

Billboard

NEWSPAPER

NEWSPAPER

CA 90807

LONG BEACH
3740 ELM
APT A

*****3-DIGIT
000817973 4401 8647 MAR88UHZ
908

Bon Jovi gives top singles slot a "Bad Name"
See page 63

Rock Against Drugs Debuts with MTV spots
See page 6

Sugar Hill hits MCA with multimillion-dollar suit
See page 74

VOLUME 98 NO. 48

THE INTERNATIONAL NEWSWEEKLY OF MUSIC AND HOME ENTERTAINMENT

November 29, 1986/\$3.95 (U.S.), \$5 (CAN.)

Like His Concerts, The Boss Is A Sellout In The Stores

This story prepared by Chris McGowan in Los Angeles and Geoff Mayfield in New York.

NEW YORK Bruce Springsteen's live boxed set has become the software equivalent of his sold-out concert tour last year: It's the music industry's hardest ticket to find.

CBS claims that by Nov. 14, the album's fifth day on the market, re-orders matched prerelease orders of 1.5 million copies.

Thanks to unprecedented media attention, the initial surge for "Bruce Springsteen & The E Street Band Live/1975-1985" virtually wiped out most retailers' initial CD

allocations. Many dealers, too, quickly found that they severely underestimated LP sales for the fourth-quarter's dominant album.

"We're out," says Stan Goman, senior vice president of retail operations for the 42-outlet Tower Records chain. "On just the first day, what we call 'B-Day,' we sold 60% of our CDs, 50% of our LPs, and 30% of our cassettes."

Indeed, only cassettes were available during the album's second week at Tower's downtown location in New York City, a store noted for its deep inventory.

"They were plus sales," says Goman. "And then, as our supply went down, our business dropped down to normal. But that weekend [Nov. 15-16], people came in looking for" (Continued on page 73)

CDs To Meet Demand in '87 89 Mil Seen From U.S. Plants

BY IS HOROWITZ

NEW YORK Domestic manufacturing capacity for compact disks will catch up with demand sometime in 1987, leading to price reduction pressures and greater label attention to catalog fill.

This prediction comes from CBS Records, which expects that production capacity in the U.S. will reach about 89 million units in 1987, while consumer demand will hit 90 million. Capacity this year was given as 26 million, about 57% of estimated demand for 46 million CD units.

These figures, and other data bearing on the growth of laser-read disks, developed by CBS Records researchers were made public at a seminar here Nov. 18 under auspices of the International Tape/Disc Assn.

Cal Roberts, CBS Records senior vice president, operations marketing, told seminar participants that U.S. demand for CDs would rise to 149 million units in 1988, 223 million in 1989, and 298 million in 1990.

As many as 15 domestic CD manufacturing plants may be in operation by 1988, bringing the world total to 50, he said. Roberts placed the current number of plants active internationally at 16.

On a worldwide basis, he put CD manufacturing capacity this year at 217 million units, with demand at (Continued on page 72)

Joint Venture Sets Early-'87 Air Date Europe Gets Its MTV

BY STEVEN DUPLER

LOS ANGELES MTV is going to Europe. Early next year, a modified version of the music channel will be

cablecast to the continent from London via satellite. Partners in the U.K.-based joint venture are MTV Networks (MTVN); its parent, Viacom International; Mirror Group Newspapers (MGN); and British Telecom.

A managing director for the new venture will be named Tuesday (25) at a press conference in London.

The European move is the most ambitious drive by MTV outside the U.S., but it is not the first—in 1984, the channel undertook an arrangement with Japan's Asahi Broadcasting Co.

According to an MTV representative, programming for the new venture will be based on the same format the channel employs in the U.S., but it will be "tailored to the musical tastes, lifestyles, and sensibilities of European audiences." On-air talent and operating staff will be drawn from Europe.

No information was available at presstime as to how videoclip licensing arrangements will be worked out with the labels that supply most of MTV's programming. Depending upon the success of the venture, studio and corporate expansion to other European capitals will be considered. (Continued on page 73)

Bruce Does It: 'Live' Album Debuts At No. 1

BY PAUL GREIN

LOS ANGELES "Bruce Springsteen & The E Street Band Live/1975-1985" this week becomes the first album in more than 10 years—and only the fourth in the rock era—to debut at No. 1 on Billboard's Top Pop Albums chart.

The last album to accomplish the feat was Stevie Wonder's Grammy Award-winning "Songs In The Key Of Life," which entered at No. 1 in October 1976. The previous year, Elton John debuted at No. 1 with back-to-back releases: "Captain Fantastic & The Brown Dirt Cowboy" and "Rock Of The Westies."

Both of the John titles were single-record sets; the Wonder album was a double. The fact that Springsteen's album is a five-record set (Continued on page 73)

ADVERTISEMENTS



THE BEST MAN IN THE WORLD is the instantly radio-active first solo single from ANN WILSON. It's also the theme from Paramount Pictures' major Christmas block-buster, THE GOLDEN CHILD starring EDDIE MURPHY. Plus, it also happens to be one of the featured tracks on the forthcoming GOLDEN CHILD SOUNDTRACK LP. Coming next month. ON CAPITOL.



Music video fans have cause for celebration, because the 1986 MTV award-winners are together on one compilation. "The MTV Video Music Awards Collection" includes Dire Straits, a-ha, Prince, Robert Palmer and more, plus '85's Video Of The Year, Don Henley "The Boys Of Summer." Also featured are award presentations from the live MTV broadcast by Steve Winwood, Janet Jackson, Belinda Carlisle and others.



The Queen of Soul and Class is back!

MILLIE JACKSON

"HOT! WILD! UNRESTRICTED! CRAZY LOVE"

The first hit from her Jive debut soared to top ten.

AN IMITATION OF LOVE

also contains the future hits:

"LOVE IS A DANGEROUS GAME"

"I WANNA BE YOUR LOVER" "AN IMITATION OF LOVE"

On JIVE Records and Cassettes

Marketed and Distributed by RCA

TM(s) © Registered • Marca(s) Registrada(s) RCA Corporation • © 1986 RCA / Ariola International

ADVERTISEMENT

O riginal.



ROBBIE NEVIL

He's one of a kind. This talented songwriter/performer has received immediate acclaim from the industry and consumers alike. Robbie's debut album, produced by Alex Sadkin, features "C'est La Vie," now developing into a major CHR hit and crossing to R&B, while the video is becoming one of the most requested in the nation.

MANAGEMENT: NU VISIONS ENTERTAINMENT, LTD. RON WEISNER/BENNETT FREED.

M A N
H A T
T A N™

BUILDING SUCCESS FROM THE SOUND UP

IN THIS ISSUE

VOLUME 98 NO. 48

NOVEMBER 29, 1986

EMI OPENS MIAMI OFFICE

EMI has underscored its commitment to Latin music with the opening of an office in Miami. Luis Vega reports. The label is the latest of many to increase its presence in the city, a trend that Tony Sabournin examines in this week's Latin Notas column. **Pages 4 and 54.**

"Sun City" Record Pays Off

Artists United Against Apartheid's "Sun City" project rolls on despite a stalemate with PBS over the broadcast of a documentary on the making of the recording. The group has donated nearly \$400,000 to the Africa Fund, a U.N.-recognized charity trust involved in antiapartheid work. **Page 4**

FAMILIARITY BREEDS CONTENT IN COUNTRY

Country fans' loyalty to familiar acts continues to boost the sale of mid-line albums. Edward Morris surveys labels' success stories: At one, mid-line product accounts for 35% of the total country album sales. **Page 30**

Dick Clark Productions Makes IPO

Dick Clark may be a perennial teen-ager, but his Dick Clark Productions shows fiscal maturity with a proposed initial public offering. The television and motion picture production company hopes to raise \$16 million, some of which will go toward broadening programming. Fred Goodman reports. **Page 59**

FEATURES

60	Album & Singles Reviews	54	Latin Notas
22	Boxscore	67	Lifelines
6	Chartbeat	47	MTV Programming
55	Classical/Keeping Score	30	Nashville Scene
29	Dance Trax	66	Newsmakers
4	Executive Turntable	21	On The Beat
53	Gospel Lectern	10	Out Of The Box
55	Grass Route	18	Power Playlists
74	Inside Track	24	The Rhythm & the Blues
53	Jazz Blue Notes	15	Vox Jox

SECTIONS

24	Black	48	Pro Audio/Video
58	Canada	10	Radio
51	Classified Actionmart	34	Retailing
9	Commentary	21	Talent
30	Country	67	Update
59	Financial	46	Video Music
43	Home Video	39	Video Retailing
56	International		

MUSIC CHARTS

Top Albums		Hot Singles	
25	Black	16	Adult Contemporary
36	Compact Disks	26	Black
31	Country	24	Black Singles Action
57	Hits of the World	32	Country
54	Latin	30	Country Singles Action
15	Rock Tracks	28	Dance/Disco
53	Spiritual	57	Hits of the World
68	Top Pop	62	Hot 100
		63	Hot 100 Singles Action
		55	Latin 50

VIDEO CHARTS

39	Kid Video	45	Videocassette Sales
40	Videocassette Rentals	43	Videodisks

A&R Execs: Business As Usual Game The Same Despite Changes

BY STEVE GETT

NEW YORK Major label a&r executives say this year's suspension of independent record promotion and the marked conservatism at top 40 and album rock radio did not have any dramatic affect on new talent acquisitions.

"This time of year, I often get asked the question, 'Do you sense that signings are up or down?'" says Greg Geller, RCA vice president of a&r. "My answer is that there hasn't been any conscious move to do any more or less, and I sense that we've proceeded just as we have in the past. When something comes along that we feel strongly about, we go after it. One thing that can't go down, at least not in any significant way, is pursuing and developing new talent."

"While economic conditions may suggest you have to cut back in some ways, I think that once the record business cuts back on developing new talent and records, then there is no record business."

Similarly, Don Grierson, Capitol vice president of a&r, says, "An a&r

department can't just take its lead from what's going on at that particular time, whether it's the indie thing, AOR radio, MTV, or whatever. By the time you sign an act, get the material sorted out, find the right producer, and then record the album, you're talking maybe six to nine months—at least.

"The environment could be a lot different by then. Who knows what's going to happen at radio, whether MTV's going to be strong or mean zip? From an a&r point of view, you just have to go out and find something special for the future, and then the challenge is to get it through the system."

Dick Wingate, who joined PolyGram in March as senior vice president of a&r, says he was initially concerned with developing up-and-coming acts that already existed on the roster. He adds, however, that the label has also taken a "fairly aggressive stance" in signing new acts.

Frank Rand, Epic vice president of a&r, and Andy Fuhrmann, Arista director of a&r, say it was business as usual in terms of new acquisitions in 1986.

"We're in the record business, we have to make music—new music," says Rand. "Signings for us were probably about the same this year as they have been in the past. We've always been straight ahead no matter what was going on."

"Certain things have changed out there," says Fuhrmann. "But they haven't really affected us on a day-to-day basis. In fact, I think it's a potentially more exciting and interesting world out there."

"We're seeing some very interesting acts break through. We're seeing acts selling that aren't on the radio, like Megadeth. And we're seeing acts on the radio that don't necessarily fit the mold, like a Bruce Hornsby, for example. The old rules don't seem to apply, and it's more refreshing. Some of the obstacles are still there, but I just think there's more variety, which is refreshing."

Neil Portnow, EMI America vice president of a&r, says his label's signings have increased in recent months. "They're definitely up, but (Continued on page 73)

Method To Frustrate Digital-To-Digital Dubbing

Akai Exec Calls For CD, DAT Defeat Chip

BY IS HOROWITZ

NEW YORK A major hi-fi hardware manufacturer has called for the development of a digital encryption system in compact disk software and digital audiotape (DAT) recorders to frustrate direct digital-to-digital transfer dubbing by consumers.

Chris Byrne, vice president of marketing and sales for Akai America Ltd., said such a system would protect the integrity of digital masters without interfering with analog dubbing, a practice consumers have become accustomed to.

The public will never accept a "copy-guard" technique that would prevent it from making digital-to-analog copies, he said, in an apparent reference to the system CBS has developed to inhibit unauthorized home duplication. The CBS system has been endorsed by the Recording Industry Assn. of America.

"I can foresee anything from boycotts of copy-guarded products to incredible confusion in the marketplace" if such products were introduced, he told a seminar audience at the International Tape/Disc Assn. meet on Nov. 18.

Byrne said the system he recommends would digitally encrypt sub-code channels of CD software along with a corresponding decoding circuit in home DAT recorders. The system would also be applicable to prerecorded DAT cassettes, he said.

Byrne advanced his proposal as part of a general argument that CD and DAT could coexist harmoniously in the marketplace. He challenged the view held by many in the recording industry that introduction of DAT might stall the continued growth of CD.

Citing statistics to support the position that consumers will view DAT primarily as a portable and car

sound carrier, he maintained that CD will remain the preferred medium for home playback.

"Industry figures over the past five years indicate that 94.8% of all tape hardware sales have been in the portable and car stereo categories," he said. "Of the 172 million tape machines sold in this period, just 9 million have been home recorders."

Byrne also asserted that DAT could well diminish the consumer's

desire to achieve better cassette quality by home dubbing. The quality of commercially duplicated software on DAT would enjoy the same quality as CD, he said.

Although Byrne didn't refer to the upcoming Canadian meeting on DAT, which will be attended by representatives from the U.S., Europe, and Japan (Billboard, Nov. 22), he urged both industries to "talk about a unified approach to the introduction of DAT."

BPI Acquires Substantial Interest In Back Stage

NEW YORK Gerald S. Hobbs, president and CEO, Billboard Publications Inc. (BPI), announced Nov. 19 that his company has acquired a substantial interest in Back Stage Publications Inc. Ira Eaker, publisher of Back Stage, retains a significant ownership and interest in the company.

Back Stage, founded 26 years ago by Eaker and Allen Zwerdling, is the leading national weekly trade newspaper for commercial film and video production and theatrical services. Circulation is more than 30,000, and the paper carries more than 4,000 pages of advertising per year.

Hobbs said at the closing with owners Eaker and Zwerdling, "I am delighted that the two founders have agreed to stay on and continue to run this important newsweekly from their present offices. We need their expertise. The matching of Back Stage in its areas of coverage and expertise with Billboard magazine is a significant step toward bringing BPI closer to our goal of being a more complete

entertainment communications company."

Back Stage covers TV commercial/industrial film and tape production on a national level, along with services associated with production. The remainder of coverage services the legitimate theater and includes casting news for performers. In addition, the paper publishes a score of special issues for entertainment conventions and a 500-plus-page annual titled TV Film & Tape Production Directory.

Eaker will continue to head up sales and Zwerdling will continue as editor. The company's 30 employees and considerable freelance staff will continue to operate out of 330 W. 42nd St., the New York City headquarters, as well as out of five branch offices nationwide. Hobbs said, "Gradually we will see how Billboard's centralized services in finance and circulation can be utilized to Back Stage's advantage. However, we won't be changing anything radi- (Continued on page 72)

©Copyright 1986 by Billboard Publications, Inc. BILLBOARD MAGAZINE (ISSN 0006-2510) is published weekly (except for the last week in December) by Billboard Publications, Inc., One Astor Plaza, 1515 Broadway, New York, N.Y. 10036. Subscription rate: annual rate, Continental U.S. \$160.00. Continental Europe £155. Billboard, Quadrant Subscription Service Ltd., Perrymount Road, Haywards Heath, West Sussex, England, Japan Y87,000. 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.

Artists Group Pushes PBS To Air Documentary 'Sun City': \$400,000 To U.N. Funds

BY FRED GOODMAN

NEW YORK Nearly \$400,000 has been donated to date to U.N. charity trusts by Artists United Against Apartheid, the makers of the "Sun City" album and single.

Despite an apparent stalemate with the Public Broadcasting Service (PBS) over the showing of the documentary "The Making Of Sun City," Rick Dutka, attorney for Artists United Against Apartheid, says the organization is still seeking to have the award-winning program aired on PBS. Dutka also says the group will actively continue to promote both the album and the group's antiapartheid message.

The group, which has pledged to donate all artist royalties to the Africa Fund, recently donated approximately \$328,000 to the fund. The New York-based antiapartheid trust, registered with the U.N., benefits political prisoners and their families in South Africa, works with exiles, and supports educational groups in the U.S. The money marked the first artist royalties collected on U.S. and international sales of the group's recordings.

Previously, members of Artists United Against Apartheid presented a \$25,000 advance royalty check

to Coretta Scott King, who accepted on behalf of the Africa Fund. The donation was matched by Manhattan Records, the label that released the recordings. An additional \$10,000 was donated by the label to the U.N.'s Trust Fund for South Africa.

Monies mark the first artist royalties collected in the U.S. and overseas

Dutka says additional income, including publishing monies, will be passed along as it is collected.

Aside from the album, the artists group has sought to use the project as a springboard for other antiapartheid projects. A teaching guide for school children uses the record as a focal point for discussing the issue of apartheid. And a documentary titled "The Making Of Sun City" has been shown on MTV and Black Entertainment TV.

The artists group expected that the show, which recently won one of

the International Documentary Assn.'s annual awards, would be aired on PBS. But Dutka and others associated with Artists United Against Apartheid say the network reversed itself, saying it wouldn't air the program because it was self-serving.

In a letter to project organizer Little Steven Van Zandt, PBS executives Barry Chase and Karen Watson wrote that the network was rejecting the documentary because PBS "does not exist to distribute programs whose central purpose is to advertise the views and personalities of their producers," adding that the network is not "required to endorse your effort to persuade other performers, to avoid Sun City, congratulate you for your moral position on apartheid, or help stimulate sales of the 'Sun City' video or album."

However, Dutka says the network at first received the program warmly and gave indications that it wanted to show it. PBS has been under fire in recent weeks from conservative organizations for its showing of the British-produced series "The Africans." Opponents of the program have said the series' anti-Western sentiments lack balance.



Solo Deal. Writer/artist Bob Geldof, left, meets with Freddy Bienstock, president of the worldwide Chappell/Intersong Music Group, to sign an exclusive worldwide publishing deal with the company. The agreement covers his new Atlantic debut solo album, "Deep In The Heart Of Nowhere," as well as his back catalog.

Executive Turntable

BILLBOARD. Rob Aardse is appointed organizer for the 1987 International Music & Media Conference (IMMC), a joint venture of European Music Report and the Golden Rose of Montreux in cooperation with Billboard magazine. The event will be held May 13-16 in Montreux, Switzerland. Aardse was previously MD for Dureco and can be reached at IMMC's Amsterdam, Netherlands, office at 20-628-483.

RECORD COMPANIES. WEA International in New York promotes Anne Mansbridge to vice president of business affairs and Ruby Merjan to vice president of a&r. Both were directors of their respective areas.

EMI Opens Regional Latin Office In Miami Facility Will House U.S. And Puerto Rico Operation

LOS ANGELES EMI, the latest major label to enter the U.S. Latin market, underscores its commitment with the opening next month of a new facility in Miami. The office will house EMI's new Latin regional operation as well as its new company for Latin product in the U.S. and Puerto Rico.

The regional office is headed by Charles Andrews, who oversees EMI companies in Mexico, Brazil, Argentina, and Chile and EMI licenses in other Latin American countries. He was previously based in Mexico City.

The new company for U.S. Latin product is headed by Oscar Lord, who moved to Miami in 1985 from EMI's offices in Los Angeles.

"We plan to be lean and mean,"

says Lord. EMI is counting on operational efficiency and a stable of established stars to help overcome the sort of problems that have recently beset other labels' Latin units. CBS, for example, closed its Miami regional office in October, combining its reduced staff with that of Discos CBS, the Miami-based distribution and marketing arm for CBS' U.S. Latin product.

"A lot of people question the future of the Latin music business in the U.S., but there are more Latinos here than ever—and with troubled economies in Latin America, you have the promise of continuous Latin immigration to the U.S.," says Lord. "Besides, there's more Latin media than ever before, and they wouldn't ex-

ist without a market to feed themselves."

Lord says the Latin market in the U.S. has gone soft as a result of piracy and parallel imports and "the tendency of Latin radio stations to be album-oriented vs. their counterparts in the American segment, which are more hit-oriented."

For Lord's U.S. operation, the priority is promotion. (All EMI Latin product is manufactured and distributed by RCA/Ariola. Lord's promotion team includes regional representatives in Miami, Los Angeles, and Puerto Rico.

"We will be concentrating our full energies on promotion," says Lord. "This is essential with the need of artists to establish a strong image in the U.S. in order to attract contracts for personal performances in a strong currency market."

The EMI roster includes Daniela Romo, Yuri, Raphael, Dyango, Rocio Jurado, Nelson Ned, Paloma San Basilio, Bertin Osborne, and Pandora.

The company plans five releases a month, including reissues of classic material by such artists as Carlos Gardell, Sarita Montiel, Lucho Gatica, and Los Angeles Negros.

LUIS VEGA

Labels are making inroads into Latin music. Notas looks at A&M's moves into the Latin scene ... see page 54

Diamond Fest Dates Set

BRUSSELS, Belgium The first Diamond Awards music festival will be held here Dec. 5-6. The event will take place at the Antwerp Sportpaleis. Of the 28 acts scheduled to appear, seven were announced on Nov. 12: Duran Duran, Alison Moyet, Howard Jones, Human League, the Commodores, Frankie Goes To Hollywood, and Little Richard.

The remaining performers will be announced in the near future. The event is sponsored by Discover Vastos, a Antwerp daily newspaper; Genval Lemonade; Cherry Coke; and Autorent, and it will be linked with a four-week

promotion campaign on BRT Belgian television.

Performers will receive a Diamond Award saluting their record sales or career success. Each act will perform two songs, one for which it has won an award and one of the act's own choice.

The show, which will be presented in English, will afterward be offered to TV stations worldwide. The BRT-TV crew, with nine cameras, will be 120 strong. The organizer, IDP/City 7, is also responsible for the recently held European Community Tennis Championships.



AARDSE



MANSBRIDGE



MERJAN



GELLER

Gregg Geller is named vice president of international a&r for RCA Records-U.S. and RCA/Ariola Records-International, based in New York. He was division vice president of a&r for RCA. Also, Dennis Fine is appointed vice president of communications for RCA and Simon Low becomes director of a&r for the company. Fine was head of his own firm, Fine Media Consultants. Low was manager of a&r for Siren Records in England.

Atlantic Records in New York elevates Danny Buch to senior director of national album promotion and David Fleischman to director of national album promotion. Buch was director of his area; Fleischman was co-director.

Kirk Melloy is named director of national marketing coordination for Capitol/EMI/Manhattan/Angel Records in Los Angeles. He was upped from manager in the same area.



FINE



LOW



BOSSIN



SELSKY

MCA Records in Los Angeles promotes Patricia Blair to director of copyright administration. She was associate director of that area.

Arnie Orleans joins Rhino Records in Los Angeles as vice president of marketing. He was previously with RCA Records.

Doe Phillips is promoted to manager of international operations for Arista Records in New York. She was international coordinator.

Profile Records in New York appoints Claudia Cuseta manager of dance music promotion and a&r. She previously handled dance music promotion for Sutra and Sunnyview Records.

EMI America Records in Los Angeles makes the following appointments: Bettina Rohan, a&r projects coordinator; Kelli Richards, a&r department assistant; and Allison MacLeod, administrative staff assistant.

Robert Brown is promoted to vice president of human resources and ad-
(Continued on page 67)


WESTWOOD ONE RADIO NETWORKS PRESENT

VAN HALEN



LIVE

SUPERSTAR CONCERT SERIES proudly presents the full-throttle rock & roll power of Van Halen in a special 90-minute performance airing the weekend of Friday, December 12 on Westwood One Radio Networks affiliates throughout North America. Recorded in New Haven, Connecticut by Westwood One's mobile studios during the band's triumphant 5150 tour, the show features Eddie and Alex Van Halen, Michael Anthony and Sammy Hagar delivering raging versions of songs like "One Way To Rock," "Best Of Both Worlds," "Love Walks In," "Why Can't This Be Love," "Ain't Talkin' 'Bout Love," "I Can't Drive 55" and more. Van Halen live, exclusively from the *Superstar Concert Series*, rock radio's most listened-to performance program. To get this smokin' show on *your* airwaves, contact your Westwood One Station Relations representative now at (213) 204-5000 or Telex 4996015 WWONE.



Nonprofit Organization's PSAs Air On MTV

RAD Kicks Off Antidrug Campaign

BY STEVEN DUPLER

LOS ANGELES Rock Against Drugs (RAD) kicked off the first phase of a multimillion-dollar campaign Nov. 21 with public service spots—featuring seven rock artists—on MTV.

Musicians appearing in the debut spots are Jon Bon Jovi, Ronnie Dio, Richard Page of Mr. Mister, Motley Crue's Vince Neil, Andy Taylor, Gene Simmons of Kiss, and former Sex Pistols lead guitarist Steve Jones.

The music channel is donating \$3 million in advertising time to the nonprofit organization. The initial \$50,000 funding for the spots was provided by the California attorney general's office; an additional grant came from Pepsi-Cola. Other contributions have been made by the various video producers and directors who worked on the spots as well as members of the rock music community, according to Danny Goldberg, executive producer of the RAD spots and president of Gold Mountain Records.

The spots are not exclusive to MTV and will be open to air by any cable or broadcast channel, says Goldberg. Although MTV provided the free ad time and "creative consultation, they didn't even ask to put their logo on the spots," he says, adding that Pepsi and the other organizations and individuals involved acted similarly.

Goldberg says eight or nine additional spots will be rolled out soon in the second wave of the campaign. These will feature Belinda Carlisle, the Bangles, Genesis, Michael Des Barres, Dee Snider, the Fabulous Thunderbirds, Bob Seger, Paul Stanley, 'til Tuesday, and Moon and Dweezil Zappa, among others. "A lot of us in the rock industry have been scared by drug problems," says Goldberg. "Because of the closeness of the situation, we're probably more antidrug than most people."

Goldberg says the rock community has "been involved with anti-drug messages for years," citing Jefferson Airplane's late-'60s cry against amphetamines, "Speed Kills!" and Steppenwolf's song "Dealer Man" as two examples.

"We want to keep rock at the vanguard of the antidrug movement," he says.

A cross-section of rockers was used for the spots, Goldberg says, in order to reach audience segments that might only respond to a certain type of artist. Each artist brings his own particular style and message to the spots—the only common theme they share is the antidrug message. For example, Motley Crue's Neil swaggers to the camera in his spot and says, "I still party, but I do it without drugs," while Mr. Mister's Page is portrayed in a contemplative mood behind a recording console, intoning, "Drugs have nothing to do

(Continued on page 73)



Gearing Up Production. Bhaskar Menon, left, chairman and chief executive of EMI Music Worldwide, receives a copy of the Pink Floyd CD "Dark Side Of The Moon" from Dave Lawhon, EMI vice president of technical and manufacturing resources. The CD is one of the first from the initial production run at Capitol's new Jacksonville, Ill., CD plant.

LATE NEWS

Britain's 'Top Of The Pops' To Be Syndicated In U.S.

NEW YORK England's legendary "Top Of The Pops" weekly music TV show is being brought to American syndicated television in a modified format.

The domestic version of the 23-year-old pop-chart-driven series, which has featured nearly every major U.S. and U.K. rock act from this epoch, will begin in March as a production of The Entertainment Network (TEN), in association with Lionheart Television International and BBC TV. A one-hour pilot combining an episode of the half-hour BBC program with a U.S. version taped in Hollywood at Club Lingerie is being produced by TEN Syndication, a division of the company. It will be made available in stereo in

December to programmers, who may then acquire the series on a cash barter basis.

According to TEN president Drew Savitch Levin, TEN was able to secure the rights to "Top Of The Pops" through his 3-year-old company's relationship with the BBC and its U.S. agent Lionheart Television as well as with the British Phonographic Industry (BPI). TEN has previously teamed with the BBC in co-producing the annual Montreux Rock Festival for U.S. syndication and has provided the same service for BPI's annual "International British Record Industry Awards" show.

Levin says that TEN has a five-

(Continued on page 70)

Calif. Cops Net 13 Suspects

Cassette Counterfeiting Raids

LOS ANGELES California police confiscated over 12,000 allegedly counterfeit audiocassettes and arrested 13 people in raids on three flea markets in October and November.

The raids were part of an ongoing program by the Recording Industry Assn. of America (RIAA) to crack down on sales of illicit recordings in secondary markets in the U.S.

Two of the raids involved the San Jose Flea Market. On Oct. 29, police arrested Beatriz Rodriguez, Lorena Vasquez, Cesario Gomes, Medrano Aguirre, and Francisco Gomez. More than 7,000 purported counterfeit cassettes were seized.

On Nov. 2, police again raided the San Jose market and seized a total of 2,263 alleged counterfeit cassettes. Guadalupe Martinez was arrested for violation of state true name and

address and counterfeiting statutes; a 17-year-old juvenile was also arrested.

On Oct. 18, police seized 1,904 alleged counterfeit cassettes at the Alameda Penny Market. Arrested were Clara Bean of Fremont and a 16-year-old juvenile.

On Nov. 1, police seized a total of 4,901 cassettes from four vendors at the Salinas Flea Market. Arrested were Angel Diaz, Kamal Muhamed Abu Aita, Afaf Sayed Abu Aita, and a 17-year-old juvenile.

The true name and address statute carries penalties of a \$5,000 fine and six months in jail. The counterfeit trademark statute carries penalties of a \$5,000 fine and a year in jail for first offenders and \$50,000 and a one-year jail term for subsequent offenses.

CHRIS MORRIS

CHART BEAT



by Paul Grein

BRUCE SPRINGSTEEN & the E Street Band's live album set this week becomes the first album in more than 10 years to enter Billboard's Top Pop Albums chart at No. 1 (see story, page 1). "Bruce Springsteen & The E Street Band Live 1975/1985" is the first five-record set to reach the top 10. In fact, only one four-record set has ever cracked the top 10: "Chicago At Carnegie Hall," which peaked at No. 3 in January 1972.

Six three-record sets have gone top 10 over the years, including three that reached No. 1: "Woodstock" in 1970, George Harrison's "All Things Must Pass" in 1971, and "Wings Over America" in 1977. The three other three-record sets to crack the top 10 are George Harrison & Friends' "Concert For Bangladesh" (No. 2 in 1972), Leon Russell's "Leon Live" (No. 9 in 1973), and Emerson, Lake & Palmer's "Welcome Back, My Friends, To The Show That Never Ends" (No. 4 in 1974). Thus, all seven of the multialbum packages that previously cracked the top 10 were released in the early- and mid-'70s. This dramatizes the fact that multialbum sets have fallen out of favor in recent years. Indeed, "Live 1975/1985" is the first album consisting of more than one record to hit No. 1 since Springsteen's 1980 double album, "The River."

"Live 1975/1985" is also the first live album to reach No. 1 since 1977-78, when "Wings Over America" "Barry Manilow Live!" and "Donna Summer's "Live And More" all did the trick.

And Andy Epstein of "Entertainment Tonight" notes that Springsteen's live set is the second album in a row to reach No. 1 without video support. It follows Boston's "Third Stage," which dips to No. 2. This suggests that producing a video is no longer mandatory

to enjoy blockbuster album sales.

FAST FACTS: Bon Jovi's "You Give Love A Bad Name" jumps to No. 1 on this week's Hot 100, five weeks after the group's "Slippery When Wet" reached No. 1 on the

The Boss box debuts at No. 1

Top Pop Albums chart. Bon Jovi is the first heavy metal act to top the Hot 100: Quiet Riot reached No. 3 with "Cum On Feel The Noize"; Led Zeppelin hit No. 4 with "Whole Lotta Love"; and Alice Cooper (who was left off a recent list of metal acts that have had No. 1 albums) reached No. 7 with "School's Out." Some will argue that we should include Van Halen, but its No. 1 single ("Jump") and No. 1 album ("5150") are closer to mainstream pop-rock than to metal.

Alabama's "Touch Me When We're Dancing" jumps to No. 1 on this week's Hot Country Singles chart, five years after the Carpenters' version of the song hit No. 1 on the Hot Adult Contemporary Singles chart. It's Alabama's 20th No. 1 country hit; it was the Carpenters' 15th and last No. 1 AC hit.

And Los Angeles-based Enigma Records has six albums on this week's Top Pop Albums chart, including one that leaps to No. 39 in its second week, Stryper's "To Hell With The Devil." That's the most albums Enigma has ever had on the chart. And "To Hell" is the label's first album to crack the top 40. Stryper has two other albums on this week's chart; the label also has charted albums by the Smithereens, Poison, and Lizzy Borden.

WE GET LETTERS: Steve Kremppa of Schenectady, N.Y.,

notes that Carly Simon is the eighth female artist who is 40 or older to place a solo hit on the Hot 100 so far this year. Simon, 41, follows Anne Murray, 40; Patti LaBelle and Diana Ross, both 42; Barbra Streisand and Aretha Franklin, both 44; Dionne Warwick, 45; and Tina Turner, who turns 48 Wednesday (26).

Leroy Middleton Jr. of St. Petersburg, Fla., notes that Franklin's remake of the Rolling Stones' "Jumpin' Jack Flash" is her 13th remake of a former chart hit to crack the top 40. Franklin's very first top 40 hit, 1961's "Rock-A-Bye Your Baby With A Dixie Melody" was a remake, as was her only No. 1 pop hit, "Respect." In fact, of Franklin's 14 top 40 hits—from 1968's "I Say A Little Prayer" to 1971's "Spanish Harlem"—fully 10 were remakes of old chart hits. Carl Strube of Critique Records notes that the duo Laban, whose single "Love In Siberia" dips to No. 98 this week, is only the fifth Danish act to crack the Hot 100. Another Danish duo, Laid Back, climbed to No. 26 in 1984 with "White Horse." The three other Danish acts to crack the chart all appeared in the early '60s: Jan & Kjeld, Jorgen Ingmann (whose "Apache" reached No. 2), and Bent Fabric, whose "Piano Man" hit No. 7.

Costas Zougris of Athens, Greece, notes that a whopping 47 of this week's Not 100 singles are by acts that have previously reached No. 1 on the pop chart, either on their own or in a group.

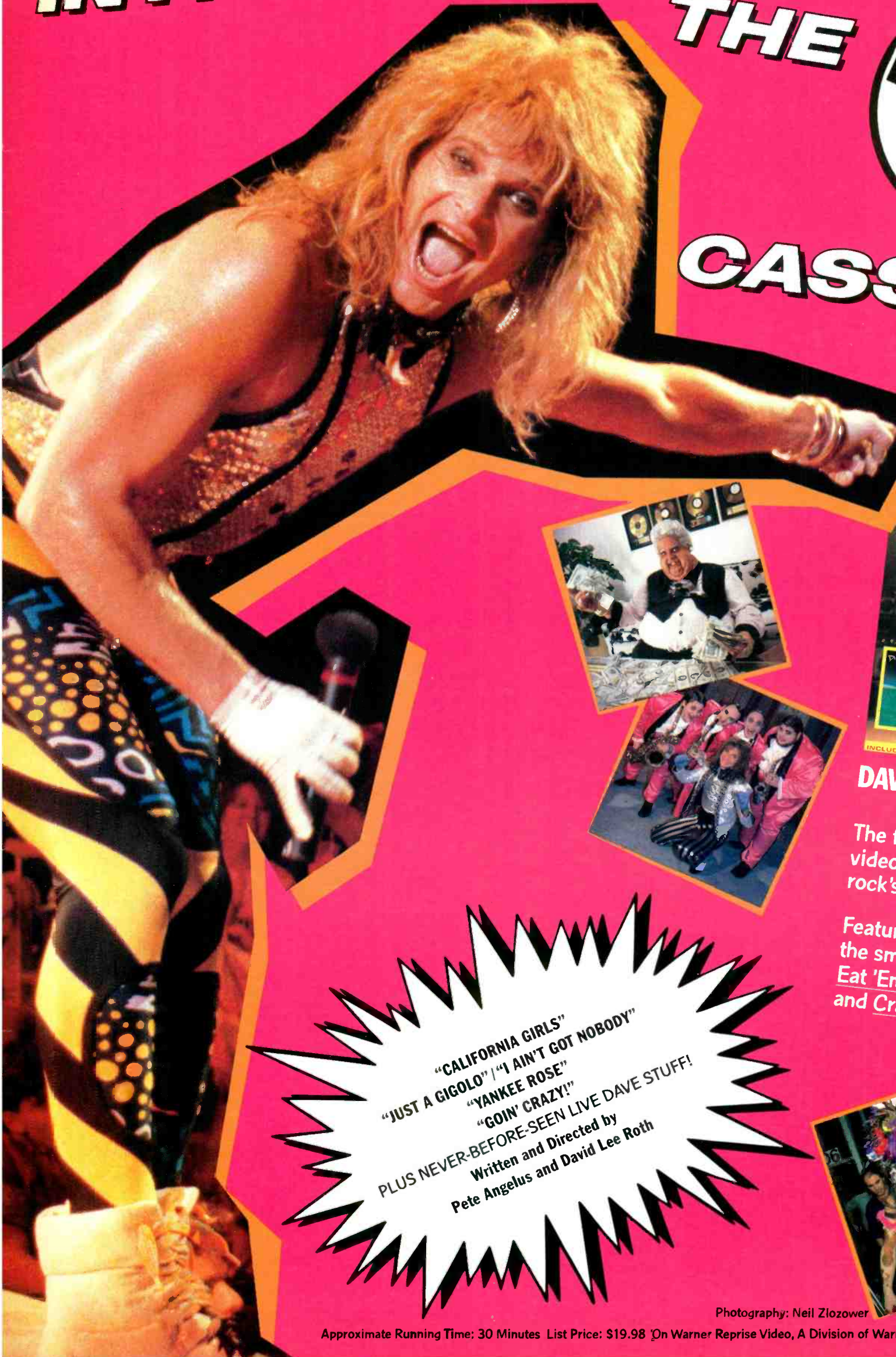
And Don Michaels, music director of KDWB Minneapolis, notes that one song title is listed twice on this week's Hot 100, but in different languages. David Lee Roth's "That's Life" climbs to No. 86, while Robbie Nevil's "C'Est La Vie" jumps to No. 21.

INTRODUCING

THE



CASSETTE.



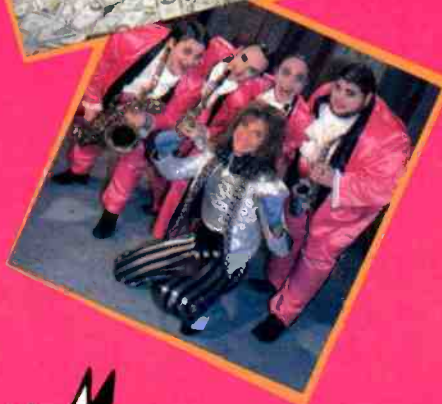
DAVID LEE ROTH



DAVID LEE ROTH
VHS 3-38126

The first solo video compilation from rock's premier toastmaster.

Featuring music from the smash Platinum albums *Eat 'Em And Smile* and *Crazy From The Heat*.



**"CALIFORNIA GIRLS"
"JUST A GIGOLO" / "I AIN'T GOT NOBODY"
"YANKEE ROSE"
"GOIN' CRAZY!"
PLUS NEVER-BEFORE-SEEN LIVE DAVE STUFF!
Written and Directed by
Pete Angelus and David Lee Roth**



Photography: Neil Zlozower

Approximate Running Time: 30 Minutes List Price: \$19.98 On Warner Reprise Video, A Division of Warner Bros. Records. © 1986 Diamond Dave Touring, Inc.



VHS hi-fi
DOLBY STEREO



Whitney Houston

JAPAN TOUR 1986

Thank You Whitney For A Sensational Japan Tour.
Your Charm Captured The Hearts Of Japan.

Saburo "Al" Arashida,
KYODO TOKYO, INC.
And THE KYODO GROUP.

Management: Galaxy Artists, Eugene Harvey, Seymour Flics

www.americanradiohistory.com

Open Letter To Songwriters

REFORMING MUSIC LICENSING PROCEDURES

BY FREDERICK C. BOUCHER

Legislation will be reintroduced next year to reform the procedure by which music for syndicated television programming and commercials is licensed. The purpose of this open letter is both to demonstrate that reform legislation is needed and to assure songwriters that our bill will protect their interests.

The procedure for licensing TV music is an anachronism. Under current practice, when a local TV station purchases a syndicated program, all of the licenses necessary to air the show are bargained for, purchased, and conveyed to the TV station except for one—the right to broadcast the music on the soundtrack.

To receive that right, TV stations must obtain blanket licenses from ASCAP and BMI, for each of which they pay a fee equal to 2% of total station revenue, giving them the right to air not just the music on the particular shows they have purchased but also the approximately 4 million titles licensed by ASCAP and BMI.

There was a time in the early days of TV when the blanket license made sense. In those days, there was no syndicated programming. Most non-network programming was locally produced and broadcast live. On a typical day, hundreds of music titles would be performed. The only practical means of clearing the broadcast rights for these titles was through a blanket license.

But over the years, the TV industry has dramatically changed. Today, most non-network air time is devoted to syndicated programming, the soundtrack for which contains a relatively small number of music titles, readily identifiable in advance.

This has made the blanket license an unnecessary relic of TV's horse and buggy days.

Our legislation will require that music rights be bargained for, purchased, and conveyed through the same source licensing arrangement that today protects the interests of all creators other than songwriters who have a copyright interest in syndicated TV programming. Fairness for the broadcast industry requires that this change occur.

But fairness for songwriters is also required, and our legislation will expressly protect the earnings

apple by charging them a syndicator's fee and then receiving automatically a publisher's fee equal to the composer's current share.

The ASCAP and BMI bureaucracies will have to shrink a bit without the 20 cents of every dollar they now collect for overhead (five times more than the 4 cents per dollar Talent Payments Inc. charges to distribute SAG and WGA residuals).

However, composers will not be harmed, and many will gain from

Hollywood studios—revenues that have increased 100% in the last five years alone and now total more than \$2.7 billion.

For example, a 2% "residual" payment based on syndicated revenues last year would have generated \$54 million for songwriters. This sum is considerably more than the approximately \$32 million distributed by ASCAP and BMI to songwriter members for syndicated TV music and commercials in 1985.

I believe our bill will also open opportunities for many composers now shut out of the TV music marketplace. Local TV stations will be relieved of the requirement to buy every item in the ASCAP/BMI inventories as a prerequisite to clearing music performance rights for the few syndicated programs and nationally sold commercials that they air.

These stations will, therefore, have a new economic incentive to consider commissioning locally composed works for their locally produced shows and commercials.

The 85% of all ASCAP and BMI members who do not write for syndicated TV or commercials will not be affected by my bill. It in no way modifies the licensing system currently in effect for other uses of music, like radio broadcasts or concert performances. And I can say unequivocally that we have no intention of expanding the bill into these areas.

Statements by the bill's opponents to the effect that this is just a first step toward the dismantling of all blanket licenses are just plain wrong.

Finally, I fully recognize that any good idea can be improved upon. To the extent that my bill can be made fairer to the composers and lyricists whose work lies at the root of our music copyright system, I welcome suggestions.

'Our legislation will expressly protect the earnings of composers & lyricists'



Frederick C. Boucher is a Democratic congressman from Virginia.

of composers and lyricists.

Our bill will mandate by law that songwriters who operate under work-for-hire contracts receive residuals for the continuing use of the music, just as scriptwriters, actors, directors, and musicians do today.

In addition, the bill will remove any legal barriers to the organization by songwriters of guilds or unions—if they so choose—to protect and enhance their rights.

These guarantees should go a long way toward laying to rest the fears that some in the creative community have expressed about a change from blanket licensing to source licensing for TV music.

Clearly, there will be losers under my bill, even as amended:

The Hollywood studios will not get two bites at the broadcasters'

the new right to receive residuals.

Instead of relying on confusing ASCAP/BMI distribution schemes, which assign arbitrary weights to different types of music, my bill will assure that compensation will be received by songwriters according to the true marketplace value of the show or commercial to which the music is attached.

This change should greatly improve the condition of composers of music for commercials, for example, whose music is currently given little value in ASCAP and BMI distribution formulas.

Composers who now write for syndicated TV will be protected and handsomely compensated by a residuals system in which they will share directly in the ever-increasing syndication revenues of the

Letters to the Editor

'SAVE THE RECORD'

My feelings are the same as others who have written to express their concern to save the LP.

I'm so tired of hearing people praise the compact disk. Sure, it represents advanced technology and sounds incredible. But where would we be without the LP? We can't stop the future, but we can save history.

All record collectors must stand together and fight to save the record. I have already made my stand and developed a "Save the Record" T-shirt. We need to make people aware of this issue.

L.A. Schwartz
Glendale, Calif.

FOR A PRODUCERS GUILD

I applaud and support Richard Joseph's proposal for the creation of a much-needed record producers guild. (Billboard, Nov. 22). A standard uniform agreement between

artist and producer would benefit and protect, to a certain extent, the producer's interest in his creative work.

A new producer who has no track record in his craft has to place himself in a better bargaining position when approaching a major label. With a recognized national guild behind him, the producer would feel more confident in bargaining for the best possible record deal.

Victor Kaplij, President
Westwood Associates
Edison, N.J.

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

Billboard Offices:

New York
1515 Broadway
N.Y. 10036
212 764-7300
telex 710 581-6279
cable Billboy NY

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

Nashville
14 Music Circle E.
Tenn. 37203
615 748-8100

Washington, D.C.
733 15th St. N.W.
D.C. 20005
202 783-3282

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

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

Publisher & Editor-In-Chief:

SAM HOLDSWORTH

Associate Publisher/Director of Research:

MARTY FEELY

Associate Publisher/
Director of Marketing and Sales:

GENE SMITH

General Manager/Directories Publisher:

JOHN BABCOCK JR.

International Editorial Director:

MIKE HENNESSEY

General Manager/Nashville: **GERRY WOOD**

Editorial

Managing Editor: **KEN SCHLAGER**

Deputy Editor: **Irv Lichtman**

Executive Editor: **Is Horowitz**

News/Financial Editor: **Fred Goodman**

Art Director: **Jeff Nisbet**

Copy Editor: **Peter Kobel**

Copy Editor: **Jean Rosenbluth**

Special Issues:

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

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

Bureau Chief:

Bill Holland (Washington)

Editors:

New York: Steven Dupler, Nancy Erlich,

Kim Freeman, Nelson George, Steve Gett,

Geoff Mayfield, Tony Seidman,

Linda Moleski (editorial assistant)

Los Angeles: Paul Grein, Jim McCullough,

Chris Morris, Earl Paige

Nashville: Edward Morris

London: Peter Jones

Administrative Asst.: Nadine Reis (N.Y.)

Charts & Research

Director of Charts/Associate Publisher:

Thomas Noonan

Hot 100 Chart Mgr.: **Michael Ellis**

Country Chart Mgr.: **Marie Ratliff**

Black/Jazz Chart Mgr.: **Terri Rossi**

Systems Mgr.: **JoDean Adams**

New York: Harry Michel (retail supervisor),

Ron Cerrito (radio supervisor),

Jimmy Canosa, Ed Coakley, Kathy Gillis,

Eleanore Greenberg, Cathy Kaslow,

Robert Martucci, Sharon Russell, Marc Zubatkin

Marketing & Sales

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

Promotion Director: **Phyllis Goldberg**

Information Mgr.: **Michele J. Gambardella**

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

New York: Norm Berkowitz,

Grace Whitney, Jeff Serrette (classified),

Karen Bowers (advertising assistant)

Los Angeles: Christine Matuchek,

Mickey Grennan, Marv Fisher

Nashville: John McCartney

London: Patrick Campbell

Tokyo: Hugh Nishikawa

Amsterdam: Ron Betist, 0-20-628483

Milan: Germano Ruscitto, 28-29-158

Sydney: Mike Lewis, 612 412-4626

Toronto: Karla Goldstein, 416 928-0569

Production

Corporate & Billboard Production Director:

MARIE R. GOMBERT

Advertising Production Mgr.: **John Wallace**

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

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

Edit. Production Coordinator: **Dolores Palombi**

Administration

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

Divisional Controller: **Tom Hasselle**

Distribution Manager: **Edward Skiba**

Circulation: **Eileen Bell, Gina Oh**

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

Directories Editor: **Leslie Shaver**

Admin. Directory Mgr.: **Len Durham**

Credit Manager: **Jerry Manion**

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 Zhito,

John Babcock Jr., Glenn Heffernan

Managing Director, Billboard Ltd.:

R. Michael Hennessey

Publisher: **Billboard Operations Europe:**

Theo Roos

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

TOOLS OF THE TRADE

Linda Moleski's article on college radio (Billboard, Nov. 1) says it all in the first sentence: "With labels again viewing college radio as a viable promotion tool [italics mine]..."

It would be more accurate, though, to refer to much of what Moleski writes about as "student-managed" radio rather than "college radio." In many cases, these stations perform a training function, with formats unrelated to the real world.

I'm sure record companies are excited at the promotional potential of student-managed radio. Indeed, new acts can be broken there, and this is important today in a radio world where playlists are tight and opportunities are few for new artists just coming up.

However, the mission of radio is radio, not the breaking of new acts. If student broadcasters are to learn the real-world trade they must prac-

tice upon graduation, they'll soon find that endless sets of new music followed by a menu listing of names droned into a microphone is certainly not radio, or education, or much of anything.

John A Davlin
Station Manager, WHFC
Bel Air, Md.

CROCODILE TEARS

It's pretty clear that all those crybabies who don't like the idea of LPs going the way of 8-track tapes do not own a compact disk player. I own a lot of LPs, but there's no doubt in my mind that the LP will give way to the CD.

As for CDs vs. cassettes, just try to find that one song you want to hear on a tape. Unless you own a pretty expensive tape deck, you'll be spending lots of time fast-forwarding and rewinding. With CD all you do is cue in the track number.

Russ Seegert
Parma, Ohio

FCC Delivers Stern Allegations Infinity Must Respond To Complaints

BY BILL HOLLAND

WASHINGTON Infinity Broadcasting is going to have to do some explaining to the Federal Communications Commission about Howard Stern's salty language.

That's the upshot of a letter from the commission mailed Nov. 14 to the highly successful and controversial personality's employer. The FCC, citing statutory authority to take "appropriate regulatory actions where licensees engage in the broadcast of obscene or indecent programming," asked the company to respond to the charges in three complaints that Stern has violated FCC rules or federal law.

The letter, drafted by Mass Media Bureau chief James McKinney nearly a month ago and then reviewed by other commission offices, states that the FCC has made "no determination with respect to the matter of the complaints," but directs Infinity to "comment on the attached complaints within 30 calendar days." It also requires the responses be signed by the licensee or an officer or director of the company.

Stern's program originates at WXRK New York and is simulcast on WYSP Philadelphia. Infinity owns both stations. Since the simulcasts began this summer, according to McKinney, the FCC has been

"swamped" with complaints from Philadelphia listeners.

Accompanying the letter were 11 pages of dialog drawn from air checks of Stern programs of Sept. 15, 16, 21, 23, and Oct. 7. All of the

'Some of this stuff is going too far'

complaints are from Philadelphia listeners, although two were submitted by the National Federation for Decency in Tupelo, Miss.

The FCC action is the third such letter sent to radio stations in the last few months, although this is the first sent to a commercial station.

In the written excerpts, drawn from confrontational exchanges between Stern and his staff and listeners phoning in, there are recurring remarks about oral sex, masturbation, clitoral circumcision, penis size, and menstruation.

Several weeks ago, McKinney said that he was listening to the tapes and would require Infinity to respond to the complaints if he found prima facie evidence of obscene or indecent language.

At that time, McKinney said he had found the language "border-

line" and "a very tough call" and that he was concerned about what he called "blue-format" radio.

Although FCC Chairman Mark Fowler has not commented on the recent complaints, Commissioner James Quello recently said that "some of this stuff is going too far" and that "if the allegations are proven that someone is airing obscene or indecent language, we've got to stop it by applying some sanctions. I don't think writing a letter quite does it."

Infinity Broadcasting president Mel Karmazin said that the company does not feel that Stern's program violates FCC rules. "We do not broadcast programs with indecent or obscene material," he said. "Howard Stern's program is not obscene nor indecent, and we will respond accordingly."

He added, however, that if the FCC "wants to clarify its guidelines on what it considers obscene or indecent, we will conform. We don't want to argue."

Since moving to mornings at WXRK last winter, Stern has increased the station's drive time ratings from a 1.2 share to a 6.2 share. In the summer Arbitrons, Stern's program was the highest-ranked show among music stations in the market.



Country Payday. WUBE Cincinnati program director Mike Chapman gives his unique pep talk to Bandana lead vocalist Lonnie Wilson, left, and MTM recording artist Holly Dunn, right, before their performances at WUBE's 10th annual Free Day In The Country concert.

