recorders have a built-in copy-guard device to prevent direct digital copying of CDs on the 44.1 kilohertz sampling rate.

But Bernd Schlosser from JVC Germany's audio division is quite sure that with a mere 3-decibel loss in the dynamic range, most consum-

## 'Sony believes the digital age is here'

ers will be more than satisfied with the quality of DAT dubbings from CD.

JVC and Grundig both showed long-playing versions of the DAT system that offer four hours of recording on one tape. However, this recording time bonus is at the expense of a reduction in fidelity.

The JVC stand, with its audition room, is notable for the fact that it not only displayed the XD-Z1100 player but also featured publicity material for prerecorded GRP software, including albums by Dave Grusin, Chick Corea, Glenn Miller, and Diane Schuur.

Schlosser said JVC players will be on the German market "in the next few months," selling at \$1,980. He also said that prerecorded digital audiotapes will be available at a re-

tail price of \$23.

And, in fact, Discobox, a West German distribution company located near Cologne, advertised 10 prerecorded classical DATs from its own Intofon catalog as well as five instrumental and pop titles each.

Import buyer Tony Harris said that each of the 20 titles will sell for \$12.45 wholesale and that he expects to ship 200 packs of all 20 DATs this week. He said that the DATs had been recorded in real time from CDs.

Record dealers, clearly concerned with maintaining good relations with the record industry, were distinctly cool about the projected arrival of DAT in Europe. But video dealers, by contrast, were very positive, seeing the advent of the system as providing a fillip to the CD rental business.

More than 300 video dealers in West Germany are renting CDs for home recording at 50 cents-\$1.60 each, and the possibility of making near-perfect copies of CDs on DAT is seen as providing a good boost for the CD rental business.

Sharp, Aiwa, Technics, Hitachi, and Gold Star all had DAT prototypes on view, but the companies offered absolutely no backup documentation and only vague indications of prices and marketing plans.

Albrecht Gasteine, representative of M. Spitzer Milege, the Sanyo agent in Europe, predicted a "trick-

le" of players reaching Europe this year with a retail price of about \$1,695.

By far the greatest level of interest at the fair was created by CD video, and Sony had a major part of its stand devoted to the system and all its configurations.

But the joint Philips-PDO-PolyGram CD video hall, costing well in excess of \$750,000, was the focal point of public interest because of its 64-screen video wall.

PolyGram information chief Wolfgang Munczinski said the CDV system will have a phased introduction between November and March. The CDV single will retail at \$7.50-\$8.50; the 12-inch CDV with feature film programming will cost \$25-\$30; and CDV opera programs will sell for \$43-\$50.

Although the agreement between European hardware companies and the record industry concerning the timing of DAT marketing seems to have broken down, Philips has reaffirmed its commitment to hold back on DAT until some understanding is reached.

One thing that the launch of DAT in Germany will precipitate is the application of the home taping levy to hardware and software. Blank DAT cassettes are expected to retail in Germany at \$10 (60 minutes), \$12.40 (90), and \$14.70 (120) and will attract levies of 7 cents, 10 cents, and 14 cents, respectively.

## P'Gram Sweeps Dutch Edison Awards

BY WILLEM HOOS

**AMSTERDAM, Netherlands** PolyGram companies have won eight out of 11 awards presented by the Dutch Edison Foundation for classical recordings released here during 1986. The annual Edison Awards, established in 1960, are Holland's top record industry accolade.

A total of 152 productions from nine record companies were submitted for the awards, presented in 12 categories. A jury of music broadcasters and journalists headed by Rob Edwards, deputy managing director of local IFPI branch NVPI, selected the winners.

In the symphonic music category, Deutsche Grammophon's live recording of Mahler's Ninth Symphony by Leonard Bernstein & the Amsterdam Concertgebouw Orchestra took the award. Further successes for DG came in the chamber-music category (Shlomo Mintz & Yefim Bronfman in a program of violin sonatas by Franck, Debussy, and Ravel) and in the instrumental soloist category (Maurizio Pollini playing Chopin's second and third piano sonatas), while Archiv Produktion took the chamber orchestra award (Trevor Pinnock & the English Concert performing six Vivaldi concertos). All four releases were distributed by Polydor.

The Phonogram-distributed Decca label took awards in the category

for concertos (Vladimir Ashkenazy playing Rachmaninov's Third Piano Concerto) and historical recordings (Erich Kleiber & the Wiener Philharmoniker performing Beethoven's "Eroica" symphony), while Philips Digital Classics, also distributed by Phonogram, won two further awards for opera (John Eliot Gardiner conducting the Monteverdi Choir and l'Opera De Lyon in Gluck's "Iphigenie En Tauride") and choral music (Reinbert de Leeuw & the Netherlands Chamber Choir in Liszt's "Via Crucis").

Two of the remaining three awards went to EMI Bovema-dis-

tributed labels, with Deutsche Harmonia Mundi taking the early-music category for the Sequentia Ensemble's account of von Bingen's "Symphoniae" and EMI the contemporary music category for Simon Rattle & the Philharmonic Orchestra's performance of Shostakovich's 10th Symphony.

Etcetera Records' album of Webern songs performed by Dorothy Dorow and Rudold Jansen won the final category for solo or ensemble vocal recitals. No award was made in the special category for young Dutch musicians.

## Ticket Scalper Arrested Jackson Concert A Hot Item

**TOKYO** A Tokyo broker who sold 70 tickets for Michael Jackson's September concerts here at up to 17 times their face value has been arrested by city police. A ticket-office clerk involved in the sales has been taken in for questioning.

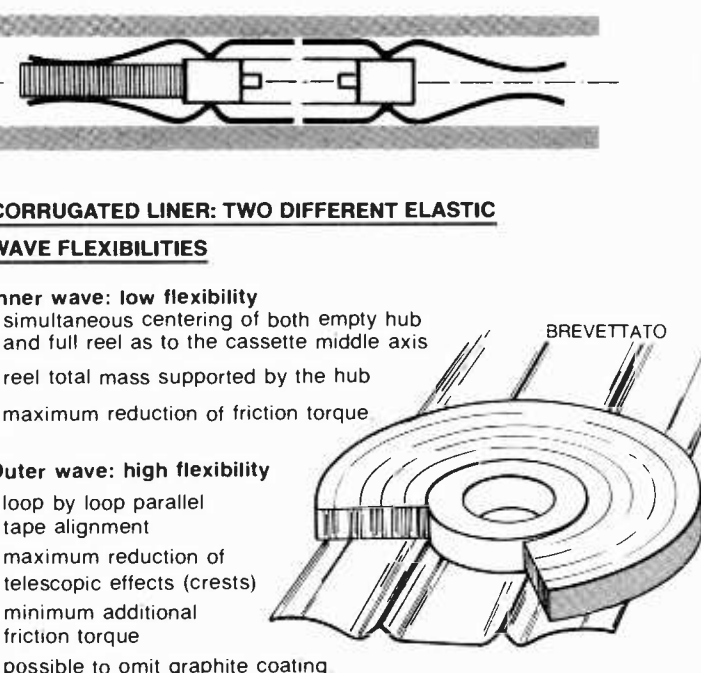
Kenji Adachi told police he hired 17 college students to stand in line at the Tokyo and Yokohama ticket offices July 12 when the Jackson seats went on sale. They bought 430 tickets at \$43.25 each and 120 tickets at \$33.35 each.

A total of 70 tickets for the shows

in Tokyo's Korakuen Stadium and the Yokohama Stadium were sold to 30 Jackson fans through Wataru Shindo's ticket office in Shinjuku, Tokyo. List price for the 70 tickets totaled \$2,650, but Adachi and Shindo realized about \$410,000.

One woman paid more than \$1,465 for two tickets worth \$86.50. Had Adachi sold all 550 tickets before his arrest, it is estimated he would have made a profit of more than \$75,000. Shindo reportedly agreed to sell the tickets at inflated prices in exchange for a 20% commission.

# help in azimuth



JAP. MAR. 80

**CORRUGATED LINER: TWO DIFFERENT ELASTIC WAVE FLEXIBILITIES**


**Inner wave: low flexibility**

- simultaneous centering of both empty hub and full reel as to the cassette middle axis
- reel total mass supported by the hub
- maximum reduction of friction torque

**Outer wave: high flexibility**

- loop by loop parallel tape alignment
- maximum reduction of telescopic effects (crests)
- minimum additional friction torque
- possible to omit graphite coating

That is ATB's. For top quality results we rely on our customers' expertise.



**A.T.B. spa**  
**20030 Senago - Milano Italy**  
**Via Palmiro Togliatti, 30**  
**Telefono 02 9989976/7/8**  
**TLX 334457 ATIBIX I**  
**FAX 02 9986718**

cassette components

## Management Cites Recent '60s Concerts Sun City: Boycott Has Failed

BY JOHN MILLER

JOHANNESBURG The international artists boycott of Sun City, South Africa's premier leisure playground, has failed to achieve its objectives, according to Sun International executive Hazel Feldman.

While conceding the boycott has hurt the venue, she says that it has certainly not halted contacts with overseas artists. She cites as evidence Sun City's "phenomenal success" with a recent series of '60s concerts featuring British chart acts from that decade.

In coming months, says Feldman, several U.S. '60s acts are due to play the venue, as are a number of current top European artists.

Now Sun International plans at least three open-air concerts at the newly opened Marula Sun venue, with both local and overseas acts on the bill. Feldman claims local bands, including Ladysmith Black Mambazo and Ray Phiri, are "enthusiastic" about the new location and are happy enough to play either there or at the Mabata Sun, even though both sites are in Bophuthatswana

and are operated by Sun International.

However, political organizations may have the final say in whether black South African acts play Sun City and its sister venues. These include the South African Musicians' Alliance, to which Feldman recently submitted a proposal that for every weekend concert by an international artist, another weekend concert would be devoted to a local act.

She has also suggested that a local act should play support to every international artist headlining at Sun City, thereby assisting the development of local talent and that proceeds from some concerts should go toward scholarships for black musicians.

The Sun City management has long maintained that Western opinion is misguided in seeing the venue as a symbol of apartheid. It believes that black South African artists now achieving international recognition can turn the boycott around, claiming these artists are themselves well aware "that the reputation is undeserved."

## Profits Surge At Pickwick Group Sets Product Expansion

BY PETER JONES

LONDON Pretax profits at Pickwick, the leading U.K. budget record, tape, and video company, almost doubled in the first half of this year, jumping from \$490,000 to \$947,000. The group, newly listed on the U.K. stock market, has announced a product range expansion that it says will enable it to meet its projected full-year profit of \$4.1 million.

The group went on the stock market in May, and the offer was an instant success; the company is 50 times oversubscribed. A premium of 63 pence was seen on the 125 pence initial share offer by the end of the first day's dealing. The shares closed last week at 225 pence.

Monty Lewis, chairman, says that continued progress over the "seasonally more important second half," with high-quality product coming in during the next few months, would leave the group in good shape to hit the projected \$4.1 million-profit mark.

He says the group has performed well in all areas. Its Screen Legends videocassette division now has a 51.2% share of the distributors' share

of the market, with sales of more than 2 million units from its launch in October 1986 to September 1987.

The product expansion plans take in the new "Cook-A-Long" series, a loose-leaf binder of recipes with an accompanying tape. According to managing director Ivor Schlosberg, sales of the product here are expected to top \$1.6 million in the first year. Additionally, Beatrix Potter's stories will be launched on book and cassette and are expected to produce sales of about \$4 million in the next 12 months.

First half sales, which generate only about 30% of total annual sales, were up 73% to nearly \$17 million, reflecting growth in the compact disk and videocassette markets, according to Schlosberg.

He says that in a year's time, the video side of Pickwick is likely to have boosted its profit input to about a third of the total, from 20% now. Records and cassettes could drop from 40% to about a third, and children's product and CDs should remain steady at roughly 20-25% and 15%, respectively.

## Hot Releases Set For 4th Quarter Product From Loverboy, Rush

OTTAWA Multiplatinum Canadian artists Loverboy, Rush, and Platinum Blonde lead a weighty list of domestic talent with new releases due out in the important fourth quarter.

Initial reaction to Loverboy's "Wildside" has been impressive, due to the strong acceptance of "Notorious," the single co-written by Jon Bon Jovi. Similarly, Rush's "Force Ten" single has primed the pump for the release of "Hold Your Fire."

Platinum Blonde, the most successful domestic act yet to gain international success (its last album went quintuple platinum), has "Contact" due out imminently. Just as Loverboy's album features hot producer Bruce Fairbairn, Blonde has Bernard Edwards at the board for an album that many are touting as the one to garner the group a foreign following.

Two other hard rock bands join Loverboy and Rush in the race for tight domestic airplay in the months leading up to Christmas. Triumph's "Allegiance" (due out Oct. 20) and

Helix's "Wild In The Streets" (already out) feature platinum-selling acts domestically with established followings abroad. Two other artists with longtime Canadian followings return to the record stores in the latter stages of 1987: Myles Goodwyn, former lead singer of

the Jim Vallance-produced single.

A&M releases the long-awaited second album from Sherry Kean on Sept. 21. It is her first album in three years as well as her first for the label. A&M also says it has signed a major artist and will release that album by year's end, but at press time it would not divulge details.

BMG's New Regime has received strong support for its second album, while PolyGram/Alert has gotten good response from Michael Breen's "Rain."

Capitol-EMI comes to market with the Grapes Of Wrath's "The Tree House" in late September, while distributed label Anthem features what could be the dark horse of the season: the return to the scene of popular Toronto band Images In Vogue.

WEA Music of Canada is not on vacation either: It has an imported Canadian release—one that should fare quite well—a Robbie Robertson album produced by fellow Canadian Daniel Lanois.

### A number of LPs by hard rock bands are due out soon

April Wine, and Michel Pagliaro, a seminal figure in the Quebec music scene, will both have albums out on Aquarius.

One of the most eagerly awaited debut albums of the year comes from Alta Moda, due out in October on CBS. Capitol also released the debut from the Jitters in early September and reissued the debut album from the Partland Brothers, which now includes "One Chance,"

## 'Whitney' Tops CRIA Certification List

OTTAWA Whitney Houston's second album is showing every sign that it will match the diamond success of her debut album. The Canadian Recording Industry Assn.'s August certification includes gold, platinum, double, triple, and quadruple platinum honors for "Whitney," while a string of eastern Canadian concert dates in late August were certain to boost record sales even higher.

The CRIA list, surprisingly small with just 24 certifications, includes only four multiplatinum marks. "Fore," by Huey Lewis & the News, led the way, making it the band's second straight release to eclipse the quintuple platinum barrier.

Billy Idol reached triple platinum with "Whiplash Smile," his second straight album to do so. Def Leppard's "Hysteria" broke from the gate with double-platinum certification, the band's second consecutive multiplatinum record in Canada. The follow-up to "Pyromania" also went platinum and gold in August, CRIA says.

John Cougar Mellencamp's "The Lonesome Jubilee" is another clear favorite with consumers; the album went platinum just days after its release. (His previous record, "Scarecrow," is well past the half-million sales mark.)

Run D.M.C.'s "Raising Hell" was the only other platinum certification in the month.

With Run D.M.C.'s exception, the platinum-plus certifications feature well-established artists in Canada. The gold awards, howev-

er, include a good mix of old and new.

Kenny G's "Duotones," John Farnham's "Whispering Jack," Steve Earle's "Exit O," Suzanne Vega's "Solitude Standing," Jodi Watley, and "Coney Hatch" won first-time gold awards for their artists. Kim Wilde grabbed gold, too, for "Another Step," as did the

Nylons for "Happy Together." The Nylons and Coney Hatch were the only Canadian artists with certified releases in August.

Watley also scored a gold single for "Looking for a New Love," while Pseudo Echo's "Funkytown" earned gold for 50,000 Canadian sales.

KIRK LaPOINTE

## CBC Loses \$10 Million

OTTAWA The Canadian Broadcasting Corp. ended its fiscal year March 31 with a deficit of \$10.2 million, much of it attributable to revenue shortfalls at CBC Enterprises, the radio and television network's marketing division that produces records, tapes, compact disks, and videos.

With overall revenue of almost \$1.05 billion, including nearly \$800 million from the Canadian Parliament, the publicly owned network is in no financial danger. In fact, Audi-

### CBC's marketing arm is the culprit

tor General Kenneth Dye pronounced this year's accounting of funds acceptable.

Still, the network remains concerned about CBC Enterprises, established a few years ago to market CBC products. Network spokesman Richard Chambers says CBC Enterprises has totaled \$8.2 million in losses during the last two fiscal years.

According to a CBC annual report issued Aug. 31, a high-level management committee has been appointed to iron out CBC Enterprises' problems, with the goal of wiping out its debt.

The marketing division's products include the prestigious SM5000 classical music series, featuring recordings of some of Canada's finest orchestras and performers. The recordings were made available on CD last year.

## Performance Fee Under Debate

OTTAWA A bid by Canadian radio broadcasters to shave the rate they pay to performing rights societies has been rebuffed by the Copyright Appeal Board.

As a result, the 3% performing rights fee on gross revenues will be maintained. The rate has been in place for several years, but broadcasters want it cut to 2.9% because they say revenue is declining and overhead is increasing simultaneously.

The performing rights societies, meanwhile, are lobbying for an increase to 3.5%.

The board decision is retroactive to Jan. 1. New arguments are being prepared for rate applications for 1988, and these must be ready by mid-September.

**A NUMBER OF SELECTED CLASSICAL  
DIGITAL RECORDINGS (DDD MASTERS)  
OF WELL KNOWN INTERNATIONAL  
ORCHESTRAS & CONDUCTORS IS HEREBY  
OFFERED FOR SALE.**

**This is the chance to make big money for a long term.**

If you have a feeling for music and business, write to:

**MESSRS. LEISSNER & DERL GESMBH**  
Marokkanergasse 22, A-1030 Vienna Austria

**Frank Zappa creates  
digital videotapes  
... see page 48**



# BILLBOARD SALUTES

THE

# 20th Anniversary

OF

# NSA

## INTERNATIONAL

Nashville  
Songwriters  
Association  
International

From country to pop, blues to jazz, the Nashville Songwriters Association International has honored and helped the creators of music since 1967. Headed by Maggie Cavender, and directed by some of the best known writers in the music business, NSAI now represents thousands of songwriters internationally.

In this issue: Billboard chronicles the past achievements of NSAI . . . songwriters it has honored . . . key events . . . accomplishments and goals for the future . . . plus an in-depth interview with Maggie Cavender about the growth and future of this popular organization.

We know you will want to join Billboard in this tribute to NSAI which believes: IT ALL BEGINS WITH A SONG!

**NSA**  
INTERNATIONAL

Nashville Songwriters Association International  
803 18th Avenue South • Nashville, Tennessee 37203 • (615) 321-5004  
(615) 321-5005

Maggie Cavender  
Executive Director

BOARD OF DIRECTORS

Ralph Murphy, President  
Lewis Anderson, Vice President  
Bob ElPiero, Vice President  
Debbie Hupp, Vice President  
Tom Long, Treasurer  
Kerene Conrad, Secretary  
Thomas Cain, Sergeant-at-Arms

Woody Bonar  
Carmie Bradley  
Del Bryant  
Cynthia Cardakora  
Vincent Cardakora  
Jerry Choate  
Roger Cook  
Chris Doolan  
Judy Harris  
Pat Higdon  
Bucky Jones  
Mary Ann Kennedy  
J. Fred Knobloch  
Michael Kossar  
Richard Lough  
Martin Littlefield  
Dave Loggins  
John D. Loudermilk  
Peter McCann  
Bob McCracken  
Pat McManus  
Bill Martin  
Mary Martin  
Kerry O'Dell  
Kerry Patrick O'Neil  
C. Darnine Petty  
Mike Reid  
Pat Rolfe  
Martha Sharp  
Lisa Silver  
Roger Spive  
Meredith Stewart  
Jana Talbot  
Randy Talmadge  
Dan Tyler  
Chris Walters  
Jody Williams  
Sheb Wooley

PAST PRESIDENTS

Buddy Mize  
Clarence Selman  
Joe Allison  
Mary Reeves Davis  
Ron Peterson  
Patsy Bruce  
Randy Goodrum  
Ann Stuckey  
Tom Long  
Dan Wayne  
Thom Schayler

DIRECTORS AT LARGE

John Bellin  
Pee Wee King  
Clarence Reynolds  
Bernie Weyna

R. David Ludwick, Counsel  
O'Neil & Company, CPA

AUGUST 14, 1987

MR. EUGENE T. SMITH  
MR. GERRY WOOD  
BILLBOARD

DEAR GENE AND GERRY:

ALL OF US AT NSAI ARE SO VERY PLEASED AND HONORED THAT, AT ITS TWENTIETH ANNIVERSARY, BILLBOARD WILL BE FEATURING THE ORGANIZATION IN ITS ISSUE OF OCTOBER 17, 1987, AVAILABLE DURING THE CELEBRATION WEEK OF NASHVILLE MUSIC.

THE SONGWRITERS ALL OVER THE COUNTRY HAVE BEEN THOSE TALENTS WHO ARE LEAST RECOGNIZED IN AN INDUSTRY THAT IS BUILT UPON THIS UNIQUE TALENT OF COMPOSING MUSIC AND WRITING LYRIC ON EVERY CONCEIVABLE SUBJECT.

THIS ISSUE OF BILLBOARD WILL MOST CERTAINLY BE OF GREAT BENEFIT IN EXPOSING THE SONGWRITER TO THE WORLD AS NSAI HAS FOR THE PAST TWENTY YEARS - AND WILL CONTINUE TO DO IN THE NEXT TWENTY.

THANK YOU, BILLBOARD, BECAUSE YOU TOO REALIZE THAT IT ALL BEGINS WITH A SONG!

