

...newsline...

MTV IS TYING IN with Daryl Hall & John Oates' forthcoming "Big Bam Boom Tour—Live Through '85." The rock video channel will provide tour date and ticket outlet announcements, while the MTV name will appear on all tickets and print advertising, and be tagged on all radio spots. Other promotional elements are in progress.

FUJIS' BLANK VIDEOCASSETTE division seeks multiple purchases this Christmas via a Nov. 1-Jan. 31 rebate promotion. The consumer gets a \$1 rebate when buying one cassette, \$5 when buying four. Each household can run up to \$25 in rebates.

THE NARM ROCKJOBBER'S conference in Scottsdale, Ariz., Oct. 29-31, will feature an address by Dr. Egil Juliussen, chairman of Future Computing. He says that the biggest challenge to mass merchandisers of home computer software is the shift from video games to home productivity and educational software.

SHOWTIME/THE MOVIE CHANNEL will pay \$90,000 a month to ASCAP, especially appointed magistrate Michael Dolinger has ordered in Manhattan. The order is the initial phase in the cable system's desire to settle its payment structure to ASCAP.

J.C. PENNEY will begin regular video broadcasts to 15 of its district offices in November, delivered via satellite by Private Satellite Network (PSN). The retailer is instituting the network to save time and reduce travel expenses incurred with buyers' frequent trips to New York. A two-way audio feature allows for q&a sessions, making any video conference interactive.

New Companies

Annex Video Marketing Inc., a video distribution firm. Company will handle a range of product from homemade short subjects through major feature films. 296 Brunswick Ave., #208, Toronto, Ontario, Canada M5S2M7; (416) 925-6525.

Tenth Avenue Music and Tenth Avenue Productions, formed by Michelle Scott. Tenth Avenue Music is a publishing company; Tenth Avenue Productions will be involved in audio- and video-related products. 512 Amalie Court, Nashville, Tenn. 37211; (615) 834-1808.

Filmfutures Corp., a rock video production firm, formed by director Ilan Duran, whose first U.S. film features Ellen Foley. 799 Broadway, Suite 325-D3, New York, N.Y. 10003; (212) 686-0544.

Concept Productions Inc., a programming service for syndication via cable and commercial outlets, as well as for home video release

through his International Video Entertainment division, formed by Noel C. Bloom. First production will be Jerry Lewis at the Sahara Hotel in Las Vegas. 7920 Alabama Ave., Canoga Park, Calif. 91304-4991; (818) 888-3040.

Empire Sound Records, an r&b/dance-oriented label, formed by Sam Wright and Joseph Cooper. First release is "No Doubt" by Jeff McCarthy. 2700 Flora, Dallas, Tex. 75201; (214) 269-2716.

Road Records, a country-rock label, formed by Bette Bailey, vice president of Pop Productions, and Bill Culwell, president of Shadow Hill Records. 3870 Dickerson Rd., Nashville, Tenn. 37207; (615) 868-5982.

McDon Productions, encompassing McDon Records and Gordon Management, formed by Jeff Gordon. 5245 Whitsett Ave., Suite 17, N. Hollywood, Calif. 91607.

CHAINS' GROWTH

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tainment Warehouse Outlet, in Portsmouth, N.H. next month. The 3,000 square footer will feature the broad hardware/software inventory characteristic of Deorsey's, at low prices with the emphasis on cut-outs and deletions, according to the chain's Tony Arruda.

The 80-unit Budget Tape & Records franchise chain will swell by 10 over the next 15 months, with four new stores this year and approximately six in 1985, according to Danjay Music president Evan Lasky. Lasky finds his franchisees reporting that CD sales are about 5% of their total.

Increasing emphasis on home video rentals will continue into 1985 for the 11 Flip Side locations in the Chicago area. The chain's Carl Rosenbaum sees six of his 11 stores well into rentals by early 1985, carrying 500 titles. He expects to be competitive, charging \$2 nightly or \$20 paid in advance for a 20-rental ticket.

Dan Kennedy of the J.R.'s and Oranges stores in Chicago recently opened his first J.R.'s store out of state in Ann Arbor, and another Michigan store is planned for Grand Rapids soon, he reports. There are 19 J.R.'s and six Oranges. Kennedy declines to estimate how many

stores he will open next year.

Lenny Silver of the 14-location Record Theater chain is ready to open his largest store, a 22,000 square footer, before Christmas. He has no definite plans for 1985. Art Shulman of Laury's three stores in Chicago and Jim Peterson of the seven Mainstream stores in Milwaukee are also undecided about 1985 store openings.