OUT OF THE BOX

Programmers reveal why they have jumped on certain new releases.

TOP 40

There are many eyes on the new Metropolis outlet, WNCX Cleveland, but here's what the ears in that market are getting treated to courtesy of progressive-minded program director Denny Sanders. First off is Nu Shooz' "Don't Let Me Be The One" (Atlantic). "Cleveland has been very receptive to this band from the start, and this one is a big request item," he says. Out in lesser-known territory, Sanders cites "Talk Talk" (Cleveland-based Avion Records) by the Arrows. "It's danceable rock'n'roll—very catchy—and it's one of those that works well both male and female," says Sanders. Finally, there's "Dancing On The Airwaves" (Pleas Records) by the Exotic Birds, "a European-sounding dance record," in Sanders' terms. "Yeah, we're trying to be cutting-edge musically, and we're definitely looking at new music very carefully."

BLACK/URBAN

WAMO-FM Pittsburgh PD Chuck Woodson says the Jets are getting strong reaction with their latest, "You Got It All" (MCA). He also sees great pop-to-urban crossover potential in Robbie Nevil's "C'est La Vie" (Manhattan/EMI) and Duran Duran's "Notorious" (Capitol). "I heard both of these out of the box," Woodson says. A ballad that's lighting up WAMO's phones with inquiries is Tease's "I Wish You Were Here" (Epic), and Woodson predicts that Grace Jones' "I'm Not Perfect (But I'm Perfect For You)" (Manhattan) will become an across-the-board hit. Bobby Brown's "Girlfriend" (MCA) is still performing strongly, as is Gregory Abbott's "Shake You Down" (Columbia), and Woodson recommends the remix of that hit ballad for extra life on the song. Finally, the PD has nothing but high remarks for the latest from veterans Aretha Franklin, Kool & the Gang, and Janet Jackson.

ALBUM ROCK

Bruce Hornsby's "Western Skyline" (RCA) is "following in the tradition of his first two hits," says WRCN Riverhead, N.Y., PD Lenny Bloch. "This should catapult his album sales into the ozone," he says. Peter Gabriel's "Big Time" (Geffen) "was my assistant's [Wayne Summers] choice out of the box," says Bloch, who is now pounding what he calls "Sledgehammer Part II." "It's one of those across-the-board hits that album radio can cash in on first." Iggy Pop's "Wild Child" (A&M) and his album "Blah, Blah, Blah" are "going to elevate him beyond cult status," Bloch says with assurance. The Kinks' latest album, "Think Visual," "has not left the cassette player in my car for hours," he reports, adding that the single "Rock'n'Roll Cities" ought to catch several drivers singing along to its hooky chorus. Joan Jett's "Roadrunner" (Jet/Epic) returns to the playlist thanks to a customized copy of the tune that includes references to Long Island landmarks. Finally, Bloch was getting ready to power Eric Clapton through the weekend, based on the strength of his single "It's In The Way That You Use It" (Warner Bros.).

KIM FREEMAN

...newsline...

METROPOLITAN BROADCASTING received clearance from the FCC last week on its purchase of nine Metromedia stations. Metropolitan is the name chosen for Metromedia executives—led by Carl Brazell Jr.—who grouped together in March to make an in-house purchase of the chain's radio properties. The \$285 million transaction involves legendary rock outlets WNEW-FM New York, KMET Los Angeles, and WMMR Philadelphia; and WNEW-AM New York, WIP Philadelphia, KRLD Dallas, WWBA Tampa, WOMC Detroit, and WASH Washington, D.C. The Texas State Network is also included.

TOM BENDER returns to Detroit as general manager of Greater Media's WHND/WMJC there. He was operations manager of KOA/KOAQ Denver and earlier had programmed album rocker WRIF Detroit.

GREG LINDHAL joins Cox Broadcasting as general manager of WSOC-AM-FM Charlotte, N.C. He was group program director of Opryland USA and programmed leading Nashville country station WSM-AM-FM. Lindhal succeeds Lee Morris, who is elevated to VP/marketing and special projects for Cox. In addition, Cox appoints Bob Neil station manager of WSB-AM-FM Atlanta. He was operations manager at WYAY Atlanta.

DUFFY BROADCASTING appoints Jerry Ryan VP/general manager of KLZI Phoenix and Gayle Shaw VP/general manager of KIIZ/KIXS Austin, Texas. Both properties are new acquisitions for Duffy and are pending FCC approval.

PAUL WILENSKY is promoted to VP/general manager of Viacom country outlet WMZQ-AM-FM Washington, D.C. He was the combo's general sales manager and replaces Frank Bryne, who left earlier this year.

ARBITRON RATINGS, via its parent firm, Control Data, has signed a letter of intent to purchase Broadcast Advertiser Reports, a TV commercial monitoring service, and its wholly owned subsidiary, Radio-TV Reports. The seller is the SFN Companies Inc. The purchase price has not been disclosed.

Chicago DJ Charged With Sexual Assault

NEW YORK Bob Wall, morning man on leading Chicago urban outlet WGCI-FM, is back on the air, nearly two weeks after he and his wife appeared in court on charges of sexually assaulting a 15-year-old baby sitter.

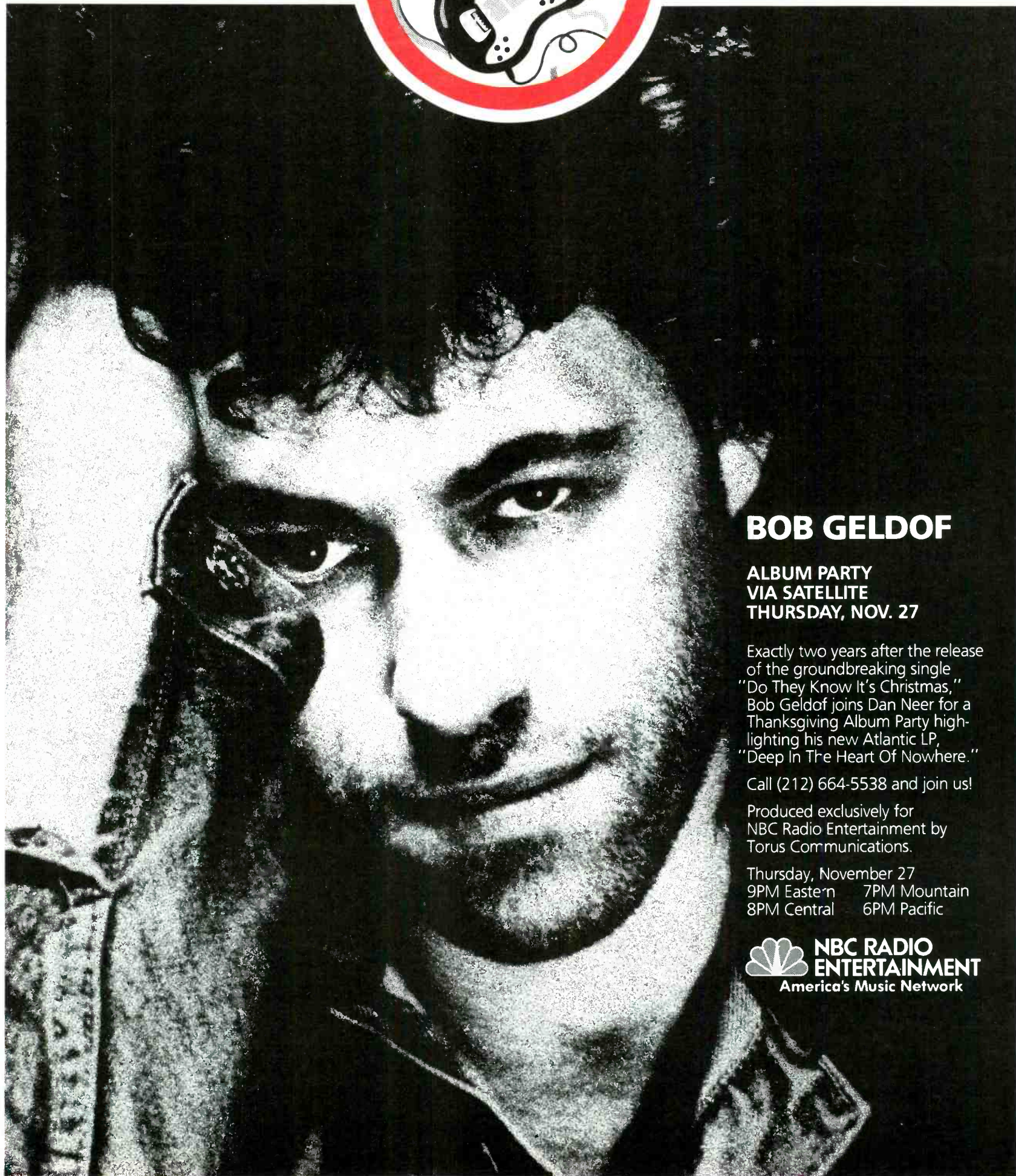
Wall, whose real name is Robert Harrison, and wife Deborah were arraigned before the Will County Circuit Court judge Nov. 7 in Joliet, Ill. The couple was charged with criminal sexual assault, criminal sexual abuse, and unlawful restraint for alleged attacks which, according to police, occurred on two separate occasions in August.

Police in the Chicago suburb of Naperville, where the Harrisons reside, said the 15-year-old girl was a baby sitter on several occasions. She said that on Aug. 14 she arrived at the Harrisons thinking she was to baby-sit but was instead drugged and sexually assaulted. The second attack allegedly occurred Aug. 22, after the girl accompanied the couple to a Chicago nightclub; she reported being drugged, handcuffed, and sexually assaulted by both of the Harrisons on that occasion.

The girl's father reported the attacks to Naperville police Oct. 22, and a warrant was issued Oct. 24. The couple surrendered the following day. Harrison was released on a \$50,000 bond, and his wife, on a

(Continued on page 14)

ALBUM PARTY



BOB GELDOP

**ALBUM PARTY
VIA SATELLITE
THURSDAY, NOV. 27**

Exactly two years after the release of the groundbreaking single "Do They Know It's Christmas," Bob Geldof joins Dan Neer for a Thanksgiving Album Party highlighting his new Atlantic LP, "Deep In The Heart Of Nowhere."

Call (212) 664-5538 and join us!

Produced exclusively for
NBC Radio Entertainment by
Torus Communications.

Thursday, November 27
9PM Eastern 7PM Mountain
8PM Central 6PM Pacific

 **NBC RADIO
ENTERTAINMENT**
America's Music Network



WAS THE NIGHT BEFORE CHRISTMAS AND ALL THROUGH THE DAY WE'D STOCKED UP ON NEW ALBUMS FROM E/P/A!



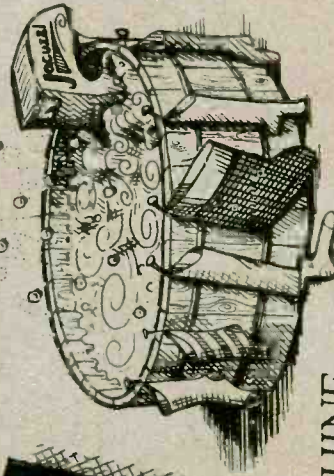
JOAN JETT IN THE MORNING
DON JOHNSON WHILE WE LAY
WERE JUST SOME OF THE GOODIES
FROM E/P/A!



THE STOCKINGS WERE HUNG
BY THE JACUZZI WITH CARE
IN HOPES LUTHER VANDROSS
WOULD SERENADE THE NIGHT AIR!



WITH MIAMI SOUND MACHINE
CRANKED UP ALL THE WAY
SURVIVOR AND EUROPE
WERE THE NEXT PICKS TO PLAY!



JAMES BROWN DRESSED AS SANTA!
"WEIRD AI," AS AN ELF!
QUIET RIOT AS BODYGUARDS
FOR JAMES' SLEIGHRIDIN' SELF!



"ON MACEO, BOOTS,
AND DON'T FORGET FRED!
GOTTA LOTTA DELIVERIES
HAUL ASS ON THIS SLED!"



"I'M THE B-BOY SANTA
FROM THE COOL NORTH POLE
AND I GOT WHAT YOU NEED
TO FILL THE HOLE IN YOUR SOUL!"



"FOR YOU LITTLE BROTHER
THE FAB T-BIRDS HOT BLUES PLAY!
FOR YOU LITTLE SISTER
YOU'LL LOVE THIS 'TIL TUESDAY!"

AND I IN MY SMOKING JACKET
AND MAMA IN HER KITCHEN
HAD SETTLED OUR HASH
FOR A LONG WINTER'S VISION!

WHEN UP ON THE ROOF
THERE AROSE SUCH A CLATTER
WE TURNED DOWN CHEAP TRICK
TO SEE WHAT WAS THE MATTER!



FE 4030

THE MOON ON THE BREAST
OF THE NEW FALLEN SNOW
GAVE A LUSTRE OF MIDDAY
TO OBJECTS BELOW!

THEN WHAT TO MY BLOODSHOT EYES
DID APPEAR
BUT A CUSTOMIZED SLEDMOBILE
 FILLED WITH HOLIDAY CHEER!



BUT WE HEARD HIM SCREAM
AS HE RODE OFF ON HIS WAY—
“MERRY CHRISTMAS TO ALL
FROM E/P/A!!!!!!”

“FOR YOU LITTLE MAMA
WANNA HEAR THE BIRDS SING?
MY BRAND-NEW BAG’S
GOT CYNDI LAUPER’S NEW THING!”

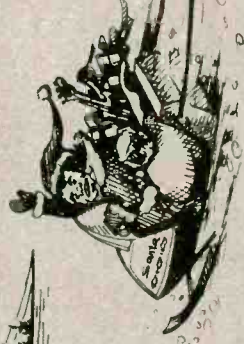
2-Record Set E 40313



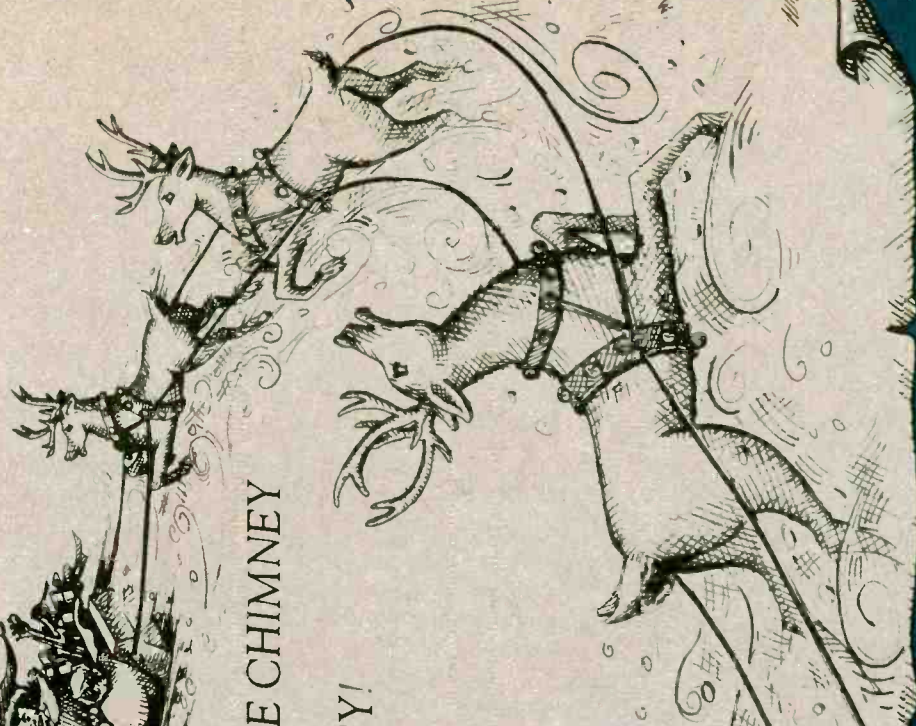
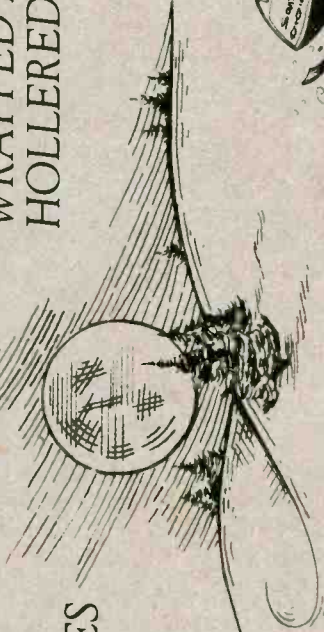
“TONIGHT'S MY NIGHT
AND I'M DOING IT TO DAWN!
BUT I WON'T FORGET DADDY—
HERE'S THE NEW STEVIE RAY VAUGHAN!”



HE BEAMED ALL AROUND
THEN WENT TO RIFLE THE 'FRIDGE
WRAPPED HIS HAND ROUND A TURKEY LEG
HOLLERED “TAKE IT TO THE BRIDGE!”



STARTED DOING THE SPLITS
THEN SPLIT UP THROUGH THE CHIMNEY
SLAPPED FIVE ALL AROUND
THEN HOPPED INTO HIS JITNEY!



YOUR LAST CHANCE TO STOCK UP ON HIT ALBUMS FROM EPIC, PORTRAIT AND THE CBS ASSOCIATED LABELS!

ALL AVAILABLE ON RECORDS, CASSETTES AND COMPACT DISCS.

“Epic,” “Portrait,” “CBS” are trademarks of CBS Inc. © 1986 CBS Inc.

The Sound of the Town That Set Music

On Its Ears

The soulful sound that first came out of Detroit in the sixties seems to own a permanent place on the charts.

Now, every week, for three solid hours, your listeners can cruise to the infectious rhythms of MOTOR CITY BEAT, a new guaranteed ratings-grabber from US.

MOTOR CITY BEAT will include a focus on a different star or topic each week, with track after track of Detroit's best. Between

the tunes the artists will tell their stories in brief capsule form. Each show will also highlight a year in the history of the Motor City's music.

We'll play every one of your favorites: Diana Ross, Wilson Pickett, Michael Jackson, Stevie Wonder, Mitch Ryder and The Detroit Wheels and scores of other superstars.

So don't spin your wheels. Call today and rev up your ratings with the hottest new show around!



MOTOR CITY BEAT is available on a swap/exchange basis to stations in the top 170 Arbitron-rated metro markets.

For station clearance information call United Stations Programming Network Affiliate Relations in Washington D.C. at (703) 276-2900.

For national sales information call United Stations Programming Network in New York at (212) 575-6100.



New York Washington, D.C. Chicago Detroit Dallas Los Angeles London



WKDF DJ Tops In Middle Tenn.

NASHVILLE Carl P. Mayfield, morning man at album rocker WKDF here, is Middle Tennessee's No. 1 air personality, according to a recent poll conducted by the Tennessean newspaper. The survey had several area talents clamoring for valuable exposure during the middle of the fall ratings sweep.

The campaign began Oct. 12 and ran concurrently with the state and local elections, with the final ballots due by 7 p.m. on Nov. 4.

As an incentive to get fans and stations involved, the Tennessean put up \$1,500: \$1,000 for the charity of the overall winner's choice and \$500 to be awarded on behalf of the winner in the smaller markets, which the paper defined as counties with fewer than 15,000 households.

Mayfield, who drew more than 13,000 votes, boosted his lead by hawking almost 1,000 copies of the Tennessean during a live rush-hour broadcast one morning at a busy intersection.

Another winner, WYHY's Coyote McCloud, sent 13 station staffers to drive-in markets, who exchanged copies of the Tennessean for food for the needy.

DEBBIE HOLLEY

CHICAGO DJ

(Continued from page 10)

\$40,000 bond.

Harrison took a voluntary leave of absence from his morning drive duties from Nov. 7 to Nov. 19, when he returned to his post. During his absence, Doug Banks filled in.

WGCI issued a statement regarding Harrison's return on Nov. 18, which, according to GM Marv Dyson, said: "It is the position of WGCI that Bob Wall, like anyone else, is innocent of the charges until proven guilty." According to Dyson, the first hearing in the case is scheduled for Dec. 19.

Westinghouse
Broadcasting Company, Inc.
is pleased to announce that

THE ENTERTAINMENT REPORT

has established offices at:
**6381 Hollywood Blvd.
Suite 590
Hollywood, CA 90028**
Telephone:
213/461-5722

GROUP
TELEVISION

VOX JOX

by Kim Freeman



LISA TONACCI has fulfilled her goal of becoming a program director by accepting the PD post at new Duffy Broadcasting outlet KIXS Austin, Texas, where she arrives Dec. 1. That's a move from the MD spot at top 40 WPLJ New York.

According to Tonacci, Duffy is now installing state-of-the-art transmitter, tower, and studio facilities, and KIXS is expected to debut within the next two months. KIXS' format remains a secret, but Tonacci's background would point toward hits.

Other Duffy news includes the predicted promotion of KSFM Sacramento assistant PD/MD Chris Collins to the OM post there. He'll continue his morning shift. Collins' promotion follows Rick Gillette's departure to WHYT Detroit (Billboard, Nov. 22). At KSFM's sister AM, KSMJ, Les Tracy is upped from PD to OM at the "Heart & Soul" outlet.

JUDY McNUTT arrives Monday (24) as PD at Nashville rocker WKDF, replacing Bill Pugh, who segued to the programming slot at Atlanta rocker WKLS. A 15-year radio vet, McNutt was most recently assistant PD at KMET Los Angeles and also holds credits with KGB San Diego and KBPI Denver.

Speaking of KBPI, morning man Jeffrey Scott left last week, only a little while after coming on board. "It's certainly not a performance problem," says KBPI PD Tom Hunter. "He's certainly one of the best talents I've ever worked with." Scott's contract included some "out" options, says Hunter, who explains that Scott's Zoo-like "Breakfast Party" approach "simply didn't fit KBPI as well as we'd hoped it would." KBPI is a unique top 40/album rock hybrid geared strictly toward the 12-24 demo, and Hunter says, "We had violated what KBPI means to our typical listener."

So, Chris Pool returns to KBPI's morning slot, while retaining production director duties. And Scott is reportedly close to another great gig.

KIPPER McGEE leaves the PD post at EZ top 40 WEZB New Orleans for the same slot at WRKR-AM-FM Milwaukee. No word yet on his replacement, but we're sure MD Greg Rolling is doing a great job holding down the fort.

LOS ANGELES ROCK QUAKES: A Nov. 14 article in the Los Angeles Herald-Examiner carried a story that KMET would be dropping rock for urban music that night. The moment came, the rock did not

roll away, and the KMET folks are a little pissed. "I wish everyone would just leave us alone and let us do our job," says VP/GM Howard Bloom. The story, he says, was the result of a reporter "making a major assumption and not talking to us at all."

Some of KMET's advertisers

Lisa Tonacci's PD goal is fulfilled with KIXS Austin

were temporarily shaken. The whole scenario smells of dirty work on the part of competitors, but most are mum on that subject.

KMET PD Frank Cody takes a lighter tone, joking that the reporter must have overheard him terming KMET's direction as "more urbane" at a restaurant.

That report tabled, there are indeed some directional shifts at KMET, reflected in the liner "94.7% new music," and its basic positioning statement, "The best new rock first." Cody says, "In its heyday, KMET was a trailblazer in music. We are much more currents-oriented now, while there's still a balance of heritage songs." "New," in KMET's framework, means anything from 1980 forward, Cody says, and tunes from this decade will dominate roughly 90% of KMET's playlist.

TOM YATES is the new PD at young classic rock outlet KLSX Los Angeles. A West Coast rock veteran, Yates left eclectic rocker KKCX "The City" San Francisco a few weeks back over differences in the station's direction. Of the move, Yates says, "It's not so great a change as many may perceive it to be. The two stations are similar in the audience they're trying to serve. So the approach is the same, although the content differs."

Consultant Fred Jacobs is still heavily involved with KLSX, and Don Hagen will stay on as acting PD for the next month or so, then return to Washington, D.C., and WCXR there.

For those of you keeping track, Yates' arrival puts KLOS Los Angeles PD Tim Kelly up against two former KLOS PDs: Yates and KMET's Cody.

Meanwhile at KLOS, station sources sounded pretty happy with the two weeks Joe Walsh put in as co-host of the morning show. Assistant PD Kurt Kelly chaired the second mike during the stint, and a number of Walsh's musical friends sat in as guests. According to Kelly, Walsh can't be counted out as a

candidate for that slot.

KFRC San Francisco reports that \$24,000 has been raised for the trust fund going to the daughter of the late WNBC New York traffic reporter Jane Dornacker. In addition, a comedy benefit has been set this weekend featuring Robin Williams.

The suit filed by WYHY Nashville against its former PD Michael St. John (now PD at cross-town rival WWKX) has not progressed. The suit charges that St. John wrongfully used confidential WYHY information gathered just before leaving for WWKX (Billboard, Nov. 8).

SEVERAL WAVA Washington, D.C., staffers have recently been riding an upward wave at the Emis top 40: Assistant PD and MD Gene Baxter trades in the late-night shift for evenings, where he's known as Flash Philips; Ken Martin moves from part-time into late nights; Rusty Ford arrives as production director from WAPI Birmingham, Ala.; Frank Doherty leaves the promotion department to produce and direct Don Geronimo and Mike O'Meara's morning show, which gets him closer to his programming goals; and, finally, promotion director Kathi Kolodin is seeking a skilled assistant.

Bob Coleman, most recently with big-bander WBBG Cleveland, is looking for a programming and/or morning position, preferably with an AC or MOR outlet. Since leaving WBBG, Coleman has been doing free-lance promotion and production, and he can be reached at 216-771-2254.

MARK DAVIS is upped to acting PD at album rocker KDJK Modesto, Calif., with high hopes of getting the permanent post. He was MD for the 1½-year-old outlet. Formerly with KKDJ Fresno, Calif., Davis replaces Jerry Londgen, who left recently.

BIG THANKS to the Young Black Programmers Coalition for an enlightening and enjoyable convention last weekend, and no thanks to travel problems that caused us to miss some of the worthwhile event. From the cocktail accounts we could gather, the day's panels were very productive, highlighted by the cream of today's urban programming crop.

We were pleased to find the commuting DJ Tom Joyner not at all affected by the fame he has gained doing mornings on KKDA-FM Dallas and afternoons on WGCI Chicago. Joyner was honored with the YBPC's performer-of-the-year award for the second consecutive year. That served as icing on the cake for CBS Radio Programs' Bob Leeder, who was busy clearing Joyner's "On The Move" show.

Also found in typically great form were indie Bob Patton and Joey Bonner, WBMX Chicago's Jerry Boulding, WGCI Chicago's Lee Michaels, KKDA Dallas' Terri Avery, and several others.

Quiz of the week: What Atlanta PD is being courted by some urban heavyweights for his sharp production skills?

ALBUM ROCK TRACKS™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL	TITLE
1	3	8	5	STEVE MILLER CAPITOL	★★ NO. 1 ★★ I WANT TO MAKE THE WORLD
2	1	1	8	THE PRETENDERS SIRE	DON'T GET ME WRONG
3	4	5	8	BOSTON MCA	WE'RE READY
4	5	7	5	DON HENLEY GEPFEN	WHO OWNS THIS PLACE
5	7	9	7	GEORGIA SATELLITES ELEKTRA	KEEP YOUR HANDS TO YOURSELF
6	13	—	2	BRUCE SPRINGSTEEN COLUMBIA	★★★ POWER TRACK ★★★ WAR
7	2	2	9	BILLY IDOL CHRYSALIS	TO BE A LOVER
8	10	13	6	BENJAMIN ORR ELEKTRA	STAY THE NIGHT
9	6	6	8	KBC BAND ARISTA	IT'S NOT YOU, IT'S NOT ME
10	14	26	4	ERIC CLAPTON MCA	IT'S IN THE WAY YOU USE IT
11	8	3	10	JOHN FOGERTY WARNER BROS.	CHANGE IN THE WEATHER
12	12	16	8	RIC OCASEK GEPFEN	TRUE TO YOU
13	9	4	12	BRUCE HORNSBY RCA	THE WAY IT IS
14	11	15	23	GENESIS ATLANTIC	LAND OF CONFUSION
15	15	17	7	BOSTON MCA	COOL THE ENGINES
16	16	21	6	DAVID & DAVID A&M	SWALLOWED BY THE CRACKS
17	17	27	5	R.E.M. IRS	SUPERMAN
18	18	28	6	EDDIE MONEY COLUMBIA	WE SHOULD BE SLEEPING
19	28	42	3	STEVIE RAY VAUGHAN EPIC	SUPERSTITION
20	25	31	4	KANSAS MCA	ALL I WANTED
21	21	22	6	THE STABILIZERS COLUMBIA	ONE SIMPLE THING
22	22	29	4	THE PRETENDERS SIRE	MY BABY
23	29	37	5	BON JOVI MERCURY	WANTED DEAD OR ALIVE
24	19	19	7	TALKING HEADS SIRE	PUZZLIN' EVIDENCE
25	23	23	5	TRIUMPH MCA	TEARS IN THE RAIN
26	33	45	3	BOB GELDOF ATLANTIC	THIS IS THE WORLD CALLING
27	30	30	4	SURVIVOR SCOTTI BROS.	IS THIS LOVE
28	31	41	3	BILLY IDOL CHRYSALIS	DON'T NEED A GUN
29	34	39	3	LONE JUSTICE GEPFEN	SHELTER
30	35	—	2	BILLY SQUIER CAPITOL	SHOT O' LOVE
31	45	—	2	BRUCE SPRINGSTEEN COLUMBIA	FIRE
32	41	—	2	STEVE WINWOOD ISLAND	BACK IN THE HIGH LIFE AGAIN
33	20	11	10	TIL TUESDAY EPIC	WHAT ABOUT LOVE
34	26	14	7	PETER GABRIEL GEPFEN	THAT VOICE AGAIN
35	NEW	—	1	PETER GABRIEL GEPFEN	★★★ FLASHMAKER ★★★ BIG TIME
36	32	18	13	STEVE WINWOOD ISLAND	FREEDOM OVERSPILL
37	37	—	2	BAD COMPANY ATLANTIC	FAME AND FORTUNE
38	40	46	3	PAUL SIMON WARNER BROS.	GRACELAND
39	NEW	—	1	THE ROBERT CRAY BAND MERCURY	SMOKING GUN
40	24	10	6	THE POLICE A&M	DON'T STAND SO CLOSE TO ME '86
41	NEW	—	1	BRUCE HORNSBY RCA	ON THE WESTERN SKYLINE
42	27	12	13	HUEY LEWIS & THE NEWS CHRYSALIS	HIP TO BE SQUARE
43	NEW	—	1	JASON & THE SCORCHERS EMI-AMERICA	GOLDEN BALL AND CHAIN
44	36	24	15	BON JOVI MERCURY	YOU GIVE LOVE A BAD NAME
45	44	44	13	HUEY LEWIS & THE NEWS CHRYSALIS	JACOB'S LADDER
46	39	25	8	WANG CHUNG GEPFEN	EVERYBODY HAVE FUN TONIGHT
47	NEW	—	1	BOB SEGER & THE SILVER BULLET BAND CAPITOL	MIAMI
48	46	48	4	HOWARD JONES ELEKTRA	YOU KNOW I LOVE YOU DON'T YOU
49	NEW	—	1	THE PRETENDERS SIRE	ROOM FULL OF MIRRORS
50	42	34	8	IGGY POP A&M	CRY FOR LOVE

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.

Featured Programming

CBS RADIO DIVISION continues its slight restructuring with the appointment of **Frank D. Murphy** as VP/programming for CBS Radio Networks. Murphy fills the position left open by the late Frank Miller. With the new structure, Murphy will be responsible for the programming of all three CBS Radio units. (Billboard, Nov. 15.)

Prior to his new appointment, Murphy was the director of programming for the CBS RadioRadio section. He joined CBS in '82 and will be reporting to recently appointed VP of radio networks **Robert Kipperman**.

NEW YORK RADIO LEGEND Scott Muni joins **KMET-FM** Los Angeles afternoon driver **David Perry** as co-host of **Westwood One's "Line One."** **WNEW-FM** New York's "Professor," as Muni is known to a generation of Gotham-area rock fans, has been with the album rocker since its inception in 1967. He has served as operations manager and program director for the station as well as an on-air personality. Muni replaces **Carol Miller**, also of **WNEW**.

SUPERSPOTS of Chicago appoints **Brian Pussilano** to the newly created position of executive VP/GM. Pussilano will be responsible for overseeing the company's many-



Rich And Infamous. John Lisle, left, and Steve Hahn take advantage of their ABC Rock Network affiliate privileges while broadcasting a segment of their "Rude Awakening" morning show on **KIIS** San Antonio, Texas, from ABC's studios in New York. The two are shown giving "Lifestyles Of The Rich And Famous" host **Robin Leach** a very special rude awakening.

faceted operation. The new position was created to give co-founder **Joe Kelly** more time to concentrate on the creative end.

Superspots is a production group

that produces radio and television promotional materials for the broadcast and entertainment industry as well as for retail and industrial accounts.

Pussilano comes to Superspots after an 11-year stint with CBS, where he was VP of sales and VP/GM of CBS' **WBBM-FM** Chicago and **WHTT-FM** Boston outlets.

AFTER A TWO-MONTH DELAY, **Melcor Broadcasting** New York has its "A Moment In Musical History" airing in nine of the top 25 markets. The big band/pop program was originally slated for a Sept. 1 bow, but Melcor held up release until it had a 13-week, national sponsor. The show hit the airwaves on Nov. 3 with **Baby Watson Cheesecake** as sponsor, and Watson has now signed on for a full 52
(Continued on page 20)

FOR WEEK ENDING NOVEMBER 29, 1986

Billboard ADULT CONTEMPORARY MOST ADDED

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

	NEW	TOTAL
86 REPORTERS	ADDS	ON
BILLY JOEL THIS IS THE TIME COLUMBIA	22	58
TINA TURNER TWO PEOPLE CAPITOL	14	24
ANITA BAKER CAUGHT UP IN THE RAPTURE ELEKTRA	12	36
L. RONSTADT/J. INGRAM SOMEWHERE OUT THERE MCA	11	44
CHICAGO WILL YOU STILL LOVE ME? WARNER BROS.	10	33

FOR WEEK ENDING NOVEMBER 29, 1986

Billboard

©Copyright 1986, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

HOT ADULT CONTEMPORARY™

Compiled from a national sample of radio playlists.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	1	2	9	★ ★ NO. 1 ★ ★ LOVE WILL CONQUER ALL MOTOWN 1866	2 weeks at No. One ◆ LIONEL RICHIE
2	3	5	10	THE WAY IT IS RCA 5023	◆ BRUCE HORNSBY & THE RANGE
3	2	1	10	THE NEXT TIME I FALL WARNER BROS. 7-28597	◆ PETER CETERA WITH AMY GRANT
4	4	3	10	HUMAN VIRGIN 2861/A&M	◆ THE HUMAN LEAGUE
5	5	6	8	TRUE BLUE SIRE 7-28591/WARNER BROS.	◆ MADONNA
6	7	11	5	LOVE IS FOREVER JIVE 1-9540/ARISTA	◆ BILLY OCEAN
7	6	4	13	I'LL BE OVER YOU COLUMBIA 38-06280	◆ TOTO
8	9	12	7	EMOTION IN MOTION Geffen 7-28617/WARNER BROS.	◆ RIC OCASEK
9	13	19	4	FALLING IN LOVE (UH-OH) EPIC 34-06352	◆ MIAMI SOUND MACHINE
10	11	14	8	THEY DON'T MAKE THEM LIKE THEY USED TO RCA 5016	KENNY ROGERS
11	15	21	4	STAY THE NIGHT ELEKTRA 7-69506	◆ BENJAMIN ORR
12	8	7	13	COMING AROUND AGAIN ARISTA 1-9525	CARLY SIMON
13	14	18	6	AMANDA MCA 52756	BOSTON
14	27	—	2	THIS IS THE TIME COLUMBIA 38-06526	◆ BILLY JOEL
15	19	25	5	STAND BY ME ATLANTIC 7-89361	◆ BEN E. KING
16	10	8	10	CALIFORNIA DREAMIN' CAPITOL 5630	◆ THE BEACH BOYS
17	20	24	5	TAKE THIS LOVE A&M 2875	SERGIO MENDES BRASIL '86
18	12	9	15	THROWING IT ALL AWAY ATLANTIC 7-89372	◆ GENESIS
19	24	31	3	SOMEWHERE OUT THERE (FROM "AN AMERICAN TAIL") MCA 52973	LINDA RONSTADT AND JAMES INGRAM
20	16	10	19	SWEET LOVE ELEKTRA 69557	◆ ANITA BAKER
21	25	32	3	SHAKE YOU DOWN COLUMBIA 38-06191	◆ GREGORY ABBOTT
22	17	17	9	THE LADY IN RED A&M 2848	CHRIS DEBURGH
23	23	30	4	HIP TO BE SQUARE CHRYSALIS 43065	◆ HUEY LEWIS & THE NEWS
24	26	33	4	FOOLISH PRIDE RCA 5038	◆ DARYL HALL
25	37	—	2	CAUGHT UP IN THE RAPTURE ELEKTRA 7-69511	◆ ANITA BAKER
26	18	13	13	TRUE COLORS PORTRAIT 37-06247/EPIC	◆ CYNDI LAUPER
27	21	15	18	STUCK WITH YOU CHRYSALIS 43019	◆ HUEY LEWIS & THE NEWS
28	NEW	—	1	WILL YOU STILL LOVE ME? WARNER BROS. 7-28512	◆ CHICAGO
29	35	—	2	STAY FOR AWHILE A&M 2864	AMY GRANT
30	36	—	2	(FOREVER) LIVE AND DIE VIRGIN 2872/A&M	◆ ORCHESTRAL MANOEUVRES IN THE DARK
31	22	16	12	WHEN I THINK OF YOU A&M 2855	◆ JANET JACKSON
32	28	20	11	I JUST CAN'T LET GO WARNER BROS. 7-28605	DAVID PACK WITH MICHAEL McDONALD AND JAMES INGRAM
33	29	23	9	TYPICAL MALE CAPITOL 5615	◆ TINA TURNER
34	38	38	3	I'M FOR REAL ELEKTRA 7-69527	◆ HOWARD HEWETT
35	30	27	7	LOVING STRANGERS ARISTA 1-9530	CHRISTOPHER CROSS
36	NEW	—	1	DON'T GET ME WRONG SIRE 7-28630/WARNER BROS.	◆ THE PRETENDERS
37	NEW	—	1	TWO PEOPLE CAPITOL 5644	◆ TINA TURNER
38	33	34	6	WHERE DID YOUR HEART GO? COLUMBIA 38-06294	◆ WHAM!
39	32	29	24	WORDS GET IN THE WAY EPIC 34-06120	MIAMI SOUND MACHINE
40	40	36	9	DON'T FORGET ME (WHEN I'M GONE) MANHATTAN 50037/EMI-AMERICA	◆ GLASS TIGER

Products with the greatest airplay gains this week. ◆ Videoclip availability. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of 1 million units.

JOHNNY MARKS CLASSICS

RUDOLPH

THE RED-NOSED REINDEER

150,000,000 Record Seller—Over 500 Versions

BRENDA LEE

ROCKIN' AROUND THE CHRISTMAS TREE

FRANK SINATRA BING CROSBY
PLACIDO DOMINGO

I HEARD THE BELLS ON CHRISTMAS DAY

Eddy Arnold, Harry Belafonte, Kate Smith, Ed Ames, Ray Price, Burl Ives, Chet Atkins, Fred Waring, Bert Kaempfert, Living Voices, Lawrence Welk, Living Strings, etc.

BURL IVES

A HOLLY JOLLY CHRISTMAS

TV SPECIAL

RUDOLPH THE RED-NOSED REINDEER

Burl Ives (Sound Track MCA) CBS, Dec. 9th

23rd Showing—Longest Running Special in T.V. History

ST. NICHOLAS MUSIC, INC.

1619 Broadway, New York, N.Y. 10019

(212) 582-0970



Supreme Compliment. Mary Wilson shows WBCN Boston how to stop in the name of love. Wilson was in Boston to talk to WBCN listeners about her autobiography, "Dreamgirl, My Life As A Supreme." From left are WBCN creative director David Bieber, Wilson, and station personality Mark Parenteau.



Heaviest Cash Giveaway. It's 10,000 little ones for WRCN Riverhead, N.Y., listener Thomas Seminak as it rains "Pennies From Heaven." The station gave away 10,000 pennies each day last month, for a total of 1,554 pounds. From left are WRCN PD Lenny Block, Seminak, and Riverhead Savings Bank's Doug Gillen.



False Arrest. WWVA Wheeling, W.Va., operations manager Tom Miller gets "arrested" during the American Cancer Society's Cancer Arrest Day. Miller was "charged" with air pollution for using too much after-shave. Three station personalities were "arrested" and "bailed out," raising more than \$1,000 for the cause. Local law-enforcement personnel donated their services for the fund-raiser.



Gotham Country. Emmis country outlet WHN New York is "Visiting With The Stars" as it welcomes Johnny Cash to its daily interview feature. The country legend was in the Big Apple to talk about his new book, "The Man In White." From left are WHN VP/GM Rick Dames, Cash, and on-air personalities Lee Arnold and Del De Montreux.



Gubernatorial Dunking. Oklahoma Gov. George Nigh comes clean for KXY Oklahoma City, Okla.'s Dave & Dan morning team. The governor took a turn in the dunking tank to raise funds for the state's Department of Human Services at its 50th-anniversary celebration. Standing, from left, are KXY personalities Dan Stroud and Dave Murray, Gov. Nigh, and Oklahoma state official George Johnson.



Rosemont High. It's certainly a high as WLS-AM Chicago promotion director Susan Whitaker gives four lucky listeners a chance to meet Billy Joel backstage at his recent Chicago-area concert, at the Rosemont Horizon. Whitaker, second from right, and Joel, center, are flanked by the winners.



Who's In The Deep End? Pete Townshend tells NBC's London "Album Party" host, Mal Reding, right, how his pickup band got its name. Townshend looked up during a rehearsal in an empty swimming pool to see a sign reading "Deep End," hence the name. "Pete Townshend's Deep End Live" was recorded at a charity event in London's Brixton section and was the featured album on NBC's syndicated program.

POWERPLAYISTS™

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

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

PLATINUM WFLJ-FM RADIO 95.1 P.D.: Larry Berger New York 1 The Human League, Human...

400 WHTZ FM P.D.: Scott Shannon New York 1 The Human League, Human...

WLS 108 FM P.D.: Sunny Joe White Boston 1 Madonna, True Blue...

WBBM-FM 96.1 P.D.: Buddy Scott Chicago 1 The Human League, Human...

KIIS 102.7 AM 1180 P.D.: Mike Schaefer Los Angeles 1 Ben E. King, Stand By Me...

98! WCAU-FM P.D.: Scott Walker Philadelphia 1 Boston, Amanda...

108 FM P.D.: Sunny Joe White Boston 1 Madonna, True Blue...

96.1 FM P.D.: Gary Wall Hartford 1 Bon Jovi, You Give Love A Bad Name...

97 P.D.: Chuck Morgan Washington 1 Billy Joel, A Matter Of Trust...

98! WCAU-FM P.D.: Scott Walker Philadelphia 1 Boston, Amanda...

98! WCAU-FM P.D.: Scott Walker Philadelphia 1 Boston, Amanda...

Power 94 P.D.: Nick Ferrara Pittsburgh 1 Bon Jovi, You Give Love A Bad Name...

93 P.D.: Bob Case Atlanta 1 Bon Jovi, You Give Love A Bad Name...

93 P.D.: Bob Case Atlanta 1 Bon Jovi, You Give Love A Bad Name...

93 P.D.: Bob Case Atlanta 1 Bon Jovi, You Give Love A Bad Name...

93 P.D.: Bob Case Atlanta 1 Bon Jovi, You Give Love A Bad Name...

95 WYZZ P.D.: Jan Jeffries Chicago 1 Bon Jovi, You Give Love A Bad Name...

95 WYZZ P.D.: Jan Jeffries Chicago 1 Bon Jovi, You Give Love A Bad Name...

95 WYZZ P.D.: Jan Jeffries Chicago 1 Bon Jovi, You Give Love A Bad Name...

95 WYZZ P.D.: Jan Jeffries Chicago 1 Bon Jovi, You Give Love A Bad Name...

95 WYZZ P.D.: Jan Jeffries Chicago 1 Bon Jovi, You Give Love A Bad Name...

95 WYZZ P.D.: Jan Jeffries Chicago 1 Bon Jovi, You Give Love A Bad Name...

95 WYZZ P.D.: Jan Jeffries Chicago 1 Bon Jovi, You Give Love A Bad Name...

95 WYZZ P.D.: Jan Jeffries Chicago 1 Bon Jovi, You Give Love A Bad Name...

- A39** — Cyndi Lauper, Change Of Heart
A40 — Kool & The Gang, Victory
A — Jesse Johnson/Sly Stone, Crazy
A — Chico DeBarge, Talk To Me
A — Ann Wilson, The Best In The World
A — Nancy Martinez, For Tonight
EX — David & David, Welcome To The Boom
EX — Run-D.M.C., You Be Illin'
EX — Carly Simon, Coming Around Again
EX — Stacy Lattisau, Nail It To The Wall
EX — Georgia Satellites, Keep Your Hands T
EX — Freddie Jackson, Tasty Love
EX — Paul McCartney, Stranglehold
EX — Lether Vandross, Stop To Love
EX — Grace Jones, I'm Not Perfect But I'm
EX — Millie Jackson, Hot Wild Crazy Love
EX — Rod Stewart, Every Beat Of My Heart
EX — Weird Al Yankovic, Living With A Hern
EX — Bruce Springsteen & The E Street Band,



- Houston** P.D.: John Lander
 1 1 Bangles, Walk Like An Egyptian
 2 2 Cameo, Word Up
 3 3 Bon Jovi, You Give Love A Bad Name
 4 8 Peter Cetera With Amy Grant, The Next
 5 12 Book Of Love, You Make Me Feel So Goo
 6 7 The Human League, Human
 7 20 Duran Duran, Notorious
 8 13 Wang Chung, Everybody Have Fun Tonight
 9 14 Bruce Hornsby & The Range, The Way It
 10 10 Huey Lewis & The News, Hip To Be Squa
 11 15 Ben E. King, Stand By Me
 12 16 Gregory Abbott, Shake You Down
 13 17 Samantha Fox, Touch Me
 14 4 Boston, Amanda
 15 5 Cyndi Lauper, True Colors
 16 6 Madonna, True Blue
 17 19 Toto, I'll Be Over You
 18 18 Billy Idol, To Be A Lover
 19 9 Oran "Juice" Jones, The Rain
 20 11 The Pretenders, Don't Get Me Wrong
 21 27 Anita Baker, Sweet Love
 22 22 Ric Ocasek, Emotion In Motion
 23 26 Genesis, Land Of Confusion
 24 26 D.M.D., Live And Die
 25 25 Uptown, I Know I'm Losing You
 26 25 'Til Tuesday, What About Love
 27 28 Carly Simon, Coming Around Again
 28 29 Howard Jones, You Know I Love You
 29 30 Timbuk 3, The Future's So Bright, I G
 30 EX Debbie Harry, French Kissin
A — Run-D.M.C., You Be Illin'
A — David Lee Roth, That's Life
EX — Bob Seger & The Silver Bullet Band, M
EX — Survivor, Is This Love
EX — Talking Heads, Wild Wild Life
EX — Wham!, Where Did Your Heart Go?
EX — Elton John, Heartache All Over The Wo
EX — Bruce Springsteen & The E Street Band,
EX — Glass Tiger, Someday
A — Janet Jackson, Control



- San Francisco** P.D.: Steve Rivers
 1 4 Bon Jovi, You Give Love A Bad Name
 2 2 Nancy Martinez, For Tonight
 3 3 Run-D.M.C., You Be Illin'
 4 5 Bangles, Walk Like An Egyptian
 5 8 Talking Heads, Wild Wild Life
 6 6 Wang Chung, Everybody Have Fun Tonigh
 7 7 The Secret Ties, Dancing In My Sleep
 8 9 Billy Idol, To Be A Lover
 9 11 Bruce Hornsby & The Range, The Way It
 10 17 Bruce Hornsby & The Range, The Way It
 11 14 The Pretenders, Don't Get Me Wrong
 12 12 Stacy Lattisau, Nail It To The Wall
 13 13 O.M.D., Live And Die
 14 15 Jesse Johnson/Sly Stone, Crazy
 15 1 The Human League, Human
 16 20 Duran Duran, Notorious
 17 19 Samantha Fox, Touch Me
 18 23 Ready For The World, Love You Down
 19 21 Huey Lewis & The News, Hip To Be Squa
 20 22 Peter Cetera With Amy Grant, The Next
 21 25 Lionel Richie, Love Will Conquer All
 22 33 Jeff Lorber Fusion, Facts Of Love
 23 24 Commodores, Goin' To The Bank
 24 26 Janet Jackson, Control
 25 29 Timbuk 3, The Future's So Bright, I G
 26 31 Luther Vandross, Stop To Love
 27 30 The Pointer Sisters, Goldmine
A28 — Nocera, Summertime Summertime
 29 10 Madonna, True Blue
 30 35 Carly Simon, Coming Around Again
 31 EX Gregory Abbott, Shake You Down
 32 EX Cameo, Word Up
 33 EX Peter Gabriel, Big Time
 34 18 Ben E. King, Stand By Me
 35 EX Robbie Nevil, C'est La Vie
A — Debbie Harry, French Kissin
A — Cyndi Lauper, Change Of Heart
A — Genesis, Land Of Confusion
A — Kool & The Gang, Victory
EX — Howard Jones, You Know I Love You
EX — Nu Shooz, Don't Let Me Be The One
EX — The Jets, You Got It All
EX — Glass Tiger, Someday



- Boston** P.D.: Harry Nelson
 1 2 Madonna, True Blue
 2 3 The Human League, Human
 3 6 Huey Lewis & The News, Hip To Be Squa
 4 11 Ben E. King, Stand By Me
 5 13 Talking Heads, Wild Wild Life
 6 15 Bruce Hornsby & The Range, The Way It
 7 12 'Til Tuesday, What About Love
 8 14 Bon Jovi, You Give Love A Bad Name
 9 7 Eddie Money, Take Me Home Tonight
 10 1 Boston, Amanda
 11 16 Wang Chung, Everybody Have Fun Tonigh
 12 18 Duran Duran, Notorious
 13 19 The Pretenders, Don't Get Me Wrong

- 14 21 Bangles, Walk Like An Egyptian
 15 27 Peter Cetera With Amy Grant, The Next
 16 9 Ric Ocasek, Emotion In Motion
 17 10 Cameo, Word Up
 18 24 Steve Winwood, Freedom Overspill
 19 23 Timbuk 3, The Future's So Bright, I G
 20 26 Billy Idol, To Be A Lover
 21 25 Robbie Nevil, C'est La Vie
 22 28 Howard Jones, You Know I Love You
 23 29 Daryl Hall, Foolish Pride
 24 30 Survivor, Is This Love
 25 EX Genesis, Land Of Confusion
A26 — Janet Jackson, Control
A27 — M.D., Live And Die
A28 — Bruce Springsteen & The E Street Band,
A29 — Gregory Abbott, Shake You Down
A30 — Kool & The Gang, Victory
A — Cyndi Lauper, Change Of Heart
EX — Tina Turner, Two People
EX — Don Johnson, Heartache Away
EX — David & David, Welcome To The Boom
EX — Debbie Harry, French Kissin
EX — The Pointer Sisters, Goldmine
EX — Elton John, Heartache All Over The Wo
EX — Lionel Richie, Love Will Conquer All



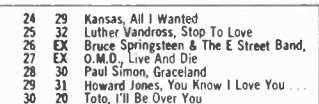
- Baltimore** P.D.: Steve Kingston
 1 1 Boston, Amanda
 2 6 The Human League, Human
 3 5 Cameo, Word Up
 4 8 Bon Jovi, You Give Love A Bad Name
 5 7 Robert Palmer, I Didn't Mean To Turn
 6 4 Cyndi Lauper, True Colors
 7 12 Bangles, Walk Like An Egyptian
 8 10 Peter Cetera With Amy Grant, The Next
 9 9 Nu Shooz, Point Of No Return
 10 11 Ben E. King, Stand By Me
 11 3 Madonna, True Blue
 12 13 Huey Lewis & The News, Hip To Be Squa
 13 15 Bruce Hornsby & The Range, The Way It
 14 17 Eddie Money, Take Me Home Tonight
 15 19 Toto, I'll Be Over You
 16 18 Wang Chung, Everybody Have Fun Tonigh
 17 20 Gregory Abbott, Shake You Down
 18 22 Billy Vera & The Beaters, At This Mom
 19 21 Duran Duran, Notorious
 20 23 Luther Vandross, Stop To Love
 21 25 Run-D.M.C., You Be Illin'
 22 2 Oran "Juice" Jones, The Rain
 23 24 Billy Idol, To Be A Lover
 24 26 Survivor, Is This Love
 25 27 Carly Simon, Coming Around Again
 26 28 Janet Jackson, Control
 27 29 Billy Ocean, Love Is Forever
 28 30 The Pretenders, Don't Get Me Wrong
 29 EX Bruce Springsteen & The E Street Band,
 30 EX Miami Sound Machine, Falling In Love
A — Ready For The World, Love You Down
A — Cyndi Lauper, Change Of Heart
EX — The Jets, You Got It All