*Maggie*  
MAGGIE CAVENDER  
EXECUTIVE DIRECTOR  
MC/C

"IT ALL BEGINS WITH A SONG"

ISSUE DATE: OCTOBER 17  
AD DEADLINE: SEPTEMBER 22

FOR AD DETAILS CONTACT:

**NEW YORK**  
Gene Smith, Associate  
Publisher (212) 764-7356  
Margaret Lo Cicero (212) 764-7736

**NASHVILLE**  
John McCartney  
(615) 748-8145

**LOS ANGELES**  
Colette Kreins  
(213) 273-7040

OR CONTACT ANY BILLBOARD  
SALES OFFICE WORLDWIDE



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

# TOP LATIN ALBUMS™

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

	THIS WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST TITLE LABEL & NUMBER/DISTRIBUTING LABEL		
				ARTIST	TITLE	LABEL & NUMBER/DISTRIBUTING LABEL
POP	1	1	17	JULIO IGLESIAS	UN HOMBRE SOLO	CBS 50337
	2	2	45	BRAULIO	LO BELLO Y LO PROHIBIDO	CBS 10452
	3	3	39	EMMANUEL	SOLO	RCA 5919
	4	6	47	JOSE JOSE	SIEMPRE CONTIGO	ARIOLA 5732
	5	7	21	FRANCO DE VITA	FANTASIA	SONOTONE 1405
	6	5	21	AMANDA MIGUEL	AMANDA MIGUEL	TELEDISCOS 102
	7	4	59	JUAN GABRIEL	PENSAMIENTOS	ARIOLA 6078
	8	9	41	DYANGO	CADA DIA ME ACUERDO MAS DE TI	EMI 5735
	9	8	19	YOLANDITA MONGE	LABERINTO DE AMOR	CBS 10382
	10	—	1	LOS BUKIS	ME VOLVI A ACORDAR DE TI	LASER 3025
	11	15	49	JOSE FELICIANO	TE AMARE	RCA 56109
	12	—	1	DANNY RIVERA	AMAR O MORIR	DNA 336
	13	19	3	SOUNDTRACK	LA BAMBA	WARNER BROS. 25605
	14	10	59	ISABEL PANTOJA	MARINERO DE LUCES	RCA 7432
	15	14	7	JOSE NOGUERAS	VAS A VIVIR EN MI	ME 29
	16	11	59	ROCIO DURCAL	SIEMPRE	ARIOLA 6075
	17	12	21	LUNNA	LUNNA	A&M 37022
	18	20	45	EDNITA NAZARIO	TU SIN MI	MELODY 094
	19	—	7	YORDANO	JUGANDO CONMIGO	SONOTONE 1404
	20	13	9	RICARDO MONTANER	RICARDO MONTANER	TH-RODVEN 8031
	21	23	51	BEATRIZ ADRIANA	A PUNTO DE ...	PROFONO 90484
	22	—	15	ESTELA NUNEZ	CORAZON ERRANTE	ARIOLA 6229
	23	16	11	CLAUDIA DE COLOMBIA	LA SENORA	RCA 02151
	24	—	3	NELSON NED	ME PASE DE LA CUENTA	EMI 6476
	25	—	9	JULIO ANGEL Y JOSE LUIS MONERO	EVOCANDO EL AYER	J1008
TROPICAL/SALSA	1	1	25	FRANKY RUIZ	VOY PA' ENCIMA	TH 2453
	2	2	49	EDDIE SANTIAGO	ATREVIDO Y DIFERENTE	TH 2424
	3	4	5	EL GRAN COMBO	25 ANIVERSARIO 1962-1987	COMBO 2050
	4	3	13	TOMMY OLIVENCIA	30 ANIVERSARIO	TH 2464
	5	5	23	WILFRIDO VARGAS	LA MUSICA	SONOTONE 1406
	6	7	9	ROBERTO DEL CASTILLO	JUSTO A TIEMPO	CBS 10489
	7	6	41	ANDY MONTANEZ	MEJOR ACOMPAÑADO QUE NUNCA	TH 3434
	8	9	51	BONNY CEPEDA Y SU ORQUESTA	DANCE IT!/ BAILALO	RCA 7541
	9	21	3	PEDRO CONGA	NO TE QUITES LA ROPA	SONOTONE 1119
	10	13	15	CHEO FELICIANO	SABOR Y SENTIMIENTO	COCHE 356
	11	8	25	OSCAR D'LEON	RIQUITIN	TH 2456
	12	10	3	ORQUESTA INMENSIDAD	ALEGRANDO AL MUNDO	FANIA 646
	13	—	83	FRANKY RUIZ	SOLISTA PERO NO SOLO	TH 2368
	14	11	11	COSTA BRAVA	A TIEMPO COMPLETO	PROFONO 90526
	15	12	31	SONORA PONCENA	BACK TO WORK	INCA 1083
	16	23	3	RUBBY PEREZ	RUBBY PEREZ	KAREN 104
	17	20	65	ROBERTO TORRES	ELEGANTEMENTE CRIOLLO	SAR 1043
	18	18	41	LA PATRULLA 15	ACARICIAME	TH 1912
	19	—	5	GUNDA MERCED	GUNDA MERCED Y SU SALSA FEVER	SONOTONE 1112
	20	15	29	RUBEN BLADES	AGUA DE LUNA	ELEKTRA 960721-1
	21	19	3	LOS HERMANOS ROSARIO	ACABANDO	KAREN 107
	22	—	1	GILBERTO SANTAROSA	KEEPING KOOL	COMBO 2051
	23	22	49	JOHNNY VENTURA	EL SENOR DEL MERENGUE	CBS 10440
	24	16	19	WILLIE ROSARIO	MAN OF MUSIC	TH 145
	25	25	25	WILLIE COLON	ESPECIAL #5	SONOTONE 0100
REGIONAL MEXICAN	1	1	39	LOS BUKIS	ME VOLVI A ACORDAR DE TI	LASER 3025
	2	2	39	LOS TIGRES DEL NORTE	GRACIAS AMERICA	PROFONO 90499
	3	—	1	LOS LOBOS	LA BAMBA	WARNER BROS. 25605-4
	4	3	9	LOS CAMINANTES	GRACIAS MARTIN	LUNA 1147
	5	5	19	RAMON AYALA	HASTA QUE TE PERDI	FREDDIE 1385
	6	4	5	VICENTE FERNANDEZ	MOTIVOS DEL ALMA	CBS 20821
	7	7	39	LITTLE JOE	TIMELESS	CBS 10458
	8	12	7	LOS SOCIOS DEL RITMO	UN GRAN MOTIVO	ARIOLA 6403
	9	10	39	FITO OLIVARES	LA PURA SABROSURA	GIL 1031
	10	6	37	VICENTE FERNANDEZ	HOY PLATIQUE CON MI GALLO	CBS 163
	11	9	25	SONORA DINAMITA	CAPULLO Y SORULLO	FUENTES 1612
	12	17	5	SONORA DINAMITA	16 SUPERCUMBIAS	SONOTONE 1615
	13	20	13	LOS SAGITARIOS	DE NUEVO LOS SAGITARIOS	LUNA 1141
	14	8	39	LOS YONICS	CORAZON VACIO	CBS 90489
	15	15	11	LOS CAMINANTES	21 EXITOS VOL. I	LUNA 1135
	16	11	3	GRUPO PEGASO DEL POLLO ESTEBAN	LA DUDA	DMY 058
	17	14	5	LISA LOPEZ	SERA EL ANGEL	MUSART 1865
	18	21	15	GRUPO PEGASO	AMOR FINGIDO	REMO 1017
	19	—	3	VARIOS ARTISTAS	ARRIBA LA CUMBIA	SONOTONE 1113
	20	—	73	LOS YONICS	LOS YONICS	PROFONO 90448
	21	18	53	ANTONIO AGUILAR	LA TAMBORA	MUSART 2021
	22	13	21	LA MAFIA	A TODO COLOR	CBS 84335
	23	24	35	LISA LOPEZ	LISA LOPEZ	MUSART 6012
	24	—	1	LOS BUKIS Y LOS YONICS	JUNTOS	LASER 3029
	25	16	7	GRUPO EL TIEMPO	A TIEMPO	LUNA 1142

## LA RADIO LATINA



by Carlos Agudelo

**WHAT IS THE DIFFERENCE** between "Cadena Radio Centro" and "Radio Centro Cadena Nacional, La Gran Cadena"? The first is a network, and the second is not. The Dallas-based Cadena Radio Centro, also known as CRC, feeds U.S. radio stations with programming from Mexico.

The network has 17 affiliated stations; some broadcast only CRC's main-feature programming, while others subscribe to the full, 24-hour-a-day package, all transmitted by satellite.

CRC is the offspring of Mexico's Organization Radio Centro, which owns 23 stations and has another 75 affiliates, making it the biggest network in the Spanish-speaking world, according to its owners. CRC president Carlos Aguirre says more than \$1 million has been invested in the network, which began broadcasting last October.

The station's first big test came in the summer of 1986, when it sold its special coverage of the World Cup soccer tournament to 26 affiliates around the country.

The network provides affiliates with news and entertainment programming, including "Reinas De La Popularidad," a weekly U.S.-Latin music countdown; "En Concierto," a daily program featuring performances by contemporary pop singers; and U.S., Mexican, and Latin American news segments.

"Our music programming consists mainly of international pop-contemporary music, which has the widest appeal," says Aguirre.

The network's flagship affiliates are the duo KTNQ-AM/KLVE-FM, the highest-rated stations in Los Angeles. Other stations include KEDA-AM San Antonio, Texas, and KAZA-AM San Jose, Calif. In all, CRC claims to

cover more than 60% of the Hispanic market.

For Aguirre, the network's strength and continuing growth are proof that the U.S.' booming Hispanic population is hungry for Spanish-language programming.

**"MIAMI VICE'S"** Sandra Santiago, "La Bamba's" Esai Morales, "L.A. Law's" Jimmy Smits, opera singer Celeste Tavera, Sonia Braga, El Trio Calaberas, Raul Julia, Marc Allen Trujillo, Robert Redford, and NBC television were among the recipients of the Golden Eagle Awards given by Nosotros for outstanding achievements by and for Latinos in the entertainment world.

Actor Ricardo Montalban, the 17-year-old organization's main supporter, got a Lifetime Achievement award from his peers for his work on behalf of Hispanic artists and entertainers.

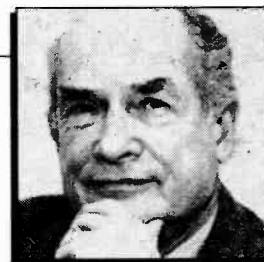
"The [Hispanic] stereotype is being erased, and we are finally achieving our rightful place in the business,"

### CRC feeds U.S. stations with programs from Mexico

said Montalban during the ceremony, held Sept. 5 in California.

Roberto Cubero is the new general manager of WAMA-AM Tampa, Fla. Cubero came to the station from WAMA-AM Orlando, Fla., to replace Victor Lance, who bought his own station in Hollywood, Fla. Cubero says he plans to make some adjustments to the station's programming, now under the direction of Manuel Enrique Sempritt. Jorge Luis Capdevilla remains as music director. . . Tony Guerrero is the new program director of WTAQ-AM Chicago. . . "La Bamba" made it to the top of this week's Hot Latin 50 chart, becoming the first hit ever to achieve first place in both this and the Hot 100 charts at the same time. It also surpassed Miami Sound Machine's "Conga" as the most successful crossover record of the decade.

## Classical KEEPING SCORE



by Is Horowitz

**BARGAIN BUNDLE:** Newport Classic is one small label that's bucking the midline trend. "We'd rather add value than cut price," says Newport chief Larry Kraman. This may be more than just promotional hype, in view of the label's new packaging ploy.

Perhaps there's a bit of hyperbole in the \$40 value assigned to the package, which carries the new Anthony Newman Beethoven compact disk to market, but there's no doubt that it groups together several unusual elements.

For one, at a basic dealer price of \$11, retailers get the new CD featuring Newman in the "Emperor" Concerto, with the "Egmont" Overture as filler, conducted by Stephen Simon, plus a 13-selection CD sampler. Both disks, moreover, are shrink-wrapped in Shape's flip-file holder, a clear plastic device for home display and storage that holds up to 20 CDs. Shape, the CD manufacturer located in Sanford, Maine, holds half-interest in Newport.

None of the elements in that package will be available separately until January, says Kraman. The concerto disk will then be offered at the label's new dealer price of \$9 (just reduced from \$11). The flip file will retail at \$5.99, and the sampler will be offered at a price "still to be determined."

Various combinations, including the flip file (as an optional feature for two-CD packages at no extra cost, for instance), are being considered, says Kraman.

The concerto disk also provides one of the most extensive indexing examples to date. Expositions, developments, and recapitulations can be isolated at will for those who seek instruction on the sonata and other forms. There are 12 index points in the first movement

of the "Emperor" alone. Kraman expects to use this feature on many titles.

Newman, incidentally, will complete his Beethoven concerto cycle in January, when he records the Second and Fourth. But much before then, he will launch his Beethoven sonata series, with all 32 projected. The first one out, in November, bunches all the big subtitle works on one CD—"Appassionata," "Waldstein," "Moonlight," and "Pathétique." Like the concertos, these will be played on a forte-piano.

Other cycles in the works at Newport include all the Chopin solo piano works played by Jerome Rose. The first CD, in January, will hold the Ballades and the Fantasie. And Maria Rose, Anthony's wife, will begin recording a Hummel cycle in the spring. Newport, which has recently moved to new headquarters (a converted firehouse dating from 1875) in Providence, R.I., has 26 titles in its catalog. This will increase to 40 by the end of the year, promises Kraman, and plans call

### R.I.-based Newport Classic bucks the midline trend

for an additional 35 in 1988. The label was formed a year ago.

**PASSING NOTES:** The relationship of Eurodisc with Melodiya and Supraphon in parts of Europe may be extended to sister-label RCA Red Seal in the U.S., says Michael Emmerson, Red Seal president. Discussions are under way, he says. . . The Beethoven Satellite Network, a syndicated service provided by WFMT Chicago, has signed its 70th station. The web was organized just a year ago.

Julian Kreeger's Audiophon label has its first CD out, a disk of Grieg solo piano works played by Ivan Davis. Others due out shortly feature separate disks by pianists David Bar-Ilan, Nelson Freire, Leonard Shure, Jacob Kalichstein, and violinist Aaron Rosand. The Rosand will be another in his solo sonata series, presenting works by Bach, Ysaye, and Reger.



# Combo-Store Market Shifts To Lower Gear

## Report Shows Video Share Has Already Peaked

BY EARL PAIGE

LOS ANGELES The combo store, the darling of the retail industry since its inception in the early '80s, is facing a cloudy future.

In a just-published report, "The Home Entertainment Software Industry," analyst Keith Benjamin of Silberberg, Rosenthal & Co. says rising wholesale videotape prices and liberal accounting policies that allow retailers to overstate earnings from rentals will fuel a shake-out among video retailers.

Benjamin says the three leading publicly held combo chains—Wherehouse, Sound Warehouse, and Spec's Music—"are positioned to survive and possibly profit from the shake-out." However, adds Benjamin, Wherehouse, the pioneering combo chain that rents videos in 148 of its 202 Western stores, and Sound Warehouse, with nearly 100 combo outlets concentrated in Chicago and the Southwest, both saw rental share as a percentage of revenues peak in 1986. Wherehouse's video rentals peaked at 27% last year, and projections show rentals falling to 26% in 1988 and 23% in 1989. Sound Warehouse video reve-

nue peaked at 12% in 1986, and Benjamin projects it will fall to 10% in 1988 and 9% in 1989.

Spec's Music, the Miami-based 35-store chain that got into video rental more recently and more modestly, will see video gain from 8% of revenues in 1986 to 11% this year before plateauing at 13% in 1988, says the analyst.

"We view any music retailer's exposure to this business as a risk over the near term," adds Benjamin, pointing to cutthroat competition among more than 20,000 U.S. video rental outlets as new VCR owners, the most active renters, decrease as a proportion of the installed hardware base. Because competition has driven down rental rates, average rental dollars per VCR per month will continue to decline, says Benjamin. "This does not appear to be healthy environment for video rental stores."

Moreover, according to the analyst, wholesale videotape prices have risen from \$40 during the period 1983-86 to as much as \$60 today. With a store having to stock enough new releases to satisfy the initial rush of renters, some copies may only be rented a few times before

demand fades. The key, therefore, is to purchase the minimum number of new videos necessary to keep renters coming back and to use slow-moving inventory to stock new stores.

Given the movie industry's pricing policy, adds Benjamin, retailers ought to be amortizing two-thirds of their costs in the first year and the rest in the second year. However, most publicly held video renters are using a straight-line depreciation method over three years. Benjamin believes this opens them up to the risk of large write-offs. Nevertheless, he says that the three major combos appear to be "honestly disposing of slow-moving videos and therefore maintaining a reasonable quality of earnings."

Parker Barnum, who tracks the industry for Ladenburg Thalmann & Co. Inc., agrees inventory management is the key to a combo's success. "I don't care how they depreciate videos. The real issue is: Are they staying on top of inventory and disposing of the stuff that isn't renting, either by selling it off or using it to stock new stores? Certainly, it's not as easy to make money as it used to be, but the combo is still a legitimate way of playing the video market."

Peter Blei, chief financial officer at Spec's, says the changing economics of the video business led the chain to hike rental prices from \$1-\$2 to \$2.50-\$3 and to limit its exposure to the video business. But Blei continues to see the industry as fundamentally healthy, noting the impending shake-out will mainly elimi-

nate undercapitalized players that have lost control of their inventories.

Silberberg, Rosenthal's Benjamin credits Spec's with doing a good job of unloading slow renters and says the recent price hike could mitigate much of the risk of Spec's video rental business. He looks for earnings to increase 25% in fiscal 1987 and 45% in 1988. Benjamin likewise is encouraged by Sound Warehouse's decision to cut back its new video purchases this year and notes that despite a weak amortization policy the company is not expected to face any large write-offs.

Benjamin says that Wherehouse's larger exposure to video presents a problem—in 1988 the chain will need to supply 170 stores with 300,000 videos at a cost of \$15 million—and its murky accounting system may overstate earnings. However, should smaller competitors exit the market, Wherehouse could pick up enough market share in the Western states to raise rental prices and thus solve the issue. "The risk [may also] be rationalized as a way to generate traffic for music purchases," he says.

Assistance in preparing this story was provided by Mark Mehler in New York.

## Viacom Shows Loss

NEW YORK Viacom Inc. reported gains in revenues and operating income for the second quarter and first half, ended June 30. Net losses of \$4.7 million for the quarter and \$50.5 million for the half were attributed to increased depreciation, amortization, and interest expenses related to the June 9 acquisition of Viacom International Inc., the predecessor company, by a subsidiary of National Amusements Inc.

Viacom Inc. revenues rose 12% to \$254.3 million for the three months and were up 11% to \$488.5 million for the six months. Operating income was up 20% to \$65.9 million for the quarter and increased 23% to \$116.4 million for the half. Broadcast and cable TV operations posted the largest gains.

Operating income for the Networks Group was off 6%, to \$19.9 million, in the quarter.

## Trans World Up

NEW YORK Trans World Music Corp.'s earnings rose 97% to \$1 million, while sales were up 39% to \$35.2 million for the second quarter, ended Aug. 1. For the year to date, earnings were up 87% to \$2.5 million, and sales increased 43% to \$70 million.

Robert Higgins, president and CEO of the upstate New York-based retailer, said 19 stores were opened in the second quarter, bringing the total count to 231. Another 40-50 store openings are planned.

# MARKET ACTION

BILLBOARD CHARTS THE TOP ENTERTAINMENT STOCKS

COURTESY OF  
PAINE WEBBER RESEARCH, 1285 Ave. of the Americas  
New York, N.Y. 10019, (212) 713-2000

Company	Sale/ 1000's	Open 8/31	Close 9/04	Change
<b>NEW YORK STOCK EXCHANGE</b>				
CBS Inc.	438.5	202 1/2	194 1/2	-7 1/2
Cannon Group	130.9	3 1/2	4	+ 1/2
Capital Cities Communications	202.7	429 1/2	422	-7 1/2
Coca-Cola	4210.0	50 1/2	51 1/2	+ 1/2
Walt Disney	1945.0	80	74 1/2	-5 1/2
Eastman Kodak	5129.9	100 1/2	97 1/2	-2 1/2
Gulf & Western	663.0	86 1/2	86 1/2	- 1/2
Handleman	716.4	31 1/2	33 1/2	+2 1/2
MCA Inc.	1609.4	63 1/2	62 1/2	-1 1/2
MGM/UA	63.1	10 1/2	10 1/2	- 1/2
Musiland	31.7	34 1/2	32 1/2	-1 1/2
Orion Pictures Corp.	178.9	14	13 1/2	- 1/2
Primerica	1620.7	46 1/2	44 1/2	-1 1/2
Sony Corp.	393.4	33 1/2	34 1/2	+ 1/2
TDK	9.3	68 1/2	67	-1 1/2
Taft Broadcasting	93.4	153 1/2	152 1/2	- 1/2
Vestron Inc.	196.0	6 1/2	5 1/2	- 1/2
Warner Communications Inc.	1951.5	37 1/2	34 1/2	-2 1/2
Westinghouse	1621.6	70 1/2	69 1/2	- 1/2

Company	Open 8/31	Close 9/04	Change
<b>AMERICAN STOCK EXCHANGE</b>			
Commtrom	13.0	5	- 1/2
Electrosound Group Inc.	25.5	10 1/2	+ 1/2
Lorimar/Teletel	872.9	16	+ 1/2
New World Pictures	74.2	9 1/2	+ 1/2
Price Communications	179.5	12 1/2	+ 1/2
Prism Entertainment	6.9	5 1/2	.....
Turner Broadcasting System	.0	23 1/2	+1
Unitel Video	1.5	10 1/2	.....
Wherehouse Entertainment	49.3	10 1/2	- 1/2

Company	Open 8/31	Close 9/04	Change
<b>OVER THE COUNTER</b>			
Crazy Eddie	4	4 1/2	+ 1/2
Dick Clark Productions	4 1/2	4 1/2	.....
Infinity Broadcasting	25 1/2	26 1/2	+ 1/2
Josephson Inc.	14 1/2	15 1/2	+ 1/2
LIN Broadcasting	45 1/2	46 1/2	+ 1/2
Lieberman Enterprises	20 1/2	19 1/2	- 1/2
Malrite Communications Group	13	12 1/2	- 1/2
Recoton Corp.	5	5	.....
Reeves Communications	12 1/2	13	+ 1/2
Satellite Music Network, Inc.	4 1/2	4 1/2	+ 1/2
Scripps Howard Broadcasting	.....	.....	.....
Shorewood Packaging	25 1/2	25 1/2	.....
Sound Warehouse	12 1/2	11 1/2	- 1/2
Specs Music	11 1/2	11 1/2	.....
Stars To Go Video	8 1/2	8	- 1/2
Trans World Music	30 1/2	30 1/2	+ 1/2
Tri-Star Pictures	14 1/2	15 1/2	+ 1/2
Wall To Wall Sound And Video	4 1/2	4 1/2	.....
Westwood One	29 1/2	30	+ 1/2

Company	Open 8/31	Close 9/07	Change
<b>LONDON STOCK EXCHANGE (In Pence)</b>			
Chrysalis	237	235	-2
Pickwick	203	225	+22
Really Useful Group	513	513	.....
Thorn EMI	665	669	+4
Virgin	147	146	-1

## Crazy Eddie Sets Shareholders Meet For Nov. 6

NEW YORK Crazy Eddie Inc. says it expects to report a loss for the second quarter, ended Aug. 31, in excess of its \$2.3 million loss in the first fiscal quarter.

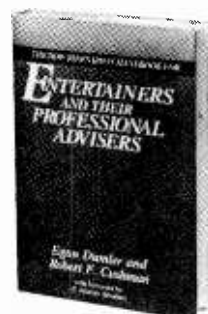
The retailer also plans to hold its annual shareholders meeting Nov. 6, with holders of record eligible to vote.

