

## Winter: New Age Original

BY GEOFF MAYFIELD

NEW YORK In the sprawling new age field, Paul Winter is credited by many as one of genre's original architects. Still, he and partner Richard Perl realize that their label, Living Music, cannot survive on laurels alone in what has quickly become a glutted market.

Thus, Living Music has just reshaped its 9-month-old manufacturing and distribution deal with Windham Hill. But Winter's creative strategy remains unchanged.

"I kind of get a kick out of seeing this big deluge of imitation come along because I've seen it so many times—it's inevitable that that would happen," says Winter, looking back on a 25-year recording career. "But the music that's got an enduring quality will sail right on through that, I feel, and survive nicely."

He can point to the landmark Winter Consort album "Icarus" for proof of that conviction. Since 1972, it has sold some 200,000 copies, modest numbers by pop-hit standards but "pretty good for an album that was expected to kind of disappear a year after its release," says Winter. Through a licensing agreement that Living Music signed with Epic, the title's original imprint, "Icarus" also has the rare distinction of being sold simultaneously on two competing labels.

Perl, Living Music's president,

says he rearranged the label's Windham Hill accord because "the market is so flooded with what is being called new age music that stores are buying one or two copies per title instead of eight or 10. There's only so much this market will bear."

The new deal, which began April 1, is a production contract and lowers Living Music's overhead. At the same time, Perl says Winter's 6-year-old label can concentrate solely on producing "quality music," while relying on Windham Hill's growing staff—and its ties with the RCA/A&M/Arista Distribution network—to pull its product through to the market.

One of the first titles to benefit from the new pact is "Whale Songs," a collaboration by Winter and Consort keyboardist Paul Halley. Inspired in part by the movie "Star Trek IV: The Voyage Home," Winter says 10 of the album's 11 songs were "composed" by humpback whales. It features narration by actor Leonard Nimoy and tapes recorded by Dr. Roger Payne, a consultant for the recent "Star Trek" epic who released the early '70s cult album "Songs Of The Humpback Whale."

Other recent releases include debut solo albums by two longtime Consort associates: guitarist Oscar Castro-Neves and vocalist Susan Osborn. Winter is also readying "Earth Beat," a new Consort album due for June release.