- Washington** P.D.: Mark St. John
 1 1 Madonna, True Blue
 2 3 Bon Jovi, You Give Love A Bad Name
 3 2 Boston, Amanda
 4 6 Peter Cetera With Amy Grant, The Next
 5 8 Eddie Money, Take Me Home Tonight
 6 9 Cameo, Word Up
 7 7 Robert Palmer, I Didn't Mean To Turn
 8 10 Huey Lewis & The News, Hip To Be Squa
 9 11 Bruce Hornsby & The Range, The Way It
 10 12 Bruce Hornsby & The Range, The Way It
 11 13 Toto, I'll Be Over You
 12 15 Run-D.M.C., You Be Illin'
 13 5 The Human League, Human
 14 18 The Pretenders, Don't Get Me Wrong
 15 21 Duran Duran, Notorious
 16 17 Wang Chung, Everybody Have Fun Tonigh
 17 22 Talking Heads, Wild Wild Life
 18 29 Billy Vera & The Beaters, At This Mom
 19 19 Billy Idol, To Be A Lover
 20 20 Lionel Richie, Love Will Conquer All
 21 23 Gregory Abbott, Shake You Down
 22 24 Kool & The Gang, Victory
 23 26 Glass Tiger, Someday
 24 30 Howard Jones, You Know I Love You
 25 25 Nu Shooz, Point Of No Return
 26 27 Kansas, All I Wanted
 27 28 Carly Simon, Coming Around Again
 28 28 Wang Chung, Everybody Have Fun Tonigh
 29 EX Survivor, Is This Love
A — Janet Jackson, Control
A — Chicago, Will You Still Love Me?
EX — Bruce Springsteen & The E Street Band,
EX — Ready For The World, Love You Down
EX — The Jets, You Got It All
EX — Luther Vandross, Stop To Love



- Atlanta** P.D.: Jim Morrison
 1 1 Bon Jovi, You Give Love A Bad Name
 2 2 The Human League, Human
 3 4 Gregory Abbott, Shake You Down
 4 5 Bruce Hornsby & The Range, The Way It
 5 6 Lionel Richie, Love Will Conquer All
 6 10 Peter Cetera With Amy Grant, The Next
 7 7 Steve Winwood, Freedom Overspill
 8 9 Billy Idol, To Be A Lover
 9 3 Boston, Amanda
 10 11 David & David, Welcome To The Boom
 11 13 Huey Lewis & The News, Hip To Be Squa
 12 8 Madonna, True Blue
 13 14 Talking Heads, Wild Wild Life
 14 18 Wang Chung, Everybody Have Fun Tonigh
 15 17 Timbuk 3, The Future's So Bright, I G
 16 22 Carly Simon, Coming Around Again
 17 12 Oran "Juice" Jones, The Rain
 18 21 The Pretenders, Don't Get Me Wrong
 19 24 Ben E. King, Stand By Me
 20 21 Bangles, Walk Like An Egyptian
A20 — Billy Ocean, Love Is Forever
 21 25 Georgia Satellites, Keep Your Hands T
 22 34 Cyndi Lauper, Change Of Heart
 23 23 Robert Palmer, I Didn't Mean To Turn



- 24 29 Kansas, All I Wanted
 25 27 Luther Vandross, Stop To Love
 26 EX Bruce Springsteen & The E Street Band,
 27 EX O.M.D., Live And Die
 28 30 Paul Simon, Graceland
 29 31 Howard Jones, You Know I Love You
 30 20 Toto, I'll Be Over You
 31 33 Genesis, Land Of Confusion
 32 35 Glass Tiger, Someday
 33 EX Billy Joel, This Is The Time
 34 EX David Lee Roth, That's Life
 35 EX Robbie Nevil, C'est La Vie
A — Don Johnson, Heartache Away
A — Billy Vera & The Beaters, At This Mom
A — Miami Sound Machine, Falling In Love
A — Aretha Franklin, Jimmy Lee
A — Cyndi Lauper, Change Of Heart
EX — Survivor, Is This Love
EX — Paul Young, Some People
EX — Benjamin Orr, Stay The Night
EX — Steve Miller Band, I Want To Make The
EX — The Pointer Sisters, Goldmine
EX — Daryl Hall, Foolish Pride



- Minneapolis** P.D.: Tac Hammer
 1 2 Peter Cetera With Amy Grant, The Next
 2 3 Talking Heads, Wild Wild Life
 3 4 Bruce Hornsby & The Range, The Way It
 4 5 Ric Ocasek, Emotion In Motion
 5 7 Huey Lewis & The News, Hip To Be Squa
 6 1 Madonna, True Blue
 7 9 Wang Chung, Everybody Have Fun Tonigh
 8 10 Bangles, Walk Like An Egyptian
 9 11 Bon Jovi, You Give Love A Bad Name
 10 15 David & David, Welcome To The Boom
 11 13 Cameo, Word Up
 12 16 Howard Jones, You Know I Love You
 13 14 Daryl Hall, Foolish Pride
 14 19 The Pretenders, Don't Get Me Wrong
 15 17 Billy Idol, To Be A Lover
 16 6 Toto, I'll Be Over You
 17 21 Duran Duran, Notorious
 18 22 Survivor, Is This Love
 19 20 Lionel Richie, Love Will Conquer All
 20 25 Timbuk 3, The Future's So Bright, I G
 21 23 The Pointer Sisters, Goldmine
 22 24 Five Star, Can't Wait Another Minute
 23 28 Limited Warranty, Beat Down The Door
 24 27 Robbie Nevil, C'est La Vie
 25 8 Boston, Amanda
 26 29 Glass Tiger, Someday
 27 12 The Human League, Human
 28 31 Kool & The Gang, Victory
 29 32 Bruce Springsteen & The E Street Band,
 30 34 Miami Sound Machine, Falling In Love
 31 EX The Jets, You Got It All
 32 35 Janet Jackson, Control
 33 EX Billy Ocean, Love Is Forever
 34 36 Genesis, Land Of Confusion
 35 EX Chicago, Will You Still Love Me?
A36 — Tina Turner, Two People
A — Peter Gabriel, Big Time
EX — Ben E. King, Stand By Me
EX — Robert Palmer, I Didn't Mean To Turn
EX — Nancy Martinez, For Tonight



- St. Paul** P.D.: David Anthony
 1 2 Peter Cetera With Amy Grant, The Next
 2 4 Toto, I'll Be Over You
 3 1 The Human League, Human
 4 3 Boston, Amanda
 5 7 Bruce Hornsby & The Range, The Way It
 6 9 Wang Chung, Everybody Have Fun Tonigh
 7 5 Madonna, True Blue
 8 10 Huey Lewis & The News, Hip To Be Squa
 9 6 Eddie Money, Take Me Home Tonight
 10 8 Corey Hart, I Am By Your Side
 11 12 Dran "Juice" Jones, The Rain
 12 15 Bon Jovi, You Give Love A Bad Name
 13 20 Bangles, Walk Like An Egyptian
 14 16 Triumph, Somebody's Out There
 15 19 Cameo, Word Up
 16 18 David & David, Welcome To The Boom
 17 11 Stacey Q, Two Of Hearts
 18 21 Talking Heads, Wild Wild Life
 19 23 Robbie Nevil, C'est La Vie
 20 13 Ric Ocasek, Emotion In Motion
 21 24 Duran Duran, Notorious
 22 25 Glass Tiger, Someday
 23 30 Ben E. King, Stand By Me
 24 27 Steve Winwood, Freedom Overspill
 25 29 The Pretenders, Don't Get Me Wrong
 26 28 Lionel Richie, Love Will Conquer All
 27 31 D.M.D., Live And Die
 28 32 Howard Jones, You Know I Love You
 29 36 Kool & The Gang, Victory
 30 35 Andy Taylor, When The Rain Comes
 31 33 Commodores, Goin' To The Bank
 32 39 Limited Warranty, Beat Down The Door
 33 4 Janet Jackson, Control
 34 EX Nancy Martinez, For Tonight
 35 40 Gregory Abbott, Shake You Down
 36 EX Kansas, All I Wanted
 37 38 Jesse Johnson/Sly Stone, Crazy
 38 EX Daryl Hall, Foolish Pride
A38 — Bruce Springsteen & The E Street Band,
 39 EX Survivor, Is This Love
 40 EX Carly Simon, Coming Around Again
A — David Lee Roth, That's Life
EX — Janet Jackson, Control
EX — The Jets, You Got It All



- San Francisco** P.D.: Richard Sands
 1 2 The Human League, Human
 2 3 Bangles, Walk Like An Egyptian
 3 1 Billy Idol, To Be A Lover
 4 4 Huey Lewis & The News, Hip To Be Squa
 5 6 Bruce Hornsby & The Range, The Way It
 6 8 Wang Chung, Everybody Have Fun Tonigh
 7 7 Cameo, Word Up
 8 9 Robert Palmer, I Didn't Mean To Turn
 9 9 O.M.D., Live And Die
 10 11 Talking Heads, Wild Wild Life
 11 13 'Til Tuesday, What About Love
 12 15 The Pretenders, Don't Get Me Wrong
 13 20 Timbuk 3, The Future's So Bright, I G
 14 14 Howard Jones, You Know I Love You
A15 — Bruce Springsteen & The E Street Band,

Merry Christmas

- 1 BLUE CHRISTMAS**
by Billy Hayes and Jay Johnson
- 2 DING-A-LING THE CHRISTMAS BELL**
by Jerry Foster and Bill Rice
- 3 CHRISTMAS IS**
by Percy Faith and Spence Maxwell
- 4 BRAZILIAN SLEIGHBELLS**
by Percy Faith
- 5 MELE KALIKIMAKA (MERRY CHRISTMAS IN HAWAIIAN)**
by Alex Anderson

DON'T FORGET THE ELVIS CLASSIC!!

5 GREAT CHRISTMAS STANDARDS CHOICE PROGRAMMING

THE WELK MUSIC GROUP
 1299 Ocean Ave., Suite 800, Santa Monica, Ca. 90401
 (213) 670-1582

Promotions

WOOLING THE WORKFORCE

SECRETARIES MAY or may not be the right-hand men and women they are often billed as, but one thing for sure is their usually undisputed control of the office radio dial. And Malrite hit outlet KKHT (formerly KSRR) Houston is using that premise in its ongoing secretary-of-the-week campaign.

Executed during Bobby Mitchell's morning show, the contest asks bosses and office workers to nomi-

nate the hardest-working secretaries, with supporting evidence like miracles performed on a daily basis.

Nicely, Mitchell is relating it to KKHT with liners like "Since we're the hardest-working morning show, we wanted to salute the hardest-working segment of the work force." Each Thursday, Mitchell and company will be naming and saluting the secretary of the week.

Serving those workers who day-dream of exotic locales on the job, Denny Somach Productions took

two album rock stations to London for a week of remote morning broadcasts. Those were KFOG San Francisco and WMMR Philadelphia, which issued shows from Capital Radio Studios earlier this month. Guests that Somach lined up to appear on both broadcasts included Pete Townshend, Roger Daltry, John Entwistle, Alan Parsons, Eric Woolfson, David Gilmour, and John Wetton.

Based in Admore, Pa., Denny Somach Productions is a veteran in organizing overseas broadcasts.

THE BENEFIT OF BENEFITS

WITH THE WEATHER turning cold, it's once again the season when concerns about the homeless are heightened. On the case immediately was album rocker WBCN Boston, setting a benefit concert for that city's homeless Nov. 22. Billed as a 12-hour rock festival, the concert was organized in association with the Entertainment Network and the Bay-side Expo Center.

The nine-act ticket was highlighted by Cheap Trick and X, while rock fashions and videos rounded out the event. WBCN broadcast live from the affair.

Meanwhile, in Houston another rock veteran is lobbying against hunger with a repeat of the supersuccessful Rock'n'Roll Auction. That's KLOL, which is already in the process of collecting any rock paraphernalia not readily accessible to the av-

erage listener. Last year, the auction raised over \$13,000.

This season is also one in which radio plays a major role in discouraging drunk driving. On the ball already is album rocker WLUP Chicago, with a series of PSA television spots featuring afternoon men Steve Dahl and Garry Meier. The 10-second spots capture Dahl with an oversized martini, pointing to Meier and saying, "When I drink, he drives." Dahl, in turn, is shown with an oversized phone, pointing to Meier and quipping, "When I drink, we call a cab."

A TIP FROM THE TOP

WASH-FM WASHINGTON, D.C., operations manager Tom Tradup wrote to share an effective tool the station used in adopting its new "Easy 97" logo and soft rock direction. Easy 97 broadened the celebrity liner approach by going beyond format stars to include bits by John Houseman, Doc Severinsen, and Edmund Muskie. The latter can be heard saying, "It's entirely compatible with the Constitution of the United States for you to continue listening to Washington's newest radio station, Easy 97."

According to Tradup, the campaign added lots of on-air excitement and generated outside coverage from local and national press, including the New York Times and the Wall Street Journal. Tradup's final tip: "Don't think that if you're a top 40 or album rock station that you have to be straight-jacketed into using only image artists from your format. Be creative!"

KIM FREEMAN

FEATURED PROGRAMMING

(Continued from page 16)

weeks. WNEW-AM New York's Marty Wilson hosts the daily seven-minute show with a mix of big band, swing, and jazz. The show is carried on 26 stations. Melcor can be reached at 212-725-2919.

THE "Rock Over London—Levi's Button Fly Away" contest had a "get-out-of-town" clause for the affiliate PD whose listener won the grand prize. A surprised Stan Barnett of WKYA Owensboro, Ky., will spend Christmas in London with WKYA listener Lisa Massie, the contest winner. The Radio International show drew entries from its 200-plus affiliates for the final drawing in October.

LAST-MINUTE Thanksgivings: ABC Radio Networks will broadcast a special edition of its "Music Of America" show for the holiday weekend. "Just The Gravy... A Thanksgiving Weekend Celebration" is 90 minutes of contemporary country music recorded live in concert. Hosted by WHN New York's Del Demontreaux, the program features a long list of the best-known country performers of the year.

BOB GELDOF is the featured artist on Thursday's (27) installment of NBC Radio Entertainment's "Album Party." The date marks the second anniversary of the release of the first Band Aid single, "Do They Know It's Christmas." Geldof will be discussing his new Atlantic album, "Deep In The Heart Of No-

where," with program host and WNEW-FM night man Dan Neer.

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.

- Nov. 28, Mick Jones, Scott Muni's Ticket To Ride, DIR Broadcasting, one hour.
- Nov. 28-30, Alabama, Country Six Pack, United Stations, one hour.
- Nov. 28-30, Poison, Metalshop, MJI Broadcasting, one hour.
- Nov. 28-30, Dire Straits, Superstars Rock Concert, Westwood One, 90 minutes.
- Nov. 28-30, Peter Gabriel, Profile '86, NBC Radio, 90 minutes.
- Nov. 28-30, New Edition, Ready For The World, Street Beat, Barnett/Robbins, one hour.
- Nov. 28-30, Eurythmics, Rock Watch, United Stations, three hours.
- Nov. 28-30, S.O.S., Doug E. Fresh, Live From The Apollo, Westwood One, one hour.
- Nov. 28-30, Stacy Lattisaw, Star Beat, MJI Broadcasting, one hour.
- Nov. 28-30, Genesis, Hot Rocks, United Stations, 90 minutes.
- Nov. 28-30, Talking Heads, Ric Ocasek, Hot Spots, Barnett/Robbins, one hour.
- Nov. 28-30, Mitch Miller, The Great Sounds, United Stations, four hours.
- Nov. 28-30, Larry Gatlin, The Weekly Country Music Countdown, United Stations, three hours.
- Dec. 28-30, George Benson, Countdown America, United Stations, four hours.
- Dec. 28-30, Rod Stewart, Dick Clark's Rock Roll & Remember, United Stations, four hours.
- Nov. 29, Michael Martin Murphey, The American Eagle, DIR Broadcasting, 90 minutes.



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

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

We also believe in relaxation. That's where the rooftop tennis court comes in, and the swimming pool, the spa, the gym, the private



restaurant/bar and the in-suite gourmet food service.

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



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

Le Parc is a member of L'Ermitage Hotels. Our flagship Beverly Hills hotel, L'Ermitage, is the only all-suite Five Star, Five Diamond hotel in America. All five L'Ermitage hotels are intimate, luxury, all-suite hotels and share the L'Ermitage standards of quality and service.

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

L'ERMITAGE HOTELS, 800-424-4443

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



YesterHits[©]

Hits From Billboard 10 and 20 Years Ago This Week

POP SINGLES—10 Years Ago

1. Tonight's The Night (Gonna Be Alright), Rod Stewart, WARNER BROS
2. The Rubberband Man, Spinners, ATLANTIC
3. Love So Right, Bee Gees, RSO
4. Muskrat Love, Captain & Tennille, A&M
5. The Wreck Of The Edmund Fitzgerald, Gordon Lightfoot, REPRISE
6. You Don't Have To Be A Star (To Be In My Show), Marilyn McCoo & Billy Davis Jr., ABC
7. Beth, Kiss, CASABLANCA
8. More Than A Feeling, Boston, EPIC
9. Nadia's Theme (The Young & The Restless), Barry De Vorzon & Perry Botkin A&M
10. You Are The Woman, Firefall, ATLANTIC

POP SINGLES—20 Years Ago

1. Winchester Cathedral, New Vaudeville Band, FONTANA
2. Good Vibrations, Beach Boys, CAPITOL
3. You Keep Me Hangin' On, Supremes, MOTOWN
4. Devil With A Blue Dress On/Good Golly Miss Molly, Mitch Ryder & the Detroit Wheels, NEW VOICE
5. Mellow Yellow, Donovan, EPIC
6. I'm Your Puppet, James & Bobby Purify, BELL
7. Lady Godiva, Peter & Gordon, CAPITOL
8. Born Free, Roger Williams, KAPP
9. Poor Side Of Town, Johnny Rivers, IMPERIAL
10. Last Train To Clarksville, Monkees, COLGEMS

TOP ALBUMS—10 Years Ago

1. Songs In The Key Of Life, Stevie Wonder, TAMLA
2. A Night On The Town, Rod Stewart, WARNER BROS
3. Boston, EPIC
4. Spirit, Earth, Wind & Fire, COLUMBIA
5. The Song Remains The Same (Soundtrack), Led Zeppelin, SWAN SONG
6. Blue Moves, Elton John, WARNER BROS.
7. Frampton Comes Alive, Peter Frampton, A&M
8. Fly Like An Eagle, Steve Miller Band, CAPITOL
9. The Pretender, Jackson Brown, ASYLUM
10. A New World Record, Electric Light Orchestra, UNITED ARTISTS

TOP ALBUMS—20 Years Ago

1. The Monkees, COLGEMS
2. Dr. Zhivago, Soundtrack, MGM
3. Supremes A Go-Go, MOTOWN
4. The Mamas & the Papas, DUNHILL
5. What Now My Love, Herb Alpert & the Tijuana Brass, A&M
6. Revolver, Beatles, CAPITOL
7. The Sound Of Music (Soundtrack), RCA/VICTOR
8. And Then... Along Comes The Association, VALIANT
9. Sergio Mendes & Brazil '66, A&M
10. Lou Rawls Soulin', CAPITOL

COUNTRY SINGLES—10 Years Ago

1. Good Woman Blues, Mel Tillis, MCA
2. Thinkin' Of A Rendezvous, Johnny Duncan, COLUMBIA
3. 9,999,999 Tears, Dickey Lee, RCA
4. She Never Knew Me, Don Williams, ABC/DOIT
5. Hillbilly Heart, Johnny Rodriguez, MERCURY
6. Lawdy Miss Clawdy, Mickey Gilley, PLAYBOY
7. Sweet Dreams, Emmylou Harris, REPRISE
8. Take My Breath Away, Margo Smith, WARNER BROS
9. Fox On The Run, Tom T. Hall, MERCURY
10. Baby Boy, Mary Kay Place as Loretta Haggars, COLUMBIA

SOUL SINGLES—10 Years Ago

1. Dazz, Brick, BANG
2. Car Wash, Rose Royce, MCA
3. Enjoy Yourself, The Jacksons, EPIC
4. Keep Me Cryin', Al Green, HI
5. Hot Line, Sylvers, CAPITOL
6. Shake Your Rump To The Funk, Bar-Kays, MERCURY
7. Catfish, Four Tops, ABC
8. Do It To My Mind, Johnny Bristol, ATLANTIC
9. You Don't Have To Be A Star (To Be In My Show), Marilyn McCoo & Billy Davis Jr., ABC
10. I Kinda Miss You, Manhattans, COLUMBIA

General Public Gives Birth To New LP And Babies

BY MOIRA McCORMICK

CHICAGO The two-year lapse between General Public's I.R.S. debut album, "All The Rage," and its recently released follow-up, "Hand To Mouth," was the result of incessant touring and a succession of births, not any creative drought, says vocalist/guitarist Dave Wakeling.

"The first album was so much more successful than we guessed

it would be," Wakeling says of "All The Rage," which is approaching gold status. It spawned the 1984 No. 1 dance hit "Never You Done That" b/w "Tenderness."

"Its success meant we had the opportunity to tour various places around the world until September of last year," he says. "Then we rehearsed songs that we'd been writing for three months before we started recording in January."

On the maternity front, Wakeling says, "It was quite bizarre—five babies born to people in the studio between January and July. We had a special 24-hour, no-interruptions phone line in the studio called the Birth Line. As soon as it rang, we all knew we'd got a week off."

The proud fathers were Wakeling, vocalist/keyboardist (and, with Wakeling, General Public's co-founder) Ranking Roger, pro-

ducer David Leonard (Prince, Bangles), and engineers John Shaw and Sidney Benton.

Wakeling credits I.R.S. for its patience. "They understand there's lots of human situations that can come between you and a release schedule. Release schedules are written in a utopian world—records are made in the real world. Even Miles [Copeland, I.R.S. founder and chairman] phoned up to say, 'I'd rather have a good record late than a bad one on time.'"

"Hand To Mouth" was recorded at the Abattoir, UB40's studio in Birmingham, England. Wakeling and Roger are natives of Birmingham, which was home base for their previous band, the critically acclaimed ska-rock outfit English Beat.

In addition to original General Public members Horace Panter (bass) and Mickey Bingham (keyboards), "Hand To Mouth" features new drummer Mario Minardi and his brother, Gianni, on guitar. The Minardi brothers are from Laguna Beach, Calif., where they were members of their own ska-rock band, the Basics.

"We'd known them both for years; they used to open for us," says Wakeling. "We wanted a new drummer who was as comfortable playing reggae as rock. We write in a lot of different musical styles and meters, mixing up reggae with rockabilly, and pop with soul. We wanted to be able to switch rhythms at the drop of a hat, and

Mario was very good for that. Gianni is just a great guitarist."

The new album's first single, "Too Much Or Nothing," is being "attacked" from a dance club perspective," says Barbara Bolan, vice president of sales for I.R.S. With the song currently at No. 27 on the Hot Dance/Disco Club Play chart, Bolan says, "We were looking for a single that had AOR, top 40, and dance appeal. We've got

'I.R.S. understood that human things can delay release'

dance, but AOR's been slower than we had hoped, which affects our top 40 efforts."

Bolan says the two-year gap between albums may have affected initial response to "Hand To Mouth." But, she adds, "Overall, we're proceeding strongly on game plans and fourth-quarter advertising. We've been aggressive with General Public on the West Coast especially, to maximize our strong foothold there. Thirty percent of the album's sales so far have come from California."

In the meantime, General Public continues the tour it began in October and is benefiting from video exposure of the "Too Much Or Nothing" clip, which entered in breakout rotation on MTV.

Bowie In N.Y.C.—Lays Stardust On Iggy; Gabriel At Genesis Of Amnesty Album

by Steve Gett

NEW YORK David Bowie recently flew into the Big Apple to mix his upcoming EMI America album, due in early 1987. Recorded in Switzerland, the still-untitled album was co-produced by Bowie and David Richards, with whom he collaborated on Iggy Pop's "Blah Blah Blah" album.

Upon arriving in New York, Bowie was immediately sidetracked from the studio, however, when he went to see his good friend Mr. Pop perform two dates at the downtown Ritz club. Mobbed by fans, Bowie was in cordial spirits and signed plenty of autographs.

As previously rumored in this column, former Columbia staffer Phil Sandhaus has definitely joined Bowie's Isolar management company, and he recently met with EMI America president Jim Mazza to discuss the superstar's future plans, which call for a world tour to kick off next spring.

CHARITY ROCKS: Peter Gabriel took time out from his U.S. tour to attend a Nov. 13 press conference at Amnesty International's New York offices to launch "Rock For Amnesty," the just-released Mercury/PolyGram compilation album honoring the 25th anniversary of the human rights organization.

Issued simultaneously around the world, "Rock For Amnesty" features 10 songs from various superstars—including Elton John, Paul McCartney, Sting, and Gabriel—all of whom are donating their royalties to Amnesty International.

Among those who joined Gabriel at the Manhattan launch were PolyGram senior vice president of marketing Harry Anger, Amnesty International's John Healey and Pat Duffy, and U.K. writer/DJ Paul Gambaccini. Howard Jones, whose "No One Is To Blame" is featured on the album, telephoned from England to offer his support and spent a few minutes chatting with Gabriel.

Unfortunately, the only newly recorded song to appear on "Rock For Amnesty," the brain child of Duffy and Gambaccini, is Sting's

rendition of the Billie Holiday classic "Strange Fruit." Though the project is for a good cause, a far more attractive package to consumers would have been an album comprising live recordings from this year's Amnesty International Conspiracy Of Hope concert tour.

SHORT TAKES I: Prince and Patti LaBelle are reportedly planning to cut a duet. Insiders say they discussed the project when Sheila E. phoned His Purpleness while having dinner at LaBelle's house . . . King is recording its next Epic album with producer Dan Hartman . . . After his highly successful U.S. tour, Elvis Costello traveled to Sweden, where he joined the Fabulous Thunderbirds

ON THE BEAT

Artist news, touring, signings, venues . . . for those who need to know

on stage at their concert in Stockholm. Costello jammed on the Willie Dixon-penned blues classic "Help Me." Incidentally, Costello's significant other, Cait O'Riordan, is said to have left the Pogues for good. The bassist had gone MIA a couple of times this year, but this time it looks like she won't be coming back. Word has it her place in the group has been taken by roadie Darryl Hunt, a former member of one of O'Riordan's old bands, **Pride Of The Cross** . . . Ex-Twisted Sister drummer A.J. Pero is now playing with the New York band **Cities**, whose debut album, "Annihilation Absolute," has just been released on the indie Metal Blade label. Meanwhile, the Twisted ones have yet to announce their new drummer . . . **Human League** is touring in the U.K. through mid-January, so don't expect any U.S. dates until 1987 . . . It's a strange pairing, but **Stanley Jordan** and **Robert Palmer** will perform together Thursday (27) on Johnny Carson's "The Tonight Show."

FINISHING TOUCHES: **Go West** is in Denmark completing its second Chrysalis album, tentatively titled "Dancing On The Couch."

Scheduled for January release, the album is being produced by Gary Stevenson and features guest appearances by bassist **Pino Palladino** (from **Paul Young's** band) and **Randy Brecker**. **Kate Bush** contributes vocals to a song called "The King Is Dead."

SHORT TAKES II: **Waysted**, the hard rock band featuring ex-UFO members **Pete Way** and **Paul Chapman**, will release its debut Capitol album in January before coming over for a series of U.S. dates. Meanwhile, former UFO guitarist **Michael Schenker** has recruited **Neil Kernon** to produce the next **MSG** (McAuley-Schenker Group) album . . . **Spandau Ballet** kicked off a two-month European tour with a Nov. 7 concert in Treviso, Italy. The band's latest U.K. single, "Through The Barricades," is a top 10 hit in Britain and will be released in the U.S. in early 1987 . . . **Sheena Easton**, **Neil Diamond**, **Bernie Taupin**, and **Dick Clark** were among those who attended the Nov. 14 Night At The Races charity event at the Hollywood Park in Los Angeles . . . Just back from an Australian tour, **Joe Cocker** will play several European concerts before year's end, after which he'll start working on his next Capitol album . . . Congrats to **Bette Midler** on the Nov. 14 birth of a baby girl . . . **Michael Jackson** was recently spotted in Manhattan—he's still wearing that damn surgical mask.

FINAL ITEM: **Boy George** has hired the Gotham-based law firm of Orans, Elsen & Lupert to defend him in the \$44 million lawsuit filed against him by New York attorney **Harry Lipsig** on behalf of **Michael Rudetsky's** family. Rudetsky was found dead at the Boy's London apartment a couple of months ago, and his family charges that the superstar injected the young New York musician with a fatal dose of drugs. Says Boy's lawyer, **Sheldon Elsen**, "Boy George denies any role in causing the death of Michael Rudetsky. Michael was a friend of his, whose death he mourns, and a public court proceeding in London has already concluded that Michael's death was due to his own actions, not to those of our client."

Big Band Jazz Release On Columbia Watts Rolls Out Solo Effort

BY JIM BESSMAN

NEW YORK After spending more than two decades behind the drumkit with the Rolling Stones, Charlie Watts is out promoting an album of his own for the first time in his career. With Columbia's "The Charlie Watts Orchestra Live At Fulham Town Hall" just released, plans call for Watts to bring a version of his 33-piece big band jazz group here for a 10-day, five-city U.S. and Toronto tour in December.

Though previously shielded from the media—and quite happily so—by Mick Jagger and Keith Richards, Watts now finds himself having to take a more active promotional role. "With this album, I'm the only one who can answer for it," he says. "If nobody turns out for the shows, it's my fault."

Watts says the "free-jazz players" that constitute his orchestra are unheralded in this country, but he adds that they are all "esteemed bandleaders in their own right" back home.

"A rock band of their caliber would spend loads of time here," says Watts. "But British jazz musicians get no media exposure or bookers in America."

Still, Watts hopes his orchestra's upcoming U.S. performances will garner the kind of positive re-

sponse that was given to the initial dates in England a year ago. After playing several gigs at Ronnie Scott's—the premier London Jazz club Watts has regularly frequented over the years—the drummer took his "too big band" to the Fulham Town Hall, where he and fellow Stone Bill Wyman produced a 50-minute video. The album comes from that performance; ironically, Watts says there are no plans to release the video.

Watts, who has been a jazz fan since his youth and credits idol Gerry Mulligan for his close-

(Continued on page 23)

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. 10018

(212) 382-0233

Talent in Action

IGGY POP
Hollywood Palladium
Hollywood, Calif.
Tickets: \$14.50

TO QUOTE ONE of the Stooges' best-known tunes, "raw power just won't quit." Nor, for that matter, will former Stooge Iggy Pop, who recently brought his estimable underground legend above ground for his first concerts in more than four years. Looking trim in a black leather jacket and jeans, he won the clamorous appreciation of a packed house at the first of two sold-out shows here.

The days of rolling in broken glass on stage are over for Pop, but he remains a physically agile rocker. Backed by a loud, forceful four-piece group, he put on an energetic, hourlong show that offered numbers from the Stooges' days and from his solo career. Generous portions of his fine, if subdued, new A&M album, "Blah Blah Blah," were also performed.

Renditions of such blistering oldies as "I Got A Right," "Raw Power," and "Lust For Life" were appropriately searing. Selections from the new album, fired by Kevin Armstrong's lacerating guitar work, were even more impressive on stage than on vinyl.

Pop, whose stentorian voice was in excellent form throughout the night, climaxed the set with an encore of his latest single, "Cry For Love," during which Sex Pistols guitarist Steve Jones, co-author of the tune, made a guest appearance.

CHRIS MORRIS

THE CRUSADERS
The Blue Note, New York
Tickets: \$20

SCHEDULED AS PART of Blue Note's fifth-anniversary celebration, the Crusaders' weeklong stint here represented their first-ever New York nightclub engagement. Still led by the veteran nucleus of Joe Sample and Wilton Felder, the 25-year-old band unveiled its new lineup, which features Sal Marquez adding trumpet to the mix—the first time Felder's sax has been accompanied by another horn since trombonist Wayne Henderson left the band in the mid-'70s.

This Oct. 31 opening-night show got off to a winning start with a peppy reading of "Sweet And Sour," and the Crusaders kept their edge throughout the nine-song, 90-minute set. To the delight of the sold-out house, familiar

tunes—including "It Happens Every Day," "Chain Reaction," and "Carmel"—dominated the program, each sounding as fresh as when it was first recorded. Material from the Crusaders' new MCA album, "The Good And Bad Times," was equally well received. Two concluding songs featuring guest vocalist Barbara Morrison, "Same Old Story" and the epic "Street Life," topped off the night in crowd-pleasing style.

Though this was the premier run for Marquez, guitarist Rick Zunigar, and drummer Sonny Emory, they fit Sample and Felder's groove comfortably. The newcomers filled the roles of former Crusaders and added their own individual style to the band's trademark sound.

GEOFF MAYFIELD

THE SMITHEREENS
The Ritz, New York
Tickets: \$13.50

AS THE LATEST British-inflected garage-rock band to achieve some degree of hard-earned notoriety and chart placement after years of club gigging, New Jersey's the Smitheereens retained a positively refreshing lack of polish and pretense at this Oct. 17 concert. Fronted by sunken-eyed vocalist/guitarist Pat DiNizio, the group played a set comprising songs from its Enigma debut album, "Especially For You," together with well-chosen filler material.

The show moved comfortably from the album's spare, dryly recitative "Cigarette" to the raw power-punk chording of "Hand Of Glory" and back to the utterly despairing "In A Lonely Place," with DiNizio effectively understating his lyrics with hand gesturing.

The Smitheereens also excelled in the melodic pop department, though the ringing guitars in the catchy "Crazy Mixed-Up Kid" were mixed too high and grated. Other material included an instrumental variation of the "Wipe Out" surf guitar theme (as a lead-in to "Time And Time Again") and a cover of the Who's "The Seeker," which seemed fully within the context of DiNizio's mood and lyrics.

Perhaps to show that their current success won't go to their head, the Smitheereens encored with a pair of odes to favorite burger joints, sung by guitarist Jim Babjak.

JIM BESSMAN

(Continued on next page)



BOXSCORE TOP CONCERT GROSSES

ARTIST(S)	Venue	Date(s)	Gross Ticket Price(s)	Attendance Capacity	Promoter
LIBERACE & THE ROCKETTES DANCING WATERS & ERIC HAMELIN	Radio City Music Hall New York, N.Y.	Oct. 16-Nov. 2	\$2,365,033 \$27.50/\$25/\$22.50/\$20	103,900 123,354	Radio City Music Hall Prods.
LIONEL RICHIE SHEILA E.	Maple Leaf Gardens Toronto, Ontario Canada	Nov. 12-14	\$879,896 (\$1,099,870 Canadian) \$23.50/\$21.50	48,000 three sellouts	Concert Prods. International
KENNY ROGERS T. GRAHAM BROWN	Fox Theatre St. Louis, Mo.	Nov. 14-16	\$485,793 \$29.50/\$12.50	23,325 five sellouts	Fox Concerts Steve Litman
DAVID LEE ROTH CINDERELLA	Lakeland Civic Center Arena Lakeland, Fla.	Nov. 12-13	\$289,029 \$14.50	20,000 two sellouts	Silver Star Prods.
LIONEL RICHIE SHEILA E.	Capital Centre Landover, Md.	Nov. 10	\$276,290 \$17.50	15,788 sellout	Cellar Door Prods.
STEVE WINWOOD LEVEL 42	Madison Square Garden Center New York, N.Y.	Nov. 13	\$275,000 \$19	15,000 sellout	Ron Delsener Enterprises
BILLY JOEL	McNichols Arena Denver, Colo.	Nov. 15	\$266,956 \$17.60/\$16.50/\$15.40	15,712 sellout	Feyline Presents
JOURNEY GLASS TIGER	Greensboro Coliseum Greensboro, N.C.	Nov. 13	\$242,363 \$16	15,148 sellout	Beaver Prods.
NEIL YOUNG & CRAZY HORSE	Pacific Amphitheatre Costa Mesa, Calif.	Nov. 15	\$232,009 \$20.35/\$15	12,691 18,764	Nederlander Organization
PETER GABRIEL USSAU	Capital Centre Landover, Md.	Nov. 11	\$223,839 \$16.50	13,556 15,000	Cellar Door Prods.
STEVIE WONDER	McNichols Arena Denver, Colo.	Nov. 2	\$212,540 \$17.60/\$15.40	12,115 17,344	Feyline Presents
JOURNEY GLASS TIGER	Ovens Auditorium-Charlotte Coliseum Charlotte, N.C.	Nov. 14	\$199,760 \$16	12,485 sellout	Beaver Prods.
JOURNEY GLASS TIGER	Carolina Coliseum Columbia, S.C. Univ. of South Carolina	Nov. 15	\$186,944 \$16	11,684 sellout	Beaver Prods.
MARLBORO COUNTRY MUSIC SHOW GEORGE STRAIT MERLE HAGGARD ALABAMA	Capital Centre Landover, Md.	Nov. 9	\$182,702 \$14/\$12	13,132 sellout	Varnell Ent.
THE OAK RIDGE BOYS THE ALMOST BROTHERS	Front Row Theatre Cleveland, Ohio	Nov. 15-16	\$175,974 \$17.75	9,914 12,784	Front Row Prods.
STEVIE WONDER	Univ. of Nevada at Las Vegas Las Vegas, Nev. Univ. of Nevada at Las Vegas	Oct. 31	\$158,269 \$17.50/\$16	10,103 12,000	Feyline Presents
THE LETTERMEN ED FIALA	Fox Theatre St. Louis, Mo.	Nov. 4-9	\$154,056 \$23.50/\$6.50	10,030 32,655	Fox Concerts Steve Litman
KENNY ROGERS LEE GREENWOOD T. GRAHAM BROWN	Peoria Civic Center Peoria, Ill.	Nov. 8	\$141,699 \$16.50/\$13.50	8,821 11,889	North American Tours
38 SPECIAL BAD COMPANY	McNichols Arena Denver, Colo.	Nov. 7	\$141,196 \$15.95/\$14.85/\$13.75	8,938 17,344	Feyline Presents
THE MONKEES UNION GAP HERMAN'S HERMITS GRASS ROOTS	The Kiel St. Louis, Mo.	Nov. 4	\$138,183 \$16.50/\$15.50	8,728 10,532	Contemporary Prods.
THE MOODY BLUES	McNichols Arena Denver, Colo.	Nov. 16	\$137,544 \$17.05/\$15.95	8,246 9,869	Feyline Presents
NEIL YOUNG & CRAZY HORSE	Arizona State Univ. Tempe, Ariz. Arizona State Univ.	Nov. 14	\$135,531 \$16.50	8,214 sellout	Evening Star Prods.
KENNY ROGERS LEE GREENWOOD T. GRAHAM BROWN	Omaha Civic Arena Omaha, Neb.	Nov. 6	\$130,498 \$16.50/\$13.50	8,265 10,980	North American Tours
THE MONKEES HERMAN'S HERMITS GARY PUCKETT & THE UNION GAP	Univ. of Toledo, Centennial Hall Toledo, Ohio Univ. of Toledo	Nov. 14	\$124,292 \$14	8,964 sellout	Belkin Prods.
FREDDIE JACKSON MELI'SA MORGAN LEVERT	Constitution Hall Washington, D.C.	Nov. 16	\$122,174 \$18.50	6,604 6,890	First Class Dimensions United PACE Concerts William Garrison
CHICAGO	St. Paul Civic Center St. Paul, Minn.	Nov. 15	\$118,338 \$16.50	7,831 sellout	Contemporary Presentations
MIDNIGHT STAR READY FOR THE WORLD DOUG E. FRESH ORAN 'JUICE' JONES	San Diego Sports Arena San Diego, Calif.	Nov. 8	\$113,624 \$14	8,116 10,000	Lewis Grey Attractions
THE MOODY BLUES	Lawlor Events Center Reno, Nev. Univ. of Nevada, Reno	Nov. 11	\$111,216 \$16	6,951 9,200	Bill Graham Presents
FREDDIE JACKSON MELI'SA MORGAN LEVERT	Mosque Auditorium & Theatre Richmond, Va.	Nov. 14	\$105,958 \$15.50	6,836 two sellouts	First Class PACE Concerts William Garrison
THE MOODY BLUES	Arco Arena Sacramento, Calif.	Nov. 12	\$93,155 \$16.50	6,010 9,200	Bill Graham Presents
JIMMY BUFFETT & THE CORAL REEFER BAND	West Palm Beach Auditorium West Palm Beach, Fla.	Nov. 13	\$91,018 \$17.50	5,385 6,098	Cellar Door Prods.
THE OAK RIDGE BOYS THE ALMOST BROTHERS	Valley Forge Music Fair Devon, Pa.	Nov. 14	\$90,941 \$16	5,838 5,864	in-house
CHICAGO	Iowa State Center, Hilton Coliseum Ames, Iowa Iowa State Univ.	Nov. 14	\$90,435 \$15	6,506 9,000	Contemporary Presentations
NEIL YOUNG & CRAZY HORSE	Frank Erwin Center Austin, Texas Univ. of Texas, Austin	Nov. 9	\$89,729 \$16.50/\$15.50	5,716 7,200	in-house PACE Concerts
FREDDIE JACKSON MELI'SA MORGAN LEVERT	Hampton Coliseum Hampton, Va.	Nov. 15	\$88,704 \$14	6,336 sellout	First Class Partytime PACE Concerts
THE MONKEES HERMAN'S HERMITS GARY PUCKETT & THE UNION GAP	Wings Stadium Kalamazoo, Mich.	Nov. 15	\$81,930 \$15	5,462 6,200	Brass Ring Prods.

Copyrighted and compiled by Amusement Business, a Billboard Publications, Inc. publication. Boxscores are compiled every Tuesday and should be submitted to Renee Noel in Nashville at (615) 748-8138; Linda Deckard in Los Angeles at (213) 859-5338; or Melinda Newman in Chicago at (312) 236-2085.

PUBLICITY PRINTS

Lithographed On Heavy Gloss Stock
BLACK & WHITE 8x10's
500 - \$60.00 1000 - 85.00
COLOR
1000 - \$388.00

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

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

Send For Catalog & Samples

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

19,200 SEATS



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

TALENT IN ACTION

(Continued from preceding page)

THE RAMONES
THE CHESTERFIELD KINGS
The Ritz, New York
Tickets: \$12.50

BASICALLY, WHEN YOU'VE seen one Ramones show, you've seen 'em all. But that's not a criticism: It's the New York "bruders" primal three-chord blitzkrieg rock'n'roll that has kept them an underground favorite for more than 10 years. As long as Joey, Johnny, Dee Dee, and Richie Ramone continue to crank out the same no-frills protopunk they almost single-handedly invented, they can count on packed houses like the one for this Nov. 7 show.

Some might wonder why the Ramones still bother to record new albums, however, given that this greatest-nonhits performance differed little from the sets the band was playing a decade ago. From "Teenage Lobotomy" to "I Wanna Be Sedated" to "Rock & Roll High School," the Ramones' hour-plus set offered no real surprises. The group's latest Sire album, "Animal Boy," might as well not exist as far as the Ramones were concerned.

If there is any difference between the Ramones '76 and the Ramones '86, though, it is the loose playfulness given the songs. The Johnny-Richie-Dee Dee anchor was as stark and sharp as the white-hot lights under which the band performed, but singer Joey improvised some, almost scating the words at times. Still, there are only so many ways one can phrase lines like "Slugs and snails are after me/DDT keeps me happy/Now I guess I'll have to tell 'em/That I got no cerebellum."

Opening the show were Rochester, N.Y.'s Chesterfield Kings, who proffered a pre-Ramones punk form rooted in the circa-'66 fuzz-box rock of groups like the

Seeds, the Chocolate Watch Band, and other, more obscure acts. Visually, the Kings resembled the early Stones, adding some of the Chess Records r&b style that inspired that group. The Kings have been around for about eight years, and although the Ramones' audience didn't fully appreciate their set here, they delivered a rave-up that was, in its own way, as powerful and chaotic as that of the headliners.

JEFF TAMARKIN

GARY MORRIS
NANCI GRIFFITH
The Bottom Line, New York
Tickets: \$10

GARY MORRIS MUST be given credit for performing the second set of this underpromoted date with only the slightest hint of bitterness: Seemingly half of the small audience was composed of his agents and record company supporters. Morris also won points for throwing in earlier material not included in the first show for the benefit of those who stayed for both performances.

Most of all, though, Morris scored for his deliberate yet never stiff readings of big country hits like "I'll Never Stop Loving You" and "Wind Beneath My Wings" as well as a healthy portion of his latest Warner Bros. album, "Plain Brown Wrapper." Highlighting the new work was a slowed-down version of "Honeycomb"—his most recent single—and a delicately shaded cover of "Today I Started Loving You Again."

The late-show crowd was also treated to "Sweet Monica," the tune he wrote and sang last year on the television series "The Colbys," and, in a stunning surprise, a few a cappella lines from the first-act aria of "La Boheme," in which he starred two years ago here opposite Linda Ronstadt.

Opening the show was contemporary folk-country artist Nanci Griffith, who sang with an Emmylou Harris-toned soprano that she lowered when necessary into June Carter Cash throatiness. The Philo/Rounder singer, recently signed to MCA, should easily find a spot in the current back-to-traditional-country-music trend.

JIM BESSMAN

WATTS

(Continued from page 21)

cropped '70s hairstyle, says that "Live At Fulham" contains big band standards that were chosen to bring out the best mixture of the orchestra members' styles as well as to put them in novel playing situations. "They're straight arrangements, most of them, but it's the players who are important," says Watts.

While excited about his upcoming U.S. live dates, Watts says, "I can't get behind the hype [of an album release]. I'm glad CBS is distributing the record, since most great jazz records you can't even find. But I've never had eyes on

BY JEAN ROSENBLUTH
NEW YORK Throughout the decade he has been making psychedelic pop records, England's Robyn Hitchcock has remained largely unknown in the U.S. to all but a cult following. The independent label Relativity is hoping to change all that with the release through mid-1987 of nine Hitchcock albums: his latest record with his band the Egyptians, "Element Of Light"; a compilation of previously unreleased material; and the first

'I'd rather promote myself than have someone else do it because I believe in the product'

domestic pressings of four albums with his late-'70s group, the Soft Boys, and three solo records.

Hitchcock is helping his cause with a four-week tour of the U.S. (an invitation to open R.E.M.'s tour had to be turned down because "Element Of Light" was not yet finished), a series of in-store appearances, a relentless schedule of interviews, and even a few fashion spreads. In addition to co-producing the new album, he wrote one of its accompanying press releases and has co-directed a video, "Raymond Chandler Evening," from it, which has just been put in rotation on MTV.

"I'd rather promote myself than have somebody else do it because I believe in the product," says Hitchcock. "When it comes down to some schmuck going, 'Get down to Tower Records and get the new, fabulous Robyn Hitchcock & the Egyptians album—it's wacko, it's sick, it's British,' I think that's pretty bad."

The Egyptians recently evolved into a trio—Hitchcock, who sings and plays guitar; bassist Andy Metcalfe; and drummer Morris Windsor—with the departure of keyboardist Roger Jackson, the

only member of the band who was not a Soft Boy. "It was like grafting the limb of a pear tree onto an apple tree," says Hitchcock. "It can make it more interesting, but often it doesn't work."

Hitchcock also recently parted company with longtime on-again-off-again manager Richard Bishop. "We're running ourselves in a little consortium now," says Hitchcock. "I would like to have a manager, but they've got to understand you. The strong, effective ones, the ones that would be out there hustling on your behalf, would probably be hustling you to make all the changes you didn't want to. I am a long-term investment to myself and my friends, not someone who is made to dress up and do the dog."

Despite his determination to make it big—or at least bigger—in the U.S., Hitchcock is decidedly blasé about his music. He is co-authoring a novel, would like to have an exhibition of drawings (he drew the cover for "Gotta Let This Hen Out!" a live album with the Egyptians released last year), and hopes someday to write the screenplay to a "sort of" B-movie.

"I've made hundreds of records," he says. "It's just a matter of bringing them more into the sunlight. I'm not tired of music, but there's all the other things I ought to do."

YACHTS AT SEA
USE IT AS A LANDMARK.
Eight nautical miles from Coconut Grove you see its sweeping profile.
Up close, you are struck by the cascade of garden terraces. The flare of Liberman's sculpture "Windward."
The polished cobble entry to Old World graciousness within. And REGINE'S above.
The Grand Bay. Make it your landmark in Miami.

GRAND BAY HOTEL
WE MASTER THE DETAILS

2669 S. Bayshore Drive, Coconut Grove, Miami, FL 33133 (305) 856-9600.
The Grand Bay, A CIGA International Hotel including: Royal Monceau, Paris; Hotel Excelsior & Le Grand, Rome; Griffl Palace & Hotel Daniell, Venice; Principe & Savoia, Milan; Hotel Excelsior, Florence. For reservations 800-221-2340; NYC (212) 935-9540; Toronto Zenith 71060



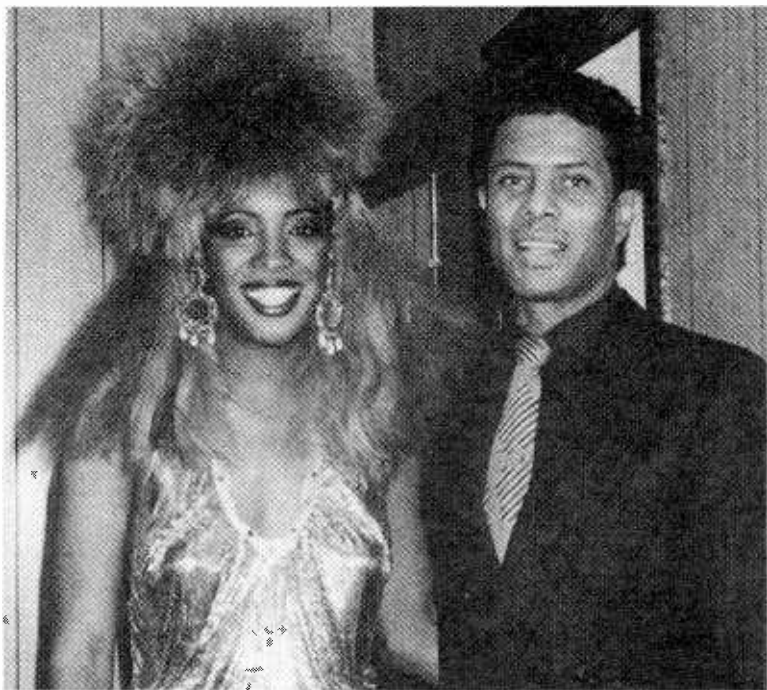
The Nightmare Returns. Alice Cooper recently returned to the road for concerts to support his debut MCA album, "Constrictor." Accompanied by his snake, the master of rock horror is touring with a typically spectacular stage show that includes his famous guillotine routine. (Photo: David Plastik)

Everybody's Special!

(800) 521-5946
(313) 541-1140
Telex: 756914 Nalpac Ltd UD

Find out why the leader in advertising and promotional specialty items sells so many custom mugs, shirts, hats, sunglasses, and other imprinted items. Let us assist you in developing a personalized program designed to promote your business. Here's an idea... buy and sell your own "private label" item. Call us now to talk about the many items available to carry your advertising message into the marketplace.

NALPAC LTD
We Are The Competition
8700 Capital
Oak Park, MI 48237



Love Couple. Two of the year's most successful new artists, Capitol's Meli's Morgan and Columbia's Gregory Abbott, met recently backstage at a Freddie Jackson concert at the Westbury Music Fair in New York.

Rush, Atlantis Work Hand In Glove

Melding Management, Video-Making

BY NELSON GEORGE

NEW YORK Does black management make a difference in the record industry? Advocates of black management claim that it means black vendors are given a fairer opportunity to compete in white-dominated areas. As evidence, they could cite the field of music video, where there definitely has been a relationship between black management and the use of black video production companies.

Los Angeles-based video makers Bill Parker and Peter Allen benefited from working with the Solar acts signed to Dick Griffey. Eric Meza's Meza Movies of New York has shot many videos for Rush Productions, including Freddie Jackson's first three clips. A good illustration of the relationship between black management and black video production is the association of At-

lantis Video and Rush Productions management.