Crazy Eddie, which earned \$3.8 million on sales of \$74.8 million in last year's second quarter, said this year's loss stems from stiff competition in consumer electronics retailing, and the costs associated with failed takeover attempts. Recent cost-cutting moves were also blamed for the second-quarter loss, but the company said those moves will yield benefits in the third and fourth quarters.

As reported, Entertainment Marketing Inc., which owns 5.3% of Crazy Eddie and is considering a proxy fight for the company, filed suit to force the retailer to hold an annual meeting (Billboard, Sept. 12). That suit will be dropped if Crazy Eddie goes ahead with plans for the meeting, an Entertainment Marketing spokesman says.

MARK MEHLER

# Turn Talent Into PROFIT



"The rewards and pitfalls of the entertainment industry are so great that every individual career must be treated as a major business venture."

—Egon Dumler and Robert F. Cushman

**THE DOW JONES-IRWIN HANDBOOK FOR ENTERTAINERS AND THEIR PROFESSIONAL ADVISERS**  
Egon Dumler and Robert F. Cushman, editors

The Dow Jones-Irwin Handbook for Entertainers and their Professional Advisers is packed with all the financial, management, and legal expertise you need to make a fortune out of fame. In the handbook, prominent specialists and counsels of the entertainment industry provide clear answers to the complex questions that confront aspiring entertainers. The book shows you how to negotiate and draft contracts, chart your professional career, manage tax planning, and much much more.

From selecting a music publisher to financing a motion picture, *The Dow Jones-Irwin Handbook for Entertainers and Their Professional Advisers* shows you how to survive and thrive in the entertainment industry.

Order No. 2362D \$45.00

To order now call TOLL-FREE 1-800-841-8000, x33. Or fill out the coupon and mail it along with your check to Dow Jones-Irwin.

Send \_\_\_\_\_ copies of (2362D) at \$45.00 each. Add \$2.50 for first book and 50¢ for each additional title for postage and handling. Illinois residents add 7% sales tax; CA, NY, TN, MN, IN, WI, OH, MI residents add appropriate tax.

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
**Dow Jones-Irwin**  
1822 Ridge Road, Homewood, IL 60430  
BIL299

## POP

### BILLY IDOL

**Vital Idol**  
PRODUCER: Keith Forsey  
Chrysalis OV41620

Brand-new dance remixes of some of Billy's best and most bizarre. Crystal-clear production and Hot 100 fortitude of "hung like a pony" (here renamed "downtown") mix of "Mony Mony" will draw buyers; don't count on greatest-hits-type sales, however, because "Eyes Without A Face" and "Rebel Yell" are missing.

### MICHAEL BOLTON

**The Hunger**  
PRODUCERS: Keith Diamond, Jonathan Cain  
Columbia BFC 40473

Third release from soulful singer/songwriter aims for the mass-appeal market—and hits. First-rate production efforts back this multifaceted collection, which features guest appearances by several Journey members. Leadoff track, "That's What Love Is All About," is already moving up the pop and black charts, with much more to follow.

### JETHRO TULL

**Crest Of A Knav**  
PRODUCER: Ian Anderson  
Chrysalis 41590

Some trademarks remain to entice band's graying fans, including aura of culture and Anderson's juicy flute. But this extensively market-researched album often sounds like pseudo Dire Straits, and Tull's leader is tired—both vocally and lyrically: "I'm your Pepsi Cola but you won't let me out of the can."

### THE ART OF NOISE

**In No Sense? Nonsense!**  
PRODUCERS: The Art Of Noise  
China Records/Chrysalis 41570

A full palette of weirdness—from a string quartet and vocal chorale to various sound effects—on an album group's cult will savor. However, dance-floor takeoff on the "Dragnet" theme, the set's best chance for breakout success, has already misfired.

### ARMORED SAINT

**Raising Fear**  
PRODUCERS: Armored Saint, Chris Minto  
Chrysalis BFV 41601

More fluid metal from Los Angeles-based group, now down to a quartet. Though repertoire is too rough for the top 40, cover of Lynyrd Skynyrd's "Saturday Night Special" should attract attention. CD and cassette contain an extra track.

### ORIGINAL MOTION PICTURE SOUNDTRACK

**I Was A Teenage Zombie**  
PRODUCERS: Robert Singerman, Richard Hirsh  
Enigma SJ-73296

Soundtrack to recent midnight-movie feature ably serves as a compendium of the best of '80s new rock: dB's, Smithereens, Waitresses, Los Lobos, etc. Only previously unreleased cut is the Fleshtones' title theme.

### SCOTT FOLSOM

**Simple Talk**  
PRODUCERS: Phil Chapman, Jon Carin  
Columbia 40669

A young, blond, videogenic pop singer from Maine, Folsom aims for the album rock airwaves with help from guest stars Aimee Mann and Ian Hunter as well as Corey Hart producer Chapman. "Listen To Me," "There She Was," and the harder-rocking "One Mistake (You Just Ran Away)" were obviously written with airplay in mind.

### ORIGINAL MOTION PICTURE SOUNDTRACK

**Full Metal Jacket**

PRODUCER: None listed  
Warner Bros. 25613

Delayed release of soundtrack to summer box-office bonanza undoubtedly translates into missed sales. One side of Vietnam-era oldies and another of original score are highlighted by the title-track "rap," featured prominently in the film.

### BLACK

**Wonderful Life**  
PRODUCERS: Dave Dix, Robin Millar  
A&M SP 5165

Act has already tasted some success in the U.K. and is a priority for A&M here. Label's challenge will be to carve a niche for this art-scene troubadour and his often laid-back demeanor.

### ORIGINAL SOUNDTRACK ALBUM

**In The Mood**  
PRODUCER: Ralph Burns  
Atlantic 81788

Soundtrack to upcoming Lorimar film is worth the price of admission if only for the title track, sung by Jennifer Holliday with amazing gusto and savoir faire; happily, the rest of the album is an enjoyable mix of big-band standards and new compositions by Burns, once a member of Woody Herman's troupe.

### PUSSY GALORE

**Right Now**  
PRODUCERS: Steve Albini, Kramer, Pussy Galore  
Caroline 1337

Hardcore noise-rockers in psychedelic garb release a deliberately muddy-sounding album for people titillated by dirty words. Others may find some respite in "New Breed," "Trashcan Oil Drum," and the faster-paced "NYC: 1999," which recall trash-rock favorites the Cramps.

### GOVERNMENT ISSUE

**You**  
PRODUCER: Tom Lyle  
Giant/Dutch East India HH6100

Dutch East India bows a new in-house label with 12th release from D.C. hardcore outfit. Despite itself, group shows polish and poise that inevitably arise after playing together eight years. "Young Love" recalls the Stooges; "Where You Live" is aggressively tuneful.

### THE OYSTER BAND

**Step Outside**  
PRODUCER: Clive Gregson  
Varrick/Rounder VR-034

Folk-dance rockers with Irish influences can truthfully lay claim to having a unique sound; "Bully In The Alley," with zydeco flourishes and electric-guitar breaks, is especially unusual—and engaging.

## BLACK

### PICKS

### FAT BOYS

**The Best Part Of The Fat Boys**  
PRODUCERS: Various  
Sutra SUS 1018

These should fly out of the box thanks to current popularity of "Crushin'," but long-term sales prospects are hurt by absence of any material from that PolyGram album; included here are all the great Sutra songs, like "Fat Boys Are Back" and "All You Can Eat."

### STEPHANIE MILLS

**In My Life**  
PRODUCERS: Hawk, James Mtume, Reggie Lucas  
Casablanca 832 519

Mills has been underestimated for too long. Though greatest-hits packages are often throwaways, her chart-topping success on rival MCA and this album's midline price could net big sales.

### ALEEM FEATURING LEROY BURGESS

**Shock!**

## SPOTLIGHT



### BANARAMA

**Wow!**  
PRODUCER: Stock Aitken Waterman  
London 422-828 061 R-1

Hot on the heels of the top 10 "I Heard A Rumour" from the "Disorderlies" soundtrack (also included here), Brit babes deliver an album of similarly skewed dance pop, produced with finesse by the PWL team. We heard a rumor that "I Can't Help It" is the next single; it's got plenty of oomph, but "Love In The First Degree" has smash potential.



### RUSH

**Hold Your Fire**  
PRODUCERS: Peter Collins, Rush  
Mercury 832-464 Q-1

Though it sounds silly to say of a band that has had nine platinum albums, Rush has finally released a commercial record. "Time Stand Still," featuring 'til tuesday's Aimee Mann sharing the vocals, could well prove to be the group's first top 10 hit; "Force Ten" should satiate longtime followers among the album rock crowd. Excellent.

PRODUCERS: Tunde-ra, Taharqa Aleem  
Atlantic 81784

Trio's "Love Shock" has already sprung up on the black chart, but "More 'N More Love" has a better shot at Hot 100 acceptance. Burgess' vocals are as smooth as the wildest pickup artist.

### PICKS

### TERRI GONZALEZ

**Is There Rockin' In This House**  
PRODUCER: Nile Rodgers  
Atlantic 81779

Debut album from former disco diva and current actress/studio singer under the tutelage of Nile Rodgers—who in addition to producing the album co-wrote five of its songs—has its high spots, chief among them the title track, the first single.

## COUNTRY

### PICKS

### REBA McENTIRE

**The Last One To Know**  
PRODUCERS: Jimmy Bowen, Reba McEntire  
MCA-42030

Excellent and diverse. In addition to her lyrical testimonies about personal relationships—such as "The Girl Who Has Everything," "Someone Else," and the title cut—McEntire offers an intensely sympathetic portrait of the would-be immigrant to America, "Just Across The Rio Grande," and a chilling look at wife abuse, "The Stairs."

### THE OAK RIDGE BOYS

**Heartbeat**  
PRODUCER: Jimmy Bowen  
MCA-42036

Substitution of Steve Sanders for William Lee Golden has not markedly changed the sound of the Oaks. As in previous projects, the quartet is by turns serious ("Don't Turn Around," "New Way Out") and whimsical ("Love Without Mercy") but always entertaining.

### GEORGE STRAIT

**Greatest Hits, Volume Two**  
PRODUCERS: Jimmy Bowen, George Strait  
MCA-42035

Includes three cuts from the recent "Ocean Front Property" album as well as older material.

### STEVE WARINER

**Greatest Hits**  
PRODUCERS: Tony Brown, Emory Gordy Jr., Jimmy Bowen  
MCA-42032

"What I Didn't Do," "Heart Trouble," "Some Fools Never Learn," "You Can Dream Of Me," "Life's Highway," "That's How You Know When Love's Right," "Starting Over Again," "Small Town Girl," "The Weekend," and "Lynda" are all here.

### RAY STEVENS

**Greatest Hits, Vol. 2**  
PRODUCERS: Various  
MCA-42062

A deep dig into the archives for such hits as "Mr. Businessman" and "In The Mood"; also included are more recent satires of redneckery, such as "Would Jesus Wear A Rolex," "The Ballad Of The Blue Cyclone," and "Can He Love You Half As Much As I."

## JAZZ

### PICKS

### DIANE SCHUUR

**Diane Schuur & The Count Basie Orchestra**  
PRODUCERS: Morgan Ames, Jeffrey Weber  
GRP GR-1039

Recorded live in the studio, album captures many of the songs Schuur performed with the Basie Orchestra while on tour of Japan earlier this year; none appear on any of the vocalist's earlier records, however. Recent spate of media attention, first-rate choice of material, and 1986 Grammy win will propel sales way beyond admirable levels Schuur has already achieved.

### PICKS

### CHECKFIELD

**Distant Thunder**  
PRODUCER: S. John Archer  
American Gramophone AG 787

Southern California duo's first album was a bit new aqesque, but this one sounds like Earl Klugh meets Pat Metheny. Flutist Steve Kujala is one of several guests on this promising fusion find.

## CLASSICAL

### PICKS

**ARVO PÄRT: ARBOS; DE POUNDIS, ETC.**  
Various Artists

ECM 1325

Pärt has a following that extends well beyond the classical community. Here, his work cuts a wide stylistic swath, flirting with everything from minimalism to medieval chant while remaining highly individualistic. Participation of Gidon Kremer among the several groups of performers adds commercial points, as do outstanding sound and production.

### ANTON RUBINSTEIN: SYMPHONY NO. 6

Philharmonia Hungarica, Varga  
Marco Polo 8.220489

Hardly a masterpiece but an effective romantic work, composed with skill and evocative of an era past. Performance is adept and the sound excellent.

### TELEMANN: WIND CONCERTOS

Musica Antiqua Köln, Goebel  
Archiv 419 633

A rather dull title masks some of the most stimulating baroque music to be released in some time. Flute, oboe, chalumeaux (early clarinet), trumpet, and violin are solo instruments in these little-known but delightfully fresh pieces.

## GOSPEL

### PICKS

### TERRI GIBBS

**Turnaround**  
PRODUCERS: Gary McSpadden, Bergen White  
Canaan 7-01-001433-7

The soulful sound of Gibbs, once given over to country (remember "Somebody's Knockin'"), now comes to gospel. A duet with Lee Greenwood and the song "I Can See Heaven With These Eyes" are especially appealing; great tunes and vocals make this an album to watch.

### LITTLE CEDRIC & THE HAILEY SINGERS

**I'm Alright Now**  
PRODUCER: Lawrence A. Brunt Sr.  
GosPearl PL 16035

Little Cedric sounds like a young Michael Jackson, and his songs have a very commercial black-pop sound. He's made a big splash in gospel and has the talent to be a legend tomorrow; this album is another step in the right direction.

### LEON PATILLO

**Brand New**  
PRODUCERS: Leon Patillo, Norbert Putnam  
Sparrow SPR 1138

Patillo retains his technopop sound here while moving away from all-synthesizer cuts, resulting in an album filled with heart and soul. The ballads have a lush feel, and Patillo really shines when he steps up the tempo—the combination here makes this perfect for contemporary Christian radio.

SPOTLIGHT: Predicted to hit top 10 on Billboard's Top Pop Albums chart or to earn platinum certification.

NEW & NOTEWORTHY: Highlights new and developing acts worthy of attention and other releases of special interest.

PICKS: Releases predicted to hit the top half of the chart in the format listed.

RECOMMENDED: Other releases predicted to chart in the respective format; also, other albums of superior quality.

All albums commercially available in the U.S. are eligible. Send review copies to Jean Rosenbluth, Billboard, 1515 Broadway, New York, N.Y. 10036, and Chris Morris, Billboard, 9107 Wilshire Blvd., Beverly Hills, Calif. 90210. Send country and gospel albums to Ed Morris, Billboard, 14 Music Circle E., Nashville, Tenn. 37203.



## POP

### PICKS

**MICHAEL JACKSON** *Bad* (4:05)  
 PRODUCER: Quincy Jones  
 WRITER: M. Jackson  
 PUBLISHERS: Mijac/Warner-Tamerlane, BMI  
 Epic 34-07418 (c/o CBS)  
 (12-inch version also available, Epic 49-07462, cassette version also available, Epic 4ET-07462)

Need we really say more? Title track from the soon-to-be-platinum album is off to a winning start; swaggering groove will undoubtedly carry the airwaves right into the fall.

**MADONNA** *Causing A Commotion* (4:00)  
 PRODUCERS: Madonna, Stephen Bray  
 WRITERS: Madonna, S. Bray  
 PUBLISHERS: WB/Bleu Disque/Webo Girl/Black Lion, ASCAP  
 Sire 7-28224 (c/o Warner Bros.)  
 (12-inch version also available, Sire 0-20762)

Sophomore release from the "Who's That Girl" soundtrack keeps us into the groove with its infectious dance rhythms and hook.

**STARSHIP** *Beat Patrol* (3:54)  
 PRODUCER: Peter Wolf  
 WRITER: Johnny Warman  
 PUBLISHERS: Warcops/Intersong-USA, ASCAP  
 RCA/Grunt 5308-7-G

Follow-up to the top 10 "It's Not Over" is hasty technopop/rock that doesn't break down any doors for innovation.

**OUTFIELD** *No Surrender* (3:58)  
 PRODUCER: William Wittman  
 WRITER: J. Spinks  
 PUBLISHERS: Warning Tracks, PRS/ASCAP  
 Columbia 38-07384

Wistful delivery of a midtempo rock track; swirling melodies and refined production should bring new life to group's current album, "Bangin'."

**TIMOTHY B. SCHMIT** *Boys Night Out* (3:58)  
 PRODUCER: Dick Rudolph  
 WRITERS: Timothy B. Schmit, Will Jennings, Bruce Gaitsch  
 PUBLISHERS: Jeddrah/Blue Sky Rider/Willin' David/Edge Of Fluke, ASCAP/BMI  
 MCA 53137

Flying just like an eagle, Schmit returns to vinyl in fine form; moderate pop track saunters along with a leisurely rhythm and delivery.

**ATLANTIC STARR** *All In The Name Of Love* (3:56)  
 PRODUCERS: David Lewis, Wayne Lewis  
 WRITER: Sam Dees  
 PUBLISHERS: Irving/Lijesrika, BMI  
 Warner Bros. 7-28215

Sincere and melancholic ballad should duplicate the success of the band's recent hit, "Always."

**CRUZADOS** *Small Town Love* (3:46)  
 PRODUCERS: Greg Ladanyi, Waddy Wachtel  
 WRITERS: Larriva, Marsico  
 PUBLISHERS: Placa/Route Thirteen, BMI  
 Arista ASI-9634

Talented outfit issues a meritorious prize of inspired and authentic roots rock along the lines of Mellencamp.

**BELOUIS SOME** *Animal Magic* (4:13)  
 PRODUCER: Gary Langan  
 WRITERS: Belouis Some, G. Fletcher  
 PUBLISHER: Tritac  
 Capitol B-44056

Melodious and lucid pop number from Some's eponymously titled album; nice production.

**CARUSO** *London* (4:00)  
 PRODUCER: Eric Morgeson  
 WRITER: D. Caruso  
 PUBLISHER: not listed  
 Nubeat 186

Michigan quartet of brothers delivers swift pop/rock number. Contact: 313-671-5441.

**SHARKS** *Take Me Back To The Water* (timing not listed)  
 PRODUCER: Sharks  
 WRITER: S. Lugar  
 PUBLISHER: Big Bite, BMI  
 List DM-87026 (12-inch single)

Driving up-tempo rocker. Contact: 212-265-1776.

## BLACK

### PICKS

**JAMES ROBINSON** *Just What I've Been Missing* (3:59)  
 PRODUCER: Fareed  
 WRITERS: F.A. Haqq, K. Andes  
 PUBLISHERS: Fah/Avant Garde/Andes, ASCAP  
 Tabu ZS4-07439 (c/o CBS)

Terrific debut album spawns a churning midtempo number (featuring vocalist Audrey Wheeler) to propel this fine vocalist's simmering solo career.

**ANITA POINTER** *Overnight Success* (4:19)  
 PRODUCER: Preston Glass  
 WRITERS: Brenda Sutton, Michael Sutton  
 PUBLISHERS: Mibren/Lauren Loo, ASCAP  
 RCA 5291-7-R

One-third of the very popular Pointer Sisters delivers a rich contemporary r&b groove that bodes well for the superb stylist's label debut.

**SHALAMAR** *Games* (4:05)  
 PRODUCERS: L.A., Babyface  
 WRITERS: Charles Muldrow/Sid Johnson/Bruce Robinson/Jeff Wilson  
 PUBLISHERS: Hip Trip/Hip Chic/Mister Johnson's Jams, BMI  
 Solar B-70013 (c/o Capitol)

Trio takes on yet another rhythmic veil; this time it's funk a la Cameo.

**CHAD** *Luv's Passion And You* (3:52)  
 PRODUCERS: Chad, Howard King  
 WRITER: Chad  
 PUBLISHERS: I'mo Owe U A Tune/Bush Burnin', ASCAP  
 RCA 5293-7-R

Occasional songwriter with the Hush Productions entourage, this former member of the BB&Q Band makes his debut with sparse r&b syncopation.

**MIKY BLUE** *Call Me* (4:00)  
 PRODUCER: Miky Blue  
 WRITER: Miky Blue  
 PUBLISHER: Hilljay, BMI  
 Valley Vue V-75326 (12-inch single)

Sprightly technofunk with a Minneapolis flavor. Contact: 213-851-1669.

**SLAVE** *I Like Your Style* (3:14)  
 PRODUCERS: Keith Nash, Mark Adams, Charles Cedell Carter  
 WRITERS: K. Nash, D. Webster, M. Adams, F. Miller  
 PUBLISHER: not listed  
 Ichiban 87-125

One of the band's most appealing releases in quite some time; loping r&b confronts a yearning vocal lead. Contact: 404-926-3377.

**TROUBLE FUNK** *Trouble* (3:54)  
 PRODUCER: Bootsy Collins  
 WRITERS: B. Collins, M. Lane, R. Reed  
 PUBLISHERS: Mashamug/Island, BMI/Sydy, ASCAP  
 Island 7-99406 (12-inch version also available, Island 0-96739)

Trouble's been over here, trouble's been over there; now its go-go-flavored funk-business as usual. Contact: 212-477-8000.

**HANSON & DAVIS** *Come Together* (3:30)  
 PRODUCER: Hanson & Davis  
 WRITERS: A. Hanson, E. Davis  
 PUBLISHERS: Dajou/Hanson Loves/Beach House, ASCAP  
 Fresh 0012 (12-inch reviewed Aug. 15)

**COOL C** *Juice Crew Dis* (4:05)  
 PRODUCER: Hilltop Hustlers  
 WRITERS: Chis Roney, W. McGlone, H. Sataam  
 PUBLISHER: Top Jam, BMI  
 Hilltop Hustlers HTH-001 (12-inch single)

Philly rapper isn't too happy with New York's Juice Crew; all insults intact, the rhythm kicks hard and scratch work is noteworthy. Contact: 215-878-9695.

**DAVY D** *Feel For You* (3:00)  
 PRODUCERS: David Reeves, Russell Simmons  
 WRITER: D. Reeves  
 PUBLISHERS: Davy D/Def Jam, ASCAP  
 Def Jam 38-07420 (c/o CBS)  
 (12-inch version also available, Def Jam 44-07463)

Davy D, who is the best, cuts his beats with a DMX; second release from the album "Davy's Ride."

## NEW AND NOTEWORTHY

**TERENCE TRENT D'ARBY** *If You Let Me Stay* (3:13)  
 PRODUCER: Howard Gray  
 WRITER: T.T. D'Arby  
 PUBLISHERS: Virgin-Nymph/Young Terence, BMI  
 Columbia 38-07398 (12-inch version also available, Columbia 44-07450)

Billed as "the great soul voice of the '80s," this awesomely talented U.K. artist (born and bred in the States, however) previews his forthcoming debut, which entered at No. 1 in his adopted country; single release, also a top 10 U.K. hit, exhibits a uniquely textured r&b vocal amidst an easy-paced production, ensuring deserved mass exposure.