The 16 Harmony Houses will probably add no new stores, but there's much remodeling going on, says Carl Thom. He's going for a California modern motif that stresses no-glare lighting.

The nine Great American and six Wax Museum stores in Minneapolis-St. Paul might be joined by some new stores. "We have a few in mind," says Ira Heilicher. "We are really adding CD titles. We might have 5,000 titles in a year from now, depending on how the market increases. Where do I find space for such an increase?"

Lou Kwiker of Wherehouse Entertainment, which now has 130 locations, predicts that a "couple, three more stores" might open before 1984. He sees "more than 10" bowing in 1985.

Lifelines

BIRTHS

Girl, Kasey Michele, to **Mark and Kathie Miller**, Oct. 2 in Buffalo. He is a drummer for Talas.

Boy, Forest Thompson, to **Jerry and Kristie Bailey**, Oct. 6 in Nashville. He is manager of press information for Group W Satellite Communications.

Boy, Brandon, to **Norman and Zot Hunter**, Oct. 7 in Durham, N.C. He is album buyer for Record Bar.

Boy, Regan-Joseph, to **Trey and Mary Foerster**, Sept. 29 in Neenah, Wis. He is managing editor of Goldmine magazine.

Boy, Andrew Jacob, to **Terry and Kelly Sautter**, Oct. 6 in Barrington, Ill. He is district sales manager for Capitol Records in Chicago.

MARRIAGES

Sam Accordino to **Annette Noworyta**, Oct. 13 in Buffalo. He is a booking agent with Entertainment Services Inc.

DEATHS

Alberta Hunter, 89, Oct. 17 in New York. The legendary jazz and blues singer had triumphantly returned from retirement in 1977. (Separate story, page 68.)

Don Reno, 58, of heart failure Oct. 16 in Charlottesville, Va. One of the foremost bluegrass banjo stylists and songwriters, Reno had chart hits on the Monument and King labels during the '60s via his pairings with Benny Martin and Red Smiley. With Arthur Smith, Reno co-wrote "Feuding Banjos," later used as the theme for the movie "Deliverance" under the title "Dueling Banjos."

Bubbling Under

THE TOP 200 ALBUMS

- 201 **THE RAMONES** TOO TOUGH TO DIE SIRE 25187-1
- 202 **IRON MAIDEN** PIECE OF MIND CAPITOL ST-12274
- 203 **RED ROCKERS** SCHIZOPHRENIC CIRCUS COLUMBIA BFC 39281
- 204 **LAURA BRANIGAN** BRANIGAN 2 ATLANTIC 80052
- 205 **THE SWIMMING POOL Q'S** THE SWIMMING POOL Q'S A&M SP-5015
- 206 **THE RED HOT CHILI PEPPERS** THE RED HOT CHILI PEPPERS EMI-AMERICA ST-1712
- 207 **LET'S ACTIVE** CYPRESS I.R.S. SP-70648
- 208 **SOUNDTRACK** THE WILD LIFE MCA 9999999
- 209 **JANEY STREET** HEROES, ANGELS & FRIENDS ARISTA AL 8-8219
- 210 **WILLIE NELSON/KRIS KRISTOFFERSON** MUSIC FROM A SONGWRITER A&M 9999

THE HOT 100 SINGLES

- 101 **SO FINE** MARC ANTHONY THOMPSON WARNER BROS. 7-29175
- 102 **MOONLIGHT LADY** JULIO IGLESIAS COLUMBIA 38-04645
- 103 **IN THE AIR TONIGHT** PHIL COLLINS ATLANTIC 7-73231 (WARNER BROS.)
- 104 **PLAYING IT COOL** TIMOTHY SCHMIT ASYLUM 7-69690 (ELEKTRA)
- 105 **LOVE AGAIN** JOHN DENVER & SYLVIA VARTAN RCA 13931
- 106 **DON'T STAND ANOTHER CHANCE** JANET JACKSON A&M 2660 (A&M)
- 107 **NOBODY LOVES ME LIKE YOU** ANNE MURRAY & DAVE LOGGINS CAPITOL 5401
- 108 **SOLID** ASHFORD AND SIMPSON CAPITOL 5397
- 109 **SLIPPERY PEOPLE** THE STAPLE SINGERS PRIVATE 14-04583 (EPIC)
- 110 **FRIENDS** WHODINI JIVE/ARISTA 1-9276 (JIVE/ARISTA)

Calendar

Weekly calendar of trade shows, conventions, award shows, seminars and other notable events. Send information to *Industry Events, Billboard, 1515 Broadway, New York, New York 10036.*

OCTOBER

Oct. 18-21, **National Assn. for Campus Activities Upper Midwest Regional Conference**, Holiday Inn-Nicollet Mall, Minneapolis. (701) 777-3926.