In the last few months, Atlantis has done videos for Def Jam/Columbia's Oran "Juice" Jones ("You Can't Hide From Love," "The Rain"), Jive/Arista's Whodini ("One Love"), and Def Jam/Columbia's

to crack the music video field. His first venture was a conceptual video about the Run-D.M.C. song "King Of Rock," which he took to Profile Records. The label rejected that piece but agreed to Hudson's proposal that "I would invest \$1,500 of my money into a video of Dana Dane's 'Nightmare' rap if they'd put up the other half," he says.

Hudson met Gibson at the offices of Rush Productions, where both had been trying to hustle video assignments. Hudson asked Gibson to help with the Dana Dane shoot. Working within the \$3,000 budget, they shot part of the video at a loft that was then doubling as Simmons' apartment and Rush Productions' offices. Another section was shot at the Lower East Side club the World, where their partnership was solidified. In the midst of the shot (and a sudden snowstorm) the World tried to kick them out, they say. While Hudson continued working, Gibson battled with the World's management, buying time for the shot to be completed.

That trial by fire led to the formation of Atlantis earlier this year. Since that time the Gibson-Hudson team has graduated to bigger budgets: \$26,000 for "You Can't Hide From Love" and \$35,000 for "The Rain" and "One Love."

"When you work on budgets that small, you have to be more creative than the company that has more money if you are going to do quality work," says Gibson. Currently, Hudson is shooting a video for the EMI America vocal group Ray, Goodman & Brown, while Gibson is supervising preproduction on a Millie Jackson video for Jive.

Simmons' confidence in the team has led him to hire Gibson as an assistant director on the Run-D.M.C. film "Tougher Than Leather," now being shot in New York, and to commit to using them on a proposed Oran "Juice" Jones film, "Juice Of Spades."

'When you work on budgets that small, you have to be more creative'

Tashan ("Chasing A Dream"), all of whom are signed to Russell Simmons' street-oriented management company, Rush Productions.

Simmons, who also manages Run-D.M.C., LL Cool J, and many other young New York-based acts, praises Atlantis "for helping solidify the image of Juice and giving Whodini a new direction. In 'The Rain' video, Juice was hard, real hard. That was just the way he should be. Whodini was presented, not just as rappers, but as young men talking about their experiences with women. That was just right for the image we have for them," Simmons says.

Atlantis Productions is a partnership between producer Pam Gibson and director Rolando Hudson. Gibson, who once produced talk shows for New York's WBSL, has worked as an audiovisual specialist for the McCann-Erickson advertising agency and as an assistant producer on many commercial shoots. Her entry into the music video field came via a low-budget video for hip-hop DJ MC Shand and work on an aborted rap documentary.

Hudson, who has a full-time job at Lorne Michaels' Broadway Video Inc., did most of his work in the postproduction area before trying

THE RHYTHM & THE BLUES

by Nelson George



A FEW YEARS AGO, what is now the black music chart was called the soul music chart. That was fine in 1966. Maybe it was OK even in 1975. But by 1978, soul as a musical style was in deep decline, while disco, funk, and a less soulful style of black music that this columnist calls black pop were in ascension. When I joined Billboard four years ago, one of the first topics of conversation was changing the title of this section. By 1982, there was no question in anybody's mind that "soul" was hopelessly outdated for a chart full of Prince, Rick James, Donna Summer, etc. Yes, they tapped into soul music. But in most other ways they reflected the many post-soul styles of music emanating from the black communities of America.

The next question was, "Well, what should we call it?" The opinion of those polled in the black music business and of this writer was that "black" was the best term. The response to Joe Shamwell's Commentary (Billboard, Nov. 1) in support of "black" as a descriptive term for use in the music and radio industries indicates that there are many who disagree.

The reasoning behind the "black" designation is very simple:

- Ninety-five percent of the artists on the black chart are, in fact, black.
- The overwhelming majority of the music sold on that chart starts with black record buyers.
- Whether you call it urban or black radio, the overwhelming majority of people who listen to such stations are black.
- This music, be it rap or Anita Baker/Sade-styled retronuevo or Cameo's funk, is created primarily by black musicians who borrow from previous black music traditions.
- There is no question that Phil Collins, George Michael, and Nu Shooz are, unashamedly, making music based on black music. The white artists who make the black charts are those with material closest to the rhythmic and thematic traditions of black music.

A neutral term like "urban contemporary" is a good marketing ploy. So is "crossover." But the realities of the marketplace and the history of the music demand

a more straightforward declaration. Using "black" as an all-encompassing term in Billboard is just such a declaration. It is not done to be offensive, though sometimes reality is. As Run-D.M.C. says on its "Raising Hell" album, "I'm proud to be black, y'all."

SHORT STUFF: Veteran soul singer Luther Ingram has a single on Profile Records called "Baby Don't Go Too Far." A self-titled album is set to follow. The Ingram signing is one of Profile's first significant moves into nonrap r&b... Look for two royal rappers, Millie Jackson and Oran "Juice" Jones, working together on dates through the end of the month...

In light of Bruce Springsteen's cover, Motown has just reissued Edwin Starr's version of the Norman Whitfield/Barratt Strong classic

"War." On the B side is Starr's Whitfield/Strong-penned follow-up, "Stop The War Now" ... MCA's Jets are being marketed to the state-fair market by their management, the Good Music Agency.

Albert Collins' 13th Alligator album, "Cold Snap," has just hit the street. On Dec. 7 he'll play the Apollo with B.B. King, and one hopes the two blues guitar masters will hook up for a jam session... "Love Illogical" is the latest quality single from Skyy's diverse "From The Left Side" album on Capitol... Bobby "Blue" Bland's "After All" is another solid package by one of the most consistent blues vocalists. There is a characteristically supple interpretation of Jerry Butler's "I Stand Accused" and a tasty traditional blues song, "Walkin' & Talkin' & Singin' The Blues," which gives co-writing credit to "Mr. Promotion" Dave Clark... Warner Bros. has just made a smart move. It has released a single of the title track from Miles Davis' "Tutu" album. The Marcus Miller song has already garnered considerable black airplay, and this single should encourage more. Moreover, a 12-inch remix of "Tutu" and some of the other cuts from the album (for instance, "Half Nelson") would contribute to the process of introducing Davis to an audience that needs to be aware of this album and his contribu-

(Continued on next page)

How—and why—this section got its name

FOR WEEK ENDING NOVEMBER 29, 1986

Billboard HOT BLACK SINGLES ACTION

RADIO MOST ADDED

97 REPORTERS				NEW	TOTAL
				ADDS	ON
LUTHER INGRAM	BABY DON'T GO TO FAR	PROFILE		31	31
RAY, GOODMAN & BROWN	TAKE IT TO THE LIMIT	EMI		24	40
ARETHA FRANKLIN	JIMMY LEE	ARISTA		23	65
MELBA MOORE	FALLING	CAPITOL		22	40
GEORGE BENSON	SHIVER	WARNER BROS		21	64

Radio Most Added is a weekly national compilation of the five records most added to the playlists of the radio stations reporting to Billboard. Retail Breakouts is a weekly national indicator of those records with significant future sales potential based on initial market reaction at the retailers and one-stops reporting to Billboard. The full panel of 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.

RETAIL BREAKOUTS

125 REPORTERS				NUMBER
				REPORTING
MIKI HOWARD	COME SHARE MY LOVE	ATLANTIC		19
KLYMAXX	SEXY	CONSTELLATION		18
VESTA WILLIAMS	ONCE BITTEN TWICE SHY	A&M		17
GWEN GUTHRIE	OUTSIDE IN THE RAIN	POLYDOR		16
GRACE JONES	I'M NOT PERFECT	MANHATTAN		16

© Copyright 1986 by 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.

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	TASTY LOVE	FREDDIE JACKSON	1
2	7	LOVE WILL CONQUER ALL	LIONEL RICHIE	2
3	6	CRAZAY	JESSE JOHNSON (FEATURING SLY STONE)	3
4	4	NAIL IT TO THE WALL	STACY LATTISAW	9
5	9	GOIN' TO THE BANK	COMMODORES	4
6	8	HOT! WILD! UNRESTRICTED! CRAZY LOVE!	MILLIE JACKSON	10
7	14	LOVE YOU DOWN	READY FOR THE WORLD	6
8	3	HUMAN	THE HUMAN LEAGUE	14
9	12	DON'T THINK ABOUT IT	ONE WAY	5
10	5	SHAKE YOU DOWN	GREGORY ABBOTT	18
11	2	A LITTLE BIT MORE	MELBA MOORE & FREDDIE JACKSON	19
12	15	TALK TO ME	CHICO DEBARGE	7
13	18	YOU BE ILLIN'	RUN-D.M.C.	15
14	10	WORD UP	CAMEO	28
15	21	CAUGHT UP IN THE RAPTURE	ANITA BAKER	12
16	24	VICTORY	KOOL & THE GANG	8
17	23	IKE'S RAP/HEY GIRL	ISAAC HAYES	17
18	28	GIRLFRIEND	BOBBY BROWN	11
19	19	KISS AWAY THE PAIN	PATTI LABELLE	13
20	16	I'M CHILLIN'	KURTIS BLOW	22
21	25	LET'S GO OUT TONIGHT	LEVERT	16
22	30	UNFAITHFUL SO MUCH	FULL FORCE	20
23	33	CONTROL	JANET JACKSON	21
24	11	CRACK KILLED APPLEJACK	GENERAL KANE	35
25	31	LOVE IS FOREVER	BILLY OCEAN	23
26	13	JEALOUSY	CLUB NOUVEAU	38
27	17	I'M FOR REAL	HOWARD HEWETT	44
28	34	AS WE LAY	SHIRLEY MURDOCK	29
29	—	IT'S THE NEW STYLE	BEASTIE BOYS	39
30	20	JUMPIN' JACK FLASH	ARETHA FRANKLIN	49
31	26	LADY SOUL	THE TEMPTATIONS	52
32	35	SPLIT PERSONALITY	UTFO	50
33	—	ONCE BITTEN TWICE SHY	VESTA WILLIAMS	26
34	—	SUMMERTIME, SUMMERTIME	NOCERA	47
35	—	ONCE IN A LIFETIME GROOVE	NEW EDITION	27
36	—	FACTS OF LOVE	JEFF LORBER FEATURING KARYN WHITE	25
37	22	GRAVITY	JAMES BROWN	57
38	29	OLD FRIEND	PHYLLIS HYMAN	53
39	32	CAN'T WAIT ANOTHER MINUTE	FIVE STAR	61
40	36	THE RAIN	ORAN "JUICE" JONES	75

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT BLACK POSITION
1	1	TASTY LOVE	FREDDIE JACKSON	1
2	2	LOVE WILL CONQUER ALL	LIONEL RICHIE	2
3	3	CRAZAY	JESSE JOHNSON (FEATURING SLY STONE)	3
4	4	DON'T THINK ABOUT IT	ONE WAY	5
5	5	TALK TO ME	CHICO DEBARGE	7
6	7	LOVE YOU DOWN	READY FOR THE WORLD	6
7	6	GOIN' TO THE BANK	COMMODORES	4
8	9	GIRLFRIEND	BOBBY BROWN	11
9	10	VICTORY	KOOL & THE GANG	8
10	11	CAUGHT UP IN THE RAPTURE	ANITA BAKER	12
11	20	STOP TO LOVE	LUTHER VANDROSS	24
12	15	LET'S GO OUT TONIGHT	LEVERT	16
13	18	CONTROL	JANET JACKSON	21
14	12	KISS AWAY THE PAIN	PATTI LABELLE	13
15	14	UNFAITHFUL SO MUCH	FULL FORCE	20
16	16	FACTS OF LOVE	JEFF LORBER FEATURING KARYN WHITE	25
17	19	IKE'S RAP/HEY GIRL	ISAAC HAYES	17
18	21	ONCE IN A LIFETIME GROOVE	NEW EDITION	27
19	22	ONCE BITTEN TWICE SHY	VESTA WILLIAMS	26
20	26	LOVE IS FOREVER	BILLY OCEAN	23
21	24	YOU BE ILLIN'	RUN-D.M.C.	15
22	27	EVEN WHEN YOU SLEEP	THE S.O.S. BAND	34
23	25	SEXY	KLYMAXX	30
24	31	I'M NOT PERFECT (BUT I'M PERFECT FOR YOU)	GRACE JONES	32
25	28	TIGHT FIT	CHAKA KHAN	31
26	32	COME SHARE MY LOVE	MIKI HOWARD	33
27	13	HOT! WILD! UNRESTRICTED! CRAZY LOVE!	MILLIE JACKSON	10
28	33	SOMEONE	EL DEBARGE	36
29	8	NAIL IT TO THE WALL	STACY LATTISAW	9
30	39	MISUNDERSTANDING	JAMES (D TRAIN) WILLIAMS	41
31	34	AS WE LAY	SHIRLEY MURDOCK	29
32	35	GOLDMINE	THE POINTER SISTERS	37
33	30	I'M CHILLIN'	KURTIS BLOW	22
34	40	WHEN YOU LOVE SOMEONE	MAZE FEATURING FRANKIE BEVERLY	42
35	38	PRECIOUS, PRECIOUS	KRYSTOL	40
36	—	JIMMY LEE	ARETHA FRANKLIN	45
37	—	SHIVER	GEORGE BENSON	43
38	17	HUMAN	THE HUMAN LEAGUE	14
39	29	SHAKE YOU DOWN	GREGORY ABBOTT	18
40	—	WHERE DID WE GO WRONG?	THE MANHATTANS (WITH REGINA BELL)	46

©Copyright 1986, 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
MCA (9)	10
Constellation (1)	
COLUMBIA (5)	8
Def Jam/Columbia (2)	
Def Jam (1)	
ATLANTIC (4)	7
21 Records (1)	
Omni (1)	
Omni/Atlantic (1)	
CAPITOL	7
ELEKTRA (5)	6
Solar (1)	
EPIC (4)	6
Scotti Bros. (1)	
Tabu (1)	
MANHATTAN (4)	6
P.I.R. (2)	
MOTOWN (3)	6
Gordy (3)	
WARNER BROS.	6
POLYGRAM	5
Mercury (2)	
Polydor (2)	
Atlanta Artists (1)	
RCA (3)	5
Jive/RCA (1)	
Total Experience (1)	
A&M (3)	4
Virgin (1)	
ARISTA (2)	4
Jive (2)	
MACOLA	2
Palass (1)	
Tuxedo (1)	
PROFILE	2
EMI-AMERICA	1
EDGE	1
FAST FIRE	1
After Five (1)	
ICHIBAN	1
ISLAND	1
4th & B'Way/Island (1)	
MALACO	1
MUSIC SPECIALISTS	1
Jam Packed (1)	
POSSE	1
POW WOW	1
RENDEZVOUS	1
SELECT	1
SLEEPING BAG	1
SOURCE	1
SUPERTRONICS	1
TOMMY BOY	1
TRIPLE T	1
After Five (1)	

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

TITLE	(Publisher - Licensing Org.)	Sheet Music Dist.
72 2 THE LIMIT	(Baby Beck, ASCAP)	
29 AS WE LAY	(Troutman's, BMI/Saja, BMI)	
93 BABY DON'T GO TOO FAR	(MCA, ASCAP)	
48 BIG FUN	(Temp Co., BMI)	
61 CAN'T WAIT ANOTHER MINUTE	(Ensign, BMI/Boomers Mothers, BMI/Naked Prey, BMI) CPP	
12 CAUGHT UP IN THE RAPTURE	(WB, ASCAP/DQ, ASCAP/Silver Sun, ASCAP)	
66 C'EST LA VIE	(MCA, ASCAP/Aig, ASCAP/Bug, BMI)	
65 CHOCOLATE LOVER	(Billion/Burnt Out, BMI)	
33 COME SHARE MY LOVE	(Warner-Tamertane, BMI/Buffalo Factory, BMI)	
21 CONTROL	(Flyte Tyme, ASCAP)	
35 CRACK KILLED APPLEJACK	(Jobete, ASCAP) CPP	
3 CRAZAY	(Shockadelica, ASCAP/Almo, ASCAP) CPP/ALM	
69 CURIOSITY	(Def Jam, ASCAP)	
82 DO YOU WANT IT BAD ENUFF	(Glasshouse, BMI/Irving, BMI)	
85 DON'T LOOK BACK	(MCA, ASCAP/Unicity, ASCAP/Right By The Sea, ASCAP/Nelana, BMI)	
5 DON'T THINK ABOUT IT	(Duchess, BMI/Perk's, BMI)	
98 DOWN AND COUNTING	(Pending)	
56 ERIC B. IS PRESIDENT	(Robert Hill, BMI)	
34 EVEN WHEN YOU SLEEP	(Flyte Tyme, ASCAP/Avant Garde, ASCAP)	
25 FACTS OF LOVE	(Music Corp. Of America, BMI/Bayjun Beat, BMI)	
67 FALLING	(Rightson, BMI/Franne Golde, BMI/Gene McFadden, BMI/Summa, BMI)	
64 FLAME OF LOVE	(WB, ASCAP/Silver Sun, ASCAP/DQ, ASCAP)	
11 GIRLFRIEND	(Kamalar Music/Let's Shine Music/Clinton St. Publishing)	
4 GOIN' TO THE BANK	(Tuneworks, BMI/Franne Gee, BMI/Rightson, BMI/Nonpareil, ASCAP/Careers, BMI) CPP	
37 GOLDMINE	(Nonpareil, ASCAP/Broozertoones, BMI) CPP	
59 GOOD COMBINATION	(WB, ASCAP/Peabo, ASCAP/Almo, ASCAP/Keecho, ASCAP) CPP/ALM	
80 GOOD FRIEND	(Mycenae, ASCAP)	
57 GRAVITY	(April, ASCAP/Second Nature, ASCAP/Blackwood, BMI/Janiceps, BMI) CPP/ABP	
58 GROWING UP	(Zomba, ASCAP)	
68 HEAT STROKE	(Max, ASCAP/Leosun, ASCAP)	
95 HOLD ON	(Arrival, BMI)	
10 HOT! WILD! UNRESTRICTED! CRAZY LOVE!	(Willesden, BMI)	
14 HUMAN	(Flyte Tyme, ASCAP)	
81 I KNOW YOU LOVE ME	(Specialists, BMI)	
62 I WANNA KNOW YOUR NAME	(Mighty Three, BMI)	
86 (I WANNA) MAKE LOVE TO YOU	(Pending)	
91 I WISH YOU WERE HERE	(WB, ASCAP/Future Shock, ASCAP/Kip Teez, ASCAP/La Salas, ASCAP)	
17 IKE'S RAP/HEY GIRL	(Super Blue, BMI)	
22 I'M CHILLIN'	(Kuwa, ASCAP/Hugabut, ASCAP)	
44 I'M FOR REAL	(WB, ASCAP/E/A, ASCAP/Make It Big, ASCAP/Clarke, BMI)	
32 I'M NOT PERFECT (BUT I'M PERFECT FOR YOU)	(Bruce Wooley, ASCAP/April, ASCAP/Grace Jones, ASCAP/Deshuffin, ASCAP) CPP/ABP	
39 IT'S THE NEW STYLE	(Def Jam, ASCAP)	
38 JEALOUSY	(Jay King IV, BMI)	
45 JIMMY LEE	(Gratitude Sky, ASCAP/When Words Collide, BMI/Bellboy, BMI)	
77 JOYRIDE	(Mchoma, BMI)	
49 JUMPIN' JACK FLASH	(Abkco, BMI) CPP	
13 KISS AWAY THE PAIN	(Mersey Kersey, BMI/L'il Mama, BMI)	
52 LADY SOUL	(Dream Dealers, ASCAP/Buchu, ASCAP/Arista, ASCAP) CPP	
71 LAST NIGHT I NEEDED SOMEBODY	(Downstairs, BMI/C'Index, BMI)	
16 LET'S GO OUT TONIGHT	(Trycot, BMI/Fernciff, BMI)	
19 A LITTLE BIT MORE	(Bush Burnin', ASCAP/Gene McFadden, BMI/Su-ma, BMI/Careers, BMI) CPP	
23 LOVE IS FOREVER	(Zomba, ASCAP)	
2 LOVE WILL CONQUER ALL	(Brockman, ASCAP/Dyad, BMI/Poopy's, ASCAP) CPP/CLM	
6 LOVE YOU DOWN	(Ready For The World, BMI/Excalibur Lace, BMI/Trixie Lou, BMI)	
100 THE MIDAS TOUCH	(Hip Trip, BMI/Midstar, BMI) CPP	
41 MISUNDERSTANDING	(Huemar, BMI/Blackwood, BMI) CPP/ABP	
9 NAIL IT TO THE WALL	(Jobete, ASCAP/Perfect Punch, BMI) CPP	
63 A NIGHT TO REMEMBER	(Sloopus, BMI/Golden Horizon, BMI) CPP	
53 OLD FRIEND	(Bellboy, BMI/De Creed, BMI)	
26 ONCE BITTEN TWICE SHY	(Vesta Seven, ASCAP/Almo, ASCAP/Sir Gant, BMI) CPP/ALM	
27 ONCE IN A LIFETIME GROOVE	(House Of Champions, ASCAP/April, ASCAP/MGM-UA, ASCAP) CPP/ABP	
89 "OOPS, OH NO"	(Palass, BMI/MCA, ASCAP/Honey Music, ASCAP)	
51 OUTSIDE IN THE RAIN	(Colgoms-EMI, ASCAP/Lem-Thom, ASCAP)	
92 PASSION AND PAIN	(Julie Moosekick, BMI/Jaasu, BMI)	
40 PRECIOUS, PRECIOUS	(Alexandra Kee, BMI/Aujourd'Hui, BMI)	
90 PROVE ME RIGHT	(Rashida, BMI/Nelana, BMI/Write By The Sea, ASCAP/Yellowbrick Road, ASCAP)	
75 THE RAIN	(Def Jam, ASCAP)	
60 SERIOUS	(Triage, BMI/Living Disc, BMI)	
30 SEXY	(Spectrum VII, ASCAP/Klymaxx, ASCAP) CPP	
18 SHAKE YOU DOWN	(Charles Family, BMI/Alli Bee, BMI/Grabbitt, BMI)	
43 SHIVER	(Gratitude Sky, ASCAP/Bellboy, BMI)	
94 SLOW DOWN	(MCA, ASCAP/Brampton, ASCAP/Virgin, ASCAP)	
36 SOMEONE	(Noted For The Record, ASCAP/MCA, ASCAP/Music Corp. Of America, BMI)	
96 SOMEONE LIKE YOU	(Philly World, BMI)	
50 SPLIT PERSONALITY	(ADRA, BMI/Kadoc/Mokojumbi, BMI/Willesden, BMI)	
70 STAY	(Little Tanya, BMI/MCA, ASCAP)	
24 STOP TO LOVE	(April, ASCAP/Uncle Ronnie's, ASCAP/Dillard, BMI) CPP/ABP	
47 SUMMERTIME, SUMMERTIME	(Washinwear, BMI/Beach House, ASCAP)	
78 SUNSHINE LADY	(Malaco, BMI/Backlog, BMI)	
73 TAKE IT TO THE LIMIT	(Bush Burnin', ASCAP/Khari International, ASCAP)	
7 TALK TO ME	(Music Corp. Of America, BMI/Franne Gee, BMI/Rightson, BMI/Del Zorro, ASCAP/Summa-Booma, ASCAP)	
1 TASTY LOVE	(Bush Burnin', ASCAP)	
54 TELL ME WHAT I GOTTA DO	(Music Corp. Of America, BMI/Young Millionaire's Club, BMI/Noted For The Record, ASCAP/Avodah, ASCAP)	
74 TENDERONI	(Almo, ASCAP/Crimisco, ASCAP/Music Corp. Of America, BMI/Ziggurat, BMI)	
31 TIGHT FIT	(April, ASCAP/Blackwood, BMI/Henry Suemay, BMI) CPP/ABP	
76 TOO MUCH IS NEVER ENOUGH	(Little Ebony Sam, BMI/Spider Daddy, BMI)	
87 TWO PEOPLE	(WB, ASCAP/Almo, ASCAP/Myaxe, PRS/Good Single, PRS) CPP/ALM	
99 TYPICAL MALE	(WB, ASCAP/Almo, ASCAP/Myaxe, PRS/Good Single, PRS) CPP/ALM	
20 UNFAITHFUL SO MUCH	(Forceful, BMI/Willesden, BMI)	
88 U-TURN	(A.Naga, BMI)	
8 VICTORY	(Delightful, BMI)	
42 WHEN YOU LOVE SOMEONE	(Amazement, BMI)	
46 WHERE DID WE GO WRONG?	(Abkco, BMI/Ashtray, BMI)	
84 WHOPPIT	(Sand Box, ASCAP/Hamilton, ASCAP)	
28 WORD UP	(All Seeing Eye, ASCAP/PolyGram, ASCAP/Better Days, BMI/PolyGram Songs, BMI)	
15 YOU BE ILLIN'	(Protoons, ASCAP/Rush Groove, ASCAP)	
83 YOU BRING ME UP	(Bullion, BMI/Burnt Out, BMI)	
79 YOU GOT IT ALL	(Holmes Line, ASCAP)	
97 YOU GOT THE LOVE	(Tri-She, BMI/Light & Sound, ASCAP/Berach, ASCAP)	
55 YOU'RE MY FIRST, MY LAST, MY EVERYTHING	(Sa-vette, BMI/Six Continents, BMI/Unichappell, BMI)	

SHEET MUSIC AGENTS

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

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

HOT DANCE/DISCO

©Copyright 1986, 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.

CLUB PLAY					
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE Compiled from a national sample of dance club playlists. LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	2	4	8	★★ NO. 1 ★★ I CAN'T TURN AROUND (REMIX) RCA 5702-1-RD 1 week at No. One	J.M. SILK
2	5	7	8	WORLD DOMINATION (REMIX) MCA 23671	◆ THE BELLE STARS
3	1	3	9	DON'T LEAVE ME THIS WAY MCA 23665	◆ THE COMMUNARDS
4	6	12	6	BRAND NEW LOVER EPIC 49-05965	◆ DEAD OR ALIVE
5	8	13	7	MORE THAN PHYSICAL (REMIX) LONDON 886 080-1/POLYGRAM	◆ BANANARAMA
6	10	14	6	TRUE BLUE (REMIX) SIRE 0-20533/WARNER BROS.	◆ MADONNA
7	9	10	9	SOMEBODY (REMIX)/THE RED, RED GROOVY ATLANTIC 0-86771	BRILLIANT
8	14	23	4	EVERYBODY HAVE FUN TONIGHT (REMIX) GEFLEN 0-20551/WARNER BROS.	◆ WANG CHUNG
9	17	28	3	MUSIQUE NON STOP WARNER BROS. 0-20549	◆ KRAFTWERK
10	12	19	5	FACTS OF LOVE (REMIX) WARNER BROS. 0-20545	JEFF LORBER FEATURING KARYN WHITE
11	4	1	12	WORD UP ATLANTA ARTISTS 884 933-1/POLYGRAM	◆ CAMEO
12	3	2	11	NAIL IT TO THE WALL (REMIX) MOTOWN 4563MG	◆ STACY LATTISAW
13	18	26	3	EVERY LOVER'S SIGN (REMIX) A&M SP-12208	THE LOVER SPEAKS
14	19	22	6	TALK TO ME (REMIX) MOTOWN 4567MG	◆ CHICO DEBARGE
15	37	—	2	CONTROL (REMIX) A&M SP-12209	◆ JANET JACKSON
16	21	33	3	BIZARRE LOVE TRIANGLE (REMIX)/STATE OF THE NATION (REMIX) QWEST 0-20546/WARNER BROS.	◆ NEW ORDER
17	7	6	10	ONE STEP (REMIX) MERCURY 888 160-1/POLYGRAM	◆ K.T.P.
18	25	25	5	SACRIFICE (REMIX) ATLANTIC 0-86770	CYNDI PHILLIPS
19	20	24	5	CRY FOR LOVE (REMIX) A&M SP-12203	◆ IGGY POP
20	22	32	6	SET ME FREE (REMIX) CAPITOL V-15252	◆ JAKI GRAHAM
21	13	17	6	GRAVITY (REMIX) SCOTTI BROS. 429-05943/EPIC	◆ JAMES BROWN
22	29	37	3	MISUNDERSTANDING COLUMBIA 44-05967	JAMES (D TRAIN) WILLIAMS
23	35	49	3	GOLDMINE (REMIX)/SEXUAL POWER RCA 5774-1-RD	THE POINTER SISTERS
24	28	34	4	HUNT YOU DOWN (REMIX) SELECT FMS 62275	THE SHAKES
25	33	43	4	UNFAITHFUL SO MUCH (REMIX) COLUMBIA 44-05955	FULL FORCE
26	26	27	5	I DIDN'T MEAN TO TURN YOU ON (REMIX) ISLAND 0-96804/ATLANTIC	◆ ROBERT PALMER
27	39	46	3	TOO MUCH OR NOTHING (REMIX) I.R.S. 23683/MCA	◆ GENERAL PUBLIC
28	32	35	4	FREEDOM OVERSPILL (REMIX)/HIGHER LOVE (REMIX) ISLAND 0-20537/WARNER BROS.	◆ STEVE WINWOOD
29	11	5	11	SUMMERTIME, SUMMERTIME SLEEPING BAG SLX-22	NOCERA
30	NEW	1	1	ONCE IN A LIFETIME GROOVE (REMIX) MCA 23692	NEW EDITION
31	NEW	1	1	SOMEONE LIKE YOU WARNER BROS. 0-20548	SYLVESTER
32	43	44	4	I'M A MAN ORPHAN OR-004	◆ JIMMY LIFTON
33	36	36	4	JUMPIN' JACK FLASH (REMIX) ARISTA AD1-9529	◆ ARETHA FRANKLIN
34	46	—	2	C'MON EVERY BEATBOX (REMIX)/BADROCK CITY COLUMBIA 44-05963	◆ BIG AUDIO DYNAMITE
35	30	30	6	DON'T HOLD BACK JUMP STREET JS 1005/4TH & B'WAY	BUMPER TO BUMPER
36	31	29	6	FALLING IN LOVE NEXT PLATEAU NP 50049	SYBIL
37	NEW	1	1	MEMORIES EMERGENCY EMDS-6569	CAROLYN HARDING
38	41	48	3	THIS TIME 4TH & B'WAY BWAY-426/ISLAND	PRIVATE POSSESSION FEATURING HUNTER HAYES
39	15	9	8	HOW MANY LOVERS WARNER BROS. 0-20515	ANTHONY AND THE CAMP
40	50	—	2	FREAK IN THE STREET (REMIX) MCA 23690	THE UNTOUCHABLES
41	42	47	3	BEAT OF LOVE (REMIX) ATLANTIC 0-86772	REGINA
42	40	45	4	SECOND TO NONE KMA 12-001/MACOLA	KOPPER
43	NEW	1	1	I'M NOT PERFECT (BUT I'M PERFECT FOR YOU) (REMIX) MANHATTAN V-56038/CAPITOL	◆ GRACE JONES
44	NEW	1	1	BOY TOY (REMIX) RCA 5769-1-RD	TIA
45	16	8	9	HUMAN A&M SP-12197	◆ THE HUMAN LEAGUE
46	NEW	1	1	HEAT STROKE SUPERTRONICS RY 016	JANICE CHRISTIE
47	47	—	2	TIME KEEPS MOVIN' ON VINYLMANIA VMR 005	CALVIN
48	48	—	2	DON'T THINK ABOUT IT (REMIX) MCA 23659	ONE WAY
49	NEW	1	1	TOUCH ME (I WANT YOUR BODY) JIVE 1014-1-JD/RCA	◆ SAMANTHA FOX
50	NEW	1	1	VICTORY (REMIX) MERCURY 888 074-1/POLYGRAM	◆ KOOL & THE GANG
BREAKOUTS	Titles with future chart potential, based on club play this week.				1. CRAZAY (REMIX) JESSE JOHNSON (FEATURING SLY STONE) A&M
					2. WE CONNECT (REMIX) STACEY Q ATLANTIC
					3. ELECTRIC BAILE MASTER PLAN SUNSET
					4. SHOWING OUT (GET FRESH AT THE WEEKEND)/SYSTEM MEL & KIM ATLANTIC
					5. PICK ME UP (ROCK ME NON-STOP) AFFINITY POW WOW
					6. BOYS (REMIX) LEAH LANDIS DICE

12-INCH SINGLES SALES					
THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE Compiled from a national sample of retail store sales reports. LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	3	7	5	★★ NO. 1 ★★ BRAND NEW LOVER EPIC 49-05965 1 week at No. One	◆ DEAD OR ALIVE
2	2	2	12	FOR TONIGHT ATLANTIC 0-86789	NANCY MARTINEZ
3	1	1	11	HUMAN A&M SP-12197	◆ THE HUMAN LEAGUE
4	4	5	12	DON'T LEAVE ME THIS WAY MCA 23665	◆ THE COMMUNARDS
5	5	3	10	NAIL IT TO THE WALL (REMIX) MOTOWN 4563MG	◆ STACY LATTISAW
6	6	8	11	SUMMERTIME, SUMMERTIME SLEEPING BAG SLX-22	NOCERA
7	9	9	9	TALK TO ME (REMIX) MOTOWN 4567MG	◆ CHICO DEBARGE
8	20	28	3	CONTROL (REMIX) A&M SP-12209	◆ JANET JACKSON
9	11	15	7	I CAN'T TURN AROUND (REMIX) RCA 5702-1-RD	J.M. SILK
10	12	22	4	EVERYBODY HAVE FUN TONIGHT (REMIX) GEFLEN 0-20551/WARNER BROS.	◆ WANG CHUNG
11	7	4	7	TRUE BLUE (REMIX) SIRE 0-20533/WARNER BROS.	◆ MADONNA
12	10	10	8	SPECULATION (REMIX) MCA 23670	COLONEL ABRAMS
13	8	6	14	WORD UP ATLANTA ARTISTS 884 933-1/POLYGRAM	◆ CAMEO
14	22	23	4	BIZARRE LOVE TRIANGLE (REMIX)/STATE OF THE NATION (REMIX) QWEST 0-20546/WARNER BROS.	◆ NEW ORDER
15	23	26	4	MUSIQUE NON STOP WARNER BROS. 0-20549	KRAFTWERK
16	14	16	6	LOVE CAN'T TURN AROUND (REMIX) COTILLION 0-96805/ATLANTIC	PHILLY CREAM
17	13	11	14	DIAMOND GIRL ATLANTIC 0-86778	NICE & WILD
18	16	19	7	FALLING IN LOVE NEXT PLATEAU NP 50049	SYBIL
19	17	14	6	I DIDN'T MEAN TO TURN YOU ON (REMIX) ISLAND 0-96804/ATLANTIC	◆ ROBERT PALMER
20	21	21	6	WORLD DOMINATION (REMIX) MCA 23671	◆ THE BELLE STARS
21	18	18	6	SHAKE YOU DOWN (REMIX) COLUMBIA 44-05959	◆ GREGORY ABBOTT
22	15	13	9	HOW MANY LOVERS WARNER BROS. 0-20515	ANTHONY AND THE CAMP
23	27	47	3	ONCE IN A LIFETIME GROOVE (REMIX) MCA 23692	NEW EDITION
24	29	34	4	FACTS OF LOVE (REMIX) WARNER BROS. 0-20545	JEFF LORBER FEATURING KARYN WHITE
25	45	—	2	SOMEONE LIKE YOU WARNER BROS. 0-20548	SYLVESTER
26	34	36	3	BEAT OF LOVE (REMIX) ATLANTIC 0-86772	REGINA
27	28	41	3	IT'S THE NEW STYLE/PAUL REVERE DEF JAM 44-05958/COLUMBIA	BEASTIE BOYS
28	30	35	5	CRY FOR LOVE (REMIX) A&M SP-12203	◆ IGGY POP
29	37	—	2	I'M NOT PERFECT (BUT I'M PERFECT FOR YOU) (REMIX) MANHATTAN V-56038/CAPITOL	◆ GRACE JONES
30	32	—	2	LOVE YOU DOWN MCA 23680	◆ READY FOR THE WORLD
31	19	12	10	JEALOUSY/MALICIOUS JEALOUSY KING JAY TB 884/TOMMY BOY	◆ CLUB NOUVEAU
32	40	—	2	NOTORIOUS (REMIX) CAPITOL V-15264	◆ DURAN DURAN
33	26	27	6	MORE THAN PHYSICAL (REMIX) LONDON 886 080-1/POLYGRAM	◆ BANANARAMA
34	36	40	4	TOUCH ME (I WANT YOUR BODY) (REMIX) JIVE 1014-1-JD/RCA	◆ SAMANTHA FOX
35	NEW	1	1	GIRLFRIEND MCA 23643	◆ BOBBY BROWN
36	31	31	9	DON'T BREAK MY HEART CUTTING CR-209	SA-FIRE
37	NEW	1	1	SEXY (REMIX) CONSTELLATION 23675/MCA	KLYMAXX
38	48	—	2	TIME KEEPS MOVIN' ON VINYLMANIA VMR 005	CALVIN
39	39	—	2	VICTORY (REMIX) MERCURY 888 074-1/POLYGRAM	◆ KOOL & THE GANG
40	NEW	1	1	ONCE BITTEN TWICE SHY (REMIX) A&M SP-12206	◆ VESTA WILLIAMS
41	33	25	15	DOWN AND COUNTING EPIC 49-05926	CLAUDJA BARRY
42	42	—	2	UNFAITHFUL SO MUCH (REMIX) COLUMBIA 44-05955	FULL FORCE
43	NEW	1	1	MISUNDERSTANDING COLUMBIA 44-05967	JAMES (D TRAIN) WILLIAMS
44	44	—	2	DON'T THINK ABOUT IT (REMIX) MCA 23659	ONE WAY
45	NEW	1	1	MEMORIES EMERGENCY EMDS-6569	CAROLYN HARDING
46	49	—	2	SOMEBODY (REMIX)/THE RED, RED GROOVY ATLANTIC 0-86771	BRILLIANT
47	38	37	6	(FOREVER) LIVE AND DIE A&M SP-12202	◆ ORCHESTRAL MANOEUVRES IN THE DARK
48	RE-ENTRY			CRAZAY (REMIX) A&M SP-12214	◆ JESSE JOHNSON (FEATURING SLY STONE)
49	NEW	1	1	WE CONNECT (REMIX) ATLANTIC 0-86757	STACEY Q
50	NEW	1	1	GOLDMINE (REMIX)/SEXUAL POWER RCA 5774-1-RD	THE POINTER SISTERS
BREAKOUTS	Titles with future chart potential, based on sales reported this week.				1. SHATTERED STIMULATION INFUTURE
					2. THE CALLING KEN HEAVEN AIRWAVE
					3. ASK THE SMITHS SIRE
					4. C'EST LA VIE (REMIX) ROBBIE NEVIL MANHATTAN
					5. SUBURBIA (REMIX) PET SHOP BOYS EMI-AMERICA
					6. YOU BE ILLIN' RUN-D.M.C. PROFILE
					7. LOVE IN SIBERIA LABAN CRITIQUE
					8. BUT NOT TONIGHT (REMIX) DEPECHE MODE SIRE
					9. FRENCH KISSIN (REMIX) DEBBIE HARRY GEFLEN

○ 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.

dance TRAX



by Brian Chin

RUN-D.M.C.'S "Raising Hell" album is only one of the reasons why rap is undergoing one of its periodic upsurges. Of course, a double-platinum album will add to the optimism surrounding any scene. But "Raising Hell" sets a sales standard clearly out of reach of any of the independent labels releasing rap 12-inch singles.

"Raising Hell" illustrates the mass appeal of rap and of the act itself, but rap in general continues to diversify—both in style and in perspective. Cases in point: the albums by **Doug E. Fresh & the Get Fresh Crew** and the **Beastie Boys**.

"Oh, My God!" (Reality/Fantasy), named after one of the innumerable hooks in the gold Doug E. Fresh single "The Show," holds proof that the act is no one-beat wonder in its second double-sided hit, "All The Way To Heaven" b/w (on the 12-inch) "Nuthin'." Two more up-tempo dance jams are included, "Lovin' Every Minute Of It" and "She Was The Type Of A Girl," either of which could be a hit single. But the most interesting cut here is inevitably "Abortion," a pro-lifer's polemic that throws another monkey wrench in Tipper Gore's laughable—and cryptoracist—contention that rap is about beating people up. Phyllis Schlafly couldn't make the argument better than it is in "Abortion," and she can't do a human beat-box, can she?

This is all by way of saying that there's as much diversity of opinion in rap as in the public at large. And although it's curious, on first glance, that such issues come forth in this form, you might ask, What other mass-media forum is there for the minority young to express their opinions? (The other subtext is the question of whether rap, like network news, is an entertainment or information source.)

So we come to the Beastie Boys' first album, "Licensed To Ill" (Def Jam/Columbia), which we were pleased to throw away immediately after the first listen. There is musical wit all over the album, especially in "Girls," a hardcore '80s version of "Shout" and Philadelphia pre-

Beatles teen-rock (which was itself a white-face version of black music: See the Dovells and Joey Dee); the Latinate "Slow Ride"; the Barry White scratch (!) "Time To Get Ill"; and the TV's-greatest-hits coda of "Rhymin' And Stealin'." But the lyrical content is damnable and other, impermissible expletives. Of course we cracked a smile (especially during "Fight For Your Right"), but we wish they'd hurry up and self-destruct, as they tacitly promise.

Now that we've got that out of our system, here's a check list of some of the other notable raps around. **Spoonie Gee**, a true veteran, gets three good licks in on his Tuff City 12-inch: "That's My Style," "I'll Serve You Right," and "Take It Off." These dry, imprecise productions achieve a cool and merciless air without dealing in violence... **Marley Marl**, who provided music and scratch on the above record, produced **Frick & Frack's** girl-rap "Jealous Girls" b/w "You Shouldn't Have Done It" (Romil), similarly harsh, tinny, and propulsive... **Ultra-Magnetic M.C.s'** "Ego Trippin'" (Next Plateau), which has been around a few weeks, also exemplifies the scratching-for-hooks, lick-borrowing style that's making raps catchier than they've ever been.

VERY BRIEFLY: **Emanon's** EP on Pow Wow features an all-star cast of rappers; a promo 12-inch features the cleanly produced (by **Afrika Islam**) go-go rap "Fresh Beats" and the **Melle Mel**-rapped "Suzie," which is in a non-EP dub version... **Whistle** comes in with an early seasonal selection, "Santa Is A B-Boy" (Select), marred by some lewd rhymes but otherwise cheery... **Wooly Reasonable & the Yo Culture** (band name of the year, yes?) combine a serious beat and vocal in Full Force style on "You're The Only One" (Beauty and the Beat)... **EZE-T's** "Kickin' Butts" (Force Groove, based in Atlanta) is appropriately tough bad-girl rap... **Vandy C. & Bill Blast's** "V The Viper" (Whop, 99-101 Jefferson Ave., Brooklyn, N.Y. 11216) is a

local pick; it has solid go-go style and is notably well-pressed... Beats and more beats: **Keith LeBlanc's** "Major Malfunction" album (Wired Records), which stars the **Fats Comet** rhythm section and **Adrian Sherwood** on the mix board.

MORE BRIEFS: **Cultural Vibe's** "Mind Games" (Easy Street) is breaking out fast, even as "Ma Foom Bey" is still playing widely; this cut is a vocal that bridges the New York and Chicago sounds, gathering force as it progresses. **Tony Humphries** mixed... **Level**



Late Night Jam. When he recently appeared on NBC-TV's "Late Night With David Letterman," Daryl Hall performed songs from his RCA solo album, "Three Hearts In The Happy Ending Machine," with Paul Shaffer's band. Pictured during rehearsals are, from left, guitarist Sid McGuinness, Shaffer, bassist/keyboardist Will Lee, Hall, and Hall & Oates' bassist Tom "T-Bone" Wolk. (Photo: Chuck Pulin)

Sire Postpones Madonna EP Until Next Year

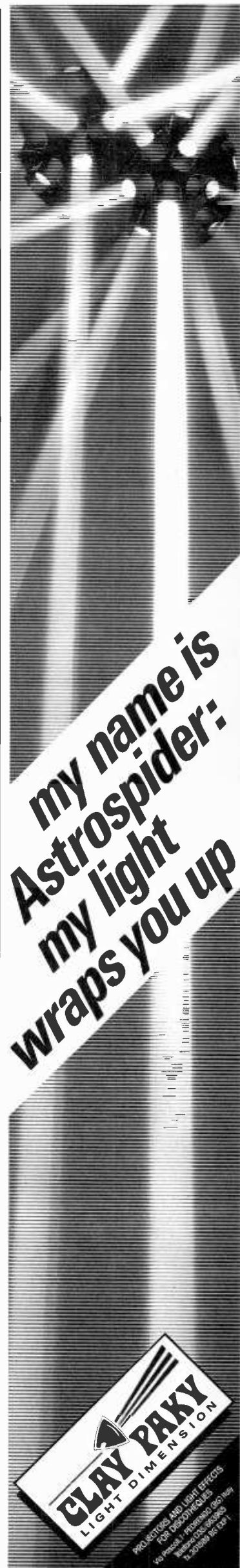
NEW YORK A six-cut Madonna EP from Sire titled "You Can Dance," originally scheduled for a pre-Christmas release, probably won't be issued until next spring. Still in the production stages, the record will consist of five extensively remixed cuts and one unreleased song, "Spotlight." All tracks will be segued together for uninterrupted play, using keyboard passages produced for the album. (That approach has been used before on a Donna Summer greatest-hits compilation, "On The Radio.")

The cuts were chosen as dance songs, not hit singles, according to

42's "World Machine" (Polydor) smashes Janet Jackson's record for most-delayed single release; the cut was playing off the album a year ago. But the **Shep Pettibone** remix is excellent and worthwhile; certainly, the single should be a pop priority... Same is true of the **Lover Speaks'** "Every Lover's Sign" (A&M), which is already charting dance. Especially as remixed by **Bruce Forest**, this is the kind of material the Thompson Twins are desperately in need of... **Two Minds Crack's** "Cry Cry Cry" (Sire promo) also sounds like an across-the-board pop click in the great disco-but-who-cares tradition of "Maniac," "It's Raining Men," and "Relax"... 911's "Twenty Four/Seven" (Jampacked) is toppy and dynamic, crossing Miami hi-NRG with "Rumors"... Next week, we'll catch up on the hundreds of albums and Chicago house records that have come out in the past month, OK?

Sire. Still, the mixes will be structured for listenability by avoiding overly long club-oriented treatment.

The tracks and their remix consultants are "Where's the Party," from "True Blue," and "Into the Groove," remixed by Shep Pettibone; "Holiday," remixed by producer Jellybean Benitez (he also mixed "Spotlight"); and "Over And Over" from "Like a Virgin," remixed by Steve Thompson. One more cut, most likely "Physical Attraction" from the first Madonna album, will be included. The package will be released as a full-price album. **BRIAN CHIN**



DISCO & DANCE 12"
U.S.A. & IMPORTS
(WHOLESALE FOR STORES)
USA•CANADA•ENGLAND•GERMANY
ITALY•FRANCE•HOLLAND

We have a complete selection of all U.S. releases and all import disco records. We also export to foreign countries.

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

<p>US & CANADIAN 12"</p> <p>On Top Of The Groove—Jomanda Savin Myself—Eria Fachin I Want You Baby (Rmx)—Erik & Danziab Facinated—Company B Jason's Revenge—No Name Rock Me, Shake Me—Leather and Lace The Way To My Heart—Matt Warren Knock Me Senseless—Eastbound Express In Zaire—Icarus Let Me—Stephanie Biddle Take It Off—Spoonie Gee Thinking About Ya—Tremex Social Club Jackin'—Home Wreckers Bang The Beat—Model 500 Automatic Lover (Rmx)—DD Jackson Blackjack—V Project</p>	<p>Only The Night—Voice of Fashion Love & Devotion (Rmx)—M. Bow Let Your Body—Raze Emerald Lady—Don Diego Love In Siberia—Laban Stay—Jan Darby Everybody Do It—House Rockers If You Only Knew—Chip E The Path—Fingers Inc. Oh La La—Princess Day Shattered—Stimulation Beat Of The Drum—Wired Breathless—Gina Desire</p> <p>EUROPEAN 12"</p> <p>Heaven and Hell—C.C. Catch Don't Delay—Eriene Bentley Kiss In The Dark—Girl Talk Time For Love—Silent Circle Sacrifice—System I Need Someone—Daddy Runaway</p>	<p>What Evil Lurks—Man To Man Mix Your Own Stars—Vol. 3 (LP) Love Spy—Mike Mareen (All Ver.) Lady Of Ice—Fancy Take Your Time—Taboo Can't Stop—Attack Fancy LP (NEW) I'm A Winner—Kinky Go Wanna Hear—Bad Boys Blue Moonlight Affair—C. Turner Magic—Gino Soccio Love Hangover—Tracy Ackerman</p> <p>DISCO CLASSICS</p> <p>ALL ZYX 12" ALL BOBBY Os 12" + Productions ALL JDC 12" ALL DIVINE 12" ALL LIME 12" + Lps Mix Your Own (Lps)</p> <p style="text-align: center;">+ OVER 500 OTHER CLASSICS</p>
---	---	---

UNIQUE RECORD DIST.
855 (E) CONKLIN ST. FARMINGDALE, NY 11735
FAX 516 694 4584 TELEX 475 8254 IMPRT DISC
(516) 694-4545 685 2522 EXP DISC

THE BILLBOARD BOOK OF NUMBER ONE HITS

BY FRED BRONSON

The inside story of every Number One single from "Rock Around the Clock" to "We Are the World." At bookstores now.

CLAY PAKY

LIGHT DIMENSION

PRO SERVICES AND LIGHT EFFECTS FOR DISCO THEATRES
1st Floor, 100 Broadway St., New York, NY 10038
Tel: (212) 362-1111



McEntire Trio. The three McEntire "kids," from left, Susie, Reba, and Pake, perform "Stars In My Crown" on The Nashville Network's "Nashville Now" series.

Cassettes Prove Especially Popular Labels Focus On Midline Catalogs

BY EDWARD MORRIS

NASHVILLE Reflecting the notion that country fans are loyal to familiar names, major labels here report that sales of midline albums—some of them quite old—account for 7%-35% of the income generated by country album sales. Cassettes command 75%-95% of country midline sales.

Midline constitutes "a brand new life for a catalog that otherwise could have eroded," says Roy Wunsch, vice president of marketing for CBS Records/Nashville. He reports that Columbia/Epic's Nice Price midline catalog now has more than 250 titles in it. An actively promoted and attractively packaged midline album, he says, can "double or quadruple what its sales were at front-line prices."

In the past three to five years,

Wunsch says, midline product has accounted for 12%-15% of the labels' total sales. One virtue of putting product into the midline catalog, he says, is that it can be repackaged into all sorts of album configurations.

Among the top-selling CBS midline titles are David Allan Coe's "Greatest Hits," which is "close to platinum," Wunsch says; Marty Robbins' "Gunfighter Ballads"; Willie Nelson's "Somewhere Over The Rainbow"; and greatest-hits packages from Johnny Horton, Johnny Cash, and Lynn Anderson.

Wunsch says retailers concentrate on tonnage rather than specific artists "once an artist has been developed and the price has gone to the Nice Price level." Point-of-purchase material tends to be on the line itself rather than on specific titles.

Jim Foglesong, head of the Capitol/EMI America division here, says midline product appeals to buyers who are more interested in the artists' name than in a particular musical style. He estimates that his company's midline sales are about 80% cassette and could rise to 90% "in the not-too-distant future."

Among his best sellers are Kenny Rogers, Anne Murray, Crystal Gayle, and Willie Nelson. Only Murray remains on the roster. The others were on such now-defunct labels as Liberty and United Artists. Midline accounts for "10% or less" of Capitol's country sales, says Foglesong.

None of the labels admit to having contracts with artists preventing their albums from being dropped to midline. Most say that periodic reviews are held among label personnel to decide if an album should be dropped to midline. The period of front-line activity can last from a few months to several years.

RCA's director of marketing, Dave Wheeler, lists albums by Ronnie Milsap, Waylon Jennings, Dolly Parton, and Earl Thomas Conley as being among his top midline sellers. More

than 90% of his company's midline sales are in the form of cassettes, he adds, and he estimates that the midline share of RCA's total country sales is about 7% or 8%.

Although Warner Bros. has a line of \$6.98 catalog albums, the label doesn't call it midline. According to general manager Eddie Reeves, WEA's \$6.98 product sells more than all the other labels' midline catalogs combined. In country, for example, the \$6.98 line constitutes 30%-35% of Warner Bros.' sales, says Reeves.