**WALK THE MOON** *Daddy's Coming Home* (3:58)  
 PRODUCER: Dave Jerden  
 WRITERS: Alain Johannes, Natasha Shneider  
 PUBLISHERS: MCA/Unicity/JS Bond/Fritz Spritz, ASCAP  
 MCA 53173

Progressive new duo unleashes a rhythmic and technically sophisticated pop gem; Johannes was a member of the now-defunct What Is This, and Schneider fronted the U.S.S.R. rock outfit Black Russian. Selection's rock'n'soul stance and toe-tapping beat make for an enjoyable and witty number.

**OUTLOUD** *It's Love This Time* (3:36)  
 PRODUCERS: Nile Rodgers, Philippe Saisse, Felicia Collins  
 WRITERS: Gardner Cole, Pat Leonard  
 PUBLISHERS: Warner-Tamerlane/Bertus/Johnny Yuma, BMI  
 Warner Bros. 7-28264  
 (12-inch version also available, Warner Bros. 0-20758)

This time, Rodgers has called upon the talents of Saisse and Collins to form dance/pop/r&b outfit; the three have worked on projects ranging from Steve Winwood to Al Jarreau, and with this initial release, their pop sensibility and commercial insight come through.

**DAVE ALVIN** *Every Night About This Time* (3:54)  
 PRODUCERS: Steve Berlin, Mark Linett  
 WRITER: D. Alvin  
 PUBLISHERS: Blue Horn Toad/Bug, BMI  
 Epic 34-07394

A most convincing country debut from the ex-Blaster and occasional X member; mournful steel guitar is threaded through the production alongside raw and chilling lyrics. Song features many of L.A.'s finest roots/country-rockers and is further proof that Alvin is no format tourist.

**KATHY MATHIS** *Baby I'm Hooked* (3:49)  
 PRODUCERS: Stewart Hanley, Stephann Perry  
 WRITERS: R. Griffin, V. McKisic  
 PUBLISHERS: Interior/Sound Critique, BMI/Avant Garde/Shee Shee, ASCAP  
 Tabu ZS4-07374 (c/o CBS)

Engaging r&b pop.

**GEORGE GODFREY** *Dock Of The Bay* (5:38)  
 PRODUCER: Kurtis Blow  
 WRITERS: Otis Redding, Stephen Cropper  
 PUBLISHER: Irving, BMI  
 The Fever SF 818 (12-inch single)

If it can work for Club Nouveau . . . ; "Lean On Me"-style version of the soul classic. Contact: 212-582-6900.

## COUNTRY

### PICKS

**HIGHWAY 101** *Somewhere Tonight* (3:15)  
 PRODUCER: Paul Worley  
 WRITERS: Harlan Howard, Rodney Crowell  
 PUBLISHERS: Tree, BMI/Granite/Coolwell, ASCAP  
 Warner Bros. 7-28223

Band kicks into high gear with third release from its eponymous debut; crisply sung harmonies over a tighter-than-tight production make this one speak for itself.

**GLEN CAMPBELL** *Still Within The Sound Of My Voice* (4:08)  
 PRODUCERS: Jimmy Bowen, Glen Campbell  
 WRITER: Jimmy Webb  
 PUBLISHER: White Oak, ASCAP  
 MCA 53172

Another dedication to the "over the airwaves" romantics; testimony of love is sung with strength and vigor on this one.

**PAKE McENTIRE** *Good God, I Had It Good* (3:15)  
 PRODUCER: Mark Wright  
 WRITERS: Mark Wright, Reed Nielsen  
 PUBLISHERS: Blackwood/Land Of Music/Englishtown, BMI  
 RCA 5256-7-R

Regrets mingle with hope in this uptempo tribute to love appreciated too late; forlorn fiddling and sing-along chorus.

**LYLE LOVETT** *Give Back My Heart* (3:00)  
 PRODUCERS: Tony Brown, Lyle Lovett  
 WRITER: Lyle Lovett  
 PUBLISHERS: Michael H. Goldsen/Lyle Lovett  
 MCA/Curb 53157

A snappy talking-blues recounting of the luring and capture of a reluctant lover; witty and quotable—in spite of Lovett's occasional mumble.

**SHOOTERS** *Tell It To Your Teddy Bear* (2:36)  
 PRODUCER: Walt Aldridge  
 WRITERS: W. Aldridge, G. Baker, S. Longacre  
 PUBLISHERS: Rick Hall/Songs On Hold, ASCAP/SESAC  
 Epic 34-07367

Striding bass, strident vocals, and altogether too much to-do about someone likely to talk to a stuffed animal.

**RUNNER** *You're Mine Tonight* (3:42)  
 PRODUCER: Eddie Bayers Jr.  
 WRITER: R. Van Hoy  
 PUBLISHERS: Unichappell/Van Hoy, BMI  
 Epic 34-07304 (c/o CBS)

Lead vocalist gives an ear-pleasing quality to this crisp, straightforward production—not too flowery; guitar solo adds depth.

**MASON DIXON** *Don't Say No Tonight* (3:01)  
 PRODUCER: Dan Mitchell  
 WRITERS: R. Barry, L. Reyzek, D. Mitchell  
 PUBLISHERS: Screen Gems/EMI, BMI  
 Premier One 115

Singing with feeling and strong vocals, Dixon takes a nice ballad and spruces it up; the result is a chart climber follow-up to "3935 West End Ave." Contact: 615-321-5566.

**RHONDA MANNING** *Out With The Boys* (3:14)  
 PRODUCER: Ron Manning  
 WRITERS: Larry Kingston, Paul Richey  
 PUBLISHERS: Pete Drake/First Lady, BMI  
 Soundwaves SW-4792-NSD

Lady savors the sweet irony of using her husband's excuse for being away from home; touches of Dixieland in the arrangement. Label based in Nashville.

**STEPHANIE FISHER** *Ready For Love* (3:25)  
 PRODUCER: Roger Hale  
 WRITER: Stephanie Fisher  
 PUBLISHER: Florida Swamper, BMI  
 Florida Swamper (no number)

Believable voice but unwieldy lyrics in this testimony to commitment. Contact: 813-868-5339.

## DANCE

### PICKS

**NICK KAMEN** *Nobody Else* (6:16)  
 PRODUCER: Stewart Levine  
 WRITERS: Brenda Russell, Jeff Hull  
 PUBLISHERS: Rutland Road, ASCAP/Dwart Village, BMI  
 Sire 0-20750 (c/o Warner Bros.) (12-inch single)

Label's club chanteur pumps out a fine up-tempo pop number with dance mixes courtesy of Arthur Baker and Jellybean.

**COVER GIRLS** *Because Of You* (6:40)  
 PRODUCER: Robert Clivelles, "Little" Louie Vega  
 WRITER: David Cole

PUBLISHERS: Amber Pass/Disco Fever/Red Instrumental, ASCAP  
 The Fever SF 819 (12-inch single)

"Spring Love" did not perform as well as expected, but this technonumber should waste no time re-establishing the girls' club audience. Contact: 212-582-6900.

**BLAZE** *If You Should Need A Friend* (6:04)  
 PRODUCER: Blaze  
 WRITERS: K. Hedge, C. Herbert, J. Milan  
 PUBLISHERS: Blazin'/Quarkette, BMI  
 Quark QK-006 (12-inch single)

Act scored big with "Whatcha Gonna Do," and with this house-flavored track the club trails should remain hot. Contact: 212-355-6013.

**NITRO DELUXE** *On A Mission* (5:03)  
 PRODUCER: Aldo Marin  
 WRITERS: Y.M. Stretching, A. Marin  
 PUBLISHERS: Cutting Records/Y.M.S., ASCAP  
 Cutting CR-215 (12-inch single)

An electromélange for those who take their dancing seriously; try the "Say Your Love" mix. Contact: 212-569-4589.

**CAROLINE LOEB** *And So What* (4:30)  
 PRODUCER: Philippe Chany  
 WRITERS: Caroline Loeb, Pierre Grillet, Philippe Chany  
 PUBLISHER: Theobalds, ASCAP  
 Sire 0-20742 (12-inch single)

Likable down-tempo Parisian funk in English and French; one mix was handled by Jay King and features Valerie Watson on backing.

**VANILLA MIX** *Easier Said Than Done* (6:22)  
 PRODUCERS: Mark Boccaccio, Bruce Greenspan  
 WRITERS: M. Boccaccio, S. Brunet, B. Greenspan  
 PUBLISHERS: Devil Eyes, PRO/Kish Kish, CAPAC  
 Atco 0-96746 (12-inch single)

Busy Miami-flavored mix.

## AC

### RECOMMENDED

**PRETENDERS** *If There Was A Man* (2:48)  
 PRODUCERS: John Barry, Paul O'Duffy  
 WRITERS: John Barry, Chrissie Hynde  
 PUBLISHERS: Hynde House Of Hits/Clive Banks/U/A/United Lion, BMI  
 Warner Bros. 7-28259

Not your usual Pretenders track; lush ballad from "The Living Daylights" soundtrack showcases Hynde's captivating vocals in an amorous setting.

**AL JARREAU** *Since I Fell For You* (3:50)  
 PRODUCER: Tommy LiPuma  
 WRITER: Woodrow Buddy Johnson  
 PUBLISHER: Warner Bros., ASCAP  
 MCA 53187

As featured in television's "Moonlighting" and its accompanying soundtrack; dated ballad is smooth in its assured production.

**PAT METHENY GROUP** *Last Train Home* (3:59)  
 PRODUCER: Pat Metheny  
 WRITER: Pat Metheny  
 PUBLISHER: Pat-Meth, BMI  
 Geffen 7-28190 (c/o Warner Bros.)

Low-key yet gyrating track from one of the industry's finest instrumental outfits.

PICKS: New releases with the greatest chart potential.

RECOMMENDED: Records with potential for significant chart action.

NEW & NOTEWORTHY: Highlights new and developing acts worthy of attention.

Records equally appropriate for more than one format are reviewed in the category with the broadest audience. All singles commercially available in the U.S. are eligible for review. Send copies to Bill Coleman, Billboard, 1515 Broadway, New York, N.Y. 10036. Country singles should be sent to Billboard, 14 Music Circle East, Nashville, Tenn. 37203

## LIFELINES

### BIRTHS

Girl, Jenna Marie, to **Ron and Jennifer Eoff**, Aug. 23 in Fayetteville, Ark. He is bass player for the Cate Brothers and also works for Sound Warehouse.

Girl, Catherine Mari, to **William Michael and Christine Deutsch**, Aug. 23 in Nashville. He is an account representative with WLAC radio and was formerly with Sound Seventy Productions and the National Assn. of Campus Activities.

Boy, Eric LeClair, to **Ira and Donna Jaffe**, Aug. 31 in Los Angeles. He is senior vice president of creative services for Chappell/Intersong Music Group-U.S.A.

### MARRIAGES

**Stefan Bojeczko to Samantha Taylor**, Aug. 8 in Toronto. He is an attorney. She is VJ host of CBS television's "Video Hits."

**Paul Hutchinson to Marilyn Powell**, Aug. 15 in Nashville. He is Sound Shop coordinator for Central South Music Sales. She is a sales representative for Central South Christian Distribution.

**Joel Peresman to Jackie Hochstein**, Aug. 22 in Las Vegas. He is an agent with International Talent Group. She is manager of a&r administration for Chrysalis Records.

**Mark Mascolo to Theresa Elder**, Sept. 5 in Nashville. He is son of Ed Mascolo, senior vice president of product development, RCA Records.

**Mike Rogers to Wendi Sharenow**, Sept. 6 in Scottsdale, Ariz. He is an engineer at D&D Recording in New York and has worked with such artists as the Blow Monkeys and the Fat Boys. She has worked on the television program "Nightlife" and on videos, commercials, and film projects as a free-lance makeup artist.

**Adam Bomb to Claire O'Connor**, Sept. 6 in New York. He is a recording artist, formerly on Geffen Records. She is director of Limelight/New York-London-Chicago.

## EXECUTIVE TURNTABLE

(Continued from page 4)

ers is named director of publicity in Los Angeles. He was at the marketing agency Quinn/Brien Inc., where he was chief publicist for the J2 account. **Jim Toll** is named director of finance and chief financial officer. He was with the video production company Split Screen. **Michael Weiss** is promoted to director of marketing. He was a manager of trade marketing for the company. **Sally Seraphim** is appointed Eastern sales manager. She was with Sound Video Unlimited.

**RELATED FIELDS.** MTV Networks makes the following appointments in talent relations: **Roberta Cruger** is named director of talent relations/special programming for MTV Music Television. She was manager of talent relations for the network. **Bill Cataldo** is named director of talent relations for MTV Music Television. He was vice president of promotion for 21 Records.

**Dave Hamill** is appointed communications manager of the National Assn. of Recording Merchandisers in Marlton, N.J. He was editor of Fine Times Magazine.

**Rebecca Reitz** is named an associate at Peter Levinson Communications Inc. in New York. She was an associate producer for the ABC News program "Our World."

### DEATHS

**Michael Finden**, 37, following a long illness, Aug. 14 in San Francisco. The keyboardist/producer/writer worked with such artists as Sylvester, Patrick Cowley, Loverde, the Weather Girls, and Linda Imperial.

**Stephen Francis Davis**, also known as Luquman Abdul Syeed, 58, following a long illness, Aug. 21 in Philadelphia. The bass guitarist recorded albums with a number of jazz groups. He was in the original John Coltrane band and recorded with such jazz greats as Eddie Jefferson, McCoy Tyner, and Harry "Sweets" Edison. He is survived by his wife, son, and four sisters.

**Charlie Smalls**, 43, of cardiac arrest, Aug. 27 in Bruges, Belgium. Smalls was the Tony Award-winning composer of the 1975 musical "The Wiz," which launched the career of Stephanie Mills, who subsequently had a big hit with a song from the show, "Ease On Down The Road." "The Wiz," adapted from L. Frank Baum's "The Wizard Of Oz," was released as a big-budget feature film starring Diana Ross in 1978. Smalls, also a jazz pianist, was working on a new musical at the time of his death. He is survived by his son, Michael.

Send information to Lifelines, Billboard, P.O. Box 24970, Nashville, Tenn. 37202.



**Wilson On Sire.** Beach Boys founder Brian Wilson is congratulated for being signed to Sire Records. Pictured, from left, are Lenny Waronker, president of Warner Bros. Records; Wilson; and Wilson's executive producer-manager Eugene Landy.

## NEW COMPANIES

**Dijon Public Relations**, formed by Dijon Aragon. First clients are actor Jesse Aragon, comedian Jason Stuart, and comedian/vocalist Debbie Swisher. 8721 Sunset Blvd., Suite 102, Los Angeles, Calif. 90069; 213-659-8086.

**Pirate Twins**, formed by Suezio Cioffi and Jonathan Hannah. A

music production company independently producing soundtracks for films and commercial productions. Credits include soundtracks for Vestron, New World Pictures, and CBS/Fox. 230 Riverside Dr., #19G, New York, N.Y. 10025; 212-865-4847.

**Rough Luxury Records**, formed by Crispin B. McRae. Company specializes in dance-oriented music. First release is "Touch Me" by Love Roulette, featuring lead vo-

cals by Karen Anderson, first place winner of Harlem's Apollo Theater "amateur night" contest. P.O. Box 21052 Midtown Station, New York, N.Y. 10129; 212-378-4367.

**Marcus Lambert**, a marketing and public relations firm, formed by Mel Lambert and Bobbi Marcus to address changing media, publicity, and advertising needs of the pro audio industry. Company will work with high-end equipment manufac-

turers and leading recording and production facilities around the world. 1616 Butler Ave., W. Los Angeles, Calif. 90025; 213-479-2001.

**Doc Records**, formed by producer/arranger/songwriter Dennis Bell. First releases are "I Still Haven't Found What I'm Looking For" by New Voices Of Freedom; "The Yuppie Rap" by Dr D, Sugar Dee & the Yuppie Boyz; and "Our Brand New Funk" by the Nasty Cousins. Label will serve as the recording arm of City Slicker Productions and Mark of Aries Music and will specialize in the development of r&b, hip-hop, dance, gospel, new age, and jazz artists. Drawer L, Inwood Station, New York, N.Y. 10034; 212-567-0411.

**DocRoc Management, Ltd.**, formed by Jay Faires. First signings are the Pressure Boys, a North Carolina dance/rock band. First release is "Krandlebanum Monumentus." Company is currently seeking alternative bands. 5 W. Hargett St., Suite 1012, Raleigh, N.C. 27601; 919-834-5977/0203.

Send information to New Companies, Billboard, P.O. Box 24970, Nashville, Tenn. 37202.

## CALENDAR

A weekly listing of trade shows, conventions, award shows, seminars, and other notable events. Send information to Calendar, Billboard, 1515 Broadway, New York, N.Y. 10036.

### SEPTEMBER

- Sept. 13-17, Musicland Group Convention, Alexandria, Minn. 612-932-7700.
- Sept. 14-17, Tower Records Conference, Tower corporate headquarters, Delmonte, Sacramento, Calif. 916-321-2424.
- Sept. 13-16, Record World Convention, American Host Farm, Lancaster, Pa. 516-621-2500.
- Sept. 17-20, Interstate Record Buyers Distribution Convention, Gideon Putnam Hotel, Saratoga Springs, N.Y. 301-733-1378.
- Sept. 12-20, Georgia Music Festival And Hall Of Fame Banquet, Atlanta. 404-656-5034.

Sept. 17, Eighth Annual Licensing Industry Symposium, Pierre Hotel, New York. 602-948-1527.

Sept. 19, Legal And Business Aspects Of The Music Industry—1987, Meridian Hotel, New Orleans. 312-988-5579.

Sept. 26, Legal And Business Aspects Of The Music Industry—1987, Four Seasons Hotel, Boston. 312-988-5579.

Sept. 27, New Jersey Record Collectors Show/Convention, Best Western Coachman Inn, Cranford, N.J. 609-443-5405.

Sept. 27-29, Focus On Video '87, Skyline Hotel, Toronto. Regina Knox or Angela Abromaitis, 416-763-2121.

Sept. 27-29, Amusement Business/Billboard Seminar On Sponsorship, Fairmont Hotel, Dallas. 615-748-8120.

Sept. 28-Oct. 2, Video Expo New York, Jacob K. Javits Convention Center, New York. 800-248-5474.

Sept. 29-Dec. 14, Collectors Circle, New York Univ., New York. 212-777-8000.

### OCTOBER

Oct. 3-7, Wax Works/Video Works Sales Meeting And Disc Jockey Chain Convention, Executive Inn, Owensboro, Ky. 502-926-0008.

Oct. 6-9, Spec's Music Convention, Hilton At Rialto Place, Melbourne, Fla.

Oct. 8-11, Western Merchandisers/Hastings Books & Records Convention, Sheraton Hotel & Towers, Fifth Season Inn West and Civic Center, Amarillo, Texas. 806-376-6251.

Oct. 9-11, Country Music Assn.'s Talent Buyers Entertainment Marketplace, Stouffer's Hotel, Nashville. 615-244-2840.

Oct. 10-11, L.A. Music Equipment Expo, Hyatt at Los Angeles Airport, 6225 W. Century Blvd., Los Angeles. 818-344-3441.

Oct. 12, Country Music Assn. Awards Show, Grand Ole Opry House, Nashville. 615-244-2840.

Oct. 13, BMI Country Awards, BMI Building, Nashville. 615-259-3625.

Oct. 14, ASCAP Country Awards, Opryland Hotel, Nashville. 615-244-3936.

Oct. 14-17, JazzTimes Magazine Convention, Roosevelt Hotel, New York. 301-588-4114.

Oct. 15, SESAC Country Awards, Nashville. 615-320-0055.

Oct. 16-18, MIDI Seminars, Studio PASS, 596 Broadway, New York. Carol Parkinson, 212-431-1130.

Oct. 16-18, Third Annual Women In Film Festival, Music Video Category, Cineplex Odeon Universal Theater, Los Angeles. Katie Brown, 213-463-0931.

Oct. 16-19, Audio Engineering Society Convention, New York Sheraton, New York Hilton, New York. 212-661-8528. W.Va. 703-642-3300.

Oct. 17-20, Erol's Management Information Conference, Sheraton Lakeview, Morgantown, W.Va. 703-642-3300.

Oct. 21-22, Connecticut Video Software Dealers Assn. Second Annual Video Expo, Hartford Civic Center, Hartford, Conn. Roger Gould, 203-767-8461.

Oct. 23-24, 12th Annual Friends Of Old-Time Radio, Holiday Inn-North, Holiday Plaza, Newark, N.J. 203-248-2887.

Oct. 24-25, 11th Annual Songwriters Expo, Pasadena Conference Center, Pasadena, Calif. 213-654-1665.

Oct. 27, International Radio And Television Society Newsmaker Luncheon With Robert Wright, president and CEO of NBC, Waldorf-Astoria, New York. 212-867-6650.

Oct. 29-Nov. 1, CMJ's Seventh Annual Convention, Roosevelt Hotel, New York. 516-248-9600.

Oct. 31, 1987 New Music Awards, Apollo Theater, New York. 516-248-9600.

Oct. 31-Nov 1, The Canadian Music Industry Conference, Harbour Castle Hilton, Toronto. 416-533-9417.

### NOVEMBER

Nov. 2, The Juno Awards, O'Keef Centre, Toronto, Canada. 416-593-2550.

Nov. 2-5, International Electronic Imaging Conference, World Trade Center, Boston, Ma. 800-223-7162.

Nov. 19-21, American Video Conference & Awards (with The Ninth Annual Billboard Video Music Conference & Awards), Hollywood Roosevelt Hotel, Los Angeles. 212-722-2115.

Nov. 24, International Radio And Television Society Newsmaker Luncheon And Goods And Services Celebrity Auction, Waldorf-Astoria, New York. 212-867-6650.

## FOR THE RECORD

In the Sept. 12 issue of Billboard, writer Robert Hilburn was misquoted in the Commentary about the Run-D.M.C./Beastie Boys tour. The quote should have read: "There is reason to suspect that the shows are being so closely monitored around the country by the media and the police [because] this biracial bill is attracting a mixed audience."

The law firm Aldredge & Levitan helped negotiate the label contract for Royal Court Of China (Billboard, Sept. 5), but did not seek out the label deal for the act.

A story in the Sept. 12 issue on Benel Distributors' Chapter 11 reorganization left the status of Jay Rosenberg unclear. Rosenberg resigned from Benel to take a post at The Wiz prior to the consolidation of Benel's purchasing department.