Oct. 19, **Radio-Television News Directors Assn.'s conference**, Sheraton Centre Hotel, New York City. (202) 737-8657.

Oct. 19-21, **Independent Distributors Conference**, Eden Roc Hotel, Miami Beach, Fla.

Oct. 19-21, **1984 Steelband Festival's preliminary competitions**, Port-Of-Spain, Trinidad & Tobago. (212) 684-6300.

Oct. 21-24, **National Assn. For Campus Activities East Coast Regional Conference**, Grossinger's, Catskill Mountains, N.Y. (803) 782-7121.

Oct. 23-24, **Financial Management Seminar For Broadcasters**, Hyatt Regency O'Hare, Rosemont, Ill. (212) 689-1776.

Oct. 24-25, **Ohio Assn. of Broadcasters Fall Convention**, Hyatt Regency, Capitol South, Columbus. (614) 228-4052.

Oct. 24-26, **New Mexico Cable Television Assn. convention**, Santa Fe Hilton, Santa Fe, N.M. (505) 983-5885.

Oct. 25-28, **National Assn. For Campus Activities New England Regional Conference**, Boston Marriott Copley Place, Boston. (803) 782-7121.

Oct. 26-28, **National Assn. For Campus Activities Wisconsin Regional Conference**, Univ. of Wisconsin/Whitewater. (803) 782-7121.

Oct. 28-30, **Iowa Cable Television Assn. annual meeting**, Airport Hilton, Des Moines. (515) 842-7202.

Oct. 29-30, **1984 Steelband Festival semi-finals**, Port-Of-Spain, Trinidad & Tobago. (212) 684-6300.

Oct. 29-31, **Rackjobbers Conference**, La Posada, Scottsdale, Ariz.

Oct. 29-Nov. 1, third annual **Comdex/Europe, RAI Congress & Exhibition Centre**, Amsterdam. (617) 449-6000.

Oct. 30-Nov. 1, **Atlantic City Cable Show**, Atlantic City Convention Center, Atlantic City, N.J. (609) 848-1000.

Oct. 31-Nov. 2, **One-Stop Conference**, LaPosada Hotel, Scottsdale, Ariz. (609) 424-7404.

NOVEMBER

Nov. 1-4, **National Assn. For Campus Activities Great Lakes Regional Conference**, Seven Springs Mountain Resort, Champion, Pa. (803) 782-7121.

Nov. 1-4, 15th annual **Loyola Radio Conference**, Hotel Continental, Chicago. (312) 670-3116.

Nov. 2-9, 27th annual **International Film & TV Festival of New York**, Sheraton Centre Hotel, New York. (212) 246-5113.

Nov. 3-4, eighth annual **Songwriters Expo**, Pasadena City College, Pasadena, Calif. (818) 841-3343.

Nov. 3-4, **1984 Steelband Festival finals**, Port-Of-Spain, Trinidad & Tobago. (212) 684-7300.

Nov. 8-10, **CMJ Music Marathon & 1984 New Music Awards**, Roosevelt Hotel, New York. (516) 248-9600.

EXECUTIVE TURNTABLE

(Continued from page 4)

HOME VIDEO. Fred Fehlauer is named senior vice president for the commercial products division of CBS/Fox Video, New York. He was formerly vice president and general manager for the firm's Farmington Hills operations.

Michael Olivieri is promoted to vice president of marketing and sales for Vestron Video, a new post. He has been vice president of sales for the company since its 1982 inception. Also at Vestron, **Gregory Johnson** becomes director of corporate development, joining from Bear, Stearns & Co.

Kathie Van Brunt becomes vice president of product development at Media Home Entertainment, Los Angeles, switching from Vestron Video, where she was vice president of original programming.

Sandra Embrey is named sales promotion manager at Prism Entertainment Corp., Los Angeles. She assumes the newly created post from customer service manager. **Joan Chase**, formerly administrative director of the Video Software Dealers Assn., takes over Embrey's responsibilities as customer service manager.

Valerie Gold is named national video coordinator for WEA Corp., Burbank. She was executive secretary/administrative assistant.

Barry Gutman joins the Video Insider newsletter as editor, based in Philadelphia. He succeeds **Karen Bell**, who has moved over to the Video Software Dealers Assn.