The most active artists in the line for Warners are Hank Williams Jr., Gary Morris, Emmylou Harris, and John Anderson. Cassette sales are about 80% of the total.

At PolyGram/Mercury, the midline piece of the country pie is an estimated 15%-18%, according to Joe Polidor, director of marketing. Best sellers are Jerry Lee Lewis, Tom T. Hall, Hank Williams, and the Statler Brothers. About 90% of PolyGram's midline activity is in cassettes.

Polidor says the main job for labels is to create the right promotions for midline so that accounts will keep the product on an ongoing basis.

MCA/Nashville chief Jimmy Bowen says, "Midline is a very important part of our business." A spokesman says MCA's steadiest sellers in midline are Jimmy Buffett, Conway Twitty, Patsy Cline, Jerry Clower, and Loretta Lynn.

Charlie Fach, head of Compleat Records, says he will release eight to 10 midline albums in 1987—all only as cassettes. Because negotiations with the artists involved are still in progress, he won't comment on which acts will be included in the campaign.

Canada may lower domestic country content on radio . . . see page 58

NASHVILLE SCENE

by Gerry Wood



ONE OF THE HEALTHIEST TRENDS for the country music business is the increasing amount of corporate-sponsored events. There's Wrangler teaming with Willie Nelson for the Willie Nelson/Wrangler Music Invitational. True Value Hardware Stores is sponsoring the True Value Country Showdown talent contest. One of the most impressive ventures is the Marlboro Country Music Tour & Marlboro Country Music Talent Roundup.

Sponsored by the tobacco giant, the 1986 tour includes such well-known country music acts as Ricky Skaggs, Alabama, Merle Haggard, George Strait, and the Judds. The 10-city tour also spotlights local talent, offering winners the opportunity to open for the big-name acts before thousands of fans.

That's what happened to the Surreal McCoys, a five-man band that won the weeklong competition at the Bottom Line in New York and performed as the opening act Nov. 8 at the Meadowlands Arena in New Jersey. Besides the honor and exposure involved in opening for Alabama, Haggard, and Skaggs, the group effectively showcased its impressive talents before the enthusiastic audience and collected a \$5,000 cash prize. The Meadowlands is a far cry from the funky spot the band had been playing—Joe's Bar. They described Joe's as having "a great jukebox and a lot of dead animals on the wall. When someone goes to the ice machine, the band has to move out of the way." At a press conference preceding the Meadowlands show, Surreal McCoys members were asked what the talent roundup success has done for them. "People started asking us questions," they responded.

The Meadowlands concert was the fifth stop on the tour, which also includes Oklahoma City; Wichita, Kan.; Indianapolis; Cincinnati; Washington; Greensboro, N.C.; Richmond, Va.; Denver; and San Antonio, Texas. The tightly produced Meadowlands concert featured state-of-the-art audio systems and slick video projections on three 16- by 20-foot screens, which enhanced the power of the concert. Tickets were reasonably priced at \$12 and \$14, and the fans were treated to rousing performances by all four acts. The program is the same for all tour cities: Local winners take the stage as the opening act. Stage waits are kept to a minimum by using an air-flotation stage, allowing one

act's stage to be assembled while another act is performing. Video director Sandi Fullerton, whose credits include Live Aid, Farm Aid, and the Jackson's Victory Tour, directs the video side of the show. "We're using a new digital effects generator," she notes. "It allows us to do special effects that would normally be seen only on a pretaped and [pre]-edited TV show."

The Marlboro show at the Meadowlands also reaffirmed the popularity of the RCA supergroup Alabama. Repeated standing ovations from an audience warmed by Haggard and electrified by Skaggs brought Alabama back for an encore. Anyone who wants to know how healthy country music is in the New York/New Jersey area should have witnessed this show. It also underscores Ala-

bama's curious omission as a nominee in the Country Music Assn.'s entertainer-of-the-year voting this year. Nobody does it better than Alabama, and the group still maintains its freshness and drive.

Marlboro officials are to be congratulated for the first-class treatment they give country fans, artists, the media, and all those involved with the tour and talent roundup. Do the winners of talent contests ever make it in the competitive world of show business? You might ask Sawyer Brown or Sweethearts Of The Rodeo. Both used national talent competition wins as a springboard to country music chart success.

NEWSNOTES: Congratulations to Doc Watson, the Sugar Hill Records legend who is receiving the North Carolina Award For The Fine Arts at a dinner hosted by Gov. James Martin and Cultural Resources Secretary Patrick Dorsey . . . Compleat Records artist Lew DeWitt has been keeping a busy schedule of personal appearances, boosting his new single, "Hello Houston." The ex-Statler Brother worked shows with the Judds, Randy Travis, and George Jones . . . Stargem Studio recently hosted the Judds. Wynonna and Naomi had one day off in the past seven weeks and spent it recording and filming a video to help raise funds for a new facility for Christ Church Pentecostal.

There's a lot of buzzing about a new singer named Ricky Van Shelton. He's being produced by CBS' Steve Buckingham, and Buck knows a good talent

(Continued on next page)

Special lineup electrifies Marlboro-sponsored tour

FOR WEEK ENDING NOVEMBER 29, 1986

Billboard HOT COUNTRY SINGLES ACTION

RADIO MOST ADDED

141 REPORTERS			NEW	TOTAL
			ADDS	ON
SWEETHEARTS OF THE RODEO	MIDNIGHT GIRL	COLUMBIA	54	58
EARL THOMAS CONWAY	I CAN'T WIN FOR LOSING YOU	RCA	50	50
LEE GREENWOOD	MORNING RIDE	MCA	47	50
RONNIE MILSAP	HOW DO I TURN YOU ON	RCA	44	101
CRYSTAL GAYLE	STRAIGHT TO THE HEART	WARNER BROS.	41	97

Radio Most Added is a weekly national compilation of the five records most added to the playlists of the radio stations reporting to Billboard. Retail Breakouts is a weekly national indicator of those records with significant future sales potential based on initial market reaction at the retailers and one-stops reporting to Billboard. The full panel of 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.

RETAIL BREAKOUTS

43 REPORTERS			NUMBER
			REPORTING
PAKE MCENTIRE	BAD LOVE	RCA	12
DON WILLIAMS	THEN IT'S LOVE	CAPITOL	11
CONWAY TWITTY	FALLIN' FOR YOU FOR YEARS	WARNER BROS.	10
MEL MCDANIEL	STAND ON IT	CAPITOL	10
JUDY RODMAN	SHE THINKS THAT SHE'LL MARRY	MTM	9

© Copyright 1986 by 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.



Who's Related To Whom? The McGuire Sisters, in ponytails, furs, and beads, surprise the Forester Sisters backstage at the Foresters' Universal Amphitheater engagement in Los Angeles. The seven ladies broke into song, harmonizing the gospel tune "I'll Fly Away."

NASHVILLE SCENE

(Continued from preceding page)

when he hears one. Keep your eyes on this newcomer... Also, a lot of Music Row talk about **Ethel & the Shameless Hussies**. Love that name... The **Forester Sisters** are helping Nashville get into the holiday spirit. The Warner Bros. warblers will kick off the Nashville Gas Christmas Parade Dec. 7 by singing "A Tennessee Christmas" and will serve as grand marshals for the parade. Nashville Gas president **Bill Denny** is the former head of Cedarwood publishing.

Ronnie McDowell is targeting two programming areas with his latest releases. Country stations are receiving "Lovin' That Crazy Fee-

lin'" while adult contemporary and pop stations are being shipped McDowell's cover of the old **Ink Spots** classic "I Don't Want To Set The World On Fire."... 92 WXTU-FM Philadelphia is presenting **Lee Greenwood** in the Channel 6 Thanksgiving Day Parade on Thursday (27). He'll perform his hit "God Bless The U.S.A.," the theme for the station's float. Happy Thanksgiving!

FOR WEEK ENDING NOVEMBER 29, 1986

Billboard. TOP COUNTRY ALBUMS™

©Copyright 1986, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
1	1	1	6	ALABAMA RCA 5649-1-R ★★ NO. 1 ★★ 3 weeks at No. One	THE TOUCH
2	2	2	23	RANDY TRAVIS ● WARNER BROS. 1-25435 (8.98)	STORMS OF LIFE
3	6	8	6	EARL THOMAS CONLEY RCA 5619-1-R	TOO MANY TIMES
4	9	10	6	REBA MCENTIRE MCA 5807	WHAT AM I GONNA DO ABOUT YOU
5	5	5	5	RICKY SKAGGS EPIC FE 40309	LOVE'S GONNA GET YA
6	3	4	33	DWIGHT YOAKAM REPRISE 25372/WARNER BROS. (8.98)	GITARS, CADILLACS, ETC., ETC.
7	4	3	30	STEVE EARLE MCA 5713 (8.98)	GUITAR TOWN
8	8	7	25	GEORGE STRAIT ● MCA 5750 (8.98)	# 7
9	10	13	4	GEORGE JONES EPIC 40413	WINE COLORED ROSES
10	7	6	19	HANK WILLIAMS, JR. WARNER/CURB 1-25412/WARNER BROS. (8.98)	MONTANA CAFE
11	12	16	6	SAWYER BROWN CAPITOL/CURB ST-12517/CAPITOL	OUT GOIN' CATTIN'
12	11	9	10	GARY MORRIS WARNER BROS. 1-25438	PLAIN BROWN WRAPPER
13	13	14	54	THE JUDDS ● RCA/CURB AHL-1-7042/RCA (8.98) (CD)	ROCKIN' WITH THE RHYTHM
14	15	17	6	DAN SEALS EMI-AMERICA PW 17231	ON THE FRONT LINE
15	19	26	4	MERLE HAGGARD EPIC 40107	OUT AMONG THE STARS
16	14	11	12	RAY STEVENS MCA 5789	SURELY YOU JOUST
17	17	22	40	ALABAMA ▲ RCA AHL-1-7170 (8.98) (CD)	GREATEST HITS
18	18	20	12	JOHN SCHNEIDER MCA 5795	TAKE THE LONG WAY HOME
19	21	15	18	EXILE EPIC FE 40401	GREATEST HITS
20	20	25	4	WILLIE NELSON COLUMBIA FC 39896	PARTNERS
21	16	12	13	LEE GREENWOOD MCA 5770	LOVE WILL FIND ITS WAY TO YOU
22	22	21	23	T GRAHAM BROWN CAPITOL ST 12487 (8.98)	I TELL IT LIKE IT USED TO BE
23	23	19	10	MARIE OSMOND CAPITOL/CURB ST-12516/CAPITOL	I ONLY WANTED YOU
24	26	37	3	LARRY GATLIN AND THE GATLIN BROTHERS COLUMBIA 40431	PARTNERS
25	25	27	27	BILLY JOE ROYAL ATLANTIC/AMERICA 90508	LOOKING AHEAD
26	27	33	4	MEL MCDANIEL CAPITOL ST 12528	JUST CAN'T SIT DOWN MUSIC
27	24	28	25	NITTY GRITTY DIRT BAND WARNER BROS. 1-25382 (8.98)	TWENTY YEARS OF DIRT
28	37	18	25	THE STATLER BROTHERS MERCURY 422-826 782-1 M/POLYGRAM	FOUR FOR THE SHOW
29	29	36	4	JOHN ANDERSON WARNER BROS. 1-25373	COUNTRIFIED
30	32	32	57	EARL THOMAS CONLEY RCA AHL-1-7032 (8.98) (CD)	GREATEST HITS
31	30	34	6	THE BELLAMY BROTHERS MCA/CURB 5812/MCA	GREATEST HITS, VOL. II
32	28	29	34	RONNIE MILSAP RCA AHL-1-7194 (8.98) (CD)	LOST IN THE FIFTIES TONIGHT
33	33	23	18	JANIE FRICKE COLUMBIA FC 40383	BLACK & WHITE
34	35	35	88	GEORGE STRAIT ● MCA 5567 (8.98) (CD)	GEORGE STRAIT'S GREATEST HITS
35	38	30	15	SWEETHEARTS OF THE RODEO COLUMBIA 40406	SWEETHEARTS OF THE RODEO
36	36	39	5	THE STATLER BROTHERS MERCURY 422-826 710-1/POLYGRAM	RADIO GOSPEL FAVORITES
37	34	24	39	REBA MCENTIRE MCA 5691 (8.98) (CD)	WHOEVER'S IN NEW ENGLAND
38	31	31	13	CRYSTAL GAYLE WARNER BROS. 1-25405	STRAIGHT TO THE HEART

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
39	40	40	38	JOHN CONLEE COLUMBIA FC-40257	HARMONY
40	43	46	17	RAY CHARLES COLUMBIA FC 40338	FROM THE PAGES OF MY MIND
41	41	60	271	WILLIE NELSON ▲ ² COLUMBIA KC 237542 (CD)	GREATEST HITS
42	39	43	106	THE JUDDS ▲ RCA/CURB AHL-1-5319/RCA (8.98) (CD)	WHY NOT ME
43	45	41	8	LYLE LOVETT MCA/CURB 5748/MCA	LYLE LOVETT
44	44	44	20	T.G. SHEPPARD COLUMBIA FC 40310	IT STILL RAINS IN MEMPHIS
45	48	48	34	WAYLON JENNINGS MCA 5688 (8.98) (CD)	WILL THE WOLF SURVIVE
46	46	—	2	KATHY MATTEA MERCURY 830 405-1/POLYGRAM	WALK THE WAY THE WIND BLOWS
47	51	55	3	RODNEY CROWELL COLUMBIA 40116	STREET LANGUAGE
48	54	58	447	WILLIE NELSON ▲ ³ COLUMBIA FC 35305 (CD)	STARDUST
49	71	61	245	WILLIE NELSON ▲ ³ COLUMBIA FC 37951 (CD)	ALWAYS ON MY MIND
50	57	42	19	DAVID ALLEN COE COLUMBIA FC 40346	SON OF THE SOUTH
51	56	56	5	VERN GOSDIN COMPLEAT 671022-1/POLYGRAM	GREATEST HITS
52	64	47	61	GEORGE STRAIT ● MCA 5605 (8.98) (CD)	SOMETHING SPECIAL
53	50	52	93	ALABAMA ▲ RCA AHL-1-5339 (8.98) (CD)	40 HOUR WEEK
54	47	45	80	THE STATLER BROTHERS MERCURY 824-420-1/POLYGRAM	PARDNERS IN RHYME
55	55	64	7	MICHAEL JOHNSON RCA AEL-1-9501	WINGS
56	62	50	35	JUDY RODMAN MTM 71050 (8.98)	JUDY
57	49	51	13	THE KENDALLS MCA/CURB C5724/MCA	FIRE AT FIRST SIGHT
58	53	—	20	KEITH WHITLEY RCA CPL-1-7043 (8.98)	L.A. TO MIAMI
59	52	38	35	TANYA TUCKER CAPITOL ST-12474 (8.98)	GIRLS LIKE ME
60	60	67	38	EVERLY BROTHERS MERCURY 826 142-1/POLYGRAM	BORN YESTERDAY
61	67	74	20	REBA MCENTIRE MERCURY 822-455-1 M-1/POLYGRAM	REBA NELL MCENTIRE
62	59	49	137	ALABAMA ▲ ² RCA AHL-1-4939 (8.98) (CD)	ROLL ON
63	42	57	81	LEE GREENWOOD ● MCA 5582 (8.98) (CD)	GREATEST HITS
64	NEW ▶	—	1	THE O'KANES COLUMBIA BL 4059	THE O'KANES
65	58	68	19	RONNIE MCDOWELL MCA/CURB 5725/MCA (8.98)	ALL TIED UP IN LOVE
66	66	62	22	GIRLS NEXT DOOR MTM ST 71053/CAPITOL (8.98)	THE GIRLS NEXT DOOR
67	61	54	80	RONNIE MILSAP ● RCA AHL-1-5425 (8.98) (CD)	GREATEST HITS VOL. 2
68	68	73	24	CARL PERKINS, JERRY LEE LEWIS, ROY ORBISON, & JOHNNY CASH AMERICA/SMASH 830 002-1 M1/POLYGRAM	CLASS OF '55
69	72	72	133	THE STATLER BROTHERS MERCURY 818-652-1/POLYGRAM (CD)	ATLANTA BLUE
70	70	69	246	ALABAMA ▲ ³ RCA AHL-1-4229 (8.98) (CD)	MOUNTAIN MUSIC
71	69	71	24	SOUTHERN PACIFIC WARNER BROS. 1-25409 (8.98)	KILLBILLY HILL
72	63	63	30	EDDIE RABBITT RCA AHL-1-7041 (8.98) (CD)	RABBITT TRAX
73	75	66	4	NEW GRASS REVIVAL EMI-AMERICA ST 17216	NEW GRASS REVIVAL
74	65	65	33	PATSY CLINE MCA 6149	SOUNDTRACK-SWEET DREAMS, THE LIFE AND TIMES OF PATSY CLINE
75	73	53	52	HANK WILLIAMS, JR. ● WARNER/CURB 25328/WARNER BROS. (8.98)	GREATEST HITS, VOLUME II

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 its product.

HOT COUNTRY SINGLES

©Copyright 1986, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

Table with columns: THIS WEEK, LAST WEEK, 2 WKS AGO, WKS ON CHART, TITLE, ARTIST, LABEL & NUMBER/DISTRIBUTING LABEL. Includes entries like 'TOUCH ME WHEN WE'RE DANCING' by Alabama and 'FALLIN' FOR YOU FOR YEARS' by Conway Twitty.

Table with columns: THIS WEEK, LAST WEEK, 2 WKS AGO, WKS ON CHART, TITLE, ARTIST, LABEL & NUMBER/DISTRIBUTING LABEL. Includes entries like 'DON'T BURY ME 'TIL I'M READY' by Johnny Paycheck and 'MIDNIGHT GIRL/SUNSET TOWN' by Sweethearts of the Rodeo.

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

Honoree Kwiker Offers Advice At Univ. Awards

This story prepared by Earl Paige and Jim McCullaugh

LOS ANGELES Noting that "middle management gets crucified" during takeovers, Warehouse Entertainment head Louis Kwiker used an award ceremony honoring him here to offer blunt advice to aspiring young people in the retail industry.

The occasion was the California State Univ.'s Retailer Of The Year Award ceremonies, held at the downtown Hyatt Regency Nov. 7.

'Faster growth of an organization implies growth for the individual'

Among the more than 600 in attendance were business people, many Warehouse vendors, 40 students from Warehouse's internal training program, plus a large contingent of California State students.

It was the school's first award to

an entertainment-oriented retailer. Previous honorees were from May Co., J.W. Robinson, Contempo Casuals, and Broadway.

In accepting the award, Kwiker said, "No individual who runs a 5,000-person company can win this award without the support, dedication, talent, and intensity of that organization. The Warehouse organization has won this award." Additionally, Kwiker cited Warehouse as a "great growth retailer by reason of its innovativeness, creativity, and ability to see new direction."

Advising young people on selecting a career in retailing, Kwiker said starting today is "much harder" than when he did.

Kwiker's advised that the first thing to do is to select a growing company. "When you're green, you're growing; when you're ripe, you're rotten. Faster growth of an organization really implies faster growth for an individual in that organization. In our own company on June 30, 1983, we had 900 people—today 5,000. That means the people who were here then have significantly more responsibility and have

grown a great deal.

"Secondly, I would look for innovation. How creative is the organization? How prepared is it, really, to accept creative failure? You cannot be creative unless you are prepared to accept creative failure and accept it graciously with the only rule being that when you fail you pick yourself up and try again."

As an illustration, Kwiker pointed to Lucky Supermarkets' admitted failure in installing deli sections, as recommended by its market research. "I hope somebody hits me over the head with a chair when I start learning about what's going on in our stores from market research people. I'd like to hear it from our store managers. They know, they really do know."

Kwiker also discussed the importance of having the ability to "hustle." He said, "You're uncomfortable when you're hustling—you're out of breath sometimes, sometimes you hurt. Hustle to me means 'ready, fire, aim.' It says fire before you have the thing analyzed to death and you're a year late. Do it, course correct; do it better, course correct. Not everybody fits this environment."

He also pointed to the importance of weighing a company's ethics: "How does the organization feel—how does it act—about drugs, theft, about its community, about paying back? Does it care, does it really care? Are you an owner there or are you an employee?"

Kwiker said that it is also important to be able to assess a company's strength: "Is there a risk of failure in that organization that you're joining? Is there a risk of takeover? Middle management gets crucified when it's takeover time. And if you think this is not prevalent today, listen to what's going on."

"In California, Zody's failed, Fed-Mart failed, Gemco failed, Wickes failed, the May Co. bought Robinson's, there are hostile takeover attempts to take over Lucky. There have been recent hostile takeover offers for Safeway. Kohlberg Kra-

vis recently took over Safeway in a leveraged buyout. Vons and Allied Supermarkets announced a plan to merge, and those plans were recently terminated. Hobson's and Swensen's plan to merge. Wickes purchased Oles. The Southern California Kentucky Fried Chicken

'Be prepared to accept failure'

business was sold to Naugles. B. Dalton is up for sale. Thrifty was recently sold. [W&J] Sloane's Southern California stores were just sold. Carter Hawley Hale recently announced it's selling John Wanamaker. Middle managers get destroyed when these things happen.

"My greatest reward has been in creating an environment in our company that fosters personal and professional growth of all our people." Then, pointing to inspiration he said he gained from the late Supreme Court Justice John Harlan when he graduated from law school, he said, "When you do your job make sure you do it 100%. Then after you've done it 100%, do it one more time because you can always make it better."

Warehouse, recently expanded to include 185 stores, continues to rack up record revenues, recently tallying \$95.7 million in the six-month period ending July 31, 1986. (Revenue is from a 161-store count and does not include the acquisition of 24 Record Factory stores that closed Aug. 13.)

Rallying from a low point a year ago when a new video rental display policy led to excessive shrinkage, Warehouse's six-month performance included a rise in net income of 33% to \$3.48 million, compared with \$2.61 million in the prior year. Earnings per share were up 39 cents from 30 cents a year earlier, or up 30% on 250,000 more average shares outstanding. (All share calculations recognize the five-for-four split paid on Aug. 15.)

At the ceremony, Bernard Codner, professor, California State Univ. Institute of Retail Management, said retailing is finally receiving more academic attention. He credited Cal State's embrace of all types of retail from department stores to specialty as fueling its program. Cal State just launched a degree program offering a bachelor's in business with a retail major. "We're the only university on the West

(Continued on page 38)



Amaray has unveiled its line of Trackmate cleaning systems, including, left to right, units for compact disks, VHS VCRs, LPs, and audiocassette decks.

Joins Ranks With NARM Indies NAIRD Seeking Growth

SCOTTSDALE, Ariz. The National Assn. of Independent Record Distributors (NAIRD) is entering a new growth period that will more directly address the needs of retailers who want to present more product breadth.

This is the indication of NAIRD board chairman Jerry Richman, operations chief of Richman Bros. Record Co., a Pennsauken, N.J., wholesale and retail firm.

Richman said NAIRD's development over the last 13 years as a focal point for new and emerging music has led to a more cooperative relationship with the National Assn. of Recording Merchandisers (NARM). NAIRD's directors were invited to meet here during the fifth NARM Wholesalers Conference, Oct. 28-Nov. 1.

The NARM event, previously a combined meeting for NARM's rackjobber and one-stop wings, was made into a weeklong event that for the first time included NARM's independent distributor and label group, which until now has met separately. It marked the first time NAIRD had participated in a NARM event (Billboard, Nov. 15).

"The big chains, with some exceptions, tend to focus their catalog selections on major labels. Tower Records handles everything; that's a pleasure. We have two chains, and we carry everything, too," Richman said, referring to Richman subsidiaries, which are 14-unit Sound Odyssey and seven-store Variety Records. "But in many of the chains and particularly the racked mass merchandisers, our member labels may get a couple of blues titles in

once in a while but anything else is work."

Richman and other NAIRD directors here, including George Hocutt, owner of Los Angeles-based California Record Distributors, welcomed the opportunity to mingle with rackjobbers and the larger one-stops that make up NARM.

NAIRD's directors were particularly upbeat regarding the thrust of the opening night keynote address by Bob Sherwood, senior vice president of marketing at Columbia Records, who made blunt assertions about black music becoming more popular (Billboard, Nov. 8). Sherwood's theme reflected the development of broader consumer interest in music.

"The audience has opened up to music that may not be changing the world, but may be a little broader than the music they were hearing a few years ago. While it is difficult to point to a single force leading the industry, there is a growing demand for the well-crafted song by artists that can still perform well or still drive customers into your stores," Sherwood told the rack and one-stop executives.

The openness Sherwood mentioned is important for NAIRD members, said Hocutt, who describes NAIRD membership as composed of small and emerging labels and distributors. "We have members who might have one record, maybe in an esoteric genre like North Carolina dulcimer music, but there is a market for all types of music today."

Hocutt also pointed to the entry

(Continued on next page)

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.

AMARAY INTERNATIONAL (206-881-1000) has bowed a series of Trackmate cleaners for audio and video equipment.

The compact disk radial cleaning system has a storage case to hold the equipment and contains extra cleaning brushes and a solution pen. It cleans the CD while it is in the storage case to avoid excessive handling. Cleaning solution is applied with a felt-tip pen to prevent drips and overuse of solution. Suggested retail price is \$19.95.

Also tagged at \$19.95 is the Trackmate record cleaning system. It uses a wet/dry center-pivot cleaner, has two composite fiber brushes to reach deeply into the grooves, and, like the CD cleaner, uses a felt pen to apply the cleaning solution.

The \$9.95 audiocassette deck cleaner has a five-brush design—to clean all tape-path elements—and wide brushes to clean beyond the tape path. Replacement brushes are included.

From **Dynametrics** (800-422-2222) comes the TRP-100 Telephone Recorder Patch, which adapts a cassette or dictation recorder to either single- or multiple-line telephones for hi-fi recording of conversations. It works with all modular plug phones, including the latest digital versions. Product literature says the device can be installed in 10 seconds and records conversations of

both parties. Suggested price: \$59.95.

Pickering & Co. (516-349-0200) has added three CD headphones to its line. The CD-4 features Samarium cobalt magnets and powered drivers for extended frequency response and dynamic range. Its retail price is \$60.

The CD 3+3 has three Samarium cobalt magnets and an electronic crossover network for three-way hi-fi sound. There is a separate volume control for each channel. A stereo/mono switch makes the unit adaptable for hi-fis, portable TVs, tape decks, and mixers. Price: \$60.

The CD-2 is a lightweight headphone with Mylar cones and Samarium cobalt magnets. It comes with an adapter plug and has a suggested retail tag of \$45.

NAIRD SEEKS GROWTH

(Continued from preceding page)

level instruction NAIRD provides. "We have people who are often just starting labels. We have to tell them to put a number on the record, put 30 in a box."

However, Richman, Hocutt, and other NAIRD directors pointed out that many members are very sophisticated, too. "They know what to do with a hit record," Richman said.

NAIRD expects attendance at its 1987 convention to be high, according to Richman, who said that turnout varies from year to year depending a lot on the site. The April meet in Chicago, which drew 364 people, was below the record turnout in 1984 in San Francisco, where NAIRD will convene again April 28-May 3 at the Holiday Inn Golden Gate.

"We give [the delegates] an awful lot for \$150. We had a Polish dinner one night with open bar, then another night at a Greek restaurant," said Richman.

Annual dues are \$125 and renewal is \$95.

Current NAIRD projects are geared to welcoming more labels and distributors to the business and making them aware of retail opportunities. A resource and reference book "is well underway," headed up by Pat Martin, president of Turquoise Records. Four other directors are working on another book that will explain the business side of the record industry. They are Tommy Silverman, president, Tommy Boy Music; Duncan Browne, manager, Rounder Records; Clay Pasternack, buyer, Action Music Sales Inc.; and Bob Miller, president, Lee-Myles Associates.

Richman was upbeat about his role at NAIRD. His wife, Sunny, has handled the administrative details for years but resigned recently, with her assistant Holly Cass assuming the executive director position. Cass is office and computer manager at Richman Bros.

COMPACT DISC SPECIALISTS

ear candy

We have the most exciting selection available in any retail store.

Individual customer services & attention!

- Special orders through Ear Express.
- Hear your selection before you purchase with our Candy Sampler.
- Mail orders welcome
- Pre-Book orders on new releases

We are a

TICKETMASTER

outlet

203 Route 59, Monsey, NY 10952
(914) 356-4700

Open "7 Days A Week"

M/C, Visa, Amex

We're light ears ahead

Ear Candy®

Franchises available, contact: Ms. Orman

NOW THROUGH MARCH 1, THE GOOD STUFF IS GOING TO BE HOT STUFF.

 **FUJI**
VIDEOCASSETTE

\$1.00 REBATE OFFER

More good stuff from Fuji.

Fuji is offering consumers a \$1 rebate on videotapes purchased between October 12, 1986 and March 1, 1987.

The rebate—supported by a nationwide network TV blitz—is guaranteed to help fire up sales this winter.

So stock plenty of the good stuff.

Because thanks to our \$1 rebate, Fuji videotape is going to be the hottest thing going.

 **FUJI** VIDEOTAPE
Put the good stuff on the good stuff.™

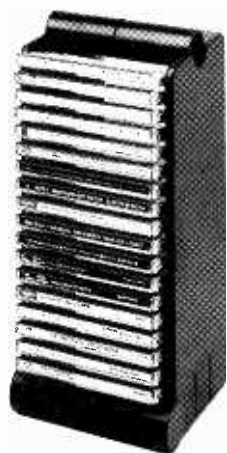
discit

Home storage units for:
CDs, Cassettes, Video 8 mm
Ask your local retailer

CANADA:
PRECOR (416) 731 2022

Lift Display Inc.,
7216 Bergenline Avenue,
North Bergen, NJ 07047
(201) 662-8503, 662-8504

LIFT
systems with future



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.



GEMINI
DISTRIBUTING
CD ONE STOP
WHOLESALE ONLY

INDEPENDENT DISTRIBUTOR
& MAJOR LABEL CD'S

6299 McDonough Drive
Norcross, GA 30093
404-441-1868

KENNY ROGERS

DIVIDER CARDS



BLANK & PRE-PRINTED
CUSTOM OR PROMOTIONAL

800/648-0958

GOPHER PRODUCTS CORP
2201 Lockheed Way
Carson City Nev 89701

FOR WEEK ENDING NOVEMBER 29, 1986

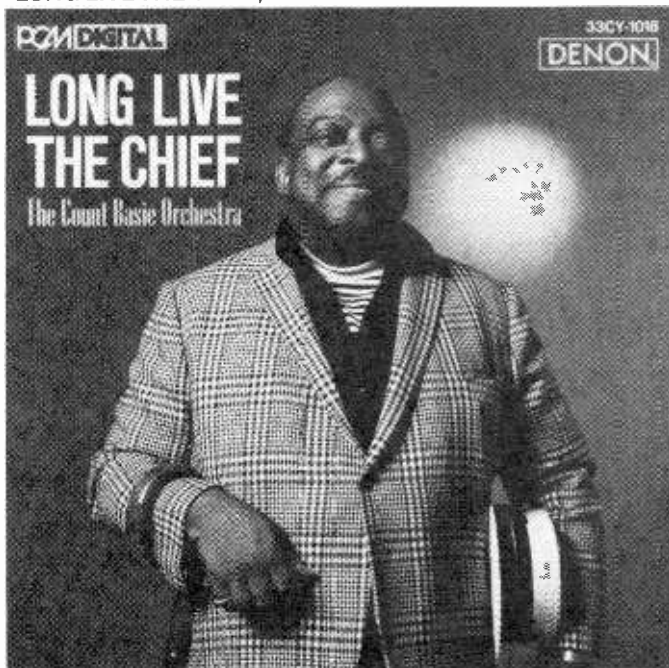
Billboard TOP COMPACT DISKS

©Copyright 1986, 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	POP TM Compiled from a national sample of retail sales reports.	
				ARTIST LABEL & NUMBER/DISTRIBUTING LABEL	TITLE
1	1	1	4	★★ NO. 1 ★★ BOSTON MCA MCAD 6188 3 weeks at No. One	THIRD STAGE
2	NEW ▶	1	1	BRUCE SPRINGSTEEN COLUMBIA C3K 40558	BRUCE SPRINGSTEEN & THE E STREET BAND 1975-1985
3	2	3	11	PAUL SIMON WARNER BROS. 2-25447	GRACELAND
4	8	8	20	GENESIS ATLANTIC 2-81641	INVISIBLE TOUCH
5	4	6	7	TALKING HEADS SIRE CDP 46157/WARNER BROS.	TRUE STORIES
6	9	9	22	PETER GABRIEL GEFEN 2-24088/WARNER BROS.	SO
7	5	7	4	BOSTON EPIC EK 34188	BOSTON
8	7	5	12	BILLY JOEL COLUMBIA CK 40402	THE BRIDGE
9	6	4	8	HUEY LEWIS & THE NEWS CHRYSALIS VK-41534	FORE!
10	13	12	9	BRUCE HORNSBY & THE RANGE RCA PCD 1-8058	THE WAY IT IS
11	10	11	10	LIONEL RICHIE MOTOWN 6158MD	DANCING ON THE CEILING
12	11	10	5	BON JOVI MERCURY 830264-2/POLYGRAM	SLIPPERY WHEN WET
13	12	13	15	MADONNA SIRE 2-25442/WARNER BROS.	TRUE BLUE
14	RE-ENTRY			STEVE WINWOOD ISLAND 29576-2/WARNER BROS.	ARC OF A DIVER
15	3	2	16	STEVE WINWOOD ISLAND 25448-2/WARNER BROS.	BACK IN THE HIGHLIFE
16	22	—	2	THE POLICE A&M CD 3902	EVERY BREATH YOU TAKE/THE SINGLES COLLECTION
17	18	18	79	PINK FLOYD HARVEST CD 46001/CAPITOL	DARK SIDE OF THE MOON
18	17	19	30	ROBERT PALMER ISLAND 2-90471/ATLANTIC	RIPTIDE
19	14	14	4	CYNDI LAUPER PORTRAIT RK 40313/EPIC	TRUE COLORS
20	15	15	18	SOUNDTRACK COLUMBIA CK 40323	TOP GUN
21	16	16	7	TINA TURNER CAPITOL CDP 46323	BREAK EVERY RULE
22	21	20	66	CREEDENCE CLEARWATER REVIVAL FANTASY FCD 623-CCR2	CHRONICLE I
23	19	17	16	ANDREAS VOLLENWEIDER CBS MASTERWORKS MK 42255	DOWN TO THE MOON
24	29	27	4	EDDIE MONEY COLUMBIA CK 40096	NO CONTROL
25	26	21	26	STEELY DAN MCA MCAD 5570	DECADE
26	24	—	2	LED ZEPPELIN ATLANTIC 2-19129	LED ZEPPELIN
27	NEW ▶	1	1	THE ROLLING STONES ABKCO 6667-2/POLYGRAM	HOT ROCKS 1964-1971
28	NEW ▶	1	1	MANNHEIM STEAMROLLER AMERICAN GRAMAPHONE AGCD-1984	FRESH AIRE CHRISTMAS
29	20	24	8	LINDA RONSTADT ELEKTRA 9 60474-2	FOR SENTIMENTAL REASONS
30	25	—	2	BOSTON EPIC EK 35050	DON'T LOOK BACK

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	CLASSICAL TM Compiled from a national sample of retail sales reports.	
				TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
1	1	1	14	★★ NO. 1 ★★ DOWN TO THE MOON CBS MK-42255 8 weeks at No. One	ANDREAS VOLLENWEIDER
2	3	3	17	SYNCOATED CLOCK PRO ARTE CDD-264	ROCHESTER POPS (KUNZEL)
3	2	2	43	BACHBUSTERS TELARC 80123	DON DORSEY
4	8	12	3	HOROWITZ IN MOSCOW DG 419-499	VLADIMIR HOROWITZ
5	6	10	4	SOUTH PACIFIC CBS MK-42205	TE KANAWA, CARRERAS
6	4	4	36	HOROWITZ: THE LAST ROMANTIC DG 419-045	VLADIMIR HOROWITZ
7	5	5	24	BACH MEETS THE BEATLES PRO ARTE CDD-211	JOHN BAYLESS
8	7	6	12	HOROWITZ: THE STUDIO RECORDINGS DG 419-217	VLADIMIR HOROWITZ
9	9	7	79	AMADEUS SOUNDTRACK FANTASY WAM-1791	NEVILLE MARRINER
10	10	8	9	HOLST: THE PLANETS TELARC CD-80133	ROYAL PHILHARMONIC ORCHESTRA
11	11	9	10	SABRE DANCE PRO ARTE CDD-250	HOUSTON SYMPHONY (COMMISSIONA)
12	14	22	3	FILMTRAX PRO ARTE CDD-280	LYN LARSEN
13	12	11	79	TCHAIKOVSKY: 1812 OVERTURE TELARC 80041	CINCINNATI POPS (KUNZEL)
14	13	13	79	TIME WARP TELARC 80106	CINCINNATI POPS (KUNZEL)
15	16	16	44	ORCHESTRAL SPECTACULARS TELARC 80115	CINCINNATI POPS (KUNZEL)
16	15	14	34	SWING, SWING, SWING PHILIPS 412-626	BOSTON POPS (WILLIAMS)
17	17	15	79	STAR TRACKS TELARC 80094	CINCINNATI POPS (KUNZEL)
18	26	—	2	KATHLEEN BATTLE SINGS MOZART ANGEL CDC-47355	KATHLEEN BATTLE
19	18	17	23	TELARC SAMPLER #3 TELARC 80003	VARIOUS ARTISTS
20	19	19	32	WILLIAM TELL AND OTHER FAVORITE OVERTURES TELARC 80116	CINCINNATI POPS (KUNZEL)
21	20	18	8	ANNIVERSARY LONDON 417-362	LUCIANO PAVAROTTI
22	22	21	31	SONGS FROM LIQUID DAYS CBS MK-39564	PHILIP GLASS
23	23	23	68	GERSHWIN: RHAPSODY IN BLUE CBS MK-39699	LOS ANGELES PHILHARMONIC (THOMAS)
24	21	20	13	BERNSTEIN: WEST SIDE STORY (HIGHLIGHTS) DG 415-963	TE KANAWA, CARRERAS (BERNSTEIN)
25	24	24	11	ROMANCES FOR SAXOPHONE CBS MK-42122	BRANFORD MARSALIS
26	NEW ▶	1	1	DVORAK: CELLO CONCERTO CBS MK-42206	YO-YO MA
27	27	27	27	PLEASURES OF THEIR COMPANY ANGEL CDC-47196	KATHLEEN BATTLE, CHRISTOPHER PARKENING
28	28	28	5	BEETHOVEN: PIANO CONCERTO NO. 5 PHILIPS 416-215	CLAUDIO ARRAU
29	29	29	79	COPLAND: APPALACHIAN SPRING TELARC 80078	ATLANTA SYMPHONY
30	30	30	79	TELARC SAMPLER #1 TELARC 80101	VARIOUS ARTISTS

CY-1018. THE COUNT BASIE ORCHESTRA, "LONG LIVE THE CHIEF," DDD



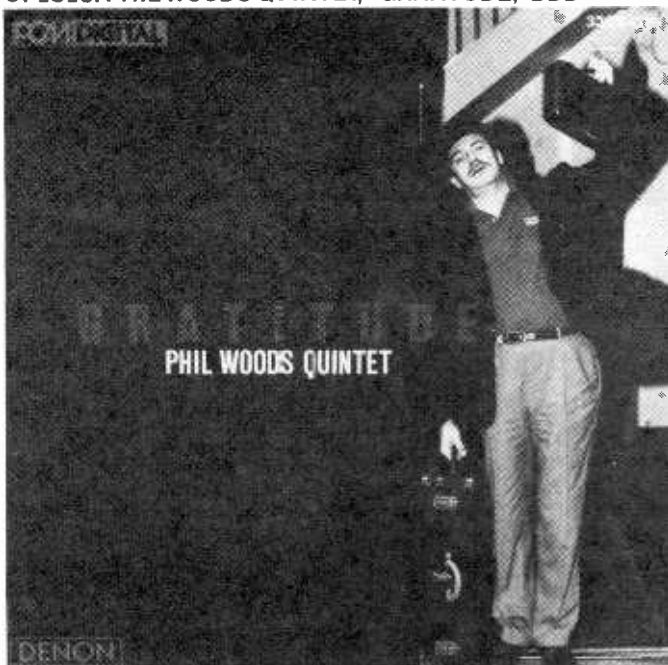
CY-1128. McCoy TYNER, "DOUBLE TRIOS," DDD



CY-1216. CARMEN McRAE "ANY OLD TIME," DDD



CY-1316. PHIL WOODS QUINTET, "GRATITUDE," DDD



***This winter,
Denon jazz
is hot.***

Recorded in New York as part of Denon's Jazz Project, each of these four Compact Discs contains over 60 minutes of heat. Experience the warmth of Carmen McRae in the thirteen classic cuts of "Any Old Time." McCoy Tyner's first work on the Denon label, "Double Trios" is also his first to include performances on electric keyboards. Also new to the Denon label are two first-place winners in the 51st Annual *down beat* Reader's Poll: the Basie Band and Phil Woods.

To keep the heat on, this music has never stepped outside of the digital domain. Each disc was digitally recorded, digitally mixed and digitally mastered on proprietary Denon equipment. But you'd expect no less from the First Name in Digital Recording.

DENON
The First Name in Digital Recording

Nippon Columbia Ltd., Tokyo, 107 Japan
Denon America, Inc., 27 Law Drive, Fairfield, NJ 07006
Denon Canada, Inc., 17 Denison Street, Markham Ont. L3R 1B5 Canada



BIG APPLE ENTERTAINMENT

DISTRIBUTORS OF AUDIO • VIDEO • TAPES • ACCESSORIES

ALL NEW FOR 1986

FREE WHOLESALE CATALOG

ALL NEW 224-PAGE AUDIO, VIDEO, TELEPHONE, COMPUTER, ELECTRONICS CATALOG

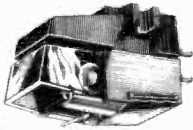
- A Leading Distributor Of Brand Name Home Entertainment Products
- Your One-Stop Distribution Center Serving Dealers Coast-To-Coast
- \$10,000,000 Inventory With Over 10,000 Products In Stock At All Times
- Special Product Information By Phone
- Monthly Newsletter On Our Specials



PHONO CARTRIDGES

AUDIO TECHNICA AT-140ML Linear Contact High Performance Phono Cartridge

\$48⁸¹



WE CARRY A COMPLETE SELECTION OF REPLACEMENT STYLII IN STOCK

SHURE M92E Universal Mount All Purpose . . . \$7.29
 SHURE M99E "Best Buy" Universal Mount . . . \$12.39
 SHURE V15 TYPE IV-MR New Improved Micro Ridge Stylus \$58.89
 STANTON 680EL Disco Special W/Extra Stylus . . . \$35.39
 AUDIO TECHNICA AT-152MLP Improved P-Mount Linear Tracking \$74.89

VIDEO TAPE

SONY L-750 ES-HG Brand New Extra High Grade . . . Each \$5.38
 SONY L-750 ESX-HIFI New Hi-Fi Extra High Grade . . . Each \$6.38
 SCOTCH T-120 EG Improved Standard Grade . . . Each \$4.39
 SCOTCH T-120 EXG-PRO Pro High Grade Mastering . . . Each \$7.89
 FUJI T-120 4-PACK SPECIAL Great "Add-on" Special . . . 4-Pack \$16.92
 TDK T-120 ENG "Best Buy" High Grade VHS . . . Each \$5.49



SONY P6-90 8MM VIDEO CASSETTES
 •High quality metal particle tape •90 minutes

\$7⁷⁷

Other Lengths Available At Similar Savings

AUDIO TAPES

TDK AD-X90 HIGH BIAS CASSETTES
 •Increase Profits And Your Customer's Satisfaction

\$138

Each ONLY 2000 AVAILABLE



TDK SA-X90 "Best Buy" Extended High Bias . . . Each \$1.74
 TDK SA-90 The High Bias Standard . . . Each \$1.54
 TDK D-90 All Purpose Normal Bias . . . Each \$0.91
 TDK HX-S90 Digital Recording Special . . . Each \$2.68
 SONY UCX-S90 Ultimate High Bias Recording . . . Each \$1.49
 MAXELL XL-1190 "Top Rated" High Bias . . . Each \$1.89

ACCESSORIES

RECOTON CD-20 Portable CD To Car Adaptor . . . \$11.75
 RECOTON CD-10 Interlocking 10 CD Holder . . . \$3.75
 RECOTON CD-8 2-Pack Replacement "Jewel Cases" \$1.59
 CRESTMARK 6K Holds 40 12-inch LP Records . . . \$1.49
 DISCWASHER SC2 Stylus Cleaning System w/Fluid . . . \$4.39
 TDK TCL-30 Non-Abrasive VHS Head Cleaner . . . \$5.25



RECOTON CD-1 CD CLEANING SYSTEM
 •True Radial Cleaning •Special Cleaning Formula

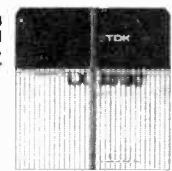
\$9⁹⁹

SUPER CLOSEOUT SPECIALS

TDK LX-3590B •Backcoated Open Reel Tape •1200'

\$189

Each



TDK LX-35180B . . . Each \$4.34

SONY L-750 UHG Ultra High Grade Below Cost . . . Each \$4.74
 SCOTCH L-750 Unbelievable Closeout Price Each \$3.33
 BASF T-120 Pure Chrome Standard Grade Each \$3.99
 FUJI METAL-90 Metal Bias Audio Cassette . . . Each \$2.94
 PANASONIC KX-T2425 Integrated Telephone System \$129.95
 WHISTLER SPECTRUM 2 Top-Of-The-Line Radar Detector . . . \$214.95

CALL TOLL-FREE

1-800-221-3191

IN NEW YORK CALL (212) 233-0747

BIG APPLE ENTERTAINMENT
 15 PARK ROW, DEPARTMENT BB3086
 NEW YORK, NY 10038

etailing

New Releases

ALBUMS

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

POP/ROCK

THE NEVILLE BROTHERS
 Treacherous: The History Of The Neville Brothers (1955-1984)

LP Rhino RNFP 71494/\$14.98
 CA RNFC 71494/\$14.98

THE ROCHESES
 No Trespassing

EP Rhino RNEP 70616/\$5.98
 CA RNEC 70616/\$5.98

NANCY SINATRA
 Boots: Nancy Sinatra's Greatest Hits

LP Rhino RNLP 70227/\$8.98
 CA RNC 70227/\$8.98

VARIOUS ARTISTS
 Nuggets, Vol. 8: The Pacific Northwest

LP Rhino RNLP 70032/\$8.98
 CA RNC 70032/\$8.98

VARIOUS ARTISTS
 Nuggets, Vol. 9: Acid Rock

LP Rhino RNLP 70033/\$8.98
 CA RNC 70033/\$8.98

VARIOUS ARTISTS
 Nuggets, Vol. 10: Folk Rock

LP Rhino RNLP 70034/\$8.98
 CA RNC 70034/\$8.98

VARIOUS ARTISTS
 Nuggets, Vol. 11: Pop, Part 4

LP Rhino RNLP 70035/\$8.98
 CA RNC/\$8.98

VARIOUS ARTISTS
 Nuggets, Vol. 12: Punk, Part 3

LP Rhino RNLP 70036/\$8.98
 CA RNC 70036/\$8.98

COMPACT DISK

ROBERT CONTI
 Laura

CD Trend TRCD 540/no list

BOB MAGNUSSON QUINTET FEATURING JOE FARRELL
 Revelation

CD Discovery DSCD 927/no list

CARMEN MCRAE
 Any Old Time

CD Denon CY 1216/no list

DON RADER QUINTET
 Wallflower

CD Discovery DSCD 926/no list

LISA RICH WITH THE CLARE FISCHER QUARTET
 Touch Of The Rare

CD Trend TRCD 541/no list

MCCOY TYNER
 Double Trios

CD Denon CY 1128/no list

VARIOUS ARTISTS
 Anything Goes

CD Columbia CK 15100/CBS/no list

VARIOUS ARTISTS
 Barnum

CD Columbia CK 36576/CBS/no list

VARIOUS ARTISTS
 Cabaret

CD Columbia CK 03040/CBS/no list

VARIOUS ARTISTS
 The Graduate

CD Columbia CK 03180/CBS/no list

VARIOUS ARTISTS
 Gypsy

CD Columbia CK 32607/CBS/no list

VARIOUS ARTISTS
 Mame

CD Columbia CK 03000/CBS/no list

VARIOUS ARTISTS
 Oldies But Goodies, Vol. 5
 CD Original Sound/no list

VARIOUS ARTISTS
 Oldies But Goodies, Vol. 9
 CD Original Sound/no list

VARIOUS ARTISTS
 Showboat
 CD Columbia CK02220/CBS/no list

VARIOUS ARTISTS
 The Sound Of Music
 CD Columbia CK 32061/CBS/no list

VARIOUS ARTISTS
 Sweet Charity
 CD Columbia CK 02900/CBS/no list

VARIOUS ARTISTS
 Television's Greatest Hits, Vol. 1
 CD Tee Vee Toons TVT1100/\$19.95

VARIOUS ARTISTS
 Television's Greatest Hits, Vol. 2
 CD Tee Vee Toons TVT1200/\$19.95

VARIOUS ARTISTS
 West Side Story

CD Columbia CK 32603/CBS/no list

PHIL WOODS QUINTET
 Gratitude

CD Denon CY 1316/no list

COUNTRY

BYRON BERLINE, DAN CRARY, JOHN HICKMAN
 BCH

LP Sugar Hill SH3755/\$8.98
 CA SHC3755/\$8.98

THE OSBORNE BROTHERS
 Once More, Vol. 1

LP Sugar Hill SH3754/\$8.98
 CA SHC3754/\$8.98

To get your company's new releases listed, send release sheets or type the information in the above format on your letterhead. Please include suggested list price whenever possible. Send to Nadine Reis, Billboard, 1515 Broadway, New York, N.Y. 10036.

KWIKER HONORED AT CAL STATE

(Continued from page 34)

Coast with such a program," said Codner.

Codner extolled America's retail industry, saying it was "by far superior" to others worldwide. He said the factors behind this superiority are "diversity of retail establishments, depth of merchandise selection, convenience of store locations, convenient store hours, creative store displays, and competitive pricing."

Criteria for Cal State's selection of retailer of the year include a "good track record in running a successful and growing business. How does that individual respond when on occasion there is adversity and how does that individual convert such challenges into triumphs? We also want a person who can spot new trends in product offerings, new trends in consumer behavior, and changes in the competitive structure and with bold and imaginative strokes puts his retail firm into the mainstream of growth and success."

"The institute also looks for the quality of inspirational leadership, an executive who by the display of personal charisma, strength of character, integrity, and a deep concern for the welfare and well-being of employees earns their trust and loyalty and inspires them to superior performance," said Codner.

Kwiker is a native New Yorker, was raised in Michigan, has been married 25 years with two children, and has a law degree from Univ. of Michigan. His background includes work in corporate law on Wall

Street with Sherman & Sterling and the positions of vice president of mergers and acquisitions for Laird & Co. and president of Handleman Co. He came to Wherehouse in 1980 as president and chief operating officer and was named CEO following the death in 1982 of founder Lee Hartstone.

Other business affiliations include membership in the American Stock Exchange Listed Companies Advisory Committee, board member of Signet Scientific, and extensive involvement with the National Assn. of Recording Merchandisers.

Describing business conditions when Kwiker came to Wherehouse, Codner said the "record industry had been hit by severe recession. Consumer preferences were in a state of volatile transition." He credited Kwiker with repositioning the company and initiating organizational changes and said, "He stressed prerecorded video at a time of its rapid emergence."

Codner also lauded Kwiker for pioneering Wherehouse's employee stock ownership plan, which is "being studied nationwide as a model for other business organizations."

Our Mugs Walk Out The Door!



You'd swear our mugs had legs if you saw how quickly they sell in record stores, gift and department stores. The fact is, they're mugs with funny (and sometimes slightly naughty) sayings screened on them. Call now for our free catalogs of these and over 3,000 other items! Most orders shipped in 24 hours—90% fill rate.

1-(800)-521-5946

1-(313)-541-1140

Telex: 756914 Nalpac Ltd UD

NALPAC LTD
 "We Are The Competition" ©
 8700 Capital / Oak Park, MI 48237

Movieland Chain Continues Rapid Expansion

BY MOIRA McCORMICK

CHICAGO An emphasis on personal service has contributed to the rapid growth of the South Lyon, Mich.-headquartered video franchise Movieland. Since 1984, the franchise has expanded from 13 units in its home state to 54 units in seven states.