NOW  
THAT  
YOU'VE  
SEEN  
US...

www.americanradiohistory.com



**TYRANNY**

- Ⓐ DAVID BORUFF & DREAMSTREET
- Ⓑ THE HENRY ROBINETT GROUP
- Ⓒ THE RENEE'S
- Ⓓ HEINZ AFFOLTER
- Ⓔ LILI & SUSSIE
- Ⓕ ANGEL WITCH
- Ⓖ +1
- Ⓗ SILICON DREAM
- Ⓘ DAF
- Ⓛ HERMAN BROOD & HIS WILD ROMANCE
- Ⓜ RICK KELLIS
- Ⓝ JARED STEWART
- Ⓟ RENA SCOTT
- Ⓠ THE TALK OF THE TOWN FEATURING RUBY V
- Ⓡ RIC KIPKER & BIG EZ
- Ⓢ SECRET TIES
- Ⓣ BILLY CLIFT
- Ⓡ JAYNE EDWARDS
- Ⓢ STIX HOOPER
- Ⓣ TYRANNY



ARTFUL *Balance* RECORDS

r a z o r m a i d / JCI

**LISTEN!**

DISTRIBUTED BY JCI & ASSOCIATED LABELS • 5308 DERRY AVE., AGOURA HILLS, CA 91301 • (818) 889-9022

www.americanradiohistory.com



# RADIO ACTIVE

Your  
singles  
ad  
HERE  
sells  
RADIO  
&  
RETAILERS  
plus  
1,840 rack jobbers  
& distributors  
and  
1,400 talent buyers  
& promoters

**SPREAD THE NEWS!**  
...when your singles product  
hits the Hot 100 Chart!  
**ADVERTISE HERE!**

CONTACT:  
MARGARET LO CICERO  
Radio/Singles Sales Manager  
(212) 764-7736

# Billboard

1515 Broadway, NY, NY 10036

# HOT 100 SINGLES SPOTLIGHT

*A weekly look behind the Hot 100 with Michael Ellis.*

**I**T'S A DOUBLE PLAY for **Michael Jackson** on the Hot 100 this week, as "I Just Can't Stop Loving You" (Epic) is No. 1—it is also tops in sales and airplay—while the follow-up single, "Bad," is the Hot Shot Debut. The title tune from the new album picks up 147 adds among the 232 radio reporters and moves 28-18 at KKYK Little Rock, Ark., 12-6 at WHYT Detroit, 26-18 at WHOT Youngstown, Ohio, and 18-10 at KMEL San Francisco, enabling it to enter the chart at No. 40. **Whitney Houston's** "Didn't We Almost Have It All" (Arista) is a strong contender for the top spot next week; it's already the most widely played record among the pop panel, with 222 stations reporting airplay, and it gains strongly in both sales and airplay points. "Here I Go Again" by **Whitesnake** (Geffen) makes tremendous point gains but not enough to dislodge the top three, so it holds at No. 4 with a bullet.

**B**EHIND JACKSON'S high debut, six other records enter the chart. Although all of the artists have been on the chart before, there are some surprises. Both the **Bee Gees** and **Squeeze** return to the Hot 100 after long absences, and **Wendy & Lisa**, a new coupling of ex-Prince protégées, enter the chart at No. 80 with "Waterfall" (Columbia). Former Eagle **Timothy B. Schmit** makes only his second appearance on the Hot 100 as a solo artist; "Boys Night Out" (MCA) enters at No. 91.

**T**HREE RECORDS without bullets are showing impressive strength in some parts of the country. "Misfit" by **Curiosity Killed The Cat** (Mercury) loses its bullet at No. 46 but is moving up nicely at Y-108 Denver (11-6), Z-100 Portland, Ore. (26-19), KTKS Dallas (15-12), and KFMY Salt Lake City (9-6). It spent two weeks at No. 1 on KITS San Francisco, where PD **Richard Sands** says, "It's a real mass-appeal record that could fit from an AC to a rock station to a dance station. This band has a big future." The **Force M.D.'s** have a major hit in California with "Love Is A House" (Tommy Boy). It moves 25-18 at KBOS Fresno, 18-14 at KGGI Riverside, and in Sacramento it's No. 10 at KROY and No. 12 at FM-102. Nationally, it moves from No. 84 to 78, but with insufficient points overall for a bullet. "Oh Yeah" by **Yello** (Mercury) moves up to No. 52 with seven adds from the radio panel and moves of 29-19 at WQEN Gadsden/Birmingham, Ala., and 6-5 at Z-95 Chicago.

**B**ESIDES YELLO, three other artists with their first Hot 100 records merit spotlighting. **Great White** regains its bullet on "Rock Me" (Capitol) at No. 69, with strong moves at KCPX Salt Lake City (14-4), KNOE Monroe, La. (7-4), and KIOK Tri-Cities, Wash. (4-2). **Noel** is having success with "Silent Morning," especially at Z-100 New York (7-6), I-94 Honolulu (32-20), BJ-105 Orlando, Fla. (11-9), and Y-100 Miami (8-6). And **Taja Sevelle** shows early strength at WKTJ Milwaukee (25-19) with "Love Is Contagious" (Reprise), which jumps 82-71 nationally.

FOR WEEK ENDING SEPTEMBER 19, 1987

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

## HOT 100 SINGLES ACTION

### RADIO MOST ADDED

	PLATINUM/ GOLD ADDS 24 REPORTERS	SILVER ADDS 54 REPORTERS	BRONZE/ SECONDARY ADDS 153 REPORTERS	TOTAL ADDS 231 REPORTERS	TOTAL ON
<b>BAD</b> MICHAEL JACKSON EPIC	15	37	95	147	183
<b>CAUSING A COMMOTION</b> MADONNA SIRE	2	12	33	47	198
<b>WHERE THE STREETS...</b> U2 ISLAND	2	8	36	46	119
<b>MONY MONY</b> BILLY IDOL CHRYSALIS	3	7	22	32	156
<b>BREAKOUT</b> SWING OUT SISTER MERCURY	1	4	23	28	124
<b>BOYS NIGHT OUT</b> TIMOTHY B. SCHMIT MCA	5	4	17	26	26
<b>IN MY DREAMS</b> REO SPEEDWAGON EPIC	2	3	20	25	134
<b>I THINK WE'RE ALONE NOW</b> TIFFANY MCA	0	2	23	25	114
<b>SUGAR FREE</b> WA WA NEE EPIC	2	4	19	25	53
<b>I'VE BEEN IN LOVE BEFORE</b> CUTTING CREW VIRGIN	2	4	17	23	124

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



# Billboard HOT 100 SALES & AIRPLAY™

A ranking of the top 40 singles by sales and airplay, respectively, with reference to each title's composite position on the main Hot 100 Singles chart.

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT 100 POSITION
1	2	I JUST CAN'T STOP LOVING YOU	MICHAEL JACKSON	1
2	3	DIDN'T WE ALMOST HAVE IT ALL	WHITNEY HOUSTON	2
3	1	LA BAMBA	LOS LOBOS	3
4	7	HERE I GO AGAIN	WHITESNAKE	4
5	4	CAN'T WE TRY	DAN HILL (DUET WITH VONDA SHEPARD)	7
6	6	WIPEOUT	FAT BOYS & THE BEACH BOYS	12
7	10	WHEN SMOKEY SINGS	ABC	5
8	9	TOUCH OF GREY	GRATEFUL DEAD	10
9	11	DOING IT ALL FOR MY BABY	HUEY LEWIS & THE NEWS	6
10	13	I HEARD A RUMOUR	BANANARAMA	8
11	5	ONLY IN MY DREAMS	DEBBIE GIBSON	13
12	16	I NEED LOVE	L.I. COOL J	14
13	19	LOST IN EMOTION	LISA LISA & CULT JAM	9
14	20	WHO FOUND WHO	JELLYBEAN FEATURING ELISA FIORILLO	16
15	21	U GOT THE LOOK	PRINCE	15
16	25	PAPER IN FIRE	JOHN COUGAR MELLENCAMP	19
17	12	WHO'S THAT GIRL	MADONNA	20
18	28	CARRIE	EUROPE	11
19	8	LOVE POWER	DIONNE WARWICK & JEFFREY OSBORNE	26
20	27	WHO WILL YOU RUN TO	HEART	18
21	23	ONE HEARTBEAT	SMOKEY ROBINSON	17
22	24	JUMP START	NATALIE COLE	21
23	22	MARY'S PRAYER	DANNY WILSON	27
24	30	CASANOVA	LEVERT	22
25	15	ROCK STEADY	THE WHISPERS	24
26	14	DON'T MEAN NOTHING	RICHARD MARX	23
27	33	LET ME BE THE ONE	EXPOSE	25
28	26	I WANT YOUR SEX	GEORGE MICHAEL	32
29	18	LUKA	SUZANNE VEGA	34
30	17	IT'S NOT OVER ('TIL IT'S OVER)	STARSHIP	36
31	36	NEVER LET ME DOWN	DAVID BOWIE	28
32	32	HEART AND SOUL	T'PAU	38
33	29	LIES	JONATHAN BUTLER	50
34	—	FAKE	ALEXANDER O'NEAL	30
35	—	YOU ARE THE GIRL	THE CARS	31
36	37	MAKING LOVE IN THE RAIN	HERB ALPERT	48
37	—	LITTLE LIES	FLEETWOOD MAC	29
38	—	I THINK WE'RE ALONE NOW	TIFFANY	41
39	40	MISFIT	CURIOSITY KILLED THE CAT	46
40	—	SOMETHING REAL (INSIDE ME/INSIDE YOU)	MR. MISTER	37

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT 100 POSITION
1	2	I JUST CAN'T STOP LOVING YOU	MICHAEL JACKSON	1
2	3	DIDN'T WE ALMOST HAVE IT ALL	WHITNEY HOUSTON	2
3	4	HERE I GO AGAIN	WHITESNAKE	4
4	1	LA BAMBA	LOS LOBOS	3
5	8	CARRIE	EUROPE	11
6	5	DOING IT ALL FOR MY BABY	HUEY LEWIS & THE NEWS	6
7	6	WHEN SMOKEY SINGS	ABC	5
8	13	LOST IN EMOTION	LISA LISA & CULT JAM	9
9	11	I HEARD A RUMOUR	BANANARAMA	8
10	10	CAN'T WE TRY	DAN HILL (DUET WITH VONDA SHEPARD)	7
11	19	U GOT THE LOOK	PRINCE	15
12	7	ONLY IN MY DREAMS	DEBBIE GIBSON	13
13	15	WHO FOUND WHO	JELLYBEAN FEATURING ELISA FIORILLO	16
14	18	ONE HEARTBEAT	SMOKEY ROBINSON	17
15	16	TOUCH OF GREY	GRATEFUL DEAD	10
16	14	I NEED LOVE	L.I. COOL J	14
17	20	WHO WILL YOU RUN TO	HEART	18
18	22	PAPER IN FIRE	JOHN COUGAR MELLENCAMP	19
19	9	WHO'S THAT GIRL	MADONNA	20
20	21	WIPEOUT	FAT BOYS & THE BEACH BOYS	12
21	12	DON'T MEAN NOTHING	RICHARD MARX	23
22	26	CASANOVA	LEVERT	22
23	24	JUMP START	NATALIE COLE	21
24	37	CAUSING A COMMOTION	MADONNA	33
25	27	LET ME BE THE ONE	EXPOSE	25
26	17	ROCK STEADY	THE WHISPERS	24
27	33	LITTLE LIES	FLEETWOOD MAC	29
28	32	FAKE	ALEXANDER O'NEAL	30
29	—	BAD	MICHAEL JACKSON	40
30	35	YOU ARE THE GIRL	THE CARS	31
31	38	IN MY DREAMS	REO SPEEDWAGON	39
32	34	NEVER LET ME DOWN	DAVID BOWIE	28
33	39	VICTIM OF LOVE	BRYAN ADAMS	35
34	—	MONY MONY	BILLY IDOL	43
35	40	SOMETHING REAL (INSIDE ME/INSIDE YOU)	MR. MISTER	37
36	23	MARY'S PRAYER	DANNY WILSON	27
37	—	DON'T LOOK DOWN - THE SEQUEL	GO WEST	45
38	—	BREAKOUT	SWING OUT SISTER	42
39	—	IT'S A SIN	PET SHOP BOYS	44
40	—	I THINK WE'RE ALONE NOW	TIFFANY	41

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

## HOT 100 SINGLES BY LABEL

A ranking of distributing labels by the number of titles they have on the Hot 100 chart.

LABEL	NO. OF TITLES ON CHART
COLUMBIA (10)	11
Def Jam (1)	
E.P.A. (8)	10
Epic (8)	
Scotti Bros. (1)	
Tabu (1)	
WARNER BROS. (3)	10
Sire (2)	
Slash (2)	
Island (1)	
Paisley Park (1)	
Tommy Boy (1)	
POLYGRAM (6)	9
Mercury (6)	
London (1)	
Polydor (1)	
Tin Pan Apple (1)	
A&M (7)	8
Open Air (1)	
CAPITOL (5)	7
MCA (5)	6
I.R.S. (1)	
ARISTA (2)	5
ATLANTIC (2)	5
Island (2)	
Critique (1)	
CHRYSALIS (5)	5
EMI-MANHATTAN (5)	5
GEFFEN (4)	4
VIRGIN (4)	4
RCA (1)	3
Grunt (1)	
Jive (1)	
ELEKTRA (2)	2
MOTOWN (2)	2
4TH & B'WAY (1)	1
AMHERST (1)	1
REPRISE (1)	1
Paisley Park (1)	
SOLAR (1)	1

## HOT 100 A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE	PUBLISHER - Licensing Org.	Sheet Music Dist.
77 ALONE	(Billy Steinberg, ASCAP/Denise Barry, ASCAP) WBM	(Bellboy, BMI/Gratitude Sky, ASCAP)
64 BACK IN THE HIGH LIFE AGAIN	(F.S.Limited, PRS/WB, ASCAP/Willin' David, BMI/Blue Sky Rider, BMI) WBM	23 DON'T MEAN NOTHING
58 BACK TO PARADISE (FROM "REVENGE OF THE NERDS II")	(Adams Communications, BMI/Calypto Toonz, BMI/Irving, BMI/Big Tooth, ASCAP/Rare Blue, ASCAP/TCF, ASCAP) CPP/ALM	(Chi-Boy, ASCAP/Edge Of Fluke, BMI) CPP/CLM
40 BAD	(Mijac, BMI/Warner-Tamerlane, BMI)	65 DREAMIN'
61 BE THERE (FROM "BEVERLY HILLS COP II")	(Ensign, BMI/Off Backstreet, BMI/Franne Gee, BMI/Rightsong, BMI) CPP/CHA/HL	(Thrust, BMI)
63 BETCHA SAY THAT	(Foreign Imported, BMI) CPP	30 FAKE
91 BOYS NIGHT OUT	(Jeddrah, ASCAP/Blue Sky Rider, BMI/Willin' David, BMI/Edge Of Fluke, BMI) CPP	(Not Listed) WBM
42 BREAKOUT	(Virgin-Nymph, BMI) CPP	57 GIVE TO LIVE
7 CAN'T WE TRY	(CAK, ASCAP/Songs Of Jennifer, ASCAP/If Dreams Had Wings, ASCAP/A Question Of Material, ASCAP/Scoop, CAPAC) HL	(WB, ASCAP/Nine, ASCAP) WBM
11 CARRIE	(Screen Gems-EMI, BMI) WBM	75 HAPPY TOGETHER
22 CASANOVA	(Calloco, BMI/Hip Trip, BMI) CPP	(Alley, BMI/Trio, BMI) HL
33 CAUSING A COMMOTION	(WB, ASCAP/Bleu Disque, ASCAP/Webo Girl, ASCAP/Black Lion, ASCAP)	38 HEART AND SOUL
74 COME ON, LET'S GO	(Picture Our Music, BMI/Warner-Tamerlane, BMI/Screen Gems-EMI, BMI)	(Virgin, ASCAP) CPP
88 CROSS MY BROKEN HEART (FROM "BEVERLY HILLS COP II")	(Famous, ASCAP/Black Lion, ASCAP) CPP/WBM	86 HEARTACHE
2 DIDN'T WE ALMOST HAVE IT ALL	(Prince Street, ASCAP/Willin' David, BMI/Blue Sky Rider, BMI) CPP	(Dejames, ASCAP/Handle, PRS) HL
55 DINNER WITH GERSHWIN	(Geffen, ASCAP/Rutland Road, ASCAP) WBM	4 HERE I GO AGAIN
6 DOING IT ALL FOR MY BABY	(Bibo, ASCAP/Zookini, ASCAP/Vogue, BMI/Low-Bob, BMI) CLM/HL	(Seabreeze, ASCAP/C.C., ASCAP/WB, ASCAP) WBM
45 DON'T LOOK DOWN - THE SEQUEL	(ATV, BMI) HL	79 HE'S MY GIRL
47 DON'T MAKE ME WAIT FOR LOVE		(Holy Moley, BMI)
		53 HOLIDAY
		(Virgin-Nymph, BMI) CPP
		81 HOURGLASS
		(Virgin, ASCAP) CPP
		68 I DON'T THINK THAT MAN SHOULD SLEEP ALONE
		(Raydiola, ASCAP)
		8 I HEARD A RUMOUR (FROM "DISORDERLIES")
		(Warner-Tamerlane, BMI/In A Bunch, PRS/Terrace, ASCAP) CPP/WBM
		1 I JUST CAN'T STOP LOVING YOU
		(Mijac, BMI/Warner-Tamerlane, BMI) WBM
		14 I NEED LOVE
		(Def Jam, ASCAP)
		49 I STILL HAVEN'T FOUND WHAT I'M LOOKING FOR
		(Chappell, ASCAP/U2, ASCAP) CHA/HL
		41 I THINK WE'RE ALONE NOW
		(ABZ, BMI)
		32 I WANT YOUR SEX (FROM "BEVERLY HILLS COP II")
		(Chappell, ASCAP/Morrison Leahy, ASCAP) HL
		66 I WON'T FORGET YOU
		(Sweet Cyanide, BMI/Willesden, BMI) HL
		39 IN MY DREAMS
		(Fate, ASCAP/Denise Barry, ASCAP) WBM
		44 IT'S A SIN
		(Virgin, ASCAP) CPP
		36 IT'S NOT OVER ('TIL IT'S OVER)
		(MCA, ASCAP/Tongerland, BMI/Kazzoom, ASCAP) MCA/HL
		54 I'VE BEEN IN LOVE BEFORE
		(Virgin-Nymph, BMI) CPP
		98 JAM TONIGHT
		(Wavemaker, ASCAP)
		76 JOHNNY B
		(Dub Notes, ASCAP/Human Boy, ASCAP/Hobblor, ASCAP)
		21 JUMP START
		(Calloco, BMI/Hip Trip, BMI) CPP
		3 LA BAMBA
		(Picture Our Music, BMI/Warner-Tamerlane, BMI)
		25 LET ME BE THE ONE
		(Panchin, BMI) WBM
		85 LET'S DANCE
		(Magnet, ASCAP)
		67 LET'S WORK
		(Promopub B.V., PRS/BMG Music/Arista, ASCAP) CPP
		50 LIES
		(Zomba, ASCAP/Willesden, BMI) HL
		29 LITTLE LIES
		(Fleetwood Mac, BMI) WBM
		83 LIVING IN A BOX
		(WB, ASCAP/Brampton, ASCAP) WBM
		9 LOST IN EMOTION
		(Forceful, BMI/Willesden, BMI/My! My!, BMI/Careers, BMI) CPP
		78 LOVE IS A HOUSE
		(Tee Girl, BMI)
		71 LOVE IS CONTAGIOUS
		(Ow, ASCAP)
		26 LOVE POWER
		(New Hidden Valley, ASCAP/Carole Bayer Sager, BMI) WBM
		34 LUKA
		(Wailersongs, ASCAP/AGF, ASCAP) CLM
		48 MAKING LOVE IN THE RAIN
		(Flyte Tyme, ASCAP) WBM
		27 MARY'S PRAYER
		(Copyright Control) HL
		46 MISFIT
		(Curio, BMI/PolyGram Songs, BMI/Warner-Tamerlane, BMI) WBM
		43 MONY MONY
		(Big Seven, ASCAP/ABZ, BMI) WBM
		28 NEVER LET ME DOWN
		(MCA, ASCAP/Jones Music America, ASCAP/Guitarios, ASCAP) HL
		62 NO ONE IN THE WORLD
		(ATV, BMI/Welbeck, ASCAP) HL
		51 NOTORIOUS
		(Sordid Songs, ASCAP/Duke Reno, ASCAP/April, ASCAP/Bon Jovi, ASCAP/Chappell, ASCAP/PolyGram, ASCAP/Le Mango, ASCAP) HL/WBM
		52 OH YEAH
		(Neue Welt Musikverlag Gmbh, ASCAP/WB, ASCAP) WBM
		17 ONE HEARTBEAT
		(Le Gassick, BMI/Who-Ray, BMI/Chubu, BMI/Smokey, BMI) CPP
		84 THE ONE I LOVE
		(Night Garden, BMI/Unichappell, BMI) CHA/HL
		59 ONE LOVER AT A TIME
		(Orca, ASCAP/Sweet Karol, ASCAP/Trinifold, ASCAP/Virgin, ASCAP) CPP/WBM
		13 ONLY IN MY DREAMS
		(Creative Bloc, ASCAP) HL
		19 PAPER IN FIRE
		(Riva, ASCAP) WBM
		93 THE PLEASURE PRINCIPLE
		(Flyte Tyme, ASCAP) WBM
		94 REV IT UP
		(GX, ASCAP/SBK/Scandinavia, ASCAP/April, ASCAP)
		87 RHYTHM IS GONNA GET YOU
		(Foreign Imported, BMI) CPP
		69 ROCK ME
		(White Vixen, BMI)
		24 ROCK STEADY
		(Splashdown, BMI/Pera, BMI/Hip Trip, BMI/Hip Chic, BMI/Midstar, BMI) CPP
		97 SHAKEDOWN (FROM "BEVERLY HILLS COP II")
		(Famous, ASCAP/Gear, ASCAP/Kilauea, ASCAP/Swindle, GEMA/WB, ASCAP) CPP/WBM
		60 SILENT MORNING
		(Not Listed)
		90 SINCE YOU'VE BEEN GONE
		(Warning Tracks, ASCAP/Warning Tracks, PRS)
		95 SOLITUDE STANDING
		(Wailersongs, ASCAP/Ag, ASCAP)
		37 SOMETHING REAL (INSIDE ME/INSIDE YOU)
		(Warner-Tamerlane, BMI/Entente, BMI) WBM
		99 SOMETHING SO STRONG
		(Roundhead, BMI/Wyoming Flesh, ASCAP) CLM
		72 SUGAR FREE
		(MCA, ASCAP)
		73 THAT'S WHAT LOVE IS ALL ABOUT
		(Emboe, ASCAP/Kaz, ASCAP/April, ASCAP) HL
		89 THESE TIMES ARE HARD FOR LOVERS
		(April, ASCAP/Desmobile, ASCAP/Red Admiral, BMI/House Of Cards, BMI) CPP/ABP/HL
		10 TOUCH OF GREY
		(Ice Nine, ASCAP) WBM
		15 U GOT THE LOOK
		(Controversy, ASCAP) WBM
		35 VICTIM OF LOVE
		(Adams Communications, BMI/Calypto Toonz,

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.