**AB**  
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# BOXSCORE TOP CONCERT GROSSES

ARTIST(S)	Venue	Date(s)	Gross Ticket Price(s)	Attendance Capacity	Promoter
LUTHER VANDROSS SHIRLEY MURDOCK	The Forum Inglewood, Calif.	April 15-16	\$518,555 \$18.50	29,513 32,010	Stageright Prods.
BON JOVI CINDERELLA	Spectrum Philadelphia, Pa.	April 2, 4	\$466,550 \$15.50/\$13.50	34,340 sellout	Electric Factory Concerts
BON JOVI CINDERELLA	Spectrum Philadelphia, Pa.	April 15, 16	\$466,550 \$15.50/\$13.50	34,340 sellout	Electric Factory Concerts
U2 LONE JUSTICE	San Diego Sports Arena San Diego, Calif.	April 13-14	\$450,384 \$16.50	27,937 sellout	Avalon Attractions
U2 LONE JUSTICE	The Summit Houston, Texas	April 7-8	\$368,974 \$15.75	27,251 sellout	Stone City Attractions PACE Concerts
BILLY IDOL THE CULT	The Centrum in Worcester Worcester, Mass.	April 14 & 16	\$303,145 \$16.50/\$14.50	20,172 sellout	Don Law Co.
BILLY IDOL THE CULT	Patriot Center George Mason Univ. Fairfax, Va.	April 17-18	\$296,000 \$18.50	8,000 sellout	I.M.P. Presents (Seth Hurwitz)
LUTHER VANDROSS SHIRLEY MURDOCK	The Summit Houston, Texas	April 12	\$288,881 \$17.75	16,956 sellout	Stageright Prods.
LUTHER VANDROSS SHIRLEY MURDOCK	Lakefront Arena Univ. of New Orleans New Orleans, La.	April 9-10	\$287,360 \$18.50	16,360 18,648	Stageright Prods. Turning Point Prods.
ERIC CLAPTON THE ROBERT CRAY BAND	The Forum Inglewood, Calif.	April 14	\$280,716 \$18.50/\$17.50	15,975 sellout	Avalon Attractions
ERIC CLAPTON THE ROBERT CRAY BAND	McNichols Arena Denver, Colo.	April 16	\$274,802 \$17.60/\$16.50/\$15.40	16,211 sellout	Fey Concert Co.
ERIC CLAPTON THE ROBERT CRAY BAND	Oakland-Alameda County Coliseum Oakland, Calif.	April 11	\$273,079 \$18.50	14,761 sellout	Bill Graham Presents
RATT POISON	Arena, Long Beach Convention & Entertainment Center Long Beach, Calif.	April 10	\$237,238 \$17.50/\$16	14,015 sellout	Avalon Attractions
BILLY IDOL THE CULT	Spectrum Philadelphia, Pa.	April 11	\$227,100 \$16.50/\$14.50	14,242 sellout	Electric Factory Concerts
LUTHER VANDROSS SHIRLEY MURDOCK	Oakland-Alameda County Coliseum Oakland, Calif.	April 18	\$223,795 \$18.50	12,097 12,500	Bill Graham Presents
LUTHER VANDROSS SHIRLEY MURDOCK	Carolina Coliseum Univ. of South Carolina Columbia, S.C.	April 5	\$198,726 \$16.50	12,515 sellout	Stageright Prods.
BILLY JOEL	Thomas & Mack Center Univ. of Nevada at Las Vegas Las Vegas, Nev.	April 11	\$193,445 \$17.50	11,054 12,000	Fey Concert Co.
U2 LONE JUSTICE	Pam American Center New Mexico State Univ. Las Cruces, N.M.	April 10	\$185,580 \$15	12,500 sellout	Fey Concert Co.
HUEY LEWIS & THE NEWS THE ROBERT CRAY BAND	Freedom Hall Coliseum, Kentucky Fair & Exposition Center Louisville, Ky.	April 9	\$183,051 \$16.50	11,094 12,200	Sunshine Promotions
RATT POISON	Oakland-Alameda County Coliseum Oakland, Calif.	April 17	\$169,777 \$18.50/\$16.50	10,098 14,000	Bill Graham Presents
THE COUNTRY EXPLOSION TOUR: CONWAY TWITTY LORETTA LYNN GEORGE JONES	Mississippi Coast Coliseum & Convention Center Biloxi, Miss.	April 17	\$168,304 \$16	11,266 sellout	Jayson Promotions
LUTHER VANDROSS SHIRLEY MURDOCK	Hirsch Memorial Coliseum Shreveport, La.	April 11	\$152,381 \$15.50	10,086 sellout	Stageright Prods. Taurus Advertising
RATT POISON	McNichols Arena Denver, Colo.	April 5	\$147,052 \$16.50/\$15.40	9,010 11,000	Fey Concert Co.
IRON MAIDEN WASTED	Met Center Bloomington, Minn.	April 17	\$142,779 \$14.50/\$13.50	10,043 12,500	Jam Prods. Ltd. Company 7
U2 LONE JUSTICE	Thomas & Mack Center Univ. of Nevada at Las Vegas Las Vegas, Nev.	April 12	\$138,192 \$16	8,637 9,700	Fey Concert Co.
THE COUNTRY EXPLOSION TOUR: CONWAY TWITTY LORETTA LYNN GEORGE JONES	Pensacola Civic Center Pensacola, Fla.	April 18	\$131,232 \$16	8,575 10,000	Jayson Promotions
KOOL & THE GANG THE JETS	McNichols Arena Denver, Colo.	April 19	\$129,944 \$18.15/\$17.05/\$15.95	7,256 8,500	PACE Concerts Fey Concert Co.
RATT POISON	San Diego Sports Arena San Diego, Calif.	April 16	\$120,240 \$16.50	8,103 sellout	Avalon Attractions
BON JOVI CINDERELLA	RPI Fieldhouse Rensselaer Polytechnic Institute Troy, N.Y.	April 10	\$111,862 \$15/14	7,635 sellout	Creative Concerts
RATT POISON	Arco Arena Sacramento, Calif.	April 18	\$111,371 \$18.50/\$17.50	6,668 8,500	Bill Graham Presents
CAMEO STARPOINT	Kaiser Arena, Henry J. Kaiser Convention Center Oakland, Calif.	April 12	\$97,058 \$20/\$17.50	5,524 7,900	Bill Graham Presents Lewis Grey Entertainment
JOHNNY CASH JUNE CARTER CASH & THE CARTER FAMILY	Carlton Celebrity Theatre Bloomington, Minn.	April 1, 3-4	\$87,959 \$19.95/\$12	6,505 10,200	in-house
REO SPEEDWAGON THE GEORGIA SATELLITES	Hearnes Center Univ. of Missouri Columbia, Mo.	April 10	\$82,265 \$15/\$14	6,036 8,804	Contemporary Prods. Missouri Student Assn.
CAMEO STARPOINT	Selland Arena, Fresno Convention Center Fresno, Calif.	April 10	\$81,844 \$16.50/\$14.50	5,537 7,000	Bill Graham Presents
ELVIS COSTELLO NICK LOWE	Civic Auditorium, San Jose Convention & Cultural Facilities San Jose, Calif.	April 16	\$56,820 \$20	2,841 sellout	Bill Graham Presents A.S.P.B. San Jose State Univ.
BILLY IDOL THE CULT	RPI Fieldhouse Rensselaer Polytechnic Institute Troy, N.Y.	April 12	\$54,824 \$15.50	4,184 5,200	Northeast Concerts
ASHFORD & SIMPSON KEVIN JORDAN	Carlton Celebrity Theatre Bloomington, Minn.	April 17-18	\$54,082 \$16.95/\$12	3,648 8,160	in-house

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