Owner Dennis Bowdoin attributes Movieland's health to the singular approach the chain takes to employee-customer relations.

"Most video stores sit and wait

'Our employees are aggressive—they bring customers in'

for people to come in," he says. "Our employees are aggressive—they bring customers in. We stress the importance of learning customers' names, their likes and dislikes. The little things, the details,

have given us a shot in the arm."

Movieland was founded in 1980 by Bill Wilson, in the Detroit suburb of South Lyon. Bowdoin, a former Detroit police officer, ran the corporation for Wilson after leaving the force. In 1984, with Movieland encompassing 13 stores, Bowdoin bought out Wilson. "It's the old American dream—buying out your boss," he says.

Movieland began its expansion at that time, when Wilson opened a franchise in Deland, Fla. "He's since gotten that up to three stores in the Orlando area," says Bowdoin.

Then, Movieland began opening units in Maryland, Delaware, Wisconsin, Minnesota, and Indiana. The largest concentration (45 units) is in Michigan. Formerly operating via a co-op-licensing agreement, Movieland became an official franchise this past year.

Although some Movieland units operate in the Detroit metropolitan area, Bowdoin says he prefers sticking to suburbs and smaller communities. He favors stand-alone locations for the stores be-

cause of "higher concentration, easier parking, and better visibility" but says Movieland stores are often found in strip centers as well.

The average unit is 1,500 square feet, carrying 3,000 titles. "[It] wall-to-wall and floor-to-floor movies," Bowdoin says. "Inventory is the name of the game, and service and inventory is the way to beat the competition. Our prices are a little higher, but if people are getting the service, they don't mind paying for it."

Movieland's rental fees are \$3 for one night and \$2 for each addi-

tional night. "We're going up against the 99-cent places and even 49-cent places," says Bowdoin. "But we've never had a store go into an area where it didn't take over the bulk of the business. As

'My clientele is the cream of the crop'

far as I'm concerned, all the [low-price convenience stores] are doing is making business look bad. They're already gone and they don't realize it—they can't contin-

ue buying titles at those prices.

"I don't have a business background," Bowdoin says, "but I can see what's profitable. I look at the local bar, which serves a quality burger at a high price, and it's always jammed. I look at the corner gas stations, where pump jockeys clean your windows and check your oil—higher prices, but they're always busy. I don't need 100% of the business, but what business I have I want to be profitable. I have the cream of the crop as far as clientele."

Movieland offers swift transac-
(Continued on page 41)

FOR WEEK ENDING NOVEMBER 29, 1986

Billboard.

©Copyright 1986, 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	Price
★ ★ NO. 1 ★ ★						
1	1	5	SLEEPING BEAUTY	Walt Disney Home Video 476	1959	29.95
2	3	24	ALICE IN WONDERLAND ▲ ◆	Walt Disney Home Video 36	1951	29.95
3	2	61	PINOCCHIO ◆	Walt Disney Home Video 239	1940	29.95
4	4	33	THE SWORD IN THE STONE ◆	Walt Disney Home Video 229	1963	29.95
5	5	61	DUMBO ▲ ◆	Walt Disney Home Video 24	1941	29.95
6	6	56	ROBIN HOOD ◆	Walt Disney Home Video 228	1973	29.95
7	9	19	POUND PUPPIES	Family Home Entertainment F1193	1985	14.95
8	11	24	WINNIE THE POOH AND TIGGER TOO	Walt Disney Home Video 64	1974	14.95
9	8	23	WINNIE THE POOH AND THE HONEY TREE ◆	Walt Disney Home Video 49	1965	14.95
10	13	24	WINNIE THE POOH AND THE BLUSTERY DAY ◆	Walt Disney Home Video 63	1968	14.95
11	10	3	THE UNSINKABLE DONALD DUCK	Walt Disney Home Video 478	1986	14.95
12	14	57	BUGS BUNNY'S WACKY ADVENTURES ●	Warner Bros. Inc. Warner Home Video 11504	1985	17.98
13	7	52	PETE'S DRAGON ▲ ◆	Walt Disney Home Video 10	1977	29.95
14	15	2	A TALE OF TWO CHIPMUNKS	Walt Disney Home Video 477	1986	14.95
15	12	23	MICKY KNOWS BEST ◆	Walt Disney Home Video 442	1986	14.95
16	23	3	DISNEY'S SING-ALONG SONGS	Walt Disney Home Video 480	1986	14.95
17	NEW ▶		JIMINY CRICKET'S CHRISTMAS	Walt Disney Home Video 747	1986	19.95
18	25	36	VELVETEEN RABBIT	Family Home Entertainment F1173	1985	14.95
19	NEW ▶		CANINE COMMANDO	Walt Disney Home Video 477	1986	14.95
20	19	19	LEARNING ABOUT LETTERS	Children's Television Workshop Random House Home Video 88319-57	1986	No listing
21	21	10	CARE BEARS II: A NEW GENERATION	RCA/Columbia Pictures Home Video 6-20682	1986	79.95
22	16	33	RAINBOW BRITE AND THE STAR STEALER	Warner Bros. Inc. Warner Home Video 11531	1985	79.95
23	20	24	THE IMPORTANCE OF BEING DONALD ◆	Walt Disney Home Video 443	1986	14.95
24	24	37	HUGGA BUNCH	Children's Video Library Vestron 1513	1985	29.95
25	17	2	PORKY PIG CARTOON FESTIVAL FEATURING TOM TURK AND DAFFY	United Artists Television, Inc. MGM/UA Home Video 200991	1986	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.

Study Gives Stores Advice Renters Seek Specific Tapes

BY CHRIS MCGOWAN

LOS ANGELES Consumers would rent an additional 6.9 cassettes each month if all the new titles they wanted were available when they go to the store, according to a Fairfield Group study commissioned by the Video Software Dealers Assn.

The information on rental habits appears in the VSDA's November newsletter in the first of a planned series of articles detailing the findings of the marketing and research firm. Some key details from the report were included in Fairfield's presentation during a general business session at VSDA's August convention in Las Vegas (Billboard, Sept. 6).

In the second quarter of 1986, the Fairfield Group conducted random 36-question phone interviews with 375 VCR households across the U.S.

According to the study, 87% of renters have a specific title in mind on three of every five trips to a store. Browsing is least prevalent in the northeastern U.S. and is highest among low-income households and new VCR owners.

Yet 88% of the respondents indicated that they expect to browse to find titles to rent on 3.25 of every 5 visits to a rental store. The unavailability of planned-on titles is cited as the reason for the overlap.

This unavailability is demonstrated by the finding that 86% of the respondents are sometimes or never able to get the title they want to rent. Only 12% can always find the title they plan to rent.

The study concludes that an artificially high level of impulse rental is created by retailers who buy too

few copies of new releases to satisfy demand.

The study also found that consumers learn of new releases more often by word of mouth (24%) or calling the store (26%) than from store advertisements (18%) or store fliers (21%).

Further, the study concludes that VCR owners enjoy the medium but have mixed feelings about video stores. Respondents prefer video rentals nearly 2-1 over other forms of entertainment (pay TV, movie theaters, etc.), yet the video store received an average score of only 3.4 on a scale of 1-5 regarding consumer satisfaction. Nearly half of all rental households rent from more than one location.

Consumers were asked how influential certain factors are in their decision-making. On a scale of 1-5, with 5 indicating that something is very influential, cassette boxes scored a 3.4; store catalogs were at 2.9; and posters and signs, fliers and brochures, and store personnel all scored a 2.7.

The study also found that those customers who use their VCRs the most would rent an additional 14 cassettes a month if they could find all the titles they would like to rent each time they went to the store.

In conclusion, the report argues that retailers should work to satisfy consumer demand for new releases and that retailers should focus on creating additional demand for new product in order to prevent competition from other forms of entertainment.

The 500-page Fairfield report is titled "How Consumers Choose Home Video Titles In Shopping Locations" and is available to VSDA members for \$18.50.

ideo retailing



Aloha From Vegas. Louise and Paul Boudreau of Movies To Go in New Bedford, Mass., were the big winners during the recent Video Software Dealers Assn. convention in Las Vegas. The couple won a trip to Hawaii in a contest sponsored by Pepsi-Cola and Coming Attractions, a consumer magazine designed for in-store distribution (Billboard, July 19). Pictured, from left, are Steve Pike, senior promotions manager, Pepsi-Cola; the Boudreaus; and Stephen Traiman, marketing director, Coming Attractions.

New Releases

HOME VIDEO

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

THE ADVENTURES OF BULLWHIP GRIFFIN

Roddy McDowall, Suzanne Pleshette, Karl Malden
 ♥ Walt Disney 150/\$69.95

THE ADVENTURES OF TEDDY RUXPIN Animated

♥ Children's Video Library 1547/Vestron/\$24.95

BIG FOOT AND THE MUSCLE MACHINES Animated

♥ Hi-Tops/\$29.95

CELEBRITY

Joseph Bottoms, Michael Beck, Ben Masters
 ♥ RCA/Columbia 0704/SBI/\$69.95

CHURCHILL AND THE GENERALS

Timothy West, Arthur Hill, Joseph Cotten
 ♥ Prism 9003/SBI/\$69.95

CHURCHILL: THE FINEST HOURS

Orson Welles
 ♥ Prism 9002/SBI/\$49.95

DEATH OF A SOLDIER

James Coburn, Red Brown, Bill Hunter
 ♥ Key 3539/SBI/\$79.98

DR. SYN, ALIAS THE SCARECROW

Patrick McGeehan, George Cole, Tony Britton
 ♥ Walt Disney 189/\$69.95

DREAM MANIAC

Thomas Bern, Kim McKamy, Sylvia Summers
 ♥ Wizard 090/SBI/\$69.95

EROTIC IMAGES

Britt Ekland, Edd Byrnes, John McCann
 ♥ Vestron 4482/\$69.95

THE FABULOUS FLEISCHER FOLIO—VOLUME FIVE

Animated
 ♥ Walt Disney 856/\$49.95

FIVE MILE CREEK—VOLUME 14

Louise Caire Clark, Rod Mullinar, Liz Burch
 ♥ Walt Disney 491/\$49.95

GHOSTWARRIOR

Hiroshi Fujioka, Janet Julian
 ♥ Vestron 5133/\$79.95

GILBERT AND SULLIVAN PRESENT THEIR GREATEST HITS

D'Oyly Carte Singers
 ♥ Vestron Musicvideo 1060/\$29.95

HOROWITZ IN MOSCOW

Vladimir Horowitz
 ♥ MGM/UA 1051/SBI/\$39.95

IF EVER I SEE YOU AGAIN

Joe Brooks, Shelley Hack, George Plimpton
 ♥ RCA/Columbia 6001/SBI/\$24.95

THE INDOMITABLE TEDDY ROOSEVELT

Bob Boyd, Pilippa Roosevelt, Lisette Chemens
 ♥ Prism 3601/SBI/\$79.95

JO JO DANCER

Richard Pryor, Debbie Allen, Art Evans
 ♥ RCA/Columbia 0683/SBI/\$79.95

MADBALLS

Animated
 ♥ Hi-Tops/\$19.95

MAGIC LEGEND OF THE JUGGLER

Barry Dennen, Walter Slezak
 ♥ United Entertainment/\$49.95

MENACE ON THE MOUNTAIN

Patricia Crowley, Albert Salmi, Charles Aidman
 ♥ Walt Disney 356/\$69.95

MY PET MONSTER

Animated
 ♥ Hi-Tops/\$29.95

ONE MAGIC CHRISTMAS

Mary Steenburgen, Gary Basaraba, Michelle Meyrink
 ♥ Walt Disney 475/\$79.95

ONE MORE SATURDAY NIGHT

Al Franken, Tom Davis, Nan Woods
 ♥ RCA/Columbia 0703/SBI/\$79.95

POLTERGEIST II

Jobeth Williams, Craig T. Nelson, Heather O'Rourke
 ♥ MGM/UA 0940/SBI/\$79.95

RUB A DUB DUB

Animated
 ♥ Hi-Tops/\$29.95

SANTA AND THE ICE CREAM BUNNY

Animated
 ♥ United Entertainment/\$49.95

SANTA'S CHRISTMAS ELF

Animated
 ♥ United Entertainment/\$49.95

THE SCARLET PIMPERNEL

Anthony Andrews, Jane Seymour, Ian McKellen
 ♥ Vestron 4467/\$69.95

SHORT CIRCUIT

Ally Sheedy, Steve Guttenberg, Fisher Stevens
 ♥ CBS Fox 3724/SBI/\$79.98

SOMETHING FOR EVERYONE

Angela Lansbury, Michael York, Anthony Corlan
 ♥ Key 7174/SBI/\$59.98

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 Nadine Reis, Billboard, 1515 Broadway, New York, N.Y. 10036.

FOR WEEK ENDING NOVEMBER 29, 1986

Billboard

©Copyright 1986, 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

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Rating
			★★ NO. 1 ★★				
1	3	2	INDIANA JONES AND THE TEMPLE OF DOOM	Paramount Pictures Paramount Home Video 1643	Harrison Ford Kate Capshaw	1984	PG
2	1	8	DOWN AND OUT IN BEVERLY HILLS	Touchstone Films Touchstone Home Video 473	Nick Nolte Richard Dreyfuss	1986	R
3	2	10	OUT OF AFRICA ▲◆	Universal City Studios MCA Dist. Corp. 80350	Robert Redford Meryl Streep	1985	PG
4	5	5	THE MONEY PIT ▲	Amblin Entertainment MCA Dist. Corp. 80387	Tom Hanks Shelly Long	1986	PG
5	4	6	PRETTY IN PINK	Paramount Pictures Paramount Home Video 1858	Molly Ringwald Jon Cryer	1986	PG-13
6	7	5	9 1/2 WEEKS	MGM/UA Home Video 800973	Mickey Rourke Kim Basinger	1986	R
7	6	8	F/X ▲	HBO/Cannon Video TVA3769	Bryan Brown Brian Dennehy	1986	R
8	9	3	MURPHY'S LAW	Cannon Films Inc. Media Home Entertainment M849	Charles Bronson	1986	R
9	8	4	SLEEPING BEAUTY	Walt Disney Home Video 476	Animated	1959	G
10	10	7	WILDCATS	Warner Bros. Inc. Warner Home Video 11583	Goldie Hawn	1986	R
11	13	2	AT CLOSE RANGE	Orion Pictures Vestron 5170	Sean Penn Christopher Walkin	1986	R
12	11	9	GUNG HO	Paramount Pictures Paramount Home Video 1751	Michael Keaton Gedde Watanabe	1986	PG-13
13	12	7	RUNAWAY TRAIN	Cannon Films Inc. MGM/UA Home Video 800867	Jon Voight Eric Roberts	1985	R
14	NEW▶		LEGEND	Universal City Studios MCA Dist. Corp. 80193	Tom Cruise Tim Curry	1986	PG
15	16	3	HIGHLANDER	HBO/Cannon Video TVA3761	Christopher Lambert Sean Connery	1986	R
16	NEW▶		RAW DEAL	DEG Inc. HBO/Cannon Video TVA9982	A. Schwarzenegger	1986	R
17	NEW▶		THE TRIP TO BOUNTIFUL	Island Pictures Embassy Home Entertainment 1341	Geraldine Page	1985	PG
18	26	2	POLICE ACADEMY 3: BACK IN TRAINING	Warner Bros. Inc. Warner Home Video 20022	Steve Guttenberg Bubba Smith	1986	PG
19	14	9	YOUNG SHERLOCK HOLMES	Amblin Entertainment Paramount Home Video 1670	Nicholas Rowe Alan Cox	1985	PG-13
20	15	25	BACK TO THE FUTURE ▲◆	Amblin Entertainment MCA Dist. Corp. 80196	Michael J. Fox Christopher Lloyd	1985	PG
21	17	8	CROSSROADS	RCA/Columbia Pictures Home Video 6-20665	Ralph Macchio Joe Seneca	1986	R
22	21	16	MURPHY'S ROMANCE ◆	RCA/Columbia Pictures Home Video 6-20649	Sally Field James Garner	1985	PG-13
23	20	3	SANTA CLAUS THE MOVIE	Media Home Entertainment M846	Dudley Moore John Lithgow	1985	PG
24	24	2	LUCAS	CBS-Fox Video 1495	Corey Haim Kerri Green	1986	PG-13
25	18	6	8 MILLION WAYS TO DIE ●	CBS-Fox Video 6118	Jeff Bridges Rosanna Arquette	1986	R
26	19	15	IRON EAGLE ▲	CBS-Fox Video 6160	Louis Gossett Jr. Jason Gedrick	1986	PG-13
27	23	6	AMERICAN ANTHEM	Karl Lorimar Home Video 386	Mitch Gaylord Janet Jones	1986	PG-13
28	36	3	BAND OF THE HAND	Tri-Star Pictures RCA/Columbia Home Video 6-20709	James Remar John Cameron Mitchell	1986	R
29	22	5	APRIL FOOL'S DAY	Paramount Pictures Paramount Home Video 1832	Jay Baker Deborah Foreman	1986	R
30	25	8	CRITTERS	New Line Cinema RCA/Columbia Home Video 6-20666	Dee Wallace Stone M. Emmet Walsh	1986	PG-13
31	31	23	JAGGED EDGE ▲◆	RCA/Columbia Pictures Home Video 6-20591	Glenn Close Jeff Bridges	1985	R
32	27	19	THE JEWEL OF THE NILE ▲	CBS-Fox Video 1491	Michael Douglas Kathleen Turner	1985	PG
33	28	16	THE HITCHER ▲	HBO/Cannon Video TVA3756	Rutger Hauer C. Thomas Howell	1985	R
34	30	31	WITNESS	Paramount Pictures Paramount Home Video 1736	Harrison Ford Kelly McGillis	1985	R
35	NEW▶		UNDER THE CHERRY MOON	Warner Bros. Inc. Warner Home Video 11605	Prince	1986	PG-13
36	29	29	COCOON ▲	CBS-Fox Video 1476	Steve Guttenberg Don Ameche	1985	PG-13
37	32	17	SPIES LIKE US ▲	Warner Bros. Inc. Warner Home Video 11533	Dan Aykroyd Chevy Chase	1985	PG
38	34	13	AFTER HOURS ▲	The Geffen Company Warner Home Video 11528	Griffin Dunne Rosanna Arquette	1985	R
39	35	20	A NIGHTMARE ON ELM STREET 2 FREDDY'S REVENGE ▲	Media Home Entertainment M838	Robert Englund Mark Patton	1985	R
40	38	11	THE CLAN OF THE CAVE BEAR ▲	CBS-Fox Video 6795	Daryl Hannah	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.

MOVIELAND EXPANDS

(Continued from page 39)

tion time, thanks to bar coding and a Winchester computer system. "It used to take me 2½ minutes to wait on a customer. Now it takes 20 seconds to put three movies out the door," Bowdoin says, noting that customers' names are printed out on the receipts, which adds to the personal touch of Movieland.

Each store operates with four employees on the floor and one at the checkout counter. "We approach customers one on one, getting to know them and their needs," he says. Bowdoin prefers to hire "aggressive people with retail backgrounds," who are given a salary plus commission on both sales and rental. Each employee carries a notebook, where he or she will jot down customers' names and out-of-stock movies in which they have expressed an interest.

"When a certain movie comes in, they'll call the customer and inform him—not pressuring him to come in and rent, but just giving him the information."

Movieland's promotions are also geared with the customer in mind. "Disney can sell 'Sleeping Beauty' for \$22, but I'll get \$29, simply because of personality, and also because I throw in a free Disney rental."

Movieland runs four chainwide promotions a year, according to Bowdoin, and they reflect his philosophy of community involvement. "I'm a firm believer that if you take money out of a community, you must put something back," he says. This was exemplified in Movieland's "Beverly Hills Cop" promotion, which tied in a child-safety theme. The title itself was not discounted, but another Paramount release, "Strong Kids, Safe Kids" was offered as a free rental. Movieland also provided free "videoprinting" for children (making a video record of a child's identity), an idea Bowdoin says he borrowed from Lou Berg of Houston-based Audio Video Plus.

In addition, Bowdoin had Inspector Gil Hill of the Detroit Police Department, who portrayed Eddie Murphy's boss in "Beverly Hills Cop," tour all the Michigan stores, autographing cassettes and giving presentations on child safety.

As to why Movieland would run a child-oriented promotion for an adult title, Bowdoin says, "'Cop' is not a kids' movie, but when you start promoting to the kids, their parents have to bring them in. We ended up selling 1,500 copies at full retail."

Bowdoin runs Movieland out of the 2,800-square-foot South Lyon store, adjacent to the franchise's 6,000-square-foot warehouse. "We're expecting to pick up expansion very rapidly," he says. "We're hoping to hit one new store opening a week."

According to Bowdoin, most of Movieland's dealer base is made up of former customers. "They know from personal experience that they've got a successful operation to base from," he says. "I never had a problem selling the franchise."

Start-up fees range from a minimum of \$80,000-\$500,000, he says.

OLYMPIC AND WORLD CHAMPION

Billy Kidd

SKI RACING




THE EXHILARATING POWER OF SKI RACING COMES TO HOME VIDEO!

"If you've never been through a slalom course, I want to introduce you to the thrill of racing. If your goal is to make the U.S. Ski Team, I want to help you meet that challenge. Whatever your ability, I offer the ultimate competition—to become the best you can be."

FOR THE FIRST TIME RACER...TO ELITE COMPETITORS...TO FUTURE CHAMPIONS...

- For skiers of all ages who want to improve... FAST!
- No matter what your ability—beginner, intermediate, expert—if you can turn your skis, you can learn to race!
- The race course is an automatic teacher—when you learn to race your freestyle skiing will improve 100%!
- Gain confidence, learn stress management, build concentration!
- Improve physical health and shape!

BILLY KIDD'S SKI RACING—THE FAST WAY TO IMPROVE YOUR SKIING!

MAKE BYE

NOW AVAILABLE ON VIDEOCASSETTE

PRE-ORDER DATE: JANUARY 14, 1987

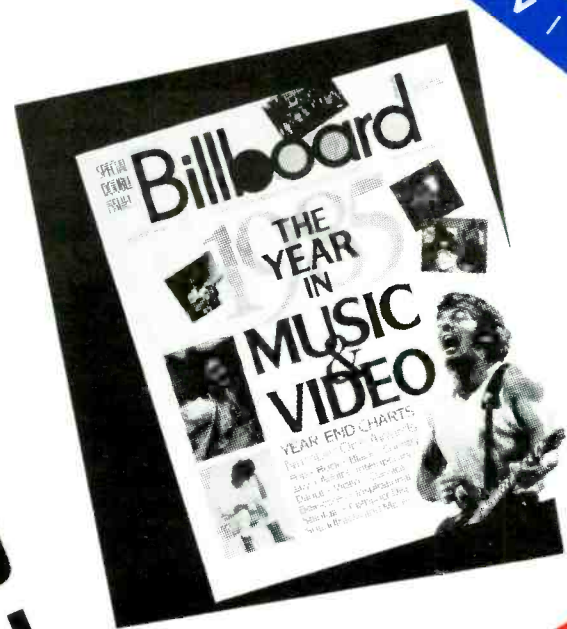
NATIONAL RELEASE DATE: JANUARY 27, 1987

Distributed Exclusively by Prism Entertainment Artwork and Design ©1986 Prism Entertainment 1875 Century Park East, Los Angeles, CA 90067

WRAP UP

1986

**WITH YOUR
MESSAGE IN
BILLBOARD'S
DOUBLE-WEEK
YEAR-END
ISSUE!**



EXPANDED EDITORIAL COVERAGE
• OVERVIEW • YEAR'S TOP STORIES
• SPECIAL FEATURES: TRENDS OF THE YEAR
• REVIEWS OF 1986 • PREVIEWS OF 1987
• LISTINGS/PHOTOS

80 YEAR-END CHARTS AND #1 AWARDS
Most complete chart wrap-up in the world... ranking top artists in music, video and home entertainment!

INCREASED NEWSSTAND CIRCULATION: 94%
... over regular weekly circulation. This issue enjoys a two-week circulation.

WORLDWIDE READERSHIP 250,000 decision-makers in over 100 countries around the globe... from Antigua to the U.S.S.R.

THE YEAR IN MUSIC & VIDEO

THE YEAR IN CHARTS AND NUMBER ONE AWARDS

**SAY IT
IN
PRINT!**

- CONGRATULATE YOUR AWARD-WINNERS
- HERALD YOUR COMPANY'S SUCCESSSES
- INTRODUCE YOUR 1987 PRODUCT
- ACKNOWLEDGE EVERYONE WHO CONTRIBUTED TO YOUR SUCCESS IN 1986

ISSUE DATE:
DECEMBER 27

AD CLOSING:
DECEMBER 2

**CONTACT ANY
BILLBOARD
SALES OFFICE
WORLDWIDE!**
New York • Los Angeles
• Nashville • Toronto •
London • Amsterdam •
Milan • Tokyo • Sydney

October RIAA Certs Up Slightly From Last Year

NEW YORK The number of theatrical titles certified gold by the Recording Industry Assn. of America (RIAA) was up slightly this October from the same month in 1985. There were 10 gold and six platinum certifications this October against eight gold and five platinum in 1985.

Year-to-date totals remain down from 1985's numbers. Through the end of October, 91 gold and 75 platinum theatrical certifications were granted. The same period in 1985 saw 124 titles certified gold and 75 platinum.

World Series fever struck the RIAA's nontheatrical music category, with Vestron Video's "Let's Go Mets" taking home gold. The other gold music winner for the month was "Billy Joel: The Video Album, Volume I" from CBS/Fox. In October 1985, there were also two gold and no platinum music awards.

CBS/Fox Video led the theatrical certification race, taking home seven gold and four platinum. Winning gold and platinum for the label were "The Clan Of The Cave Bear," "Target," "Iron Eagle," and "Enemy Mine." Two older titles, "The Maltese Falcon" and "South Pacific," won gold for CBS/Fox, with "8 Million Ways To Die" also taking home gold.

"F/X" won gold and platinum

for Thorn/EMI home video, which also won gold for "The Howling II." MCA Home Video won gold and platinum for "The Money Pit."

Winning in the nontheatrical category was "Kathy Smith's Body Basics" from JCI Video, which won platinum, and "The American College Of Obstetricians And Gynecologists Pregnancy Exercise Program" from Feeling Fine Programs Inc., which won gold.

This year's nontheatrical numbers are far below last year's. So far in 1986, 17 titles have won gold and 10 platinum. Through October 1985, 96 titles had won gold and 40 platinum.

The RIAA will be discontinuing its gold and platinum certifications at the beginning of 1987. The final date to file for certification is Dec. 22, 1986.

To be certified RIAA gold in the theatrical category, a title needs to sell 75,000 units or take in a list-price income of \$3 million. Platinum takes 150,000 units or \$6 million in income. Nontheatrical gold takes 30,000 units or \$1.2 million at retail; platinum requires 60,000 units or \$2.4 million. Music titles need to sell 25,000 units worth \$1 million for gold and 50,000 units worth \$2 million for platinum.

TONY SEIDEMAN

Manufacturers Boost Ad Budgets Strategy Tailored To Individual Film

BY TONY SEIDEMAN

NEW YORK Home video manufacturers are investing more money in consumer advertising as VCR penetration grows and makes such marketing cost-effective.

But, as advertising programs by two companies show, firms are still split on what the most efficient tools for reaching consumers rather than video stores will be.

The decision depends on a number of factors, manufacturers say, including the film's box-office gross, the budget of its theatrical campaign, and the manufacturer's own resources. For some movies, a television advertising campaign is now practical. For others, less costly print is the preferred medium.

Two upcoming releases illustrate the new tactics. HBO/Cannon's "Back To School" was one of the summer's big hits, taking in close to \$100 million at the box office. The company is now investing in a million-dollar, TV-oriented advertising campaign to support the title.

Embassy Home Entertainment's "Labyrinth" was a weak box-office contender but was backed with a \$7 million theatrical ad campaign. On video, "Labyrinth" will be supported mainly in print.

HBO/Cannon's goal with "Back To School" is to generate a demand beyond that normally created by its box-office success, says Eric Kessler, the company's vice president of advertising. The company's dollars will be targeted "primarily at the consumer," he says, and that includes sweepstakes-oriented promotional events and in-store mer-

chandising. The film is due for release in January.

Kessler describes the campaign as a "pull-oriented marketing program." The campaign is intended to have consumers pulling cassettes out of the stores, rather than HBO/Cannon pushing videocassettes onto retailer's shelves, Kessler says.

At the center of the "Back To School" campaign is "an instant-

'Retailers are starting to use television'

winner game which will be mailed to every [video] retailer in the country," Kessler says. The game, similar to many state lotteries and newspaper circulation promotions, will see over 3 million cards sent to the nation's video outlets, a number that will put hundreds of entry blanks into each store.

Consumers will get a card every time they rent or make a reservation for a title. By scratching off numbers, they can win prizes ranging from a free rental to a \$20,000 scholarship. From December through January, HBO/Cannon will be running an advertising blitz to support the sweepstakes. In an unusual move for a single title, Kessler says that the company is "focusing it all in television."

Budgeted at \$1 million, 80% of the TV campaign's money will be spent on network TV, with the rest going for spot buys to boost visibility in

the nation's top 10 VCR markets. "The Tonight Show," "Friday Night Videos," and some of the college football bowl games are primary programs where the money will be spent.

Simplicity is one of the important aspects of the HBO/Cannon campaign, Kessler says. The sweepstakes scratch cards double as reservation forms, and video stores do not have to bother with paperwork on the free rentals. They just have to sign the back of the card, which the consumer sends back to HBO/Cannon for a refund.

Several reasons are behind HBO/Cannon's decision to focus its campaign on TV. "We want to concentrate it all on one medium," says Kessler. On a hit as big as "Back To School," "we believe we can get the impact through television," he says.

Embassy Home Entertainment expects "Labyrinth" to be one of its largest-selling titles, moving about 150,000 cassettes, says Rand Bleimister, the company's senior vice president of distribution.

Print will be the dominant medium for the campaign, says David Cline, Embassy's vice president of sales. Appearing in the national USA Today and regional publications, including the Los Angeles Times, Boston Globe, Dallas Morning News, Chicago Tribune, Washington Post, and Atlanta Constitution, the advertisements will reach 28 million readers, Cline says.

Although USA Today is a national newspaper, ads can be targeted at 25 regional markets for a fee of \$300-\$500 per market. Embassy will (Continued on next page)

VCA Teletronics Realigns After Buyout Firm Offers Wider Service

NEW YORK Increased support of independent nontheatrical video producers will be one of the primary results of the management buyout of VCA Teletronics here, according to executives who purchased the company.

The four executives involved in the buyout are Tom DeMaeyer, president and chief executive officer; Thomas E. Wisdom, executive vice president; Harry Paney, vice president, operations and administration; and Richard F. Petry, chief financial officer. VCA Teletronics has 225 employees.

The buyout was completed on Nov. 12 (Billboard, Nov. 22), when the executives purchased the industrial duplication and video publishing wings of the company from its parent, VCA/Technicolor. VCA/Technicolor will be able to retain the "VCA" in its name for a brief period only, says DeMaeyer.

VCA/Technicolor will retain its gigantic home video duplicating laboratories and its position as one of the top such companies in the U.S. VCA Teletronics has bought duplicating plants in Houston; Dallas; Des Plaines, Ill.; and Leona, N.J., as

well as production facilities in New York City and the VCA Teletronics building at 231 E. 55th St. in Manhattan. This will give the company about 2,000 VCR slaves.

"The video publishing side and the smaller orders where we're coming from were not necessarily where they wanted to go with their growth," DeMaeyer says about why VCA/Technicolor agreed to the buyout. VCA/Technicolor will be keeping its giant duplicating plants in Naperville, Ill., and Newbury Park, Calif.

The company will be designed to take an idea from conception to finished cassette, DeMaeyer claims, combining all of its production, duplication, and distribution assets.

Many productions VCA Teletronics will be involved in will be joint projects, DeMaeyer says. "We are going to be actively involved in production. We have many projects on the board." The company is looking for proposals. Anyone with an idea should contact DeMaeyer or Wisdom, he says.

"Just a little less than half of our base" comes from industrial work right now, says Wisdom. He sees that portion shrinking as the video publishing business grows. He also sees many of the company's industrial customers getting into video publishing projects. TONY SEIDEMAN

Van Halen longform, 12-inch cross-promo ... see page 46

FOR WEEK ENDING NOVEMBER 29, 1986

Billboard

©Copyright 1986, 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	Format	Price
1	1	5	OUT OF AFRICA ▲◆	★★ NO. 1 ★★ Universal City Studios MCA Dist. Corp. 80350	Robert Redford Meryl Streep	1985	PG	Laser	34.98
2	2	23	BACK TO THE FUTURE ▲◆	Amblin Entertainment MCA Dist. Corp. 80196	Michael J. Fox Christopher Lloyd	1985	PG	Laser	34.98
3	3	7	BRAZIL ●◆	Embassy International Pictures MCA Dist. Corp. 80171	Jonathan Pryce Robert De Niro	1985	R	Laser	34.98
4	4	13	MURPHY'S ROMANCE ◆	RCA/Columbia Pictures Home Video 30649	Sally Field James Garner	1985	13	CED Laser	29.95 29.95
5	7	9	THE JEWEL OF THE NILE ▲	CBS-Fox Video 1491	Michael Douglas Kathleen Turner	1985	PG	Laser	34.98
6	10	19	COCOON ▲	CBS-Fox Video 1476	Steve Guttenberg Don Ameche	1985	13	CED Laser	29.98 34.98
7	5	13	SPIES LIKE US ▲	Warner Bros. Inc. Warner Home Video 11533	Dan Aykroyd Chevy Chase	1985	PG	Laser	34.98
8	9	5	THE MUSIC MAN	Warner Bros. Inc. Warner Home Video 11473	Robert Preston Shirley Jones	1962	G	Laser	34.98
9	NEW ►		AFTER HOURS ▲	The Geffen Company Warner Home Video 11528	Griffin Dunne Rosanna Arquette	1985	R	Laser	34.98
10	8	3	INVASION U.S.A. ▲◆	Cannon Films Inc. Image Entertainment 15062	Chuck Norris	1985	R	Laser	34.95

● 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.

Release Helps Its Viewers Relax 'Stress Control' Endorsed By Physicians

BY AKIVA KAMINSKY

NEW YORK Prerecorded video can make good medicine, claim the producers of "Stress Control Now," a recently released video that has been endorsed by the Southern Medical Assn. (SMA).

The SMA gave its stamp of approval to the video's program in a mailing sent to its 50,000 member-physicians well in advance of its ship date.

Retailing for \$24.95, "Stress Control Now" is the first of a pro-

'The series is like taking two aspirin, but it's better'

jected series of tapes using stress-reduction techniques. The package, created under the direction of Florida psychiatrist Dr. Edward Klein, is produced by A.C. Video Associates, New York.

Klein claims the use of relaxing images on the television screen has proven highly effective in recreating his own clinical method of stress reduction. "In 10 minutes, most people will be very relaxed," Klein says. "Repeated use of the tape will often result in the improvement of the viewer's health," he says.

A member of the American Medical Assn. and American Psychiatric Assn., Klein has gained a na-

tional reputation as a consultant in professional sports, focusing on the relationship between stress and performance.

According to Klein, recent studies at Duke, Ohio State, and Harvard universities indicate deep-relaxation techniques practiced regularly can produce a host of desirable physiological changes.

In addition to relieving mental tension and stress, such techniques strengthen the immune system, lower cholesterol and blood-pressure levels, and widen restricted respiratory passages in asthmatics, reducing pain in chronic sufferers, he says.

Metro Video will be the primary distributor of the program to video specialty outlets. A.C. Video Associates marketing director Marshall Minkin is also negotiating for distribution in four specific areas, which he defines as:

- Specialty—drugstore chains and health spas.
- Private—through corporate training programs, in companies for use by individual employees, and in the insurance industry to policy holders.
- Medical—as a patient-education tape offered through member-physicians of the SMA, in hospital gift shops, and veterans hospitals.
- Government.

Minkin foresees the day when people will pop floppy disks of tapes like "Stress Control Now" into their personal computers for a 10-minute relaxation break. "We're talking to several companies working on the technology

right now," he says.

The main thrust of the publicity effort for "Stress Control Now" will be public appearances. "Stress Control Now" was test-marketed in the Tampa, Fla., area following Klein's appearance on a regional TV talk show. Minkin claims sales of 90% of the tape within a week at Waldenbooks and B. Dalton Booksellers.

The video also has the endorsement of Olympic gold medalist diving champion Greg Louganis, who will promote the tape during personal appearances, using the theme "Making good choices for better health."

"Diabetes Control Now," the second tape in the series, is tentatively scheduled for release in March or April.

Chicago Firm's Release Focuses On Notorious Cases Documentary Set To Make Crime Pay

BY MOIRA McCORMICK

CHICAGO A new home video production company here is hoping to make crime pay with its debut release, "Great Crimes Of The Century." The 70-minute, \$39.95 cassette is manufactured by Maljack Productions Inc.

The video was produced by Doc Projects Inc., a company formed by Matthew White and Darrell Moore, both former editors at Video Times magazine. "We decided to start making tapes instead of writing about them," says White. White is president of Doc Projects, and Moore is vice president.

"Great Crimes Of The Century," which was released in September, is the "first in a series of original, entertainment-oriented archival productions," according to White. It examines five notorious crimes: the Manson murders of 1969; the sky-jacking committed in the early '70s by D.B. Cooper, who parachuted from an airplane with \$200,000 and was never seen again; the Leopold and Loeb murder; Clifford Irving's Howard Hughes autobiography hoax; and the Boston Strangler murders.

Written and directed by White and Moore, the documentary is largely made up of police and news footage, much of it rare, according to White. In the Leopold and Loeb segment, for instance, an excerpt from a 1923 8mm film is shown, featuring Nathan Leopold conducting ornithological research. "What we're trying to get across is that video is its own medium," says White. "Home video can be used to reflect on news events in a way that can't be done in books and wouldn't work theatrically. News is experienced day to day in bits and pieces on television; the best way to reflect it is the videocassette."

Chicago-based video artist Miroslaw Rogala designed computer graphics for "Great Crimes," and Lucien Czynewski composed the score. The program is narrated by



More Video Muscle. Jane Fonda receives a commemorative plaque during a press conference at Billboard's West Coast bureau. "Jane Fonda's Low Impact Workout" set a new record in the home video industry by becoming the first nontheatrical cassette to ship 350,000 units initially. Jim McCullaugh, Billboard's home entertainment editor, is on the left.

Chicago radio personality Jack Stockton.

Two more volumes of "Great Crimes Of The Century" are in the works, says White, with the next one slated to be released in mid-1987. Doc Projects is in the process of putting together more programs as well, using "various types of ar-

'Home video can be used to reflect on news events'

chival film. We're projecting 14 original programs for 1987," according to White.

All videocassettes will bear the MPI imprint, according to White. "We decided to go with them for practical reasons," he says of the suburban Oak Forest-based manufacturer. "One, they're local. And MPI has a good sense of original programming, i.e., that it should be entertaining."

According to Jaffer Ali, MPI vice

president of marketing, "'Great Crimes' has a crossover appeal, so a lot of mail-order companies will be carrying it. Our marketing effort will be twofold. First, to get it into the stores. As an original home video program, it hasn't had previous exposure, so it may take longer [to catch on]. But it has all the right elements, [particularly] the sensational nature of the crimes, and we're promoting it heavily in trade advertisements. Secondly, we want to establish a grassroots appeal, via point-of-purchase and word of mouth."

Video and record stores are being targeted for a major promotional push. "At \$39.95, it's not a good bookstore item," says Ali. Point-of-purchase materials include a 4-foot-high floor/window display, which is an acetate rendering of a chalk body outline and bears the legend, "Great Crimes Of The Century."

"We plan to make this a sustained marketing approach," says Ali. "Even if 'Great Crimes' won't do 50,000 out the door, it will over a five-year period."

United Issues 3rd Made-For Company Pioneered Field In 1984

BY ELLIS WIDNER

TULSA, Okla. United Home Video has released its third made-for-home-video movie. "Revenge," a thriller shot in and around Tulsa, Okla., stars Patrick Wayne, John Carradine, and Bennie Lee McGowan.

United pioneered the field with the 1984 release of "Blood Cult." Earlier this year, the firm released "The Ripper," a modern-day version of the Jack the Ripper story, starring Tom Savini.

"With 'Revenge,' we have advanced in our production and star values," says Robert Blair, executive vice president of United Entertainment Inc.

"We've just begun," Blair says. "We are getting 'A Quiet Night In The Country' ready to roll. We also are preparing 'Nemesis,' a science fiction/horror film that will incorporate more special effects."

Blair says both films will get underway before the end of the year. United Home Video will release the recently completed "Terror At Tenkiller" in early 1987.

"We are getting a lot of exposure for 'Revenge,'" Blair says. "Programs such as 'Good Morning America' and 'Today' have done fea-

tures on Carradine and Wayne. The two men have been very interested in working with us to promote the film." Carradine appeared at United's booth at the recent Video Software Dealers Assn. meet.

"Revenge" is the 500th film by veteran actor Carradine. His distinguished career started on the stage; he made his Broadway debut in "The Duchess Of Malfi." His film credits include "Les Miserables," "Drums Along The Mohawk," "Cheyenne Autumn," and "Blood And Sand."

Wayne, son of the late actor John Wayne, has acted in a number of films and television programs. His credits include "Rustler's Rhapsody," "Sinbad And The Eye Of The Tiger," and several films with his father, including "Big Jake" and "The Alamo."

The executive producer of the three United Home Video films is Bill F. Blair, and they were all directed by Christopher Lewis, son of veteran actress Loretta Young.

Mike Brewer, formerly of Brewer & Shipley, sings one of the songs in "Revenge." "Revenge" was produced by United Entertainment Pictures Inc. and was shot on film and edited on video. It retails for \$69.95 on VHS and Beta Hi-Fi.

MANUFACTURERS BOOST AD BUDGETS

(Continued from preceding page)

use this ability to tag around 40 dealers per region. The USA Today ad itself, which will run just after the film's late-January release, will cost \$40,000.

Embassy is spending more than \$700,000 on its total campaign for "Labyrinth," with about \$250,000 for the print portion. TV will be used in co-op situations only, Cline says. The reason Embassy is not spending money on TV directly is that "spot television is very expensive in the major markets, and to get that kind of reach I think we would have to have spent three or four times [what is being invested in print]."

For Embassy, using co-op funds is the more efficient way to support

TV advertising. "A lot of the retailers are starting to use media in terms of television advertising, and we're trying to plug into that instead of doing it ourselves," Cline says.

Radio and TV are very effective for marketing sell-through product, Cline says. He sees TV and consumer advertising in general playing an increasingly important part in the business as VCR penetration rises and the industry matures.

Despite all the number-crunching, however, determining an effective ad mix in such a rapidly evolving marketplace is difficult, Cline says. "These things are not a science."

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	Price
1	2	3	INDIANA JONES AND THE TEMPLE OF DOOM	Paramount Pictures Paramount Home Video 1643	Harrison Ford Kate Capshaw	1984	PG	29.95
2	1	4	SLEEPING BEAUTY	Walt Disney Home Video 476	Animated	1959	G	29.95
3	4	6	JANE FONDA'S LOW IMPACT AEROBIC WORKOUT	KVC-RCA Video Prod. Karl Lorimar Home Video 070	Jane Fonda	1986	NR	39.95
4	3	56	JANE FONDA'S NEW WORKOUT ▲	KVC-RCA Video Prod. Karl Lorimar Home Video 069	Jane Fonda	1985	NR	39.95
5	5	70	THE SOUND OF MUSIC ▲◆	CBS-Fox Video 1051	Julie Andrews Christopher Plummer	1965	G	29.98
6	8	4	THE CAGE	Paramount Pictures Paramount Home Video 60040-01	Jeffrey Hunter Susan Oliver	1966	NR	29.95
7	10	54	BEVERLY HILLS COP	Paramount Pictures Paramount Home Video 1134	Eddie Murphy	1985	R	19.95
8	6	69	PINOCCHIO ◆	Walt Disney Home Video 239	Animated	1940	G	29.95
9	9	8	THE MUSIC MAN	Warner Bros. Inc. Warner Home Video 11473	Robert Preston Shirley Jones	1962	G	24.98
10	11	8	PLAYBOY VIDEO CENTERFOLD #3	Karl Lorimar Home Video 509	Rebekka Armstrong	1986	NR	9.95
11	7	67	ALICE IN WONDERLAND ▲◆	Walt Disney Home Video 36	Animated	1951	G	29.95
12	14	4	MY FAIR LADY ▲◆	CBS-Fox Video 7038	Rex Harrison Audrey Hepburn	1964	G	29.98
13	20	51	MARY POPPINS ●◆	Walt Disney Home Video 23	Julie Andrews Dick Van Dyke	1964	G	29.95
14	32	15	WHITE CHRISTMAS	Paramount Pictures Paramount Home Video 6104	Bing Crosby Danny Kaye	1954	NR	19.95
15	13	87	RAIDERS OF THE LOST ARK	Paramount Pictures Paramount Home Video 1376	Harrison Ford Karen Allen	1981	PG	39.95
16	22	40	AMADEUS ▲◆	HBO/Cannon Video TVA2997	Tom Hulce F. Murray Abraham	1984	PG	29.95
17	12	19	WITNESS	Paramount Pictures Paramount Home Video 1736	Harrison Ford Kelly McGillis	1985	R	19.95
18	16	23	KATHY SMITH'S BODY BASICS ▲	JCI Video Inc. JCI Video 8111	Kathy Smith	1985	NR	29.95
19	NEW ▶		LEGEND	Universal City Studios MCA Dist. Corp. 80193	Tom Cruise Tim Curry	1986	PG	79.95
20	NEW ▶		THE TROUBLE WITH TRIBBLES	Paramount Pictures Paramount Home Video 60040-42	William Shatner Leonard Nimoy	1967	NR	14.95
21	29	52	KATHY SMITH'S ULTIMATE VIDEO WORKOUT ▲	JCI Video Inc. JCI Video 8100	Kathy Smith	1984	NR	29.95
22	NEW ▶		RAW DEAL	DEG Inc. HBO/Cannon Video TVA9985	A. Schwarzenegger	1986	R	79.95
23	RE-ENTRY		THE SWORD IN THE STONE	Walt Disney Home Video 229	Animated	1963	G	29.95
24	17	123	STAR TREK II-THE WRATH OF KHAN ▲◆	Paramount Pictures Paramount Home Video 1180	William Shatner Leonard Nimoy	1982	PG	19.95
25	34	48	CASABLANCA ▲	CBS-Fox Video 4514	Humphrey Bogart Ingrid Bergman	1942	NR	29.98
26	15	104	JANE FONDA'S PRIME TIME WORKOUT ▲◆	KVC-RCA Video Prod. Karl Lorimar Home Video 058	Jane Fonda	1984	NR	39.95
27	26	25	BACK TO THE FUTURE ▲◆	Amblin Entertainment MCA Dist. Corp. 80196	Michael J. Fox Christopher Lloyd	1985	PG	79.95
28	24	33	GHOSTBUSTERS ▲	RCA/Columbia Pictures Home Video 6-20413	Bill Murray Dan Aykroyd	1984	PG	29.95
29	23	41	ALIEN ▲◆	CBS-Fox Video 1090	Sigourney Weaver Tom Skerritt	1979	R	29.98
30	19	9	OUT OF AFRICA ▲◆	Universal City Studios MCA Dist. Corp. 80350	Robert Redford Meryl Streep	1985	PG	79.95
31	18	4	FORBIDDEN PLANET	MGM/UA Home Video 600041	Leslie Nielsen Anne Francis	1956	G	19.95
32	30	34	THE KARATE KID ▲	RCA/Columbia Pictures Home Video 6-20406	Ralph Macchio Pat Morita	1984	PG	29.95
33	28	237	JANE FONDA'S WORKOUT ▲◆	KVC-RCA Video Prod. Karl Lorimar Home Video 042	Jane Fonda	1982	NR	59.95
34	NEW ▶		THE TRIP TO BOUNTIFUL	Island Pictures Embassy Home Entertainment 1341	Geraldine Page	1985	PG	79.95
35	31	7	THE JOLSON STORY	RCA/Columbia Pictures Home Video 6-20686	Larry Parks Evelyn Keyes	1946	NR	29.95
36	27	10	NORTH BY NORTHWEST	MGM/UA Home Video 600104	Cary Grant Eva Marie Saint	1959	NR	19.95
37	38	24	AUTOMATIC GOLF ▲	Video Reel VA39	Bob Mann	1983	NR	14.95
38	33	5	9 1/2 WEEKS	MGM/UA Home Video 800973	Mickey Rourke Kim Basinger	1986	R	79.95
39	21	3	MURPHY'S LAW	Cannon Films Inc. Media Home Entertainment M849	Charles Bronson	1986	R	79.95
40	25	3	LET'S GO METS ●	Vestron 1201	New York Mets	1986	NR	19.95

◆ 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.

...newslines...

A MULTIMILLION-DOLLAR deal has been struck between International Video Entertainment and Scotti Bros. Pictures. The deal gives IVE rights to Scotti Bros.' first four titles: "Eye Of The Tiger," which stars Gary Busey and Yaphet Kotto; "Lady Beware," with Diane Lane; "Pulling It Off"; and "In The Shadow Of Kilimanjaro." The company is also releasing "Ellis Island," which features Richard Burton's last appearance on film, in a two-cassette set at a list price of \$79.95.

HAL ROACH STUDIOS has signed letters of intent to buy out Ray Stark Productions Inc. and its subsidiary, Rastar Productions Inc. Terms of the deal, which has yet to be finalized, have Ray Stark Productions becoming a Roach subsidiary and Ray Stark, a consultant to the company. Among the current releases from Ray Stark Productions and Rastar Productions are "Nothing In Common" and "Peggy Sue Got Married." The studio does most of its production for Columbia Pictures Inc., Tri-Star Pictures, and Universal Studios.

BIG EIGHT accounting firm Touche Ross has joined with MasterVision/Finley Communications to create "The Touche Ross Video Tax Guide 1987." The program is designed for individuals and small businesses. It explains the new tax laws and how to work with them. Its running time is 90 minutes, and list price is \$29.95.

A NEW ENGLAND FIRM has come to New York. Artec is opening up a New York branch at 12-11 38th Ave., Long Island City, N.Y.; 718-937-3300. To celebrate the opening, Artec will be offering a 13% discount on a one-time basis through Dec. 12. The company is having a special vendor day at the new branch on Dec. 8, which will feature several manufacturers along with Cajun cook Paul Prudhomme and skier Suzie Chaffee. The new 12,000-square-foot warehouse will have a show room featuring its complete stock displayed in face-forward copies categorized by genre.

MORE TRAVEL videos are coming from Vestron, which is releasing the latest titles in its Rand McNally series. Washington, D.C.; Alaska; and Mexico's beach resorts are the areas spotlighted. List price on the programs is \$29.95; running time is about one hour. Other nontheatrical releases due from the company include "Non-Impact Aerobics" and the latest entries in its National Geographic Video series: "The Great Whales," "Rain Forest," and "Born Of Fire."

FELLINI'S "Ginger & Fred" is due out from MGM/UA in January. The film features Guilietta Masina and Marcello Mastroianni in their first film appearance together. The film has Italian subtitles, lists for \$79.95, and has nothing to do with Fred Astaire or Ginger Rogers.

THE COMMERCIAL for the VCR game Doorways To Horror has been selected as a finalist in the 1986 International Film and TV Festival of New York. Doorways To Horror is part of Pressman's VCR Gallery Of Games collection. It was chosen as one of 10 finalists in the advertising competition—toys and games category. The commercial was produced by Racz & Dessimoz Associates.

AGATHA CHRISTIE is due for some special attention from HBO/Cannon Video, which will soon be releasing The Murderer's Row Collection, a package of four films based on the mystery writer's work. The movies are "The Mirror Crack'd," "Death On The Nile," "Evil Under The Sun," and "Endless Night." They usually list for \$29.95 each. List price of the package will be \$99.95. The series has been added to HBO/Cannon's Play For Keeps promotion.

GENE SHALIT will host a videocassette series for MCA Home Video. Titled Gene Shalit's Critic's Choice Series, the line will tap titles from MCA's library when it premieres in mid-January. There are five films in the first package: "Touch Of Evil," starring Orson Welles and Charlton Heston; "Blonde Venus," starring Marlene Dietrich; "Destry Rides Again," starring Jimmy Stewart; "International House," starring W.C. Fields, George Burns, and Gracie Allen; and "The Lives Of A Bengal Lancer," starring Gary Cooper.