# TOP POP ALBUMS™

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

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
<b>★ ★ NO. 1 ★ ★</b>					
1	1	3	9	<b>SOUNDTRACK</b> SLASH 25605/WARNER BROS. (9.98) (CD)	LA BAMBA
2	2	1	13	<b>WHITNEY HOUSTON</b> ▲ <sup>3</sup> ARISTA AL 8405 (9.98) (CD)	WHITNEY
3	3	2	23	<b>WHITESNAKE</b> ▲ <sup>2</sup> GEFEN GHS 24099 (9.98) (CD)	WHITESNAKE
4	4	4	5	<b>DEF LEPPARD</b> MERCURY 830 675 1/POLYGRAM (CD)	HYSTERIA
5	5	5	15	<b>HEART</b> ▲ CAPITOL PJ-12546 (9.98) (CD)	BAD ANIMALS
6	6	6	14	<b>L.L. COOL J</b> ▲ DEF JAM FC 40793/COLUMBIA (CD)	BIGGER AND DEFFER
7	7	8	6	<b>SOUNDTRACK-MADONNA</b> SIRE 25611/WARNER BROS. (9.98) (CD)	WHO'S THAT GIRL
8	8	12	15	<b>THE FAT BOYS</b> TIN PAN APPLE 831 948 1/POLYGRAM (CD)	CRUSHIN'
9	9	7	9	<b>GRATEFUL DEAD</b> ● ARISTA AL 8452 (9.98) (CD)	IN THE DARK
10	10	9	25	<b>U2</b> ▲ <sup>2</sup> ISLAND 90581/ATLANTIC (9.98) (CD)	THE JOSHUA TREE
11	11	10	15	<b>SOUNDTRACK</b> ▲ MCA 6207 (9.98) (CD)	BEVERLY HILLS COP II
12	12	11	15	<b>MOTLEY CRUE</b> ▲ ELEKTRA 60725 (9.98) (CD)	GIRLS, GIRLS, GIRLS
13	15	17	47	<b>EUROPE</b> ▲ EPIC BFE 40241/E.P.A. (CD)	THE FINAL COUNTDOWN
14	14	14	54	<b>BON JOVI</b> ▲ <sup>8</sup> MERCURY 830264-1/POLYGRAM (CD)	SLIPPERY WHEN WET
15	13	13	55	<b>KENNY G</b> ▲ ARISTA AL 8-8427 (8.98) (CD)	DUOTONES
16	16	18	20	<b>LISA LISA &amp; CULT JAM</b> ▲ COLUMBIA FC 40477 (CD)	SPANISH FLY
17	17	15	19	<b>SUZANNE VEGA</b> ● A&M SP 5136 (8.98) (CD)	SOLITUDE STANDING
18	18	16	11	<b>SAMMY HAGAR</b> GEFEN GHS 24144 (9.98) (CD)	I NEVER SAID GOODBYE
19	19	19	60	<b>POISON</b> ▲ ENIGMA ST 12523/CAPITOL (8.98) (CD)	LOOK WHAT THE CAT DRAGGED IN
20	21	39	8	<b>SOUNDTRACK</b> ATLANTIC 81767 (9.98) (CD)	LOST BOYS
21	<b>NEW</b> ▶	1	1	<b>JOHN COUGAR MELLENCAMP</b> MERCURY 832 465-1/POLYGRAM (CD)	THE LONESOME JUBILEE
22	22	23	21	<b>FLEETWOOD MAC</b> ▲ WARNER BROS. 25471 (9.98) (CD)	TANGO IN THE NIGHT
23	20	20	9	<b>STARSHIP</b> GRUNT 6413-1-G/RCA (9.98) (CD)	NO PROTECTION
24	23	21	14	<b>GLORIA ESTEFAN &amp; MIAMI SOUND MACHINE</b> ● EPIC OE 40769/E.P.A. (CD)	LET IT LOOSE
25	26	29	22	<b>CARLY SIMON</b> ● ARISTA AL 8443 (9.98) (CD)	COMING AROUND AGAIN
26	28	28	17	<b>RANDY TRAVIS</b> ▲ WARNER BROS. 25568 (8.98) (CD)	ALWAYS & FOREVER
27	25	24	17	<b>THE WHISPERS</b> ● SOLAR ST 72554/CAPITOL (8.98) (CD)	JUST GETS BETTER WITH TIME
28	31	44	8	<b>HANK WILLIAMS, JR.</b> WARNER/CURB 25593/WARNER BROS. (8.98) (CD)	BORN TO BOOGIE
29	30	30	75	<b>ANITA BAKER</b> ▲ <sup>2</sup> ELEKTRA 60444 (8.98) (CD)	RAPTURE
30	24	22	12	<b>THE OUTFIELD</b> COLUMBIA C 40619 (CD)	BANGIN'
31	37	37	5	<b>ALEXANDER O'NEAL</b> TABU FZ 40320/E.P.A. (CD)	HEARSAY
32	32	34	26	<b>SMOKEY ROBINSON</b> MOTOWN 6226 (8.98) (CD)	ONE HEARTBEAT
33	33	38	13	<b>STEPHANIE MILLS</b> ● MCA 5996 (8.98) (CD)	IF I WERE YOUR WOMAN
34	40	42	10	<b>GREAT WHITE</b> CAPITOL ST 12565 (8.98) (CD)	ONCE BITTEN
35	35	35	14	<b>RICHARD MARX</b> EMI-MANHATTAN ST 53049 (8.98) (CD)	RICHARD MARX
36	27	27	7	<b>HOOTERS</b> COLUMBIA OC 40659 (CD)	ONE WAY HOME
37	29	25	23	<b>BRYAN ADAMS</b> ▲ A&M 3907 (9.98) (CD)	INTO THE FIRE
38	43	52	5	<b>38 SPECIAL</b> A&M 3910 (9.98) (CD)	BEST OF 38 SPECIAL--"FLASHBACK"
39	34	26	54	<b>PAUL SIMON</b> ▲ <sup>2</sup> WARNER BROS. 25447 (9.98) (CD)	GRACELAND
40	39	36	31	<b>EXPOSE</b> ● ARISTA AL 8441 (8.98) (CD)	EXPOSURE
41	36	31	81	<b>JANET JACKSON</b> ▲ <sup>4</sup> A&M SP-3905 (9.98) (CD)	CONTROL
42	38	32	62	<b>STEVE WINWOOD</b> ▲ <sup>2</sup> ISLAND 25448/WARNER BROS. (8.98) (CD)	BACK IN THE HIGHLIFE
43	78	—	2	<b>THE CARS</b> ELEKTRA 60747 (9.98) (CD)	DOOR TO DOOR
44	41	33	16	<b>T'PAU</b> VIRGIN 90595/ATLANTIC (8.98) (CD)	T'PAU
45	48	47	23	<b>PRINCE</b> ▲ PAISLEY PARK 25577/WARNER BROS. (15.98) (CD)	SIGN 'O' THE TIMES
46	42	40	43	<b>BEASTIE BOYS</b> ▲ <sup>3</sup> DEF JAM FC 40238/COLUMBIA (CD)	LICENSED TO ILL
47	45	46	14	<b>THE CURE</b> ● ELEKTRA 60737 (13.98) (CD)	KISS ME, KISS ME, KISS ME
48	52	54	5	<b>ABC</b> MERCURY 832 391 1/POLYGRAM (CD)	ALPHABET CITY
49	55	150	1	<b>LEVERT</b> ATLANTIC 81773 (8.98) (CD)	THE BIG THROWDOWN
50	50	49	62	<b>MADONNA</b> ▲ <sup>5</sup> SIRE 25442/WARNER BROS. (9.98) (CD)	TRUE BLUE
51	47	45	33	<b>CROWDED HOUSE</b> ● CAPITOL ST-12485 (8.98) (CD)	CROWDED HOUSE
52	49	53	54	<b>HUEY LEWIS &amp; THE NEWS</b> ▲ <sup>2</sup> CHRYSALIS OV 41534 (CD)	FORE!
53	51	50	7	<b>SOUNDTRACK</b> MCA 6214 (9.98) (CD)	MOONLIGHTING
54	57	72	7	<b>ECHO AND THE BUNNYMEN</b> SIRE 25597/WARNER BROS. (8.98) (CD)	ECHO AND THE BUNNYMEN

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
55	107	—	2	<b>METALLICA</b> ELEKTRA 60757 (5.98) (CD)	THE \$5.98 EP-GARAGE DAYS REVISITED
56	59	71	5	<b>DIONNE WARWICK</b> ARISTA AL 8446 (8.98) (CD)	RESERVATIONS FOR TWO
57	60	90	5	<b>CURIOSITY KILLED THE CAT</b> MERCURY 832 025 1/POLYGRAM (CD)	KEEP YOUR DISTANCE
58	46	43	6	<b>DIO</b> WARNER BROS. 25612 (9.98) (CD)	DREAM EVIL
59	44	41	22	<b>ATLANTIC STARR</b> ● WARNER BROS. 25560 (8.98) (CD)	ALL IN THE NAME OF LOVE
60	85	151	3	<b>NEW ORDER</b> QWEST 25621/WARNER BROS. (12.98) (CD)	SUBSTANCE
61	86	—	2	<b>LOVERBOY</b> COLUMBIA OC 40893 (CD)	WILDSIDE
62	62	68	62	<b>CINDERELLA</b> ▲ <sup>2</sup> MERCURY 830076-1/POLYGRAM (CD)	NIGHT SONGS
63	54	48	24	<b>LEVEL 42</b> POLYDOR 831 593 1 (CD)	RUNNING IN THE FAMILY
64	53	51	65	<b>GENESIS</b> ▲ <sup>3</sup> ATLANTIC 81641 (9.98) (CD)	INVISIBLE TOUCH
65	56	56	17	<b>JONATHAN BUTLER</b> JIVE 1032-1-J/RCA (8.98) (CD)	JONATHAN BUTLER
66	71	92	4	<b>GROVER WASHINGTON JR.</b> COLUMBIA FC 40510 (CD)	STRAWBERRY MOON
67	68	69	27	<b>JODY WATLEY</b> ● MCA 5898 (8.98) (CD)	JODY WATLEY
68	83	173	3	<b>DEBBIE GIBSON</b> ATLANTIC 81780 (8.98)	OUT OF THE BLUE
69	61	67	12	<b>ROGER WATERS</b> COLUMBIA FC 40795 (CD)	RADIO K.A.O.S.
70	63	66	18	<b>DAVID BOWIE</b> ● EMI-MANHATTAN PJ17267 (9.98) (CD)	NEVER LET ME DOWN
71	76	116	4	<b>SWING OUT SISTER</b> MERCURY 832 213 1/POLYGRAM (CD)	IT'S BETTER TO TRAVEL
72	72	59	11	<b>GEORGE BENSON/EARL KLUGH</b> WARNER BROS. 25580 (9.98) (CD)	COLLABORATION
73	73	70	9	<b>ELTON JOHN</b> MCA 2-8022 (10.98) (CD)	LIVE IN AUSTRALIA WITH THE MELBOURNE SYMPHONY ORCH.
74	65	65	22	<b>THE CULT</b> BEGGAR'S BANQUET/SIRE 25555/WARNER BROS. (8.98) (CD)	ELECTRIC
75	75	87	6	<b>HIROSHIMA</b> EPIC FE 40670/E.P.A. (CD)	GO
76	77	77	7	<b>NATALIE COLE</b> EMI-MANHATTAN ST 53051 (8.98) (CD)	EVERLASTING
77	<b>NEW</b> ▶	1	1	<b>SOUNDTRACK</b> RCA 6408-1-R (9.98) (CD)	DIRTY DANCING
78	70	55	18	<b>THE NYLONS</b> OPEN AIR/WINDHAM HILL OA 0306/A&M (9.98) (CD)	HAPPY TOGETHER
79	58	61	45	<b>FREDDIE JACKSON</b> ▲ CAPITOL ST 12495 (8.98) (CD)	JUST LIKE THE FIRST TIME
80	66	58	130	<b>WHITNEY HOUSTON</b> ▲ <sup>8</sup> ARISTA AL-8212 (8.98) (CD)	WHITNEY HOUSTON
81	92	93	6	<b>FORCE M.D.'S</b> TOMMY BOY TBLP 25631/WARNER BROS. (8.98) (CD)	TOUCH AND GO
82	67	57	66	<b>BRUCE HORNSBY &amp; THE RANGE</b> ▲ <sup>2</sup> RCA AFL1-5904 (8.98) (CD)	THE WAY IT IS
83	74	78	67	<b>PETER GABRIEL</b> ▲ <sup>2</sup> GEFEN GHS 24088 (8.98) (CD)	SO
84	69	62	10	<b>THE FABULOUS THUNDERBIRDS</b> EPIC FZ 40813/E.P.A. (CD)	HOT NUMBER
85	91	97	30	<b>REO SPEEDWAGON</b> ▲ EPIC FE 40444/E.P.A. (CD)	LIFE AS WE KNOW IT
86	80	60	40	<b>THE ROBERT CRAY BAND</b> ● HIGHTONE/MERCURY 830 568-1/POLYGRAM (CD)	STRONG PERSUADER
87	87	74	13	<b>WARREN ZEVON</b> VIRGIN 90603/ATLANTIC (8.98) (CD)	SENTIMENTAL HYGIENE
88	96	108	5	<b>PAT METHENY GROUP</b> GEFEN GHS 24145 (8.98) (CD)	STILL LIFE (TALKING)
89	88	75	8	<b>TWISTED SISTER</b> ATLANTIC 81772 (8.98) (CD)	LOVE IS FOR SUCKERS
90	94	91	7	<b>DAN HILL</b> COLUMBIA BFC 40456 (CD)	DAN HILL
91	79	80	10	<b>DANNY WILSON</b> VIRGIN 90596/ATLANTIC (8.98) (CD)	MEET DANNY WILSON
92	100	142	4	<b>GUNS &amp; ROSES</b> GEFEN GHS 24148 (8.98) (CD)	APPETITE FOR DESTRUCTION
93	84	63	27	<b>HERB ALPERT</b> ● A&M SP 5125 (8.98) (CD)	KEEP YOUR EYE ON ME
94	143	—	2	<b>ERIK B &amp; RAKIM</b> 4TH & B WAY 4005/ISLAND (8.98) (CD)	PAID IN FULL
95	95	102	44	<b>STRYPHER</b> ● ENIGMA PJAS 73237/CAPITOL (9.98) (CD)	TO HELL WITH THE DEVIL
96	64	64	49	<b>LUTHER VANDROSS</b> ▲ EPIC FE 40415/E.P.A. (CD)	GIVE ME THE REASON
97	<b>NEW</b> ▶	1	1	<b>THE MONKEES</b> RHINO 70706/CAPITOL (9.98)	POOL IT
98	106	107	8	<b>GRIM REAPER</b> RCA 6250-1-R (8.98)	ROCK YOU TO HELL
99	81	79	43	<b>ROBBIE NEVIL</b> EMI-MANHATTAN ST 53006 (8.98) (CD)	ROBBIE NEVIL
100	<b>NEW</b> ▶	1	1	<b>AEROSMITH</b> GEFEN GHS 24162 (8.98) (CD)	PERMANENT VACATION
101	82	81	40	<b>CLUB NOUVEAU</b> ▲ WARNER BROS. 25531 (8.98) (CD)	LIFE, LOVE AND PAIN
102	108	171	4	<b>RITCHIE VALENS</b> RHINO RNL 70178/CAPITOL (8.98)	THE BEST OF RITCHIE VALENS
103	112	—	2	<b>SOUNDTRACK</b> POLYDOR 833 274 1/POLYGRAM (CD)	DISORDERLIES
104	102	88	26	<b>THE BREAKFAST CLUB</b> MCA 5821 (8.98) (CD)	THE BREAKFAST CLUB
105	105	112	30	<b>NAJEE</b> EMI-MANHATTAN ST 17241 (8.98) (CD)	NAJEE'S THEME
106	93	83	9	<b>NEIL YOUNG &amp; CRAZY HORSE</b> GEFEN GHS 24154 (8.98) (CD)	LIFE
107	115	101	19	<b>DWIGHT YOAKAM</b> REPRISE 25567/WARNER BROS. (8.98) (CD)	HILLBILLY DELUXE
108	196	—	2	<b>DANA DANE</b> PROFILE 1233 (8.98) (CD)	DANA DANE WITH FAME
109	137	139	3	<b>JELLYBEAN</b> CHRYSALIS BFV 41569 (CD)	JUST VISITING THIS PLANET

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



## DJS TURN TO POSTPRODUCTION

(Continued from page 6)

never been greater. That's not surprising, given the hard-won credibility now enjoyed by remix consultants. But the unlikely possibility that work by relatively inexperienced producers will become substantial *hits* makes these successes even more striking.

Ricardo admits that no "real" musicians were involved with "Silent Morning." Using the EMU Systems SP12 sequencer and sampling machine, Ricardo and Robb constructed a basic beat, programming the machine to repeat the patterns. Thereafter, the track was handed to another DJ, Heartthrob's "Little" Louie Vega, who added a new bass line and keyboards.

A delay in the mastering stage held up release so that the finished record was being played in New York's Latin clubs for two months before actually being out on the street. With pent-up demand, the single sold 75,000 copies in its first few weeks.

Ricardo has two more productions ready for release, 4th & B'Way's much-anticipated Double Destiny and Atlantic's Terry Billy, a former backup singer for Hanson & Davis.

"I've learned a lot in the studio," says Ricardo, who counts hands-on experience as the best teacher.

"Technology, obviously, made production accessible to us," says Gail "Sky" King, whose first production is in progress. That record, however, is more "a jumping-off point" as a showcase for her ability as a mix consultant, she says, as she broadens her credits from editing to full responsibility for a mix. "Editing is fine," says King, "but it doesn't pay or have the prestige of mixing."

Vega, who co-produced one cut with Robert Clivilles on the Cover Girls' album, says that he has turned down some recent offers to produce in favor of mix assignments for Erasure, Noel, Andrea, Jailbait, Nocera,

Cover Girls, and the Latin Rascals. "I want to get my experience through remixing first," he says. "I'll get a lot of training doing overdubs and developing a relationship with a keyboard player. I want to remix lots of records and produce bits at a time."

One new wrinkle in the so-called Latin/hip-hop/Miami sound movement, Vega and Ricardo agree, is that more r&b-sounding alternate mixes will be offered to broaden the base of the Latin-flavored music.

It's not merely technology that accounts for the local and national success of the young DJ/producers. It's also the readiness of the hot/crossover radio stations to pick up the records that are being played in the clubs and the efforts that the producers and DJs make on each other's behalf.

"Whenever anyone's working on something good, I'll give it a big push" as a DJ, says Vega. "There's a togetherness, and I've liked that about it."

Vega's first radio mixes were done with the Latin Rascals, he notes. "They were already editing like crazy, and we could have done them separately but we chose to get together to create a bigger buzz." This network of support not only launches mixing and production careers but even entire record labels, including Aldo Marin's Cutting label and the New York Groove/Groove Line label of Jim McDermott and Clivilles, whose releases unfailingly enjoy heavy club exposure. Groove Line's "Do It Properly," in particular, represents the strength-in-unity philosophy in the group concept of 2 Puerto Ricans, A Blackman, And A Dominican.

The down side of this network, however, can be a sense of isolation if an aspiring consultant is based anywhere besides New York or Los Angeles. Brad Hinkle, whose Ultimix programming service partnership

with Les Massengale is based in North Carolina, insists that the constant shrinkage in size and expense of studio outboard gear makes many if not most studios appropriate for even the most elaborate postproduction work.

Hinkle and Massengale have begun to attract work from San Francisco and even Australia, but find that the concentration of talent in New York is hard to compete with. "There's so much up there that [labels] don't want to send it away when they can have it done two blocks up the street," says Hinkle, "but I don't think talent should be ignored."

Los Angeles' Steve Beltran, remixer of two Bangles hits and co-mixer of Levert's "Casanova" 12-inch, comments, "It's a totally different vibe out here, more r&b. In New York, it's dance music, the real hip 120-beats-per-minute material."

One magnet for postproduction work outside of the New York/Los Angeles circuit may be Chicago,

home of the much-imitated house sound. Farley "Jackmaster" Keith, for one, has mixed numerous projects for Warner Bros., Criminal, and a number of U.K.-based labels. Mickey Oliver, another Chicago resident, is head of the Hot Mix 5 label and has also begun to mix outside projects for New York and London producers, adding an "underground" groove and Latin percussion. His assessment of the results of non-Chicagoans emulating the house sound is "not that great."

For all these budding careers, legal advice and career direction are becoming key ingredients. New Yorker Keith Dumpson, a veteran DJ who recently has been a&r man for Next Plateau and postproduction consultant on several of that label's releases, names legal representation as a must in order to keep handshake deals from becoming free work. Dumpson recently entered a management deal with Los Angeles' Dan Joseph and Kenn Friedman, and his

first project under that agreement is a re-edit of a Tonio K. single "I'm Supposed To Have Sex With You."

M&M Production's Sergio Munzibai, who along with John Morales and Freddie Bastone is managed by Brad LeBeau, agrees that "a good manager can put what you want to do into a process and action," particularly through looking at the larger picture. Alone, he says, "you can get locked in."

Murray Elias, whose remix/production partnership with Justin Strauss is represented by Jane Brinton, says, "It's no small deal getting your foot in." Elias hopes that the musically eclectic background that he and Strauss have gathered as DJs will be an advantage. He recognizes that often, simply generating enthusiasm in artist management and the corporate structure may require a "name" remixer. "But I don't look at it competitively. It's a privilege to make music and influence people. It's part of creating culture."

## Two-Record Set Showcases Band Network Acts Miller, RCA Brew Up Compilation Album

BY MOIRA McCORMICK

CHICAGO The Miller Genuine Draft Band Network and RCA Records have released "First Draft," a promotional double album featuring one cut from each of the 21 groups sponsored by the network. It is the third such collaboration between Miller and RCA and the first to involve a double album.

According to Gary Reynolds, president of the promotion and marketing firm Gary M. Reynolds & Associates, which coordinates the sponsorship program for Milwaukee-based Miller Brewing Co., the double-album configuration was

chosen because of the network's expanded roster. "This year, the program was increased by five bands, to 21," he says. This was in part the result of a restructuring of the program to include r&b, country, and blues.

"First Draft" includes "Kissin' Time" by PolyGram act the Rainmakers, a track previously released only in Europe, as well as cuts from such up-and-coming regional bands as the Paladins, the Neighborhoods, the Tail Gators, Warner Bros. artists the Dynatones, and the Razorbacks. Also included are tracks from veterans Delbert McClinton, Roomful Of Blues, and Lonnie

Brooks.

Reynolds says "First Draft" is "a great merchandising tool" that can be used as a giveaway to promote appearances by network members. "It gets some airplay as well," he says. "Some of the unsigned acts receive radio exposure this way." Through "First Draft," unsigned bands get "valuable exposure to a major record label"; as part of their sponsorship agreement, they are permitted to negotiate with RCA.

According to Reynolds, the possibility of making Band Network compilation albums available at retail is "being looked at, but there are no plans to do so at present."



L.A. Style  
with an  
International Flair



SUNSET MARQUIS

HOTEL and VILLAS

West Hollywood, California

(213) 657-1333



# BoDeans

A  
BAND  
TO  
BELIEVE  
IN.



OUTSIDE LOOKING IN  
(1/4/2-25629)  
THE NEW ALBUM  
PRODUCED BY JERRY HARRISON  
FEATURING THE SINGLE  
"ONLY LOVE"  
(7-28179)

TIME CALLED THE FIRST BoDeans ALBUM "THE MOST GALVANIC DEBUT OF THE YEAR." THEIR LIVE SHOWS TURNED FIRST-TIME LISTENERS INTO PERMANENT FANS.

THE SECOND BoDeans ALBUM, OUTSIDE LOOKING IN, MAKES BRAND NEW PROMISES. AND KEEPS EVERY ONE OF THEM.

MANAGEMENT: MARK McCRAW AND MARIFRAN CREED  
ON REPRISE/SLASH RECORDS, CASSETTES AND COMPACT DISCS





# Billboard® TOP POP ALBUMS™ continued

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST	TITLE
LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*					
110	111	99	60	WHITESNAKE	SLIDE IT IN
111	90	82	14	DAN FOGELBERG	EXILES
112	98	86	18	ACE FREHLEY	FREHLEY'S COMET
113	97	100	23	THE SYSTEM	DON'T DISTURB THIS GROOVE
114	114	120	10	MARVIN SEASE	MARVIN SEASE
115	109	109	12	JOHN HIATT	BRING THE FAMILY
116	103	85	11	REGINA BELLE	ALL BY MYSELF
117	117	128	6	ELVIS PRESLEY	THE TOP TEN HITS
118	99	73	20	OZZY OSBOURNE/RANDY RHOADS	TRIBUTE
119	122	132	67	RUN-D.M.C.	RAISING HELL
120	104	94	24	ANTHRAX	AMONG THE LIVING
121	121	114	180	U2	UNDER A BLOOD RED SKY
122	116	96	11	Y&T	CONTAGIOUS
123	124	124	11	KING DIAMOND	ABIGAIL
124	113	104	12	HELLOWEEN	KEEPER OF THE SEVEN KEYS, PART I
125	101	84	27	PSEUDO ECHO	LOVE AN ADVENTURE
126	125	118	132	U2	THE UNFORGETTABLE FIRE
127	135	153	7	THE DOORS	BEST OF THE DOORS
128	136	162	4	FASTER PUSSYCAT	FASTER PUSSYCAT
129	89	89	7	LIVING IN A BOX	LIVING IN A BOX
130	119	106	14	THE ISLEY BROTHERS	SMOOTH SAILIN'
131	129	113	84	BON JOVI	BON JOVI
132	110	76	20	TOM PETTY & THE HEARTBREAKERS	LET ME UP (I'VE HAD ENOUGH)
133	139	123	34	TESLA	MECHANICAL RESONANCE
134	134	168	49	BOSTON	THIRD STAGE
135	140	155	68	SOUNDTRACK	TOP GUN
136	142	117	27	CUTTING CREW	BROADCAST
137	132	136	179	U2	WAR
138	150	156	4	UB40	LIVE IN MOSCOW
139	123	98	13	OMAR AND THE HOWLERS	HARD TIMES IN THE LAND OF PLENTY
140	149	159	52	CAMEO	WORD UP
141	179	—	147	THE BEATLES	THE WHITE ALBUM
142	118	111	17	SURFACE	SURFACE
143	144	146	32	DAVID SANBORN	A CHANGE OF HEART
144	133	125	11	JOHN WAITE	ROVER'S RETURN
145	130	110	8	LAURA BRANIGAN	TOUCH
146	131	105	32	LOS LOBOS	BY THE LIGHT OF THE MOON
147	170	—	94	DEF LEPPARD	PYROMANIA
148	148	160	18	TNT	TELL NO TALES
149	127	135	56	LIONEL RICHIE	DANCING ON THE CEILING
150	176	147	62	RANDY TRAVIS	STORMS OF LIFE
151	154	134	26	DOLLY PARTON, LINDA RONSTADT, EMMYLOU HARRIS	TRIO
152	160	154	23	U2	WIDE AWAKE IN AMERICA
153	151	126	102	BON JOVI	7800 DEGREES FAHRENHEIT
154	161	—	106	THE MOODY BLUES	DAYS OF FUTURE PAST
155	120	115	20	BARBARA STREISAND	ONE VOICE

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST	TITLE
LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*					
156	155	133	12	THE CALL	INTO THE WOODS
157	141	141	172	THE BEATLES	SGT. PEPPER'S LONELY HEARTS CLUB BAND
158	145	143	7	ELVIS PRESLEY	THE NUMBER ONE HITS
159	138	122	25	KIM WILDE	ANOTHER STEP
160	128	95	14	JUDAS PRIEST	LIVE
161	126	103	15	MASON RUFFNER	GYPSY BLOOD
162	162	184	8	MICHAEL FRANKS	THE CAMERA NEVER LIES
163	164	177	3	THE BEAT FARMERS	PURSUIT OF HAPPINESS
164	168	170	12	TOM KIMMEL	5 TO 1
165	165	165	6	ICE-T	RHYME PAYS
166	169	191	42	THE MOODY BLUES	THE OTHER SIDE OF LIFE
167	198	179	15	GLENN MEDEIROS	GLENN MEDEIROS
168	178	148	26	SIMPLY RED	MEN AND WOMEN
169	172	121	11	X	SEE HOW WE ARE
170	146	127	25	JON BUTCHER	WISHES
171	175	175	6	THE COVER GIRLS	SHOW ME
172	181	163	22	GEORGIO	SEXAPPEAL
173	166	138	11	MARILLION	CLUTCHING AT STRAWS
174	174	197	11	THE DOORS	LIVE AT THE HOLLYWOOD BOWL
175	157	145	8	JON ASTLEY	EVERYBODY LOVES THE PILOT (EXCEPT THE CREW)
176	153	119	14	ALISON MOYET	RAINDANCING
177	182	149	13	KEEL	KEEL
178	NEW	▶	1	WENDY AND LISA	WENDY AND LISA
179	152	152	8	CRUZADOS	AFTER DARK
180	184	172	92	HEART	HEART
181	185	183	47	U2	BOY
182	159	140	17	THE REPLACEMENTS	PLEASED TO MEET ME
183	167	144	42	KOOL & THE GANG	FOREVER
184	194	174	56	EDDIE MONEY	CAN'T HOLD BACK
185	183	188	46	BILLY IDOL	WHIPLASH SMILE
186	158	158	5	THE SILENCERS	A LETTER FROM ST. PAUL
187	180	181	5	SALT-N-PEPA	HOT, COOL AND VICIOUS
188	177	130	32	CHRIS DE BURGH	INTO THE LIGHT
189	199	200	22	THE SMITHS	LOUDER THAN BOMBS
190	NEW	▶	1	10,000 MANIACS	IN MY TRIBE
191	173	157	52	TINA TURNER	BREAK EVERY RULE
192	147	129	10	SIMPLE MINDS	IN THE CITY OF LIGHT
193	187	176	108	MADONNA	LIKE A VIRGIN
194	190	169	24	RESTLESS HEART	WHEELS
195	171	137	8	JOE WALSH	GOT ANY GUM?
196	191	193	5	GO WEST	DANCING ON THE COUCH
197	189	182	694	PINK FLOYD	DARK SIDE OF THE MOON
198	156	131	31	KLYMAXX	KLYMAXX
199	193	186	25	U2	OCTOBER
200	192	167	6	ROSANNE CASH	KING'S RECORD SHOP

## TOP POP ALBUMS A-Z (LISTED BY ARTISTS)

- |                             |   |                          |                          |  |                         |                                     |                              |
|-----------------------------|---|--------------------------|--------------------------|--|-------------------------|-------------------------------------|------------------------------|
| 38 Special 38               | The Cars 43                             | The Fat Boys 8           | Ice-T 165                | Glenn Medeiros 167                               | Elvis Presley 158, 117  | Top Gun 135                         | Roger Waters 69              |
| 10,000 Maniacs 190          | Rosanne Cash 200                        | Billy Idol 185           | Billy Idol 185           | John Cougar Mellencamp 21                        | Prince 45               | Soundtrack-Madonna 7                | Jody Watley 67               |
| ABC 48                      | Cinderella 62                           | Dan Fogelberg 111        | The Isley Brothers 130   | Metallica 55                                     | Pseudo Echo 125         | Starship 23                         | Wendy And Lisa 178           |
| Bryan Adams 37              | Club Nouveau 101                        | Force M.D.'s 81          | Janet Jackson 41         | Pat Metheny Group 88                             | REO Speedwagon 85       | Barbra Streisand 155                | The Whispers 27              |
| Aerosmith 100               | Natalie Cole 76                         | Michael Franks 162       | Freddie Jackson 79       | Stephanie Mills 33                               | Restless Heart 194      | Stryper 95                          | Whitesnake 110, 3            |
| Herb Alpert 93              | The Cover Girls 171                     | Ace Frehley 112          | Jellybean 109            | Eddie Money 184                                  | Lionel Richie 149       | Surface 142                         | Kim Wilde 159                |
| Anthrax 120                 | The Robert Cray Band 86                 | Kenny G. 15              | Elton John 73            | The Monkees 97                                   | Smokie Robinson 32      | Swing Out Sister 71                 | Hank Williams, Jr. 28        |
| Jon Astley 175              | Crowded House 51                        | Peter Gabriel 83         | Judas Priest 160         | The Moody Blues 154, 166                         | Mason Ruffner 161       | The System 113                      | Danny Wilson 91              |
| Atlantic Starr 59           | Cruzados 179                            | Genesis 64               | Keel 177                 | Motley Crue 12                                   | Run-D.M.C. 119          | T'Pau 44                            | Steve Winwood 42             |
| Erik B & Rakim 94           | The Cult 74                             | Debbie Gibson 68         | Tom Kimmel 164           | Alison Moyet 176                                 | Salt-N-Pepa 187         | TNT 148                             | X 169                        |
| Anita Baker 29              | The Cure 47                             | Go West 196              | King Diamond 123         | Najee 105  | David Sanborn 143       | Tesla 133                           | Y&T 122                      |
| Beastie Boys 46             | Curiosity Killed The Cat 57             | Grateful Dead 9          | Klymaxx 198              | Robbie Nevil 99                                  | Marvin Sease 114        | Randy Travis 26, 150                | Dwight Yoakam 107            |
| The Beat Farmers 163        | Cutting Crew 136                        | Great White 34           | Kool & The Gang 183      | New Order 60                                     | The Silencers 186       | Tina Turner 191                     | Neil Young & Crazy Horse 106 |
| The Beatles 157, 141        | Dana Dane 108                           | Grim Reaper 98           | L.L. Cool J 6            | The Nylons 78                                    | Carly Simon 25          | Twisted Sister 89                   | Warren Zevon 87              |
| Regina Belle 116            | Chris De Burgh 188                      | Guns & Roses 92          | LeVert 49                | Alexander O'Neal 31                              | Paul Simon 39           | U2 181, 10, 199, 121, 126, 137, 152 |                              |
| George Benson/Earl Klugh 72 | Def Leppard 4, 147                      | Hooters 75               | Level 42 63              | Omar and The Howlers 139                         | Simple Minds 192        | UB40 138                            |                              |
| Bon Jovi 153, 131, 14       | Dio 58                                  | Huey Lewis & The News 52 | Huey Lewis & The News 52 | Ozzy Osbourne/Randy Rhoads 118                   | Simply Red 168          |                                     |                              |
| Boston 134                  | The Doors 127, 174                      | Living In A Box 129      | Living In A Box 129      | The Outfield 30                                  | The Smiths 189          |                                     |                              |
| David Bowie 70              | Echo And The Bunnymen 54                | Los Lobos 146            | Los Lobos 146            | Dolly Parton, Linda Ronstadt, Emmylou Harris 151 | SOUNDTRACKS             |                                     |                              |
| Laura Branigan 145          | Gloria Estefan & Miami Sound Machine 24 | Loveboy 61               | Loveboy 61               | Tom Petty & The Heartbreakers 132                | Beverly Hills Cop II 11 |                                     |                              |
| The Breakfast Club 104      | Europe 13                               | Madonna 193, 50          | Madonna 193, 50          | Pink Floyd 197                                   | Dirty Dancing 77        |                                     |                              |
| Jon Butcher 170             | Expose 40                               | Marillion 173            | Marillion 173            | Poison 19  | Disorderlies 103        |                                     |                              |
| Jonathan Butler 65          | The Fabulous Thunderbirds 84            | Richard Marx 35          | Richard Marx 35          |  | La Bamba 1              |                                     |                              |
| The Call 156                | Faster Pussycat 128                     |                          |                          |  | Lost Boys 20            |                                     |                              |
| Cameo 140                   |   |                          |                          |  | Moonlighting 53         |                                     |                              |



## On Esi Street, You're Never Left Holding the Phone.

That's right, with Esi Street (Easy Street) and your phone you can turn any P.C., laptop computer or word processor into an instant communications and information system. Esi Street does it. It's an Electronic Mail (Email) network designed specially for entertainment professionals around the world!

Make a local phone call — wherever\* you are — and you can send and receive Email communications, telex, mailgrams, cablegrams, lettergrams... or chat person-to-person on-line!

Esi Street is perfect for booking travel, transmitting accounting data (spreadsheets), issuing orders, receiving vital information and keeping on top of it all, when and where it's convenient for you. Esi Street also eliminates retyping because it comes to your word processor electronically!

It's far less expensive than telephone, telex or fax. It's portable and it's immediate. No more telephone tag. No busy signals. No time zone problems. And no restrictions — because the service works around the clock.

And there's more. Esi Street gives you information too. Use Esi Street to plug into vital data from the Album Network, Billboard, The Hollywood Reporter, Pollstar, Video Insider and others — up to five days before it hits the newsstands!

Thousands of entertainment professionals are building their business on Esi Street. Join them, or you can keep on holding the phone.

Put your business on Esi Street! Call now:

New York	212-757-0320
Los Angeles	213-937-0347
London	01-221-2749
Nashville	615-833-9389

**esi**

S T R E E T  
Everything All The Time

An IMC Network

\*Most places in North America, the UK, Europe, Scandinavia, Australasia and Japan.

# Winners Named In Beatles Contest

## Fab 4 Fans Work Out Group's Top 20

LOS ANGELES What were the top 20 Beatles hits of all time?

What were the top 20 solo Beatles hits of all time?

Of all the Beatles songs and all those by John Lennon, Paul McCartney, George Harrison, and Ringo Starr combined (not counting duets with non-Beatles), what were the top 20 hits of all time?

The final question seems to be the most difficult, if the results of Billboard's recent Beatles countdown contest is any indication.

The contest, announced in the July 25 issue, hinged on the United Stations Radio Network's Labor Day weekend special devoted to the Fab Four, called Billboard's Official Top 40 Hits Of The Beatles. For that special, Billboard prepared a chart ranking the hits of the Beatles, both as a group and as solo artists. The United Stations special then played each of the songs in a countdown format.

To enter the contest, Billboard readers were asked to guess the upper half of that chart. Winners were to be

awarded a complete set of all U.S.-issued Beatles CDs currently available.

The results? Despite a vast number of entries, only two readers correctly identified the top 20: Wes Cunningham of Grandview, Mo., and Evelyn Burns of Warren, Ohio. Both readers will soon be receiving their CD prizes.

Complicating the contest for many readers was the difference in the life span of hits during the '60s and '70s. As a rule, the charts were more volatile in the '60s; hits rapidly rose and fell to make way for others. During the '70s, however, hits tended to stay at the top of the charts for a longer duration. Thus, a track like Paul McCartney & Wings' "Silly Love Songs" of 1976 ranked significantly higher than such memorable Beatles hits as 1966's "Paperback Writer" or 1965's "Yesterday."

The following is the list of the top 20 songs:

1. "Hey Jude," 1968.
2. "Starting Over," John Lennon, 1980.
3. "I Want To Hold Your Hand," 1964.

4. "Silly Love Songs," Paul McCartney, 1976.

5. "Coming Up," Paul McCartney, 1980.

6. "My Love," Paul McCartney, 1973.

7. "My Sweet Lord," George Harrison, 1970.

8. "Get Back," 1969.

9. "Woman," John Lennon, 1981.

10. "She Loves You," 1964.

11. "Let It Be," 1970.

12. "With A Little Luck," Paul McCartney, 1978.

13. "Can't Buy Me Love," 1964.

14. "Come Together," 1969.

15. "Something," 1969.

16. "Help," 1965.

17. "We Can Work It Out," 1966.

18. "Yesterday," 1965.

19. "A Hard Day's Night," 1964.

20. "I Feel Fine," 1964.

All the hits were recorded by the Beatles unless otherwise indicated. All McCartney hits were variously credited to Paul McCartney, Paul McCartney & Wings, or Wings.

Congratulations to the lucky winners.



**Worldwide Pact.** Principals of SBK Entertainment World and MGM/UA Communications sign an exclusive multiyear worldwide publishing administration agreement. Pictured, from left, are SBK vice chairman Martin Bandier; SBK president Charles Koppelman; MGM/UA attorney Marcia Gleeman; and Lee Rich, chairman and CEO of MGM/UA Communications.

## DISNEY'S 'LADY' REWRITES RECORD BOOK

(Continued from page 4)

what the final tally for "Tramp" and the entire campaign may top out at.

The other sell-through title expected to generate big numbers this fall is MCA's "An American Tail," also at \$29.95. MCA does not disclose unit or sales figures, but in-

dustry speculation places the title at the 600,000- to 800,000-unit plateau to date.

Disney executives say the company's ambitious \$20 million support campaign, which includes \$10 million of its own ad money and the tie-ins with McDonald's and the American Dairy Assn. (Billboard, Aug. 22), prompted the high trade response.

According to Dick Longwell, Disney sales vice president, and Disney marketing director Ann Daly, video specialists appeared to take earlier advantage of the campaign by utilizing Disney's increased amount of consumer presell "tools" such as sign-up sheets, posters, and counter cards.

"We did random in-store surveys," he says, "which indicated

that many specialists were, in fact, utilizing the material."

"I think the orders," says Daly, "reflect a recognition on the part of the trade that the overall campaign was designed to drive customers into stores."

One new merchandising wrinkle, says Longwell, will be to take the two large custom-made Lady [28 feet] and Tramp [32 feet] inflatables that Disney had on display outside the Las Vegas Convention Center during the recent Video Software Dealers Assn. convention "on the road" each weekend to retail environments.

So far, Disney says it plans to have them on display in New York, Los Angeles, Minneapolis, Atlantic City, N.J., and Philadelphia.

The Cars are in high gear with a new album, 'Door To Door,' and a tour... see page 24



# Daniels' Volunteer Jam Spreads To Top Crowd Yet

BY EDWARD MORRIS

NASHVILLE For an 11th-hour effort, the 13th annual Volunteer Jam was a first-rate success.

The Sept. 6 event drew a record-breaking crowd of more than 16,000 to Starwood Amphitheatre here. Highlighting the Jam was the debut performance of the reconstituted Lynyrd Skynyrd band.

This year's concert was considerably shorter than the marathon Jams past, running about seven hours. And the talent lineup made little more than a nod to country music, which is usually a Jam mainstay. Nor was there the profusion of major acts that has leavened most earlier Jams.

Organizers of the Jam hinted in the spring that the event might be suspended this year, citing summer heat, scheduling problems, and the complexity of producing the event as reasons. But in late July, Jam founder Charlie Daniels announced that the show would go on. He broke precedent by revealing that Lynyrd Skynyrd would be on the bill. Traditionally, the talent roster—except for the Charlie Daniels Band—is kept secret from the public.

Industry observers say that the tip-off on Skynyrd may explain the record turnout. The venue was sold out several days before the concert.

While Skynyrd was clearly the top crowd-pleaser of this year's Jam, guitarist Stevie Ray Vaughan was not far behind. New

Mercury Records artist David Lynn Jones was country music's top—and best-received—representative.

William Lee Golden, exiled earlier this year from the Oak Ridge Boys, appeared with his sons, who are signed to CBS Records, and then soloed on "Thank God For Kids," his signature song when he was with the Oaks.

Other acts performing were Grinderswitch, Jimmy Davis & Junction, Mason Ruffner, Great White, Rick Cua, Randy Howard, Gary Chapman, Tony Caldwell, and Paul Riddle.

The concert was partially broadcast on the Jerry Lewis Labor Day Telethon and was taped both for national radio syndication and for rebroadcast, in part, on Voice Of America.

The first of two Nashville Network television specials on this year's Jam will be broadcast on Nov. 17. Footage was taped for a second TNN special, details of which have not yet been worked out. Additionally, two Charlie Daniels Band music videos were shot during the concert—"Bottom Line" and "Dance With Me."

Currently, the Charlie Daniels Band is touring in support of its recently released Epic Records album, "Powder Keg."

Reserved tickets for the Jam were \$17.50 each and \$15.50 each for lawn seating. After-expenses income from the Jam will be donated to muscular dystrophy research.

## Curifest '87 Showcases Local Talent Curacao Festival A Success

BY LISA ZHITO

CURACAO, Netherlands Antilles The first Curacao International Song Festival closed here Aug. 30 with hopes high that it will become a significant festival event in the Caribbean.

Curifest '87 is one of the newest events in the International Federation of Festival Organizations network. The original intention was for the festival to be a showcase for local talent, and indeed a majority of the 33 participating artists and songwriters represented Caribbean countries. Curacao, a former Dutch colony, had nine artists entered in the competition.

"There was a need for our local talents to be exposed to the outside world," says festival director M.J. Gomes. "We tried several times through recording companies, but this was a slow and tedious process. I thought, 'Why not organize an international song festival and have well-known international artists come to us, instead of

us going to them?'"

The two-day festival was held in the 688-seat theater at the Centro Pro Arte. Tickets were \$35 for both nights, expensive by Curacao standards, which accounted for the initially sluggish sales. By opening day, however, the festival was a sellout.