JIMMY STEWART is pitching in to make another MCA release unique. He has recorded a special narration track for the company's Encore Edition laser videodisk release, "Winchester '73." Release date for the videodisk is Jan. 15, and list price is \$29.98. Viewers can choose between Stewart's narration and the film's original soundtrack by switching between their laser player's one and two audio tracks. MCA says this marks the first time a star of such importance has done a narration track for one of his films.

SKATEBOARDING and dirt biking are combined on one of how-to specialist Morris Video's latest releases. Titled "Going For It," the 30-minute program lists for \$14.95. Its first half details the basics of skateboard design and safety; the second half does the same for dirt biking.

TONY SEIDEMAN

Live Van Halen In Cross-Promotion 12-Inch, From Longform, Goes To Radio

BY JIM BESSMAN

NEW YORK With labels viewing cross-promotion and marketing of video and album product as increasingly more important, Warner Bros. Records jumps into the game by releasing to album radio a promo-only Van Halen 12-inch—three weeks ahead of Warner Reprise Video's release of Van Halen's "Live Without A Net" concert videocassette. The 12-inch features two of the live tracks from the video.

According to George Gerrity, Warner Bros. vice president of album promotion, the promotional record marks the first time that live Van Halen material has been serviced to radio, as the group has never released live recordings.

"This gives radio something to play with over the holidays," says Gerrity, noting that the purpose of the 12-inch is to stimulate interest in "Live Without A Net" as well as provide a "fresh new radio perspective on '5150' and especially the band, since it's its first time out with [new vocalist] Sammy Hagar."

David Altschul, Warner Bros. vice president of business and legal affairs, notes that the tie-in is "the most straightforward way for us to take advantage of our strength as a record company in selling music video."

According to Altschul, those most likely to buy a Van Halen concert video listen to album radio and can be reached through programming of the live tracks from the video. But he adds that these listeners also watch MTV and other music video

Giveaways at local video outlets are likely

outlets. Therefore, Warner Bros. is servicing video programmers with the "Best Of Both Worlds" segment from "Live Without A Net."

"Best Of Both Worlds," from the group's "5150" album, has been released in its studio album form as a commercial 7-inch single b/w the live version that is on the video and the 12-inch promo. The second track on the 12-inch is a cover of Led Zepelin's "Rock & Roll," which is the final song in "Live Without A Net."

Gerrity says that the studio version of "Best Of Both Worlds" has already been programmed heavily on album radio stations, because it was the No. 2 album track off "5150," following the album's first single, "Why Can't This Be Love." He says contemporary hit radio formats, however, will be serviced with

the studio version, as it is the new commercial single.

Gerrity says that album radio programmers will indicate that the live material can be heard only on radio or through purchase of the video. He says that stations will further promote the video through giveaways of "Live Without A Net," which is due in stores Monday (24) at \$29.98.

Altschul says that, as with the radio giveaways of the Van Halen videocassette, there likely will be giveaways through local video outlets as well as through ads on MTV, perhaps in January. He stresses, however, that these plans have not been finalized yet and will be put on hold so as not to conflict with similar promotions of David Lee Roth's self-titled concert videocassette, released recently by Warner Reprise Video.

The Warner Bros. radio/video tie-in follows a similar one recently undertaken by Atlantic Records, in which a Pete Townshend promotional 12-inch of live material from his "Deep End" videocassette on Atlantic Video was serviced to album radio (Billboard, Oct. 18). In that case, however, the record, while drawing attention to the video, only sparked retail and consumer demand for an album of the live material, which was eventually released.

Marlboro Stages Camera-Perfect Show Country Tour Is City Slick

NEW YORK The 1986 Marlboro Country Music Fall Tour, which rolled into New Jersey's Meadowlands Arena Nov. 8, features a state-of-the-art video system that gives every seat in the house a front row view and provides a dazzling display of concert-enhancing technical wizardry.

Live action close-ups of the performers, in full and split screen presentations, are projected onto three 16- by 20-foot screens suspended around the hall. Four Hitachi computer cams are used: two on pedestals in front of the stage, one hand-held on stage, and one mechanically operated on stage by the 8-foot-long Barber Baby Boom. Three videotape playback machines provide archival country music footage between acts, while an Abekas special effects generator integrates videotape playback with live performance.

For big halls like the Meadowlands, sound-delay speakers are suspended toward the rear to ensure that those seated in the back get sound properly synced with the live video images.

"We didn't forget anything in this show," says tour video director Sandi Fullerton, a free-lance TV director who has worked on Live Aid, Farm Aid, the Jackson's Victory Tour, and the recent "MTV Music Video Awards" show.

She supervises a crew of 15, mixing concert performances by Merle Haggard, Alabama, Ricky Skaggs, the Judds, and George Strait so that the camerawork is never distracting for the artist, while the viewer can look up from the stage to the overhead screens and not feel "jolted" from one to the other.

"There's no script, shot sheet,

or rehearsal," Fullerton continues. "No band is ever the same on any given night. In fact, Haggard has never played a song the same way twice in his entire life! So it's like doing an Oscar show every night, when it usually takes a week of editing to get the same results."

Fullerton notes other differences in directing video for concerts as opposed to television.

"When [Haggard] looks at his guitarist like a proud pop, musically the action is with the guitar playing. But for the audience, I think, that look on Hag's face is more important to screen. The key is to embellish what's happening, instead of always showing fingers moving on the fretboards."

Haggard's spontaneity requires that Fullerton be especially vigilant in maintaining video flow. For an artist like Skaggs, who uses "more precise" band arrangements, she is better able to anticipate song development.

George Strait, says Fullerton, presents another special case. His ballad-heavy material lends itself to "pretty compositions" using the Barber boom and multiple camera image presets. This kind of camerawork features up to three different-size shots of the artist projected together and dissolving to make way for new shots focusing on different aspects of his music.

Fullerton says that "because I'm such a funny girl to watch direct," the artists often hang around in the control room and make suggestions. She says that it was Skaggs' idea to intercut his live action imagery side by side with footage from his video for "Country Boy" during the stage performance of the song.

(Continued on next page)

Video Track

NEW YORK

EMI AMERICA recording act **Rappers Convention** just finished a video for "The Wiggle." Inspired by the beach parties of the '60s, it features the rappers in surf trunks and sand doing the wiggle, a New York City street dance. Filming was done on location in Miami Beach, Fla., and Manhattan's Lower East Side with director **Michael Oblowitz**. **Michael Owen** produced for Z-Co. Enterprises. Postproduction work was performed at Windsor Total Video.

Soffer/Pantelich Productions wrapped a clip for "Girlfriend," the MCA solo debut from former New Edition vocalist **Bobby Brown**. The piece, which takes place in a classroom setting, centers on teen-age romance, with model **Rochelle Hunte** playing Brown's love interest. **Simeon Soffer** directed. **Julie Pantelich** produced. The production company also completed a video for "Split Personality" from **UTFO**. It supports the rappers' latest single from their "Skeezer Pleezers" album on Select Records.

Irish rocker **Bob Geldof** recently completed a video for "This Is The World Calling," the first single off his debut Atlantic album, "Deep In The Heart Of Nowhere." Currently airing on MTV, the performance piece was directed by **Nigel Dick** and produced by **Ruth Orme** for **Awgo**. The soulful single features back-up vocals by **Annie Lennox** and **Allison Moyet**.

A new postproduction company,

Crew Cuts, has opened its doors in Gotham City. Headed by veteran video editors **Clayton Hemmert**, **Chuck Willis**, and **Steve Kraftsov**, the operation houses a fully equipped sound-transfer facility, an in-house sound-effects library, a 3/4-inch off-line videotape editing suite, a mixing console, and a title camera as well as an autoconform system. **Crew Cuts** is located at 9 E. 47th St., New York, N.Y.; 212-371-4545.

LOS ANGELES

"THE ROCK'N'ROLL Evening News," a new weekly hourlong television magazine/variety show, has been generating a good deal of attention lately. The program, which reportedly continues to rank No. 1 or 2 in major markets, recently featured interviews with such superstars as **Billy Crystal**, **Elton John**, **Duran Duran**, and **Susanna Hoffs**

(Continued on next page)

MTV Award-Winning Clips Packaged For Home Market

NEW YORK MTV continues to explore the home music videocassette market with its release, in conjunction with Warner Bros., of "The MTV Video Music Awards Collection" on the Warner Reprise Video label.

A joint venture of MTV and Ohlmeier Communications, which together produced September's "MTV Video Music Awards" show, the 40-minute, \$19.98 title contains seven MTV Award-winning clips integrated with footage of celebrity award presenters and the award winners themselves.

According to David Altschul, Warner Bros. vice president of business and legal affairs, even though "video compilation packages have by and large proved unsuccessful in the marketplace, this is a real collec-

tor's item in that it contains award-winning and outstanding videos from a given year, which are worthy of being collected by those interested in music video."

Altschul says that Warner Bros. will push the program to its video distributors and will back it next year with consumer ads in key teen-oriented publications.

Mayo Stuntz, senior vice president of business development for MTV Networks, says the tape will be promoted heavily on-air for a one-week period beginning a week after its Nov. 17 release date. Promotional ads offer viewers direct purchase through an 800 phone number or mail-order address and also refer potential buyers to their local retail stores.

(Continued on next page)

New Videoclips

This weekly listing of new videoclips 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.

SUZANNE CIANI
The Velocity Of Love/RCA Red Seal
Maureen Nappi Inc.
Maureen Nappi

SUZANNE CIANI
The Eighth Wave
The Velocity Of Love/RCA Red Seal
AT&T Post & Images
Peter Becker, Joanne Tolko

DIAMOND REXX
Wish I Was Rich
Land Of The Damned/Island
Elliot Ames/Yellowbrick Films
Peter Clayton

MEATLOAF
Getting Away With Murder
Blind Before I Stop/Atlantic
Janet Flora/Flora Films
Meatloaf, Jim Chory

MATTHEW SWEET
Save Time For Me

Inside/Columbia
Sharon Oreck/No Pictures Inc.
Harris Savidas

VINNIE VINCENT INVASION
Boyz Are Gonna' Rock
Vinnie Vincent Invasion/Chrysalis
Michael Adar/Vivid Productions
Jeff Stein

ROBIN WILLIAMS
Excerpt From The HBO Special
A Night At The Met/Columbia
David Steinberg
Bruce Gowers

VESTA WILLIAMS
Once Bitten, Twice Shy
Vesta/A&M
Joni Sighvatsson, Daniel Stewart/Mark Freedman Productions
Nigel Dick

WOODENTOPS
Give It Time
Columbia
Zoetrope Productions
Derek Burbidge

PAUL YOUNG
Some People
Between Two Fires/Columbia
Fiona O'Mahoney/MGMM
Nick Morris

ZEBRA
Can't Live Without
3.V/Atlantic
Carol Budrow/Zebra Films Inc.
Juliano Waldman



PROGRAMMING

This report does not include videos in recurrent or oldie rotation.

WEEKS ON
PLAYLIST

VIDEOS ADDED THIS WEEK	VIDEOS	WEEKS ON PLAYLIST
BLACK'N'BLUE I'LL BE THERE FOR YOU Geffen	MEDIUM	
ROBYN HITCHCOCK & THE EGYPTIANS RAYMOND CHANDLER EVENING Relativity	NEW	
THE KINKS ROCK'N ROLL CITY MCA	SNEAK PREVIEW	
CYNDI LAUPER CHANGE OF HEART Epic	ACTIVE	
THE LUCY SHOW A MILLION THINGS Big Time	LIGHT	
MEAT LOAF GETTING AWAY WITH MURDER Atlantic	BREAKOUT	
STEVE MILLER BAND I WANT TO MAKE THE WORLD TURN AROUND Capitol	SNEAK PREVIEW	
NEW MODEL ARMY 51ST STATE Capitol	NEW	
DAVID LEE ROTH THAT'S LIFE Warner Bros.	SNEAK PREVIEW	
VAN HALEN BEST OF BOTH WORLDS Warner Bros.	HEAVY	
PAUL YOUNG SOME PEOPLE Columbia	SNEAK PREVIEW	
ZEBRA CAN'T LIVE WITHOUT Atlantic	BREAKOUT	
ERIC CLAPTON IT'S IN THE WAY YOU USE IT Warner Bros.	2	
DURAN DURAN NOTORIOUS Capitol	4	
JOHN FOGERTY CHANGE IN THE WEATHER Warner Bros.	2	
BOB GELDOF THIS IS THE WORLD CALLING Atlantic	3	
DARYL HALL FOOLISH PRIDE RCA	5	
HOWARD JONES YOU KNOW I LOVE YOU, DON'T YOU Elektra	3	
HUEY LEWIS & THE NEWS HIP TO BE SQUARE Chrysalis	5	
BEN ORR STAY THE NIGHT Elektra	5	
RATT DANCE Atlantic	4	
ROD STEWART EVERY BEAT OF MY HEART Warner Bros.	5	
TINA TURNER TWO PEOPLE Capitol	3	
*BANGLES WALK LIKE AN EGYPTIAN Columbia	12	
BON JOVI YOU GIVE LOVE A BAD NAME PolyGram	16	
PETER CETERA/AMY GRANT THE NEXT TIME I FALL Warner Bros.	12	
CINDERELLA NOBODY'S FOOL PolyGram	9	
GENESIS THROWING IT ALL AWAY Atlantic	7	
*COREY HART I AM BY YOUR SIDE EMI	10	
BRUCE HORNSBY & THE RANGE THE WAY IT IS RCA	9	
HUMAN LEAGUE HUMAN A&M	10	
*BILLY IDOL TO BE A LOVER Chrysalis	10	
*JOURNEY GIRL CAN'T HELP IT Columbia	10	
BEN E. KING STAND BY ME Atlantic	9	
*MADONNA OPEN YOUR HEART Sire/Warner Bros.	2	
*PRETENDERS DON'T GET ME WRONG Warner Bros.	7	
*TALKING HEADS WILD WILD LIFE Warner Bros.	11	
*TIL TUESDAY WHAT ABOUT LOVE Epic	11	
TRIUMPH SOMEBODY'S OUT THERE MCA	6	
*WANG CHUNG EVERYBODY HAVE FUN Geffen	8	
BERLIN LIKE FLAMES Geffen	4	
CHEAP TRICK IT'S ONLY LOVE Epic	2	
THE ROBERT CRAY BANO SMOKING GUN PolyGram	14	
OAVIO + OAVID WELCOME TO THE BOOMTOWN A&M	2	
EURYTHMICS THORN IN MY SIDE RCA	7	
GEORGIA SATELLITES KEEP YOUR HANDS TO YOURSELF Elektra	5	
GLASS TIGER SOMEDAY EMI	4	
ELTON JOHN HEARTACHE ALL OVER Geffen	7	
ROBBIE NEVIL C'EST LA VIE EMI	6	
OMO (FOREVER) LIVE AND DIE A&M	9	
THE OUTFIELD EVERY TIME YOU CRY Columbia	6	
SMITHEREENS BEHIND THE WALL OF SLEEP Enigma	6	
SURVIVOR IS THIS LOVE Scotti Bros./CBS Associated	3	
ANDY TAYLOR WHEN THE RAIN COMES DOWN MCA	6	
TIMBUK 3 THE FUTURE'S SO BRIGHT, I GOTTA WEAR SHADES I.R.S.	13	
CHICAGO WILL YOU STILL LOVE ME Warner Bros.	3	
EUROPE THE FINAL COUNTDOWN Epic	21	
GENE LOVES JEZEBEL DESIRE Geffen	5	
JANET JACKSON CONTROL A&M	2	
ROB JUNGKLAS MEMPHIS THING EMI	5	
MICHAEL MCDONALD OUR LOVE Warner Bros.	3	
THE RAINMAKERS DOWNSTREAM Mercury/PolyGram	4	
VINNIE VINCENT INVASION BOYZ ARE GONNA ROCK Chrysalis	3	
WORLD PARTY PRIVATE REVOLUTION Chrysalis	3	
"WEIRD AL" YANKOVIC LIVING WITH A HERNIA CBS	5	
BIG AUDIO DYNAMITE C'MON EVERY BEATBOX Columbia	4	
THE COMMUNARDS DON'T LEAVE ME THIS WAY MCA	6	
DEAD OR ALIVE BRAND NEW LOVER Epic	4	
DEPECHE MODE BUT NOT TONIGHT Warner Bros.	2	
FASTWAY AFTER MIDNIGHT Columbia	2	
FINE YOUNG CANNIBALS EVER FALLEN IN LOVE MCA	3	
SAMANTHA FOX TOUCH ME RCA	12	
GENERAL PUBLIC TOO MUCH OR NOTHING I.R.S.	5	
ISLE OF MAN DESPERATE SURRENDER CBS	5	
JOAN JETT & THE BLACKHEARTS GOOD MUSIC Epic	2	
LOVE & ROCKETS ALL IN MY MIND Big Time	3	
MOOELS EVOLUTION Geffen	5	
MOODY BLUES RUNNING OUT OF LOVE Polydor/PolyGram	4	
NEW ORDER BIZARRE LOVE TRIANGLE Warner Bros.	5	
PET SHOP BOYS SUBURBIA EMI	6	
SIMPLY RED COME TO MY AID Elektra	5	
BRIAN SPENCE HEAR IT FROM THE HEART PolyGram	8	
JOE STRUMMER LOVE KILLS MCA	7	
GEORGE THOROGOOD NIGHT TIME EMI	2	
NEIL YOUNG PEOPLE ON THE STREET Geffen	2	
B-52'S THE GIRL FROM IPANEMA GOES TO GREENLAND Warner Bros.	5	
BELLE STARS WORLD DOMINATION MCA	5	
CACTUS WORLD NEWS WORLDS APART MCA	4	
CAMEO WORD UP PolyGram	2	
BILLY CHINNOCK SOMEWHERE IN THE NIGHT CBS	4	
OEGARMO & KEY EVERY MOMENT Power Discs	3	
DOCTOR & THE MEDICS BURN I.R.S.	5	
GRAPES OF WRATH MISUNDERSTANDING Capitol	4	
KROKUS SCREAMING IN THE NIGHT Arista	5	
ONE TO ONE THERE WAS A TIME Warner Bros.	4	
SCREAMING BLUE MESSIAHS TWIN CADILLAC VALENTINE Elektra	4	
MATTHEW SWEET SAVE TIME FOR ME Columbia	3	
THEY MIGHT BE GIANTS PUT YOUR HAND INSIDE THE PUPPET'S HEAD Bar None	6	
WOODENTOPS GIVE IT TIME Columbia	2	
BOLSHOI A WAY I.R.S.	8	
THE BURNS SISTERS BAND I WONDER WHO'S OUT TONIGHT Columbia	9	
FISHBONE WHEN PROBLEMS ARISE Columbia	4	
HUNTERS & COLLECTORS IS THERE ANYBODY IN THERE I.R.S.	2	
MARTI JONES CHANCE IN A LIFETIME A&M	2	
KRAFTWERK MUSIQUE NON-STOP Warner Bros.	3	

MTV AWARDS PACKAGE

(Continued from preceding page)

Stuntz says that the collaboration with Warner Bros. evolved out of a discussion he had with Altschul at the awards show. "It was put together very quickly to get product out on the shelves by the middle of November," he says. He adds that MTV "went after" all the winning videos, successfully securing licensing agreements for the three videos of artists not signed to Warner Bros. labels.

The winning videos for 1986: Dire Straits' "Money For Nothing," best video and best group video; Tina Turner & Bryan Adams' "It's Only Love," best stage performance; Prince & the New Power Generation's "Raspberry Beret," best choreography; Robert Palmer's "Addicted To Love," best male video; a-ha's "The Sun Always Shines On TV," best editing and cinematography, and its "Take Me On" clip, which won best director, special effects, concept, most experimental, new artist, and viewer's choice awards.

Also included in the compilation are the best video from 1985, Don Henley's "Boys Of Summer," and, representing the 1986 Video Vanguard Award winner, director Zbigniew Rybczynski's video for Pet Shop Boys' "Opportunities."

Noting that "The MTV Video Music Awards Collection" is the first MTV home video link with a record label "with this level of involvement," Stuntz says that MTV is interested in similar match-ups in the future that similarly "fit in well with the overall MTV picture."

VIDEO TRACK

(Continued from preceding page)

of the Bangles.

OTHER CITIES

ISLAND METAL ACT Diamond Rexx was at Chicago's popular Metro Club to shoot a video for "I Wish I Was Rich." It is a performance piece that employs high-key lighting and colored gels, spotlighting group front man Nasty Habits. Peter Clayton directed. Elliot Ames produced for Yellowbrick Films. Other recent projects for the production company include a clip for "Love Of A Lifetime" by Chaka Khan. Edited by LINDA MOLESKI

Production companies and post-production facilities are welcome to submit information on current projects. Please send material to Video Track, Billboard, 1515 Broadway, New York, N.Y. 10036.

MARLBORO

(Continued from preceding page)

Haggard, she adds, will look up into the close-up camera and wink backwards to indicate a forthcoming riff from the horn section, "making my life easier."

"There's nothing like this," concludes Fullerton, noting that such a sophisticated production would be impossible without corporate sponsorship. "Ain't no band in the world can afford it, and they [Marlboro] don't skimp." JIM BESSMAN

ideo music



New York Meets The Original Wrapper. Noted director Zbigniew Rybczynski gives rocker Lou Reed some pointers during the filming of his clip for Reed's "The Original Wrapper."

MONTHLY BRITISH

NEW AGE CHART

THIS MONTH	LAST MONTH	MONTH ON CHART	NOVEMBER 1986	CAT NO
1	NEW	1	MIST ON THE RIDGE—A NEW AGE ALBUM CODA VARIOUS	NAGE 1000
2	2	6	VOICES CLAIRE HAMILL CODA LANDSCAPE SERIES	NAGE 8CD
3	3	6	COUNTRY AIRS RICK WAKEMAN CODA LANDSCAPE SERIES	NAGE 10CD
4	5	2	RENDEZVOUS JEAN MICHEL JARRE POLYDOR	POLH 27
5	1	7	STANDING STONES—A NEW AGE COMPILATION CODA VARIOUS	NAGE 5CD
6	NEW	1	TENKU KITARO GEFEN	924112
7	8	7	WINE DARK SEA STEPHEN CAUDEL CODA LANDSCAPE SERIES	NAGE 6CD
8	11	7	ATMOSPHERIC CONDITIONS JOHN THEMIS CODA LANDSCAPE SERIES	NAGE 1CD
9	6	3	CLOUD SCULPTING PHIL THORNTON COLORS	KNEWL 02
10	7	6	AN INVITATION TO WINDHAM HILL VARIOUS WINDHAM HILL	WHA 1
11	10	3	BRAIN VOYAGER ROBERT SCHROEDER RRK PINNACLE SERIES	RRK 15030
12	9	7	SILK ROAD KITARO POLYDOR	8177321
13	13	7	SONGS WITHOUT WORDS DASHIELL RAE CODA LANDSCAPE SERIES	NAGE 4CD
14	12	4	THE COLLECTION VARIOUS COLORS	KNEWL 06
15	4	7	CACHARPAYA (PANPIPES OF THE ANDES) INCANTATION CODA	CODA 20CD
16	15	5	CHAMBER OF DREAMS BILL NELSON COCTEAU	JC 7
17	14	5	DAWN 'TIL DUSK EDDIE HARDIN CODA LANDSCAPE SERIES	NAGE 9CD
18	16	7	AUTUMN GEORGE WINSTON WINDHAM HILL	WHA 1012
19	17	7	BAYOU MOON TOM NEWMAN CODA LANDSCAPE SERIES	NAGE 2
20	18	4	CAVERNA MAGICA ANDREAS VOLLENWEIDER CBS	CBS 25980

PROMOTIONAL MUSIC VIDEO

Available on 1 Hour Tape Compilations to colleges, nite clubs, and other public venues throughout America.

We provide:

- Newest Releases
- Quick Service
- Highest Quality
- Low Cost

Call us today to see if you qualify to receive promotional videos on a monthly basis.

Lawrence Enterprises, Inc. #1 way of staying on top of video music

Dial (201) 667-7575

Tapeless Recording Is The Buzz At 81st AES

BY STEVEN DUPLER

LOS ANGELES Tapeless technology was in the forefront at the 81st Audio Engineering Society (AES) convention here Nov. 12-16, as studio owners and engineers examined the latest crop of hard-disk-based recording equipment, which many say could eventually do away with magnetic tape in the studio.

The latest entry into the hi-tech field came from Waltham, Mass.-based Lexicon Inc., which unveiled its Opus integrated random access digital work station—a 12-channel, all-in-one digital recorder, console/signal processor, and digital editor set to hit the market this spring with a price tag ranging from \$100,000 to \$300,000, depending on the options selected.

While the Opus was the newest of the hard disk breed, it was not alone at the show. Three existing Winchester disk-based digital products were on display in their latest incarnations—the AMS AudioFile, PPG's Hard Disk Unit, and New England Digital's (NED) Synclavier, the first and still the most powerful of these new-breed digital workstations to be marketed. Fairlight Instruments, makers of the Fairlight CMI Series III, which competes in the high-end digital sampling keyboard market with the Synclavier, confirmed that it is now investigating the "tapeless studio" market, most likely via a linkup with Lexicon.

San Francisco-based Droid Works, which introduced its own prototype hard disk digital processing station about two years ago, was not present at the show. But

the firm is reportedly ready to come to market with a production version of its SoundDroid system sometime in 1987.

"The days of recording on magnetic tape would appear to be numbered," said Dave Porter, owner of Music Annex in Menlo Park, Calif. "It's definitely true that hard disk systems have a ways to go yet before they're practical and cost-effective enough to really come on strong in multitrack recording, but it seems that tape as a storage medium will eventually be replaced, either by hard disk, or possibly, down the road, optical disks."

Porter and other studio owners queried considered price an important consideration, with Porter noting that "tape is still, and probably will be for some time to come, the most economical storage medium." Other areas in which the new disk-based systems must still improve are storage time and track capacity. The current champ is the Synclavier, which now offers 16-track recording capability and is readying a 32-track version.

The Synclavier offers either 13 or 26 minutes of recording time per track, depending on the sampling rate employed by the system for digital recording (either 50 kHz or 100 kHz). Lexicon's Opus is a 12-channel system, which uses up to four Winchester hard disk drives to store up to eight hours of music. The first Synclavier 16-track digital recording system had been delivered just prior to AES to singer/songwriter/producer Paul Hardcastle. Owners of the 8-track version include Universal Recording in Chi-

cago, Pat Metheny, and Sting.

One view on the new tapeless workstations holds that the systems will mostly be used as an adjunct to, rather than a replacement for, current tape-based digital recording systems. Because the manipulation of the signal is kept entirely in the

'Tape as a storage medium will be replaced'

digital domain with the tapeless systems and because the editing processes they employ are so fast and accurate, engineers often will record a section of music using the hard disk, digitally process or edit the recording, and then dump it to tape. Proponents of this view say there really is no one piece of gear that the hard disk recording systems are replacing, as they are actually composites of various pieces of studio gear, including consoles, signal processors, tape recorders, etc.

Another group says that the advantages of random access tapeless technology—which includes virtually instantaneous access time without rewinding, enormous editing flexibility, no degradation of the original storage medium or subsequent copies, and extremely high resolution and fidelity—will ultimately spell the demise of magnetic tape-based systems. How long this transition may take, however, is a guessing game at this time.

Tape manufacturers were on hand in force for the AES, showing their lines of professional digital tape. Firms were for the most part sanguine about magnetic tape's future. Maria Curry of Agfa-Gevaert Inc. noted that the medium is "still the most economical and practical storage means as well as being universally accepted."

3M Co., manufacturer of Scotch magnetic media, was also bullish on the future of tape, although a technical paper delivered by the firm at the recent Society of Motion Picture and Television Engineers show just prior to AES noted

that "the pressure is certainly on magnetic media to remain competitive with optical, and this means higher and higher recording density, using thinner backing so that we can put more area of tape into the same package volume." The Minnesota-based firm is in a strong position to cope with a changing marketplace in the future, as its product line includes a full range of optical media product.

Ampex Corp. displayed what it claims is the "most complete line of digital tape" in the business, including full ranges for various formats, such as U-matic videotape and 2-inch audio master tape.

Other notable news was made at the AES. Tascam made its long-anticipated move into the 2-inch, 24-track analog recorder market with its introduction of the ATR-80/24. The machine is positioned to compete with Otari, Soundcraft, and Studer 24-tracks and offers seamless punch in/out, contourless sync and reproduction heads, a four-bit microprocessor, and an eight-bit D/

(Continued on page 50)

Audio Track

NEW YORK

RONNIE SPECTOR WAS recently in cutting tracks at 39th Street Music. **Michael Young** was at the console, with **John Paul Cavanaugh** assisting. Also there was **Special EFX**, working on its latest project for GRP. Producing the sessions was **Chiele Minucci**, with **Paul Wyckliffe** at the board. **Barnaby Bristol** assisted. RCA artist **Hilton Ruiz** was also in the studio: **Ed Michel** was producing, **Tony May** was engineering, and **Cavanaugh** was assisting.

Downtown at **Greene Street**, **Nona Hendryx** was in cutting tracks for her upcoming album for EMI. **Dan Hartman** produced. **Kurtis Blow** was also on hand, producing **High Voltage**. **Rod Hui** was at the board. Finally, several Def Jam acts were in working on tracks: **Jimmy Bleau** and **Chuck Stanley**, with producer **Vincent Bell**; and **Alyson Williams**, with producer **Denzil Miller**.

Original Concept is in at Long Island's **Ian London** studios working on its debut Def Jam album. **Andre "Doctor Dre" Brown** is producing.

LOS ANGELES

STEVE JONES WAS IN at **Cherokee** working on his first solo effort since leaving the **Sex Pistols**. The project, for **Gold Mountain**, is being produced by **Bob Rose**. **Paul Lani** is at the board, with **Cliff Kane** assisting.

Over at **Sunset Sound**, **Motown's Temptations** are going commercial with a spot for **Westwood Communications**. Production is being handled by **Mike Scott**. **Stephen Shelton** is engineering. **Jim Preziosi** is assisting. Also there, **Los Lobos** have been tracking and mixing their latest, with the ubiquitous **T-Bone Burnett** producing. **Larry Hirsch** is

at the board, with **Mike Kloster** assisting.

Burbank's 7-month-old studio, The Enterprise, was the scene of a recently completed project by **Leon Ware** and **Craig Huxley** for **Welk Productions**.

Over at **Criterion's Hollywood studios**, Atlantic group **Eddie & the Tide** is completing its latest album. **B.A. Robertson** is producing; **Guy Roche** is engineering and overdubbing.

The **Neville Brothers** are in at **Sausalito's Plant Studios** working on their debut EMI/Rounder album. **Jim Gaines** is producing and engineering. Also at the Plant, **Elektra's Starpoint** is working on its latest release, due next year. **Preston Glass** and **Lionel Job** are producing, and **Maureen Droney** is at the console. **Stuart Hirotsu** is assisting.

Joseph Nicoletti was in at **Laguna Beach's Wax Master Recording** tracking and laying vocals for his single on **California International**, "Step Into The Light." Session musicians included **Tom Zink** and **Mike Hamilton**. **Nicoletti** produced, and **Greg Chastain** was at the board.

OTHER CITIES

FORMER MONKEE Davy Jones was in at **Kajem** in Philadelphia mixing an upcoming album. **Tim Bomba** was at the board, with **Jim Campbell** assisting. Also there, native son **Robert Hazard** was in tracking and mixing his latest. **David Bianco** was producing and engineering, with assistance from **Ryan Dorn** and **Tom Kaine**. Also, **Tted Records' Reds & the Boys** were laying tracks with producer **Maxx Kidd**. At the board were **Joe Alexander** and **Mitch Goldfarb**. **Ryan Dorn** and **Campbell** assisted. Finally, **Jamie Marks** was in cutting two

tracks. **John Sembello** was producing, with **Goldfarb** at the console.

Elsewhere in the **City of Brotherly Love**, **Bill Preston** has been in at **Alpha International** working on his latest **Motown** project. **Nick Martinelli** is mixing; **Bruce Weeden** is at the knobs. Also there is **Omni's Rose Royce**, with **Donald Robinson** and **Martinelli** producing. **Richard Welter**, **Al Alberts**, and **Weeden** are engineering.

In another part of **Philly**, **Valhalla** is in at **Sigma Sound** mixing its debut album. **Gene Leone** is at the board, with **Adam Silverman**, **Armand "Poke" Pocaroba**, and **Dave Saia** assisting. **Bill Lucas**, **Carlo** and **Marco Talarico**, and **Gene Beer** are producing.

At **Reflection Sound** in **Charlotte, N.C.**, the **Creek** (formerly **Sugarcreek**) was in cutting tracks with producer **Steve Gronback**. **Mark Williams** was at the knobs. Also there, **Enigma's Wednesday Week** was working on its latest. **Don Dixon** produced and **Steve Haigler** was at the console.

The **Bad Checks** are cutting their debut album at **Jag** in **Raleigh, N.C.**, for **France's Music Action**. **Dick Hodgkin** is producing. **Rod Abernethy** is at the knobs. Also there was **Matthew Knight & the Hellrockers**, cutting a four-song demo. **Hodgin** produced. Additional artists working on demos there with **Hodgin** include **Bam Bam**, the **Dayroom Monitors**, **Felix The Cadillac**, the **Accelerators**, and **Arsenic**.

Corrosion Of Conformity was in at **Videophonics** in **Raleigh** cutting an EP for **Metal Blade**. **Hodgin** was producing, with **Abernethy** at the knobs.

All material for the Audio Track column should be sent to **Steven Dupler, Billboard, 1515 Broadway, New York, N.Y. 10036**.

Sound Investment

A weekly column spotlighting equipment-related news in the audio and video production, post-production, and duplicating industries.

BACK IN THE U.S.S.R.: **Video Workshop Inc.**, the chain of "do-it-yourself" video editing centers, is participating in the first U.S./Soviet cultural exchange program since 1979. The firm will be one of four traveling to nine Soviet cities over a 21-month period, giving a multimedia presentation. In **Video Workshop's** case, the presentation will center on how "the free enterprise system and a consumer-oriented economy encourage experimentation and the development of new technology," according to president/founder **David Bawarsky**. **Video Workshop** centers provide inexpensive rental and practical instruction in editing, duplication, computer graphics/animation, sound addition, and titling.

AUDIO TO VIDEO: First, the bad news. **AMI Records**, **Hendersonville, Tenn.**, is closing down its 24-track audio recording studio at the end of this month. **Michael Radford**, label president, says that the studio "has not been very cost-effective this year" and would have

required substantial investment to bring it up to world-class standards. But, **AMI** will not desert the world of production. The company has formed a new division, **Alpha Video Productions**, and is planning to construct a complete video production studio and sound stage instead. When completed, the facility will feature a performance stage, complete lighting, a large studio area, multicamera shooting, complete 1/2-inch and 3/4-inch camera and edit capabilities, and multitrack sound recording facilities. **AMI** says it will also maintain a mobile unit for location work. **Radford** says that the studio will be used heavily for a variety of in-house productions, both musical and nonmusical. It will also be available on a rental basis to the local production community for commercials, music videos, and other projects.

UNDER A BLOOD-RED SKY: Or at least a strawberry-pink one. The newest studio in **West Columbia, S.C.**, is **Strawberry Skys**, a \$250,000 facility that opened its doors at the beginning of this month. The studio is the product of a merger between **Higher Skys Studios** and **Strawberry Jamm Studios**, also of **West Columbia**. (Continued on page 50)

THE BUYING BOOK IS BACK!

NOW PUBLISHED BY BILLBOARD
& MUSICIAN MAGAZINE IN
ASSOCIATION WITH



THE PERFECT MEDIUM FOR

MAXIMUM EXPOSURE

**PROMOTE TO THE ENTIRE
INTERNATIONAL
MARKET PLACE!**

Reel in sales all year long with an ad in IRESD —
the only international directory of:

- Recording and Mastering Studios
- Recording Studio Equipment
- Studio Supplies and Services
- Producers

NEW THIS YEAR

Equipment Buyer Referral Service will generate leads.

EQUIPMENT BRAND PREFERENCE SURVEY

... shows studio brand preferences for products.

MORE LISTINGS

of equipment and studios than in any other single
publication.

USED BY YOUR CUSTOMERS ALL YEAR 'ROUND... AROUND THE GLOBE!

- STUDIOS
- TALENT
- TALENT MANAGEMENT
- PRODUCERS
- RECORD COMPANY EXECUTIVES
- AD AGENCIES

FOR AD DETAILS CONTACT:

IN NEW YORK

Norm Berkowitz, Billboard Sales Manager/Directories
(212) 764-7330
Gary Krasner, Musician Magazine Executive Publisher
(212) 764-7400
Ross Garnick, Musician Magazine Advertising Manager
(212) 764-7399
Peggy Dold, Studio Advertising
(212) 764-7754

Billboard 1987 MUSICIAN
INTERNATIONAL
**RECORDING EQUIPMENT
AND STUDIO DIRECTORY**



THE WORLDWIDE SOURCEBOOK TO:
RECORDING EQUIPMENT
MANUFACTURERS AND SUPPLIERS
RECORDING STUDIOS
PRODUCERS

PUBLISHED IN ASSOCIATION WITH SPARS

\$25

AD CLOSING: DECEMBER 17

SOUND INVESTMENT

(Continued from page 48)

According to the owners, Strawberry Skys will be the only facility of its kind in the state. It will be equipped with fully automated, computer-assisted mixing capabilities prepared to handle any audio-tape or videotape format. Owners of the new room are Bob Curlee and Gary Bolton.

OPEN ALL NIGHT: Under its new divisional structure, Sony had placed its pro audio division under the helm of Sony Communications Products Group. Now the company says it's expanding its customer service and support system by combining service for pro audio, broadcast, and pro video products under the auspices of the Commu-

nications Products Customer Service office at the firm's headquarters in Teaneck, N.J. The new service organization allows pro audio customers 24-hour support, with hotlines for emergency technical assistance and parts ordering. Bill Connolly, president of the Communications Products Group, says the plan is part of an overall effort to boost quality in all areas of product and service. He notes that in addition to service by Sony engineers, customers will be able to call on highly trained Sony dealers as well.

DIGITAL MOVES: The U.K.-based Mitsubishi Pro Audio Group is moving this month into a 4,000-

square-foot facility that will house all sales and support operations for the three Mitsubishi divisions: recorders, consoles, and Westrex film sound equipment. According to sales and marketing director Adrian Bailey, the move was made necessary by Mitsubishi's "frantic" sales activity in Europe this year. So far, 14 of the firm's new X-850 32-track digital machines have been sold in the U.K. Additionally, one each has been sold in Norway and Denmark and two were purchased by Air Studios in Montserrat.

BURNIN' DOWN THE HOUSE: Three Alarm Studios of Memphis, Tenn., was completed last sum-

mer, and the studio's first sessions were for Bobby Womack and Kris Kristofferson. Work is now under way on sessions for Carl Perkins. Housed in a building that used to be the Memphis fire station, Three Alarm features an SSL 4000E console and four tape machines: two digital 32-track 3M units and two analog Ampex machines (one 2-track and one 24-track).

NAGRA GOES FOR SCOTCH: All newly produced Nagra recorders—the standard machine for on-location audio work, particularly within the film and video industries—will now be aligned to operate with 3M's new 808 mastering tape. That is the substance of an

agreement revealed at the Audio Engineering Society (AES) meet in Los Angeles Nov. 12-16. In addition, the two companies have initiated a "packout" arrangement in which one reel of 808 product will be included with each Nagra shipped to the States.

FRANCO-AMERICAN: The French turned out in full force for the Los Angeles AES, with no less than seven companies renting booth space and five other firms represented at one of the attending manufacturer's booths. On hand for the show were Adeline, AudioCast, Optimix, Publison, Rent Music, SCV Video, and VCL Audio. Edited by STEVEN DUPLER

TAPELESS RECORDING IS THE BUZZ AT AES

(Continued from page 48)

A converter system. Tascam's new 24-track will take reels up to 14 inches and provides fast-wind speeds of up to 375 ips.

Studer received strong positive reaction to its new A820 24-track recorder, the first new model from that firm in more than eight years. The A820 is available with Dolby's new SR modules as a factory option—a configuration that some attendees said could give digital multitracks a run for their money in the coming year. Dolby was running demos of an SR-equipped control

room at Conway Recorders.

Sony's pro audio division said that digital multitrack sales for 1986 are still going full blast; the company announced the sale of its 300th PCM-3324 24-track digital recorder at the AES and also had the new PCM-3402 on hand. The latter is a 1/4-inch, 2-track DASH machine offering two speeds and featuring electronic editing facilities (between two PCM-3402 recorders).

On the console side, Neve received its newest order for the ground-breaking DTC-1 digital

transfer console for compact disk mastering from Precision Lacquer, Hollywood, Calif. The console is slated for delivery early next year, and owners Larry Emerine and Stephen Marcussen said they will install it in their facility's new digital mastering room.

Trident's flashy digitally controlled analog console, the Di-An, was seen for the first time in the U.S. at AES (it was rolled out at last summer's Assn. of Professional Recording Studios meet in London), and exhibitor reaction was positive,

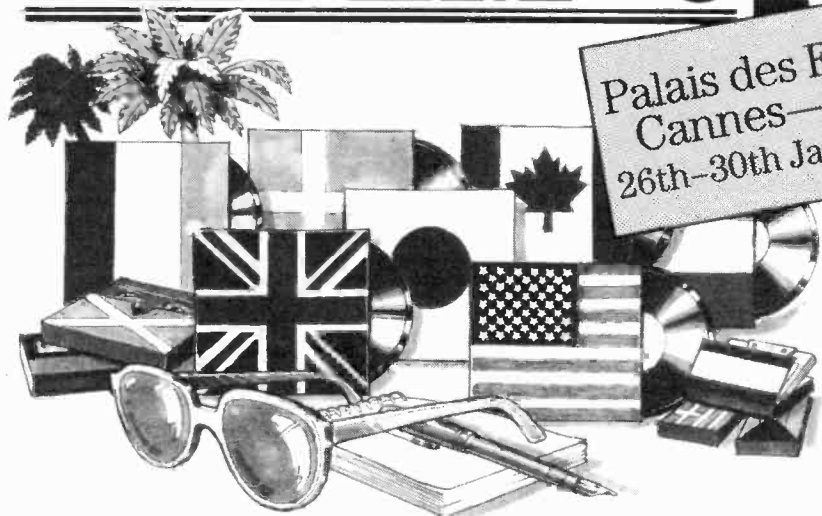
although the firm reported no sales at the show. Neve showed its new V series desks, several of which it says are already on order, and other manufacturers on hand with new product included SSL, Amek, Sony, and Mitsubishi, with its Westar line.

A number of studio owners queried on the show floor said that they foresaw a future recording industry in which the "middle-class" recording studios would eventually vanish and the "motherhood scenario" would come into being. "The home recording studio is becoming more

and more sophisticated every day," said Chris Stone, owner of the Record Plant.

Music Annex's Porter agreed, saying, "There's a whole segment of the market out there—the guys with 24-track Otaris and Soundcraft consoles—that is going to be in real trouble, because they're just big enough to be expensive, and not sophisticated enough to be able to offer all the various services a motherhood studio will provide."

MIDEM '87



Palais des Festivals
Cannes—France
26th—30th January 1987

YOU DON'T HAVE TO BE BIG TO EXHIBIT AT THE BIGGEST

Certainly all the big names will be exhibiting at MIDEM '87. So will many of the smaller companies who play such a vital role in today's world music industry. Some have been coming for 20 years. Some are quite new. Why not join them?

As an Exhibitor you're not just part of MIDEM you are the show, ranking with the biggest names and with all the business pull of music's greatest international market-place.

MIDEM is where the regional and global deals are struck that build company prosperity. It's here you'll find all the top producers, record companies, publishers and independents from over 50 countries.

For promoting records, catalogues and artists, nowhere else comes close. It's the place for viewing or screening the latest video promos—or for an update on state of the art studio equipment.

And where else can you attend the famous MIDEM Galas, or see so many top bands performing? Or attend the MIDEM MIP RADIO, the fourth great international radio program market. Where else but at MIDEM is the environment more suited to making those contacts you need to succeed?

The rest of the world is waiting to hear what's new from the American music industry. MIDEM is the unique opportunity to show them what you have.

For openers, ring Frank Kelcz on (212) 967-7600. He'll tell you all you need to know about exhibiting at MIDEM '87. Practically everything is done for you—including fully equipped and furnished stands with phone and hi-fi equipment. All in all, you might be surprised at how little exhibiting at MIDEM '87 will cost... and how much attention you'll get.

Please rush me further details on MIDEM '87

MIDEM '87

Name: _____

Company: _____

Title: _____

Address: _____

Phone: _____

Perard Associates, Inc., 38 West 32nd Street, Suite 1512, New York, N.Y. 10001

Phone: (212) 967-7600 Telex: 4979122 PERAUD UI FAX: (212) 967-7607

Billboard CLASSIFIED ACTION MART

To order an ad . . . check the type of ad you want . . .

- Regular classified (ads without borders): \$2.35 per word, per insertion. Minimum ad order, \$47.00.
- Display classified (all ads with borders): \$77.00 per column per inch, per insertion; 4 insertions \$71.00 per; 12 insertions \$66.00 per; 26 insertions \$63.00 per; 52 insertions \$51.00 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 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.

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

C.D. INC.

We distribute compact discs for:

**RCA
POLYGRAM
CAPITOL
MCA**

Check our prices
Free shipping on \$500 or more
Wholesale only

Call: 1 (800) 237 1880
In CO call: 1 (800) 237 3674

FOR SALE

**MIDNIGHT! THE MAIL
ORDER ROCK
SPECIALISTS!**

Rare imports by all major artists. The latest in worldwide independent releases—largest selection of 50's and 60's rock and r&b. Send \$1.00 for giant catalog or one S.A.S.E. for sample list. Next day service—AMEX welcome or visit our store.

MIDNIGHT RECORDS
263 W. 23rd St.
New York, NY 10011
Hours: Noon to 8pm —
closed Sun & Mon

FOR SALE

CUT OUTS & IMPORTS

LP's, cassettes, 8 tracks and 45's, Rock, Country R & B and Gospel. Write for free catalog. Trade only

MARNEL DIST.
P.O. Box 953
Piscataway, NJ 08854

**MTV'S ROCK & ROLL
TO GO**

Along with 1,000's of other 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

FOR SALE

**STRATFORD
DISTRIBUTORS**

135 Dupont St., Plainview, NY

**America's Premier
Home Entertainment
Center**

AUTHORIZED DISTRIBUTOR FOR

- AKAI
- MAXELL
- ALLSOP
- NORTRONICS
- BASF
- RECOTON
- DENON
- SAVOY
- DISCWASHER
- SCOTCH
- G.E.
- SKC
- J.V.C.
- SONY
- TDK

FIND ALL TOP LABELS:
CD's, LP's, CASSETTES, 12", POPS
EXCELLENT FILL & SERVICE

(TOLL FREE OUTSIDE NYS)
1-800-645-6558
516-349-3000
TELEX: 685-2550
ASK FOR WEEKLY SPECIALS

SONGWRITERS

SONGS FOR SALE

I am an artist who lived his music for 14 years creating & refining songs inspired by the spirit of the eternal teen. They are Romantic Rock. Pop, Ballad songs, bright, new now and forever. They would lend themselves well to imaginative visual imagery. Great for a youth movie. These songs should be on the air & in the dance clubs. They are excellent songs with tremendous HIT potential. The luscious melodies and luminous chords are used in more advanced progressions, yet are still simple, real, universally understandable and they have a good beat and you can dance to them. I play and sing these songs as good as you hear. Anyway, my chance never came, but time did, and maybe you'll make it with these songs.

Doug (808) 322-0078

NOW IN STOCK:
TOURIST "HOOKED ON YOU" (12")

ANITA BAKER ALBUM THE SONGSTRESS
CHUCK BROWN ALBUM GO-GO SWING ETC

WORLD WIDE EXPORTS

INDEPENDENT AND RARE RECORD LABELS

DANCE SOUL REGGAE
JAZZ POP ROCK NEW WAVE
ECHO HOUSE
281 DEAN ST. SOUTH,
ENGLEWOOD, NEW JERSEY 07631
TEL: 201-568-0040 — TELEX 219744

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 0020

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

YOUR TUNES CAN WORK FOR YOU!

Receive your high quality demo for only \$95 per song Marketing Assistance available for strong songs

Call or Write for brochure

Easton One Productions
P.O. Box 30682
Bethesda, Md. 20814
(301) 493-6440

BUDGET & MIDLINE CASSETTES

Catering to flea market vendors and independent record stores only. No cut-outs. \$50 minimum. Write or call for free catalog.

The Tape Box, Inc.
2801 West Reynolds St.
Plant City, FL 33566
(813) 754 3896

ALL DISC TRADING™
The one stop for all your CD needs

**ATTENTION
RETAILERS**

- Personalized Service
- Thousands of Titles in Stock
- CD Accessories
- Competitive Pricing
- Same or Next Day Shipment
- Volume Discounts Available

1-800-255-3472

In CT. CALL 452-0203
41 MONROE TRPK., TRUMBULL, CT 06611 (203) 452-0203

12" HEAVEN

LARGEST SELECTION OF
12" RECORDS
FROM 1976 TO THE PRESENT

WE EXPORT
TO ALL COUNTRIES

FREE CATALOGUE TO
RETAILERS AND DISTRIBUTORS

JDC RECORDS INC.
(IN THE PORT OF LOS ANGELES)
567 W. 5TH STREET
SAN PEDRO, CA 90731 USA
213-519-7393
TELEX VIA ITT 4996506 JDCINC
FAX# 213-519-1614

**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
12 inch	\$2.99

also

LARGEST SELECTION OF
IMPORT 12 INCH RECORDS
SPECIAL PRICES ON TAPES:

T.D.K. 90	\$1.09
T.D.K. SA90	1.79
Maxell IIS	2.49
FAMOUS BRANDS T-120	\$2.99
SONY T-120, PANASONIC, JVC, KODAK, MEMOREX T-120's ALL FOR ONLY \$4.49 EACH	

WE ACCEPT MAIL ORDERS. \$100 MINIMUM. ADD 12% SHIPPING AND HANDLING

CASSETTE FIXTURES - OPEN racks. 50" and 60" wide, 700 and 840 tape capacity. Also some locking fixtures. Regina 1 (800) 222 9332.

CASSETTE SHELL MOLDS

- 2 - 12 cavity sonic cover cassette
- 2 - 12 cavity bass cassette
- 1 - 12 cavity screw cover cassette
- 1 - 8 cavity sonic cover cassette
- 1 - 8 cavity bass cassette
- 1 - 4 cavity cassette box
- 1 - 32 cavity keyhole hub
- 1 - 64 cavity guide roller mold

Gima automatic audio cassette assembly machine plus misc. components for cassette assembly.
\$300,000 for all!

P.T.M. Inc.
70 Karago Ave., PO Box 3488
Youngstown, In 44512

**BRILLIANT NEW
SONGWRITERS**

With complete demos. Get your songs on the big screen in a new major feature. Send cassette to:

OMEGA ENTERTAINMENT
8780 Shoreham Drive
Suite 501
Los Angeles, CA 90069

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

855(E) Conklin Street
Farmingdale, N.Y. 11735 USA
Tele # (516) 694-4545
Telex: 6852522
Telex: 4758254
Fax # (516) 694-4594

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 ust be written on your company letterhead. Dealers Only

Performance
P.O. Box 156
New Brunswick NJ 08901
(201) 545-3004 Telex: 5106008316

FOR SALE

RARE ONE OF A KIND RECORD COLLECTION FROM ESTATE SALE CONTAINING HISTORICAL TREASURES—250,000 RECORDS IN A-1 CONDITION. BEST OF COHAN, CARUSO, GALLI CURRUCI, PRESLEY, CROSBY, OLE BLUE EYES AND MOST MAJOR ARTISTS FROM 1905 TO PRESENT.

EDISON RECORD PLAYER AND ASSORTED HAND PAINTED HORNS AND MEMORABILIA. COLLECTION WILL CHANGE HANDS BEFORE DECEMBER 31, 1986 FOR MAXIMUM TAX BENEFIT FOR ALL CONCERNED. CALL 619-451-3790 FOR FACT SHEET AND FULL DETAILS OR WRITE MAYO COMMUNICATIONS, 16496 BERNARDO CENTER DR., SAN DIEGO, CA. 92128

SONGWRITERS

**DYNAMITE LYRICIST X
DYNAMITE COMPOSER = TOP
10 TUNES**

Send copyrighted music to:
"D. Lyricist"
c/o Law Offices
Richard W. Culver, Ltd.
2300 No. Barrington Rd.
Suite 300
Hoffman Estates, IL 60195

**BUSINESS
OPPORTUNITIES**

EARNINGS UNLIMITED! MAIL OUR BURGLAR ALARM ADVERTISEMENTS FROM HOME! RBM MERCHANDISING BOX 59314 CHICAGO ILLINOIS 60659

WANTED TO BUY

USED COMPACT DISCS, ANY quantity—must be in good condition—UVT, Blue Star Shopping Center, Rt. 22, Watchung, NJ 07060 — (201)561 6388.