The \$1,500 first prize for best vocal performance was awarded to Claudius Philips of Aruba, performing his own composition, "Falling In Love Again." The \$1,500 award for best song was presented to Yugoslavian composer-arranger Alfi Kabiljo for "Sleep Well My Love," performed by Radoyka Sverko-Hotko. Interestingly, Sverko-Hotko placed second in the vocal category, while Philips placed second in the song category.

Bibi Provence of Curacao was honored for her arrangement of the song "Smile," which she also wrote and performed. The award for most promising young artist was given to Curacao's Solange Camelia, who performed "Contigo Amor."

A five-member jury voted for the top three songs and performers and the best overall arrangement.

Lisa Zhito is a reporter for Amusement Business.

## IFPI: SONY OFFTRACK WITH EUROPEAN DAT LAUNCH

(Continued from page 1)

in DAT recorders is made mandatory.

- High-speed duplication of prerecorded DAT is proved to be technically possible.

- DAT cassettes of different companies are made compatible or interchangeable.

The IFPI group in West Germany is preparing a deposition to be put to the Ministry of Justice early in 1988 calling for Copycode to be made compulsory in DAT hardware and software and seeking a substantial increase in the home-taping royalty on analog recorders and blank tapes. (For a report on DAT technology showcased recently at the Berlin International Audio & Video Fair, see page 75.)

Federation executive Peter Zombik says that the German group is seeking 10% of the estimated market value of the rights involved in privately copied albums, cassettes, and compact disks. "At present, the income from the tape and hardware royalty amounts to only 3% of the sum.

"We also have the ridiculous situation in which the tape royalty payable on a 1,000-mark VCR is 18 marks, whereas the statutory royalty on a DAT recorder costing 3,500 marks would be a mere 2½ marks.

"But we are not seeking a higher levy for DAT tape and hardware. Our policy, unequivocally, is to

press for Copycode legislation."

Similar legislative initiatives are under committee review in the U.S. Congress. Importation of DAT machines in the U.S., at least with regard to major international brand names, appears to be on hold, although Marantz says it plans to introduce a non-Copycode DAT model in the U.S. by the end of the year.

Sony professes itself "shocked and surprised" by the condemnation by the record industry to its DAT initiative. In a press release, the U.K. office argues that when it becomes more widely available "DAT will be firmly understood as a benefit to the software industry, not least because it will represent incremental sales."

Steve Dowdle, Sony U.K. group audio manager, says, "For the foreseeable future, DAT represents a premium quality, high-cost alternative to compact cassette recording, hence its highly specialized market." He argues that adequate CD pressing capacity and lower pressing costs will bring down CD prices and, as a result, "it is difficult to conceive of a reason for the consumer to copy them onto a more expensive medium."

Dowdle says that he has no doubt whatsoever that major record companies will market their repertoire on DAT, but he adds that "it will take time."

## INSPIRATIONAL SOUNDTRACK

(Continued from page 6)

which will incorporate footage from "Dakota In Texas," and a guest duet by America's Gerry Beckley, who is featured on the album track. The tune is already No. 1 at a number of contemporary Christian music radio stations.

"I made connections with the Kuntz Brothers through [former Dallas Cowboys star] Bob Breunig," Christian says. "I had worked with the Cowboys on a video called 'I Don't Want To Be Home For Christmas.' They apparently liked my work and asked me to score the movie and provide appropriate pop songs as well."

The film, which Christian says has five major distributors bidding for its domestic release rights because of Phillips' popularity, is in the final editing stages. The scoring will begin after the final edits are

made.

Also included in the film will be a song by Christian rock artist Mark Heard, "Dancing In The Policeman's Ball."

"As far as we're able to determine, this is the first time a Christian artist performing contemporary Christian songs has been featured on a major motion picture," Christian says. "Some films have had individual gospel songs or hymns, but there's never been anything on this scale."

"The Color Purple" featured tracks by gospel artist Andrae Crouch, and the Academy Award-winning "The Trip To Bountiful" prominently featured Cynthia Clawson's moving rendition of "Softly And Tenderly."

Additionally, the Billy Graham organization has released a number of films that have featured contemporary religious music, but these generally have been aimed at the religious marketplace and have been released through religious distribution channels.

## GROUPS WARY OF BERNE

(Continued from page 3)

aison, Lionel H. Olmer, predicted that Reagan would sign legislation authorizing the U.S. to join Berne by the end of his term, in January 1989.

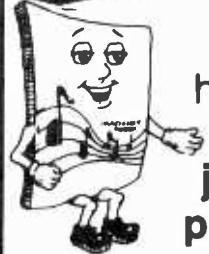
A much clearer picture of where U.S. entertainment industries stand on this issue will emerge in coming weeks, as the RIAA issues its position paper and the Motion Picture Assn. of America (MPAA) takes its stand.

All involved agree that, overall, Berne offers the best protection—and the only protection in 14 countries—but many are wary. As one lawyer close to the problem comments: "The time is coming when we have to go ahead and join, regardless. If you don't go to the prom, you can't expect to dance."

## Diskmakers

**MAKES THE RECORD BUSINESS EASY FOR YOU...**

**DISKMAKERS DOES IT ALL!**



we handle the jacket printing

and color seps...



we handle the pressing along with mastering, plating and record labels...



we handle the cassette duplication...

and give you the complete job..it's that easy!

For complete record production or tape duplication at an affordable price...

JUST CALL ONE NUMBER  
TOLL FREE  
**800-468-9353**  
IN N.Y.C.  
(212) 302-4140

## Diskmakers

153 W. 46th Street  
NY, NY 10036

You asked for it... we got it

**PRINT "DIRECT ON BOARD" JACKETS IN QUANTITIES AS LOW AS 1,000**

Lee Myles Associates, Inc.  
160 East 56th Street, Dept. B  
NYC, NY 10022 Tel: 758-3232

Serving the graphic needs of the music industry since 1952

The Grass Route column appears this week on page 44

## Expected To Deal With Vidclip Violence PMRC Sets Medical Seminar

NEW YORK The Parents Music Resource Center will co-sponsor a one-day "medically oriented" symposium in October in conjunction with the American Academy of Pediatrics and the National Mental Health Assn.

While the PMRC will not divulge the details or location of the conference, it is expected that an attempt will be made to clinically document a causal relationship between the sex and violence depicted in certain home video and music video product and children's mental health.

A representative of the national PTA says that organization had been asked to co-sponsor the event as well but had declined. "We've asked [the PMRC] to keep us apprised of the details, but we said we'd rather just attend rather than help organize the meeting," says the PTA representative.

The PMRC attained prominence in 1985, when the group, founded by the wives of several influential Washington, D.C., politicians, campaigned vehemently against what it considers to

be pornographic and obscene rock'n'roll lyrics.

After winning a concession in 1985 from the Recording Industry Assn. of America that included a sticker program to indicate product that contained lyrics of questionable taste, the PMRC entered a period of relative quiet.

This hiatus was further reinforced by the fact that Tipper Gore, one of the founding mothers of the organization, has lately been active on a different front—campaigning for her husband, presidential hopeful Sen. Albert Gore Jr., D-Tenn.

Although the PMRC refused to comment, it is possible that at least part of the symposium will be used to discuss the RIAA agreement. During 1986, the PMRC complained that the sticker program was not being enforced strenuously enough by the trade group. The RIAA contends that it is up to the member record companies to decide which, if any, albums should receive warning stickers.

STEVEN DUPLER

## Catalogs Shift Labels

LOS ANGELES Who says you can't take it with you?

On the heels of the biggest albums in their respective careers, both Paul Simon and Whitesnake will soon see their back catalogs shift to their current labels.

Five Simon solo albums—four of which were previously on Columbia—will be issued by Warner Bros. Oct. 20 in vinyl, cassette, and compact disk configurations. Included are "Paul Simon," "There Goes Rhymin' Simon," "Live Rhymin'," and "Still Crazy After All These Years." The fifth, "The Paul Simon Songbook," though available as a British import for years, has never before been released in the U.S.

Warner Bros.—which has enjoyed great success with Simon's "Graceland" album, this week No. 39 on the Top Pop Albums chart after 54 weeks—also distributes Simon's "Hearts And Bones" and "One-Trick Pony" albums.

Columbia Records will maintain distribution of all Simon & Garfunkel

product other than the pair's "The Concert In Central Park," which Warner Bros. originally issued in 1982.

Whitesnake, now No. 3 on the Top Pop Albums chart with its self-titled album, is seeing its catalog shift from two separate sources—EMI and Mirage Records.

Geffen Records—which previously had the rights only to "Slide It In," the group's debut for the label—has completed two separate deals that will ultimately bring six new Whitesnake works to its catalog.

Recently issued were "Live In The Heart Of The City" and "Come And Get It," both from Mirage, with a third—"Ready And Willing," the group's Mirage debut—due in the fall. In November, Geffen will release "Saints And Sinners," "Snakebite," "Trouble," and "Love Hunter," all issued here earlier by EMI.

All albums will be issued in LP, cassette, and CD configurations.

DAVE DIMARTINO

## PDs' Fave: Randy Travis Poll Names Top Country Acts

NASHVILLE Randy Travis won the No. 1 spot in four of 10 categories in Billboard's first Country Radio Programmers Poll. The poll's results appear in Billboard's 1987-88 Country Music Sourcebook And Directory.

The poll asked programmers to list their top five choices in 10 categories. Travis took the top three positions in the best-single category with "On The Other Hand"; "Forever & Ever, Amen"; and "Diggin' Up Bones," in that order. The three records appeared on Billboard's Hot Country Singles chart for a combined total of 74 weeks.

The Warner Bros. artist took the No. 1 spot for best album with "Storms Of Life." He also won best male artist and best new male artist.

Other winners in the poll were Reba McEntire (best female artist), Restless Heart (best group), the

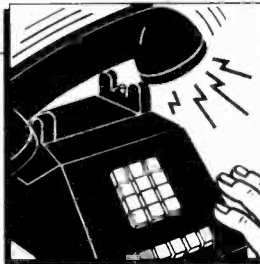
Judds (best duo), Holly Dunn (best new female artist), SKO—now SKB—(best new group), and the O'Kanes (best new duo).

Billboard's Directories Central office in Nashville conducted the poll, mailing 2,486 questionnaires to program directors of radio stations. The mailing drew 683 replies between May and July 1987, a response of 27%.

The Country Music Sourcebook And Directory offers information, addresses, and phone numbers for professional organizations, artists, personal managers, booking agents, record companies, music publishers, and radio stations. It is available from Teresa Fratangelo, Billboard Publications, 1515 Broadway, 39th Floor, New York, N.Y. 10036; 212-764-7763.

DEBBIE HOLLEY

# INSIDE TRACK



Edited by Irv Lichtman

**TECHNOLOGY AND THE BLEAK OUTLOOK** for the 45 rpm disk have revived the dialog, long dormant, between the music and jukebox industries. A formal Jukebox Promotion Committee has been established by the industry trade group **Amusement & Music Operators Assn.** following several recent meetings with other groups, including one with the **Recording Industry Assn. of America** in Washington, D.C., Aug. 4. The committee says it must monitor new technologies—such as the compact disk jukebox and other innovations—because the 45, the mainstay of the jukebox business for 35 years, appears headed for obsolescence. AMOA members total 1,200, and they supply music for 102,000 locations in the U.S. AMOA estimates there are some 300,000 jukeboxes in the U.S., down sharply from the 500,000 or so at the peak of jukebox popularity, in the '50s. The annual AMOA Expo takes place Nov. 5-7 at the Hyatt Regency in Chicago.

**THERE'S MONEY (LOTS OF IT) IN MUSIC:** **Forbes Magazine's** top 40 list of money-earners among entertainers is nearly 50% (18) folks who make music make money for them. There are four in the top 10, led by **Bruce Springsteen** at No. 3, whose estimated two-year income total for 1986-87 will be \$56 million. Others in the top 10 are **Madonna** (\$47 million), No. 7; **Whitney Houston** (\$44 million), No. 8; and **Michael Jackson** (\$43 million), No. 9. Outside of the top 10, in order of income ranking, are **ZZ Top**, **U2**, **Bon Jovi**, **Kenny Rogers**, **Van Halen**, **Wayne Newton**, **Neil Diamond**, **Prince**, **Billy Joel**, **Paul McCartney**, **Willie Nelson**, **Julio Iglesias**, **Phil Collins**, and **Barbra Streisand**.

**BIRTH OF THE DATMAN?** While it may be just a bit too big for your pocket (and pocketbook), **Sony Corp.** says it has developed the world's first portable digital audiotape recorder, model TCD-10. The company plans to begin marketing the 4-pound hardcover-book-size unit in Japan sometime in December, at a price of about \$2,000. No word, of course, on when Sony will begin to sell the portable—or any other DAT recorder—on these shores, although a Sony spokesman says the unit will probably be shown at the Winter Consumer Electronics Show in Las Vegas. A few months ago, reports on the viability of DAT portables indicated Japanese engineers were experiencing trouble miniaturizing the power transformer and the tape heads. Sony's response: "That's what we're good at."

**CROSSOVER ... WITH A VENGEANCE:** **Warner Bros.** country artist **Gary Morris** has been cast to replace **Colm Wilkinson** in the Jean Valjean role of the Broadway smash "Les Misérables." No newcomer to the New York theater, 38-year-old Morris won critical acclaim as Rodolf in the 1984 New York Shakespeare Festival production of "La Bohème" opposite **Linda Ronstadt**... **Arnie Orleans** has left his post as VP of marketing at **Rhino Records**. He can be reached at 818-342-0565.

**SAYING IT WITH HIS MUSIC:** The day composer **Irving Berlin** celebrates his 100th birthday—May 11—he'll be honored with a concert at Carnegie Hall. Berlin, who tends to shy away from public appearances and sanctioning events in his honor, is said to have given his blessing to the concert, co-sponsored by **ASCAP**. Berlin is the only surviving charter member of the performance rights society, which was formed in 1914. The other concert sponsor is Carnegie Hall itself. It and the **ASCAP Foundation** are to benefit from the event. It's not known whether Berlin, said to be monitoring the progress of the concert closely, will be on hand.

**MORE, BY GEORGE:** New additions to the surge of **George Gershwin** albums (Billboard, Sept. 12) include a package of 50 songs from **Teledisc**, a direct-response company, and, from **MCA Classics**, a performance by the **London Philharmonic**, conducted by **Andrew Litton**, of the ballet "Who Cares?," featuring

Gershwin tunes and four more songs from Gershwin's Songbook and "Rhapsody In Blue." Teledisc's "Gershwin Celebration" contains many performances not available in years. The Teledisc package is \$29.95 for five LPs or three cassettes, while the CD version sells for \$39.95.

**PING-PONG RETURNS:** If **Milton Berle** is credited with selling lots of TV sets as one of the medium's early stars, credit the late **Enoch Light** with dramatizing the sound of stereo in its infancy with his best-selling **Command** recordings, remembered for their "ping-pong" stereo effects. **Herb Linsky**, now owner of **Project 3 Records**, which Light established after selling **Command**, has licensed from **MCA**, owner of the tapes, several Light albums on CD, including one of those stereo biggies, "Provocative Percussion." Another album licensed is Light's "The Music Of Irving Berlin."

**HOT PRESS ...** An amusing story that recently appeared in those ever-so-trashy British daily newspapers: The tale, from the Sunday Mirror, concerns **Pat Wilks**, a 52-year-old **Stevie Wonder** fan who was reportedly rushed to the hospital after clapping too hard at one of her idol's dates at London's Wembley Arena. With her left hand swelling up to a frightening point, doctors were forced to cut off the poor woman's engagement ring to ease the pain... **Chrysalis** has launched its midline CD series with a selection of catalog items by artists like **John Waite** and **Generation X** featuring **Billy Idol**... Following her hit duet with **Michael Jackson**, "I Just Can't Stop Loving You," **Siedah Garrett** has cut the lead song for the upcoming UA movie "Baby Boom," which stars **Diane Keaton** and opens Oct. 9... **John Cougar Mellencamp's** 6-year-old daughter sings the last line on his rerecording of the seasonal nugget "I Saw Mommy Kissing Santa Claus," to be featured on **A&M's** upcoming benefit album for the Special Olympics... Look for **Pia Zadora's Jimmy Jam/Terry Lewis** produced **CBS Associated** album to hit the streets in January.

**ROCK METHUSELAH DICK CLARK** will be honored not for spinning records but for breaking them. He is to be presented with the first Guinness Supreme Achievement Award on Sept. 14. The host and producer of "American Bandstand" will be feted by the "Guinness Book Of World Records" for the longevity of his ABC network rock'n'roll dance party. After 35 consecutive years in production, 65,000 records played, 10,000 musical guests, and 600,000 (count 'em) dancing teens, "Bandstand" has become the longest-running entertainment show on TV. The seemingly ageless host will be wine and dined at Chasen's in Beverly Hills by a host of industry guests, including **Anita Baker**, **Sheena Easton**, **Mary Wilson**, **Stephen Bishop**, **Berry Gordy** of **Motown**, **Joe Smith** of **Capitol**, and **Jerry Moss** of **A&M**.

**FILL IN THE BLANK:** Graffiti artists in L.A. have been going to town on the many posters advertising **Michael Jackson's** "Bad" scattered throughout the city. The poster, depicting only Jackson and the spray-painted word "Bad," apparently pose a tempting target: Sprayed underneath the word "Bad" at various locations were the words "Skin," "Girl," and "Puppy," the last of which was accompanied by a sprayed visual best left undescribed in a family newsweekly.

**ONE HUNDRED YEARS OLD:** In celebration of **Yamaha Corp.'s** centennial, an exclusive media conference was held at its Buena Park, Calif., headquarters Sept. 3. Sandwiched between a slide show, educational videoclips, an on-site tour, coffee, and postconference bubbly, top-ranking company execs reported on corporate philosophy, marketing strategies, music education, and "The Century Plan," Yamaha's master plan for the next 100 years... Speaking of Yamaha, the company will be holding Soundcheck '87 at the Santa Monica Civic Auditorium on Oct. 1; it's a talent competition featuring California's "six best unsigned bands." Included among the heavy-hitter judges will be **Quincy Jones**, **Phil Ramone**, **Peter Asher**, **BAM** magazine publisher **Dennis Erokan**, **Jimmy Iovine**, **John Kalodner**, **Doc McGhee**, **Pat Leonard**, and **Billboard's** own associate publisher/director of charts, **Tommy Noonan**. All proceeds from the event will be donated to the **T.J. Martell Foundation**. Winning group in the competition will represent the U.S. at the International Pop Music Festival's Band Explosion '87, set for the Budokan venue in Tokyo.



# EAST MEETS WEST

On The Turntables of America



SURE MC'S  
SURE OR DIE



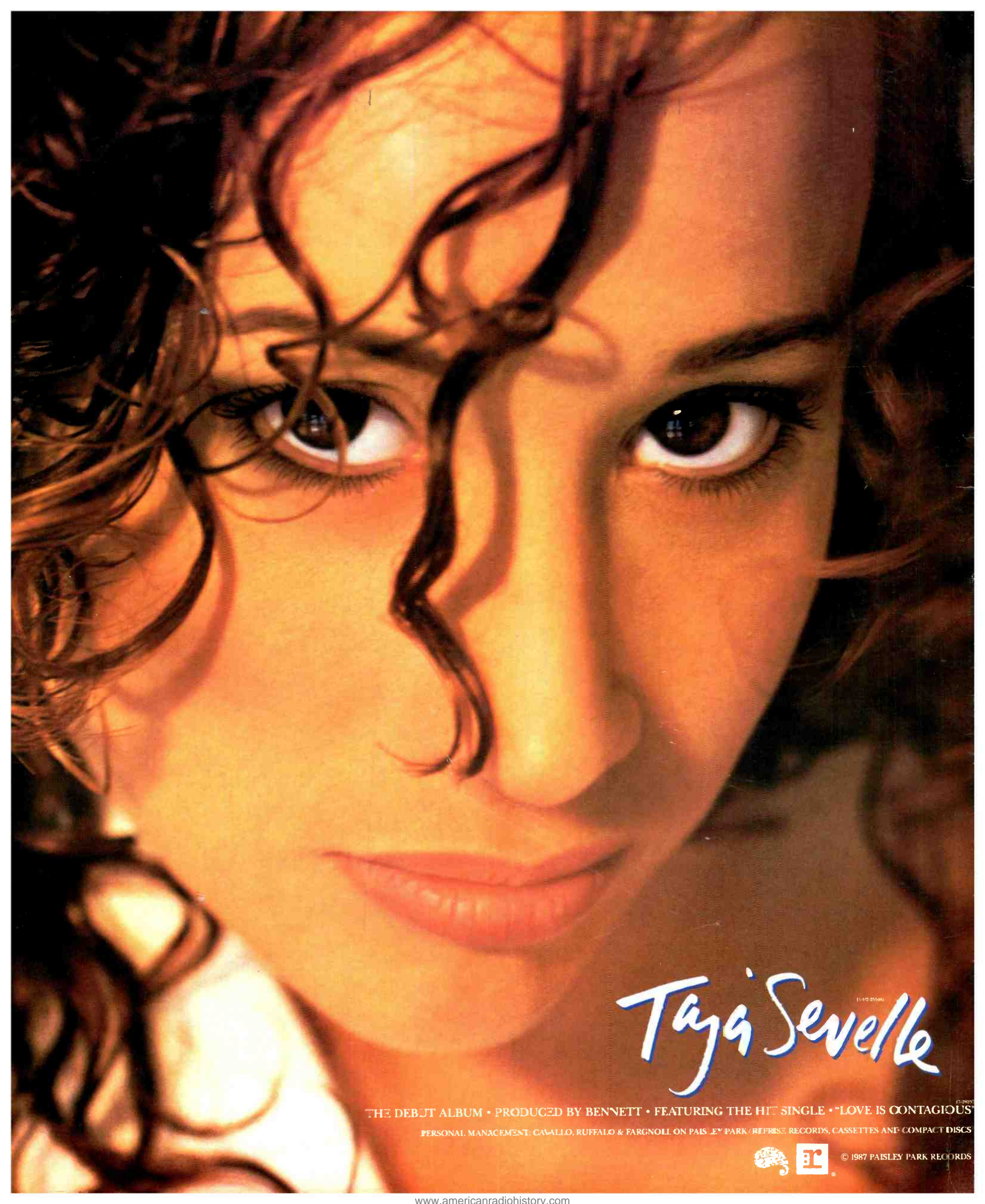
DANA  
DANE



PROFILE

© 1987 Profile Records, Inc.  
740 Broadway, New York, NY 10003





Taya Sevelle

THE DEBUT ALBUM • PRODUCED BY BENNETT • FEATURING THE HIT SINGLE • "LOVE IS CONTAGIOUS"  
PERSONAL MANAGEMENT: CAVALLO, RUFFALO & FARGNOLI. ON PAISLEY PARK / REPRISE RECORDS, CASSETTES AND COMPACT DISCS



© 1987 PAISLEY PARK RECORDS