©Copyright 1986, 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 SPIRITUAL ALBUMS™

THIS WEEK	4 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	33	★ ★ NO. 1 ★ ★ REV. M. BRUNSON/THOMPSON COMMUNITY CHOIR REJOICE WR 8324/A&M	THERE IS HOPE 17 weeks at No. One
2	2	17	THE WILLIAMS BROTHERS MALACO 4409	HAND AND HAND
3	4	17	MINISTER THOMAS A. WHITFIELD & COMPANY SOUND OF GOSPEL SOG-2D151	I'M ENCOURAGED
4	NEW		COMMISSIONED LIGHT 7-115-71148-8/LEXICON	GO TELL SOMEBODY
5	6	29	LOUISE CANDY DAVIS MALACO 4405	BETTER THAN BLESSED
6	30	9	REV. CHARLES NICKS JR. SOUND OF GOSPEL SOG-2D156	FREE SPIRIT
7	11	49	SHIRLEY CAESAR WORD WR 8299/A&M	CELEBRATION
8	3	33	TRAMAINÉ A&M SP 65110	THE SEARCH IS OVER
9	7	57	SANDRA CROUCH LIGHT LS5855/LEXICON	WE'RE WAITING
10	16	69	NICHOLAS COMMAND CRN 1003	DEDICATED
11	5	81	DOUGLAS MILLER LIGHT LS5876/LEXICON	UNSPEAKABLE JOY
12	10	33	DARYL COLEY PLUMBLINE 7012	JUST DARYL
13	9	49	THE WINANS QWEST 25344/WARNER BROS.	LET MY PEOPLE GO
14	12	13	JAMES CLEVELAND PRESENTS: G.M.W. KING JAMES 288504 LIVE AT MADISON SQUARE GARDEN	
15	19	61	CHARLES NICKS SOUND OF GOSPEL SOG-146	COME UNTO JESUS
16	NEW		SHIRLEY MILLER LIGHT 7-115-70944-0/LEXICON	I MUST GO ONE
17	13	17	CALVIN BRIDGES I AM 5896/LEXICON	RENEW MY SPIRIT
18	14	13	DERRICK BRINKLEY TYSCOT TR-86715	GLORIOUS DAY
19	15	181	REV. F.C. BARNES & REV. JANICE BROWN ATLANTA INT'L AIR 10059 ROUGH SIDE OF THE MOUNTAIN	
20	8	21	DENISE WILLIAMS SPARROW 1121	SO GLAD I KNOW
21	18	5	JESSY DIXON & WORLD OF PENTECOST CHOIR I AM 7-90061-001-4/LEXICON	SONGS OF PENTECOST
22	25	17	JAMES CLEVELAND & THE CLEVELAND SINGERS KING JAMES KJ 8503	ESPECIALLY FOR YOU
23	20	17	DOROTHY NORWOOD ATLANTA INT'L AIR 10111 DOROTHY NORWOOD & FRIENDS	
24	28	13	KING JAMES VERSION LIGHT 7-115-70898-3/LEXICON	GRATEFUL FOR YOUR LOVE
25	26	5	REV. B.W. SMITH JR. PASTOR PR 75000	WATCH THEM DOGS
26	NEW		JANET LYNN SKINNER WORD WR 8337/A&M	ONE PRAYER AWAY
27	NEW		ALBERTINA WALKER REJOICE WR 8339/A&M	SPIRIT
28	24	13	CANDI STATON BERACAH BRI-2001	SING A SONG
29	35	21	DOROTHY MOORE REJOICE WR 8326/A&M	GIVING IT STRAIGHT TO YOU
30	22	13	THE TRUTHETTES MALACO 4410	GOD WILL MAKE THINGS ALRIGHT
31	34	105	VANESSA BELL ARMSTRONG ONYX RO 3825	CHOSEN
32	27	85	THE WILLIAMS BROTHERS MALACO 4400	BLESSED
33	36	5	BILLY PRESTON KING JAMES KJ 8502/NINE/SOUND OF GOSPEL	MINISTRY OF MUSIC
34	NEW		PHILIP BAILEY MYRRH 7-01-683406-9/WORD	TRIUMPH
35	33	9	DELIVERENCE TYSCOT TR-86615	SAY YOU BELIEVE
36	17	41	REV. CLAY EVANS & THE FELLOWSHIP CHOIR SAVOY 14777 THINGS ARE GOING TO WORK OUT SOMEHOW	
37	38	5	ANGELIC GOSPEL SINGERS MALACO 4407	I'VE GOT VICTORY
38	37	65	THE CANTON SPIRITUALS JAY & BEE 0069	MISSISSIPPI PO BOY
39	23	5	T.E.T.R.E.C. TYSCOT TR-85815	EVERYBODY DON'T KNOW WHO JESUS IS
40	32	37	THE JACKSON SOUTHERNAIRES MALACO 4406	LORD WE NEEDED YOUR BLESSING

(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



A NEW, WIDE-RANGING organization is PowerVision Records out of Bedford, Texas: It is the host label for PowerSource and Richard Klender. PowerSource is the music ministry of Gospel Workshop for Children Inc., and the group's first release is "Shelter From The Storm." The first single, "Dear Mr. Jesus," was written at the request of a former child abuse victim and features Klender and Kelly Nelson Thompson on vocals. The song is also available in video form and includes teaching materials appropriate for churches, individuals, or social service agencies.

PowerVision is a strong new label based in Texas

Klender's debut album is titled "The Price Of Passion," and he has assembled a six-week Bible study by the same name. For more information on PowerVision, contact Jon Batts at P.O. Box 916, Bedford, Texas 76201.

WE'VE ENJOYED following the progress of Dexterity Productions out of Los Angeles. Dexterity is probably best-known as the producer of the syndicated black show "Food For Thought."

But other Dexterity activities include concert promotion, artist management, motivational seminars, advertising, and the new cable TV program "Taking A Closer Look." You can contact Dexterity at P.O. Box 54195, Los Angeles, Calif. 90054.

NEW RELEASES: "God's Place" by Norm Calvin &

the Truthseekers on the new TSM label. Contact: TSM Records, P.O. Box 1308, Hawaiian Gardens, Calif. 90716 . . . Michael Omartian's first instrumental album for Reunion and A&M Records titled "Conversations" . . . Steve Camp's "One On One" for Sparrow Records . . . Philip Bailey's "Triumph" for Myrrh/LA Records features contributions from Andrew Woolfolk (a fellow member of Earth, Wind & Fire), Greg Phillinganes, Paul Jackson Jr., Freddie Washington, and George Duke, among others . . . Carman's first album for Benson is "A Long Time Ago . . . In A Land Called Bethlehem" . . . DeGarmo & Key, who recently re-signed with Benson's Power Discs label, have just released "Street Light." The band is currently on tour with Petra . . . Elliot Erickson's "Book Of Hooks" . . . Phillip Sandifer's latest, "Fitting In," for Urgent Records was produced by Billy Simon and engineered by Roger Nichols (Steely Dan, Donald Fagen).

WHEN AMY GRANT finally wound up her marathon "Unguarded" tour earlier this fall, she was tied with Whitney Houston as the top-ranking female act in the country in terms of concert attendance, according to Performance magazine.

One of Hollywood's most romantic couples has to be Deniece Williams and her husband, Brad Westering. He is also her producer and business partner . . . The Choir (formerly Youth Choir) has signed an agreement with Myrrh/LA Records. Its first Myrrh/LA release, "Diamonds And Rain," produced by Charlie Peacock, is expected shortly . . . Rick Cua begins his Wear Your Colors Tour, with Margaret Becker opening.

JAZZ BLUE NOTES
by Peter Keepnews



SLOWLY BUT STEADILY, jazz seems to be carving more of a niche for itself on public television than it's had in many years. The music is likely never to be as important to the Public Broadcasting Service as it is to National Public Radio, but it has been making impressive inroads into the PBS schedule.

Not long ago, PBS aired a 90-minute, British-made documentary on Billie Holiday. In October, it presented an impressive hourlong Miles Davis program. And on Nov. 19, for the third year in a row, it offered viewers an hour of highlights from the most recent Newport Jazz Festival.

Given the nature of PBS programming, it's likely that all three shows will be rerun in the near future. If you missed any or all of them, our advice is to make a point of catching the Davis and Holiday shows. As for "Newport Jazz '86," it's a pleasant enough way to kill time but nothing you should feel bad about missing.

Like the festival it documents, "Newport Jazz '86" is very pop-oriented—two of the five acts on the bill are singers, and a lot of listeners would hesitate to describe either Michael Franks or Natalie Cole as jazz vocalists. In fact, there's such an emphasis on electric music that by the time Gerry Mulligan makes his appearance—following Wayne Shorter, Stanley Jordan, and Franks—his two numbers seem comparatively deficient in energy. If Mulligan's spot, which actually swings like crazy, had been placed earlier in the program, before all the high decibels and pronounced back beats, it might have made a stronger impression.

The electric emphasis of the show is not altogether surprising; what is surprising is the way producer/director Norman Abbott has chosen to (so to speak) jazz up the pace. Instead of interspersing musical per-

formances with interview segments, Abbott cuts away from music to interview and back again in mid-set, sometimes even in midsolo—an artistic decision that deprives viewers of the opportunity to hear, among other things, a lot of Shorter's fiery saxophone playing.

"Newport Jazz '86" is well-photographed—the closeups of guitar wunderkind Jordan's hands are excellent—but mired in the usual visual clichés that may

PBS revisits Newport for the third straight year

be inevitable in any Newport Festival documentary. Haven't we all seen enough variations on the obligatory sailboat shot by now?

All told, "Newport Jazz '86" lacks the depth of the Davis documentary, which features not only outstanding music (including rare live footage of Davis' classic mid-'60s quintet) but truly enlightening interviews with Davis himself, Gil Evans, and others. It also lacks the historical perspective of the Holiday program, which would have been truly memorable if it weren't for its vaguely sensationalistic tone and its tendency to stress Holiday's tragic personal life rather than her music.

Of course, the intent behind this particular program is different; its primary aim is to entertain, which it does, despite a few boring patches. Rather than harp any further on its deficiencies, we prefer to laud PBS for adding so much jazz to its programming mix.

©Copyright 1986, 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
POP	1	1	3	JOSE JOSE	SIEMPRE CONTIGO	ARIOLA 5732
	2	2	5	EMMANUEL	TODA LA VIDA Y OTROS GRANDES EXITOS	RCA 7561
	3	4	9	FRANCO	YO CANTO	PEERLESS 2401
	4	3	5	JOSE FELICIANO	TE AMARE	RCA 56109
	5	6	9	CAMILO SESTO	AGENDA DE BAILE	ARIOLA 6100
	6	5	15	JUAN GABRIEL	PENSAMIENTOS	ARIOLA 6078
	7	8	15	BEATRIZ ADRIANA	A PUNTO DE . . .	PROFONO 90484/CBS
	8	—	1	DANIELA ROMO	MUJER DE TODOS, MUJER DE NADIE	EMI/ODEON 5681
	9	9	15	ROCIO DURCAL	SIEMPRE	ARIOLA 6075
	10	7	3	YOLANDITA MONGE	MI CANCION ES PREFERIDA	CBS 10433
	11	12	5	BASILIO	SERA QUE ESTOY SONANDO	BMS 701
	12	16	33	ROBERTO CARLOS	ROBERTO CARLOS 86	CBS 12327
	13	11	13	CARIDAD CANELON	ATREVETE	SONOTONE 1401
	14	10	3	EDNITA NAZARIO	TU SIN MI	MELODY 094
	15	17	21	GRUPO FLANS	FLANS	MELODY INTERNATIONAL 073
	16	15	19	LISSETTE	FUGA	CBS 10409
	17	—	1	BRAULIO	LO BELLO Y LO PROHIBIDO	CBS 10452
	18	19	5	SOPHY	VERSATIL Y TEMPERAMENTAL	VELVET 6050
	19	22	11	PANDORA	PANDORA	EMI/ODEON 77552
	20	20	7	ANGELA CARRASCO	LA CANDELA	ARIOLA 6099
	21	—	59	MARISELA	COMPLETAMENTE TUYA	PROFONO 90439/CBS
	22	—	15	ISABEL PANTOJA	MARINERO DE LUCES	RCA 7432
	23	—	1	VALERIA LYNCH	SIN FRONTERAS	RCA 5729
	24	—	35	ROCIO JURADO	PALOMA BRAVA	EMI/ODEON 7500/RCA
	25	—	29	JOAN SEBASTIAN	JOAN SEBASTIAN	MUSART 6005
TROPICAL/SALSA	1	1	17	EL GRAN COMBO	Y SU PUEBLO	COMBO 2048
	2	3	7	EDDIE SANTIAGO	ATREVIDO Y DIFERENTE	TH 2424
	3	4	57	FRANKY RUIZ	SOLISTA PERO NO SOLO	TH 2368
	4	11	7	JOHNNY VENTURA	EL SENOR DEL MERENGUE	CBS 10440
	5	2	15	BOBBY VALENTIN	BOBBY VALENTIN	BRONCO 143
	6	9	5	HANSEL Y RAUL	TROPICAL	RCA 5701
	7	7	3	THE NEW YORK BAND	THE NEW YORK BAND	KAREN 98
	8	8	9	MILLIE Y LOS VECINOS	SPECIAL DELIVERY	RCA 7535
	9	5	17	BONNY CEPEDA Y SU ORQUESTA	DANCE IT!/ BAILALO	RCA 7541
	10	10	23	ROBERTO TORRES	ELEGANTEMENTE CRIOLLO	SAR 1043
	11	12	5	GILBERTO SANTAROSA	GOOD VIBRATIONS	COMBO 2049
	12	13	33	RAPHY LEAVITT Y LA SELECTA	SOMOS EL SON	BRONCO 139
	13	14	75	ANDY MONTANEZ	ANDY MONTANEZ	TH 2345
	14	6	13	LA SABROSA	LOS 12 HITS DE MERENGUE	SALSOSO 1009
	15	18	19	FANIA ALL STARS	VIVA LA CHARANGA	FANIA 640
	16	—	1	VARIOS ARTISTAS	NON STOP MERENGUE	CBS 10457
	17	—	1	LA PATRULLA 15	ACARICIAME	TH 1912
	18	—	11	VARIOS ARTISTAS	AQUI ESTA EL MERENGUE VOL. 4	KAREN 93
	19	—	11	PAQUITO GUZMAN	LAS MEJORES BALADAS EN SALSA	TH 2411
	20	—	1	MARVIN SANTIAGO	OFICIAL Y AHORA CON TREMENDA PINTA	TH 2433
	21	—	1	GEORGIE DANN	LA CORTINA	RCA 7562
	22	16	47	TOMMY OLIVENCIA	AYER, HOY, MANANA Y SIEMPRE	TH 2386
	23	19	1	VARIOS ARTISTAS	LOS MERENGAZOS DEL AÑO VOL. 3	KUBANEY 1020
	24	—	25	DIONI FERNANDEZ Y EL EQUIPO	FIESTA Y FIESTA	RCA 7427
	25	17	29	OSCAR D'LEON	OSCAR 86	TH 2399
REGIONAL MEXICAN	1	1	13	ANTONIO AGUILAR	LA TAMBORA	MUSART 2021
	2	6	27	LOS BUKIS	16 SUPEREXITOS	PROFONO 90464
	3	3	29	LOS BONDADOSOS	17 SUPEREXITOS	PROFONO 90465
	4	2	21	LOS CAMINANTES	AMOR SIN PALABRAS	ROCIO 1007
	5	10	35	LA MAFIA	LA MAFIA 1986	CBS 84320
	6	—	7	RAMON AYALA	DEBAJO DE AQUEL ARBOL	FREDDIE 1360
	7	4	3	LOS BONDADOSOS	REALIDADES	PROFONO 90492
	8	—	3	FITO OLIVARES	LA PURA SABROSA	GIL 1031
	9	7	75	LOS BUKIS	ADONDE VAS	PROFONO 90425
	10	—	27	CHELO	15 EXITOS TROPICALES VOL. 2	MUSART 6008
	11	—	17	LISA LOPEZ	LISA LOPEZ	MUSART 6012
	12	—	1	LOS PLEBEYOS	DIFERENTE	DMY 045
	13	9	53	LOS YONICS	LOS YONICS	PROFONO 90448
	14	21	27	GRUPO MAZZ	NUMERO 16	CARA 077
	15	11	3	EL NEGRO GANGOSO	RENACIMIENTO 74	RAMEX 1172
	16	—	41	LOS TIGRES DEL NORTE	EL OTRO MEXICO	PROFONO 90456
	17	—	31	GRUPO PEGASO	EL ANDARIEGO	REMO 1015
	18	—	3	LOS HUMILDES	LOS EXITOS RANCHEROS	PROFONO 90472
	19	—	9	LOS CAMINANTES	DE GUANAJUATO PARA AMERICA	ROCIO 1119
	20	5	7	BRONCO	BRONCO	ARIOLA 56088
	21	—	71	JOAN SEBASTIAN	RUMORES	MUSART 6005
	22	13	57	LOS CAMINANTES	15 EXITOS	LUNA 1110
	23	19	3	GRUPO EL TIEMPO	TU EX-AMOR	LUNA 1122
	24	—	7	JUAN VALENTIN	JUAN VALENTIN	MUSART 2018
	25	—	11	LOS TAM Y TEX	LA SUAVECITA	RAMEX 1159

LATIN NOTAS

This week's column, written by Tony Sabournin, is the first part of an ongoing examination of the changes labels are making in their approach to the U.S. and Puerto Rican markets.

INTERESTED MUSIC-INDUSTRY parties have recently been treated to a series of corporate moves geared toward a more thorough approach to the U.S. and Puerto Rican markets. If nothing else, they ought to be perceived as a prelude of things to come. Let us recount some of these events. (See page 4 for a separate story on EMI's plans for a new Miami office.) In relation to previous patterns and corporate size,

Labels step up their operations in Miami

Discos A&M's moves seem to be the most drastic. First, *la casa* that Herb and Jerry built signed Ricardo Correoso as national director of marketing and promotion to fill the vacancy created by the departure of Bill Marin. Correoso, formerly national promotion director of Ariola/RCA International (distributors of A&M product for the U.S. and Puerto Rico), will be based in Miami rather than in the L.A. compound at La Brea near Sunset Boulevard, as is the norm. According to Correoso, the Discos A&M Miami office is expected to be in operation by the end of December.

Then, A&M dipped into the immense talent pool of Puerto Rico and signed songstress Lunna. A virtual unknown outside her native land, Lunna has developed a huge following in Puerto Rico since her first release, on Tele Records. This success was manifested in a sold-out two-week engagement in the Teatro Bellas Artes and in her Nov. 13 debut at the Caribe Hilton—a site usually reserved for established superstars. Lunna's husband, the well-known jingle producer Cuco Penza, along with A&M emeritus producer Jose Quintana and K.C. Porter, has selected the tracks for her debut album on A&M, scheduled to be released in early 1987.

Though always a primary sponsor of the artistic community from south of the Mexican border, A&M went tropical again with the signing of Caribbean Express, a U.S.-based Puerto Rican salsa group. Its al-

bum is scheduled for an early-1987 release, as is the debut album of Carla, a Cuban-born balladist now residing in Los Angeles. Meanwhile, Bernardo & the Jalapeña Jets' debut single, "Marta," already released in Europe to exploit its mix of dance beat and Spanish lyrics, is garnering airplay in Puerto Rico and Los Angeles. According to Correoso, a 12-inch version is being readied for nightclub promotion.

Other established company acts are releasing greatest-hits packages in time for the holiday selling season. "Lo Mejor De Lani Hall," featuring a new single with her husband, Herb Alpert, "Lo Que Siento Hoy Por Ti," as well as her acclaimed duets with the likes of Camilo Sesto, Jose Jose, and Jose Feliciano, is expected to hit the stores Monday (24). Due the same date is movie and TV personality Maria Conchita Alonso's greatest-hits compilation, with the never-released single "Sultame."

On another front, Carmin's second album moves away from the rock tendencies exhibited on the group's first album toward pop waters. The four belles are reaping the initial rewards of this change with the airplay success of the single "Otra Semana."

"No question these are aggressive moves on A&M's part," says Correoso. "They will only reaffirm our competitive position in the marketplace."

IN MAY, two Venezuelan concerns—which previously had sought different audiences through dissimilar marketing methods—fused assets through Rodven U.S.A.'s purchase of 50% of Top Hits (T.H.) U.S.A.

Salsa stalwarts like Oscar D'Leon and Andy Montañez, along with its successful Mexican operation, have carved a nice niche for T.H. in the market.

Rodven's strength, on the other hand, comes from its television production division, which turns out immensely popular *novelas* (Spanish soaps), highlighted by as many as four musical themes from the company's stable of singers. Hence the sales success of Guillermo Davila, both as an actor and a singer in the novela "Amame Por Ultima Vez"; Jose Alberto Murgabi in "Los Donnatti"; and Jorge Rigo in "Las Amazonas" and currently in "El Sol Sale Para Todos."

In October, Jorge A. Jure was named promotion director for the U.S. and Puerto Rico for the newly formed T.H./Rodven U.S.A. He was formerly product and promotion manager for Sonotone, Rodven's main competitor in Venezuela. Jure says the merger "puts us on equal footing with better-known multinationals."

In addition to the scheduled releases of new albums by *salseros* Montañez and Marvin Santiago, Jure is excited about the sales success of Rigo's "No Renunciare" (the theme song of "El Sol Sale Para Todos") as a result of the soap's popularity in New York, Los Angeles, and Miami.



Give Him A Hand. CBS/Records Group executives greet Billy Joel, center, backstage recently following the first of his three sold-out shows at New York's Madison Square Garden. Joel is on the road supporting his latest album, "The Bridge." Pictured, from left, are Bob Sherwood, Columbia senior vice president of marketing; Al Teller, CBS Records president; Mickey Eichner, Columbia senior vice president of a&r; and Bunny Freidus, CBS Records International senior vice president of creative operations.

©Copyright 1986, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

HOT LATIN 50™

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL	TITLE
1	1	5	7	JOSE JOSE ARIOLA	Y QUIEN PUEDE SER
2	5	2	9	EMMANUEL RCA	TODA LA VIDA
3	3	7	6	DANIELA ROMO ODEON	DE MI ENAMORATE
4	2	1	9	FRANCO PEERLESS	TODA LA VIDA
5	4	4	9	PANDORA EMI	SOLO EL Y YO
6	10	10	9	JOSE FELICIANO RCA	SE ME SIGUE OLVIDANDO
7	12	14	7	PRISMA PEERLESS	DE COLOR DE ROSA
8	7	6	9	JOAN SEBASTIAN Y PRISMA MUSART	OIGA
9	8	8	9	LOS YONICS PROFONO	CORAZON VACIO
10	6	3	9	JUAN GABRIEL ARIOLA	YO NO SE QUE ME PASO
11	11	11	9	BEATRIZ ADRIANA MELODY	HASTA CUANDO
12	9	9	9	LISSETTE CBS	EVA
13	22	24	9	ROCIO DURCAL ARIOLA	QUEDATE CONMIGO ESTA NOCHE
14	16	20	7	JOHNNY VENTURA CBS	EL LUNAR
15	13	12	9	ROCIO DURCAL ARIOLA	LA GUIRNALDA
16	14	13	9	CAMILO SESTO ARIOLA	ME LA ESTAS PONIENDO DIFICIL
17	15	15	9	NICOLA DI BARI CBS	ROSA
18	20	21	9	EDDIE SANTIAGO TH	TU ME QUEMAS
19	18	18	8	CARMIN A&M	OTRA SEMANA
20	27	25	4	EDNITA NAZARIO MELODY	TU SIN MI
21	21	26	4	BASILIO BMS	VIVIR LO NUESTRO
22	37	—	2	BRAULIO CBS	JUGUETE DE NADIE
23	30	31	3	MARISELA CBS	TU DAMA DE HIERRO
24	25	27	4	FLANS PROFONO	TIMIDO
25	26	28	5	VALERIA LYNCH RCA	FUERA DE MI VIDA
26	19	19	8	MIAMI SOUND MACHINE CBS	NO ME VUELVO A ENAMORAR
27	17	17	9	EL GRAN COMBO COMBO	GARANTIA
28	23	23	6	LUCERITO MUSART	ERA LA PRIMERA VEZ
29	32	32	9	THE NEW YORK BAND KAREN	COLE
30	24	22	9	GILBERTO SANTA ROSA COMBO	SIN UN AMOR
31	31	16	9	FRESAS PHILIPS	COMO NO QUERERTE A TI
32	35	35	9	ROBERTO CARLOS CBS	DE CORAZON A CORAZON
33	34	41	3	BOBBY VALENTIN BRONCO	EL SENOR DE LA SENORA
34	29	30	5	MILLIE Y LOS VECINOS RCA	NO SE MUERA NA
35	NEW	1	1	RAMON AYALA FREDDIE	SEIS ROSAS AMARILLAS
36	NEW	1	1	LOS FREDDIES PROFONO	ESTOY LLORANDO
37	36	37	7	LUNNA TELE	NI PRINCESA NI ESCLAVA
38	39	—	2	ANDY MONTANEZ TH	ME LA ESTAS PONIENDO DIFICIL
39	28	29	9	BONNY CEPEDA RCA	ASESINA
40	41	34	9	JORGE RIGO RODVEN	NO RENUNCIARE
41	40	44	4	ISABEL PANTOJA RCA	HOY QUIERO CONFESARME
42	38	38	5	MARIO PINTOR PEERLESS	ADIOS QUE TE VAYA BIEN
43	NEW	1	1	PEDRO PARDO CBS	CELOS
44	NEW	1	1	LOS BUKIS PROFONO	ESTE ADIOS
45	42	40	9	SANDY REYES SR	ENAMORAR
46	43	36	6	NELSON NED EMI	FIERA
47	33	—	2	JOSE MEDINA RINGO	Y MÉ DECIDI
48	50	47	9	LUIS ANGEL A&M	TU ME QUEMAS
49	47	42	4	DYANGO Y BORDON EMI/ODEON	LA NORIA DEL AMOR
50	49	—	4	GRUPO EL TIEMPO ROCIO	TU EX-AMOR

○ Products with the greatest airplay gains this week.

CLASSICAL KEEPING SCORE

by Is Horowitz



QUICK ACTION: The recent commentary by Joseph F. Dash, senior vice president of CBS Masterworks, chiding the National Academy of Recording Artists & Sciences (NARAS) for not setting up adequate safeguards against bloc voting for Grammys, has drawn a quick response. Dash, who serves as chairman of the classical committee of the Recording Industry Assn. of America (RIAA), criticized the academy for dragging its heels (Billboard, Nov. 15).

The event that kicked off the controversy, of

RIAA committee will study Grammy bloc voting

course, was the Grammy domination by the Atlanta Symphony last year, after the local NARAS chapter there offered a cut-rate membership deal to Atlanta Symphony Orchestra and Chorus members.

Dash reports that he got an "almost immediate response" from Joe Smith, newly named president of the academy. Smith has accepted the challenge to rectify the situation, says Dash, and intends to meet with members of the RIAA classical committee in December to work out details.

THERE ARE MORE NEW complete versions of the "Nutcracker" this year than we've ever seen in one clump before. Four of them, all on compact disk, are out there bidding for favor. Three have something special that adds a marketable plus to the familiar package.

Heaviest promotion is being given the Telarc set, a soundtrack recording by the London Symphony Orchestra conducted by Sir Charles Mackerras. Film,

for which Telarc itself recorded the track, is due for early release. As a bonus, the album includes an off-stage duet from the Tchaikovsky opera, "The Queen of Spades," sung by Cathryn Pope and Sarah Walker. And to lure sound buffs, the label has added some cannon shots to the battle scene between the Nutcracker and Mouse King.

Capriccio Records' "Nutcracker," distributed domestically by Delos, adds two dance excerpts from "Eugen Onegin." That performance features the Staatskapelle Dresden under Hans Vonk. From Angel, we have a new recording by the Royal Philharmonic led by André Previn.

The version on Caedmon Records, however, is the most unusual, including, in addition to the complete score, the text of the E.T.A. Hoffmann story that inspired the Tchaikovsky opus. Christopher Plummer narrates, and Michael Tilson Thomas leads the Philharmonia Orchestra. The musical performance is the same, incidentally, as the performance (less the narration) on a recent CBS Masterworks two-LP set.

Add to the above RCA's complete "Nutcracker," a CD entry late last year starring Leonard Slatkin and the Saint Louis Symphony, and it is hard to believe that the demand for the hardy holiday perennial won't be adequately served this time around.

STUDIO TALK: Andrei Gavrilov has recorded the Rachmaninoff Concerto No. 3 with Riccardo Muti and the Philadelphia Orchestra for Angel. The recording sessions Oct. 27 were the first for the pianist in this country. In January, Muti and the orchestra will continue their cycle of the Beethoven symphonies with tapings of the Second, Third, and Eighth symphonies.

GRASS ROUTE

by Linda Moleski



THE INDEPENDENT LABEL ASSN. (ILA) will soon be opening a chapter on the East Coast. The Los Angeles-based organization, which started with five members earlier this year, now boasts some 100 participants.

According to group spokesman Terry Brown, the ILA's primary goal is to make retailers aware of product that's out there—a problem that has haunted indies for years.

To help remedy the situation, the organization has set up a data base with a toll-free number, which retailers can call to find out where indie product is available. The ILA also sends out a monthly newsletter to retailers, distributors, and labels.

"We also want to encourage and educate labels," says Brown, who adds that "we get inquiries from people who want to start labels."

Another advantage of the ILA is its group buying power. "You save money through group buying," says Brown. "You can get special rates on things such as packaging, conferences, laser video, and CD manufacturing."

One reason the organization has caught on so fast is that it is so accessible, says Brown. "One of our biggest selling points is that we're a day-to-day organization. Every day we're doing business."

Though some companies may shy away from such groups for fear of competition, Brown says the ILA tries to get labels to band together in such noncompetitive areas as press, marketing, and retail. The organization has also started several committees, including ones for independent radio shows and CD samplers.

The ILA consists of a seven-member board and one

full-time staffer. It meets on the West Coast monthly. Dues are \$45 per quarter. For more information, contact 800-225-9052.

SEEDS & SPROUTS: Fantasy has two new additions to its ever-growing Creedence Clearwater Revival catalog. "Chronicle, Vol. 2," the follow-up to the big-selling "Vol. 1," is a compilation album that includes some 20 CCR classics. "The Concert," a previously released title, is a live greatest-hits package that is now available on CD... **E*I*E*I*O** is currently wrapping

The ILA branches out to the East Coast

a tour as openers for the Bangles. The group is promoting its debut **Frontier** album, "Land Of Opportunity," which is reportedly getting significant album rock and college radio airplay... "The Baby Beat Box," the new album by **Pow Wow** recording act **Emanon**, may be of interest to collectors as well as rap enthusiasts. The cover is graced with an original drawing by famed New York artist **Keith Haring**... **Sugar Hill** is said to be getting some heavy in-store play with "Soul'd Out," the new EP from **Johnny "C"** (aka **John Cowan** of **New Grass Revival**). The project consists of popular r&b covers, including "When A Man Loves A Woman" and "Mustang Sally." Johnny is scheduled to play dates in late December and early January.

First Australian CD Plant To Go On-Line In March

BY GLENN A. BAKER

SYDNEY, Australia A major new compact disk plant goes on line in Melbourne in March, with a manufacturing target of more than 7 million units by the end of 1987.

Disctronics Ltd., listed on the Australian Associated Stock Exchange as recently as 1984, has invested some \$85.5 million in Australia's first CD plant, beating out a number of other better-known and possibly better-financed contenders, including AAV, Syme, and Taft-Hardie.

The move has taken the Australian music industry by surprise. Although the feasibility of a local CD facility was generally considered to be reasonable, few expected to see one in operation here before 1990, despite the projected sale of more than 2 million CDs in 1986.

Early this year, Disctronics finalized a license deal with Philips Industries in Holland for access to its CD technology, the first granted outside the Northern Hemisphere. The deal did not preclude the sale of finished product on the world market.

Once the pact with Philips was effected, a far-reaching purchase agreement was signed with Meiko

in Japan, which, with 70% of all CDs produced on its equipment, is the world leader in the manufacture of injection-molding machines. Meiko will contract with other companies to provide Disctronics with a complete package. It is currently training Australian engineers in Tokyo and will send 16 of its own technicians to install the equipment and oversee the initial running of the plant.

It is also obliged to grant Disctronics full and exclusive access to all Australia/New Zealand CD technology developments over the next five years.

To overcome the current world shortage of alloy mold master stampers, Meiko has arranged for Hitachi to supply a minimum monthly amount to cover projected production activity, with backup from Memory-Tech, a Mitsubishi division.

Disctronics is a subsidiary of the Pro-Image group, which drew attention in 1985 by taking over ailing video production houses with outside broadcast facilities in Adelaide and Melbourne. In July, it assumed control of the troubled but valuable Enterprise Color Video complex in Sydney.

Pro-Image hired Roger Rich-

mond-Smith from a major Melbourne advertising agency and appointed him managing director of Disctronics, which then opened offices in Los Angeles and London after perceiving a continued shortfall in international CD production over at least the next three years.

'Our shipping system is excellent'

The first orders will be packaged in March and forwarded to unnamed companies in the U.S. and U.K., Disctronics' major areas of interest at present. While the local majors are interested, most have long-term commitments to overseas plants or parent companies that cannot be easily laid aside. Consequently, they will be directing mostly domestic artist runs to the Melbourne plant for the time being.

The plant's initial market would appear to be overseas audiophile labels and independent companies that are finding it difficult to secure stock. Says Richmond-Smith: "We worked out quickly that an international client base was the key to suc-

cess because the local market is still too small to make a CD plant producing just local product viable.

"Because of the disparity between the Australian dollar and major currencies like the pound, yen, and U.S. dollar, the prices we'll be offering will probably be the best in the world. Those currencies are the buying prices for other plants' product, so as long as our dollar remains around its current level, we have a tremendous sales advantage.

"Australia may be seen as being far away from the major markets, but our shipping system is excellent and the world really is shrinking. Also, we speak English, have a decimal currency, and Australia is a great place to visit for those who want to have a look over our system.

"These are advantages that wouldn't exist if the plant was located in South Africa, Korea, Brazil, Mexico, the Philippines, or other countries where labor rates may be attractive but economic/political stability, communications, and transport are uncertain."

Disctronics considered and rejected a tentative government offer to impose a tariff on imported CDs to protect what is now a fledgling local industry. Richmond-Smith sees two

situations that would have arisen in that case. "First, the price of imported disks would rise dramatically, and retailers would be confused by two levels of pricing. Consumers would react against this, especially if retailers made all CDs the same price, and this would blunt a market that is just developing. The majors wouldn't be too happy with that, and it would not encourage them to deal with us."

The company has firm orders for 50% of capacity for the first nine months and 40% in the first year. An electroforming division will be on-line in July, with full mastering facilities from Sony.

There seem to be no restrictions at all on expenditure for state-of-the-art equipment. The plant is officially "overengineered" in terms of quality control.

Says Richmond-Smith: "We have a commitment no one else can match because our acceptance standards are twice as stringent as Philips'. Our pure-air standards for CD-ROM and optical storage formats are much stricter than for just the audio manufacture of CDs. It's a horrendously expensive, rigorous commitment to TCQ [total quality control] that we feel will pay off in the long term."

IFPI Meet Voices Optimism On Control Of Asian Piracy

BY CHRISTIE LEO

SINGAPORE Optimism that endemic piracy in Southeast Asia may at last be on the wane characterized the eighth Asia/Pacific region meeting of IFPI, the international record label association, held here Nov. 4.

Speaking after the one-day meeting, IFPI president Nesuhi Ertegun expressed overall satisfaction with the progress made by governments in the area in tackling an illegal trade that costs the music business an estimated \$350 million annually.

The decadelong campaign to secure upgrading of copyright legislation is beginning to bear fruit, Ertegun said, but IFPI still needs the support and cooperation of the relevant government agencies in enforcing laws designed to protect intellectual property. Thailand, he said, has one of the best copyright laws in the region, but because it is not fully enforced there might as well be no law at all.

IFPI regional director Nick Garnett echoed his optimism. Previous council meetings had been devoted to reviewing piracy problems, he said. Now the council is no longer merely surveying the damage but studying measures to be taken once new copyright acts are passed, specifically in Malaysia and Singapore. Korea and Taiwan are also actively countering piracy with full-time enforcement units, as is Hong Kong.

Singapore's role as the prime exporter of pirated software has now been taken over by Indonesia, Garnett said. "In this regard, Singapore has made significant progress, and we are encouraged that the Singapore legislature has shown an intent to improve conditions for the le-

gitimate business."

Successful implementation of the revised copyright act currently before the Singapore Parliament could spur other nations in the region to follow suit, Garnett said. Modeled on Australian legislation, the act is Singapore's first modern copyright legislation since 1911. The act represents an important breakthrough in that it both makes provision for new sound recording technologies and

deals with abuses like parallel importing, a growing trade in the republic's free port market.

Stiffer penalties for offenders are also envisaged. Despite the difficulties of the legislative process, IFPI is confident the law will be passed by the end of the year.

Garnett rejected the suggestion that legitimate record companies should reduce their prices to compete with the pirates, saying, "We

can't even consider such a suggestion because it is the pirates who enjoy the volume sales, not the record companies. Once the thieves are removed we can reassess the situation. Possibly when we have a realistic picture of the supply-and-demand situation, a compromise might be reached."

On the eve of its meeting, IFPI made a graphic demonstration of Singapore's progress in curbing pi-

racy by publicly crushing 120,000 pirate audiocassettes and 130 cassette decks seized in the course of some 200 copyright infringement cases.

Record industry representatives from the U.S., China, U.K., and other countries in the Asian/Pacific region witnessed the destruction and heard that sales by the 13 member companies of the Singapore Phonogram & Videogram Assn. were 90%

(Continued on page 58)

Amnesty Intl. Album Out Features Artists From Tour

LONDON A charity compilation album featuring Dire Straits, Elton John, Bryan Adams, Sting, Tears For Fears, Howard Jones, and other rock superstars was released Nov. 14 worldwide—with the exception of South Africa—on PolyGram's Mercury label under the title "Conspiracy Of Hope."

All tracks were donated free by the artists involved, with royalties going to the Amnesty International organization, which campaigns for human rights worldwide. Titles were selected to reflect this human rights theme. DJ Paul Gambaccini, who conceived and compiled the project, initially sought previously unrecorded material. However, because of time considerations, only Sting's version of Billie Holiday's "Strange Fruit" was specially recorded.

In North America, where Amnesty earlier this year mounted its Conspiracy of Hope tour featuring many of the same artists, the release is titled "Rock For Amnesty." For contractual reasons, Steve Winwood's "Higher Love" has been

omitted from the U.S. and Canadian versions.

PolyGram's initial pressing is 500,000 units. The company has agreed to what it calls "an exceptionally high royalty rate." At a reception here, international products manager Peter Schultz handed over \$225,000 in advance royalties and a donation of \$14,000, the largest single sum ever given to Amnesty. U.K. sales in the first week of release were 12,000. Despite strong seasonal competition from television-advertised compilations, PolyGram expects the album, which is available on vinyl and CD, to chart strongly throughout Europe during the holiday season.

Virgin's single release of the Simple Minds track "Ghost Dancing" should also add sales impetus. Currently in the U.K. top 20, the single's packaging carries an advertisement for the Amnesty album.

The organization plans to set up Amnesty Records and Amnesty Music in order to maximize the financial benefits of future productions.

INTERNATIONAL EDITOR

PETER JONES, Billboard, 71 Beak St., London W1R 3LF. 01-439 9411.

INTERNATIONAL CORRESPONDENTS

Australia—GLENN A. BAKER, P.O. Box 261, Baulkham Hills, 2153 New South Wales.
 Austria—MANFRED SCHREIBER, 1180 Wien, XVII, Kreuzgasse 27. 0222 48-2882.
 Belgium—MARC MAES, Kapelstraat 41, 2040 Antwerpen. 03-5688082.
 Canada—KIRK LAPOINTE, 7 Glen Ames Ave., Toronto, Ontario M4E 1M3. 416-364-0321.
 Czechoslovakia—PETER BELOHLAVEK, Biskupcova 15, 1300 Praha 3.
 Denmark—KNUD ORSTED, 22 Tjoernevej, DK-3070 Snekkerten. 02-22-26-72.
 Finland—KARI HELOPALTIO, SF-01860 Perttula 27-18-36.
 France—MICHAEL ZWERIN, 11 rue Jean Mace, 75011 Paris. 01-4356 6277.
 —PHILIPPE CROQC, 4 bis rue Mizon, 75015 Paris. 01-4327 6309.
 Greece—JOHN CARR, Kaisarias 26-28, Athens 610.
 Holland—WILLEM HOOS, Bilderdijklaan 28, Hilversum. 035-43137.
 Hong Kong—HANS EBERT, TNS 17/F1, Citicorp Centre, 18 Whitfield Rd., Causeway Bay. 05 787618.
 Hungary—PAUL GYONGY, Orlovtca 3/b, 1026 Budapest 11. Tel: 167-456.
 India—Jerry D'Souza, c/o F.M. Pinto, 136 Lady Jamshedji Rd., Mahim, Bombay 400 016.
 Ireland—KEN STEWART, 56 Rathgar Rd, Dublin 6. 97-14-72.
 Israel—BENNY DUDKEVITCH, P.O. Box 7750, 92 428 Jerusalem.
 Italy—VITTORIO CASTELLI, Via Vigoni 7, 20122 Milan. 02-545 5126.
 Jamaica—MAUREEN SHERIDAN, 43F Turtle Beach Towers, Ocho Rios.
 Japan—SHIG FUJITA, Utsunomiya Bldg., 19-16 Jirugumae 6-Chome, Shibuya-ku, Tokyo 150. 03-4984641.
 Philippines—CES RODRIGUEZ, 18 Anonas, Project 2, Quezon City 3001.
 Poland—ROMAN WASCHKO, Magiera 9m 37, 01-873 Warszawa. 34-36-04.
 Portugal—FERNANDO TENENTE, R Sta Helena 122 R/c, Oporto.
 Romania—OCTAVIAN URSULESCU, Str. Radu de la La Afumati nr, 57-B, Sector 2, Bucharest O.P.9. 13-46-10. 16.20-80.
 South Africa—JOHN MILLER, 305 Buckingham Court, Leyds St., Joubet Park, Johannesburg, 2000.
 Spain—FERNANDO SALAVERRI, Plz Emilion Jimenez Millas, 2D, 28008, Madrid. 24242 93.
 Sweden—MAGNUS JANSON, Markeares Gatan 10, 11353 Stockholm.
 Switzerland—PIERRE HAESLER, Hasenweld 8, CH-4600 Olten. 062-215909.
 U.S.S.R.—VADIM YURCHENKOV, 6 Aprelskaya Str., Block 2, Apt. 16, 195268 Leningrad, K-268. 225-35-88.
 West Germany—WOLFGANG SPAHR, Postbox 1150, Kellingstrasse 18, 2360 Bad Segeberg. 04551-81428.
 Yugoslavia—MITJA VOLCIC, Dragomer, Rozna 6, 61351, Brezovica, Ljubljana 23-522.

HITS of the WORLD

© Copyright 1986, Billboard Publications, Inc. No part of this publication may be reproduced, stored in any retrieval system, or transmitted, in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the prior written permission of the publisher.

BRITAIN (Courtesy Music Week) As of 11/22/86

This Week	Last Week	SINGLES
1	1	TAKE MY BREATH AWAY BERLIN CBS
2	2	YOU KEEP ME HANGIN ON KIM WILDE MCA
3	4	SHOWING OUT MEL & KIM SUPREME
4	5	BREAKOUT SWING OUT SISTER MERCURY
5	14	THE FINAL COUNTDOWN EUROPE EPIC
6	8	THROUGH THE BARRICADES SPANAU BALLET CBS
7	11	LIVIN' ON A PRAYER BON JOVI VERTIGO
8	3	WALK LIKE AN EGYPTIAN BANGLES CBS
9	9	DON'T GIVE UP PETER GABRIEL & KATE BUSH VIRGIN
10	13	FOR AMERICA RED BOX WEA
11	27	FRENCH KISSIN' IN THE USA DEBBIE HARRY CHRYSALIS
12	26	EACH TIME YOU BREAK MY HEART NICK KAMEN WEA
13	22	GHOSTDANCING SIMPLE MINDS VIRGIN
14	18	BECAUSE I LOVE YOU SHAKIN' STEVENS EPIC
15	10	ALL I ASK OF YOU CLIFF RICHARD & SARAH BRIGHTMAN POLYDOR
16	33	SOMETIMES ERASURE MUTE
17	6	IN THE ARMY NOW STATUS QUO VERTIGO
18	20	THE GHOST TRAIN MADNESS ZARJAZZ
19	36	SWEET LOVE ANITA BAKER ELEKTRA
20	12	NOTORIOUS DURAN DURAN EMI
21	7	EVERY LOSER WINS NICK BERRY BBC
22	NEW	THE SKYE BOAT SONG ROGER WHITTAKER/DES O'CONNOR TEMBO
23	NEW	IF I SAY YES FIVE STAR TENT
24	NEW	WARRIORS (OF THE WASTELAND) FRANKIE GOES TO HOLLYWOOD ZTT
25	15	DON'T GET ME WRONG PRETENDERS WEA
26	NEW	STRANGER IN A STRANGE LAND IRON MAIDEN EMI
27	17	MIDAS TOUCH MIDNIGHT STAR SOLAR
28	NEW	LAND OF CONFUSION GENESIS VIRGIN
29	31	DON'T FORGET ME GLASS TIGER MANHATTAN
30	19	TRUE BLUE MADONNA SIRE
31	38	LOVE IS THE SLUG FUZZBOX VINDALOO
32	16	SOMETHING OUT OF NOTHING LETITIA DEAN & PAUL MEDFORD BBC
33	21	ASK SMITHS ROUGH TRADE
34	NEW	ANYTHING DAMNED MCA
35	23	EXPERIMENT IV KATE BUSH EMI
36	25	THIS IS THE WORLD CALLING BOB GELDOF MERCURY
37	NEW	I'VE BEEN IN LOVE BEFORE CUTTING CREW SIREN
38	24	YOU CAN CALL ME AL PAUL SIMON WARNER
39	30	TRUE COLOURS CYNDI LAUPER PORTRAIT
40	NEW	ALL FALL DOWN ULTRAVOX CHRYSALIS
ALBUMS		
1	NEW	VARIOUS HITS 5 CBS/WEA/RCA
2	1	POLICE EVERY BREATH YOU TAKE—THE SINGLES A&M
3	NEW	KATE BUSH THE WHOLE STORY EMI
4	NEW	BRUCE SPRINGSTEEN LIVE 1975-1985 CBS
5	2	VARIOUS NOW DANCE 2 EMI/VIRGIN
6	3	PAUL SIMON GRACELAND WARNER
7	5	MADONNA TRUE BLUE SIRE
8	4	ORIGINAL SOUNDTRACK TOP GUN CBS
9	6	FIVE STAR SILK AND STEEL TENT
10	7	BON JOVI SLIPPERY WHEN WET VERTIGO
11	8	VARIOUS GREATEST HITS OF 1986 TELSTAR
12	9	SUPERTRAMP THE AUTOBIOGRAPHY OF SUPERTRAMP A&M
13	10	VARIOUS HIT MIX 86 STYLUS
14	NEW	MISSION GODS OWN MEDICINE MERCURY
15	12	FOSTER & ALLEN REMINISCING STYLUS
16	17	PETER GABRIEL SO VIRGIN
17	21	DIRE STRAITS BROTHERS IN ARMS VERTIGO
18	13	EURHYTHMICS REVENGE RCA
19	14	QUEEN A KIND OF MAGIC EMI
20	26	WHITNEY HOUSTON ARISTA
21	37	DIANA MICHAEL GLADYS STEVIE THEIR VERY BEST BACK TO BACK PRIORITY
22	NEW	MICHAEL MCDONALD SWEET FREEDOM WARNER
23	20	VARIOUS TOGETHER KTEL
24	11	PRETENDERS GET CLOSE WEA
25	32	STATUS QUO IN THE ARMY NOW VERTIGO
26	28	VARIOUS BLACK MAGIC STYLUS
27	NEW	VARIOUS LOVERS TELSTAR
28	15	FRANKIE GOES TO HOLLYWOOD LIVERPOOL ZTT
29	19	A-HA SCOUNDREL DAYS WARNER
30	23	TE KANAWA/CARRERAS/VAUGHAN SOUTH PACIFIC CBS
31	27	HUEY LEWIS & THE NEWS FORE CHRYSALIS
32	35	DRIFTERS VERY BEST OF THE DRIFTERS ARISTA/TELSTAR
33	18	HOUSEMARTINS LONDON O HULL 4 GO DISCS
34	36	LIONEL RICHIE DANCING ON THE CEILING MOTOWN
35	NEW	BANGLES DIFFERENT LIGHT CBS
36	22	VARIOUS THE CHART TELSTAR
37	25	BILLY IDOL WHIPLASH SMILE CHRYSALIS
38	24	ELTON JOHN LEATHER JACKETS ROCKET
39	16	PAUL YOUNG BETWEEN TWO FIRES CBS
40	NEW	QUEEN QUEENS GREATEST HITS EMI

CANADA (Courtesy The Record) As of 11/13/86

SINGLES	
1	5 TRUE COLORS CYNDI LAUPER PORTRAIT/CBS
2	6 TRUE BLUE MADONNA SIRE/WEA
3	4 THE LADY IN RED CHRIS DE BURGH A&M
4	1 SPIRIT IN THE SKY DOCTOR & THE MEDICS I.R.S./MCA
5	8 TWO OF HEARTS STACEY Q WARNER BROS./WEA
6	10 AMANDA BOSTON MCA
7	7 HEARTBEAT DON JOHNSON EPIC/CBS
8	2 RUMORS TIMEX SOCIAL CLUB A&M
9	9 HUMAN HUMAN LEAGUE VIRGIN/A&M
10	3 TAKE MY BREATH AWAY BERLIN CBS
11	14 SOMEDAY GLASS TIGER CAPITOL
12	18 TO BE A LOVER BILLY IDOL CHRYSALIS/MCA
13	13 WALK THIS WAY RUN-D.M.C. LONDON/POLYGRAM
14	12 A MATTER OF TRUST BILLY JOEL COLUMBIA/CBS
15	15 WHEN I THINK OF YOU JANET JACKSON A&M
16	NEW THE NEXT TIME I FALL PETER CETERA/AMY GRANT WEA
17	NEW HIP TO BE SQUARE HUEY LEWIS CHRYSALIS/MCA
18	11 FRIENDS AND LOVERS GLORIA LORING & CARL ANDERSON CBS
19	NEW (FOREVER) LIVE AND DIE O.M.D. VIRGIN/A&M
20	THROWING IT ALL AWAY GENESIS ATLANTIC/WEA
ALBUMS	
1	4 BOSTON THIRD STAGE MCA
2	1 MADONNA TRUE BLUE SIRE/WEA
3	2 HUEY LEWIS & THE NEWS FORE! CHRYSALIS/MCA
4	6 BILLY IDOL WHIPLASH SMILE CHRYSALIS/MCA
5	5 SOUNDTRACK TOP GUN COLUMBIA/CBS
6	8 PAUL SIMON GRACELAND WARNER BROS./WEA
7	11 BILLY JOEL THE BRIDGE COLUMBIA/CBS
8	13 STEVE WINWOOD BACK IN THE HIGH LIFE ISLAND/WEA
9	3 LIONEL RICHIE DANCING ON THE CEILING MOTOWN
10	10 TINA TURNER BREAK EVERY RULE CAPITOL
11	7 BON JOVI SLIPPERY WHEN WET MERCURY/POLYGRAM
12	12 COREY HART FIELDS OF FIRE AQUARIUS/CAPITOL
13	9 CYNDI LAUPER TRUE COLORS PORTRAIT/CBS
14	14 GENESIS INVISIBLE TOUCH ATLANTIC/WEA
15	15 CHRIS DE BURGH INTO THE LIGHT A&M
16	17 PETER GABRIEL SO GEFFEN/WEA
17	16 IRON MAIDEN SOMEWHERE IN TIME CAPITOL
18	NEW PRETENDERS GET CLOSE WARNER BROS./WEA
19	19 WHITNEY HOUSTON RCA
20	18 EURHYTHMICS REVENGE RCA

WEST GERMANY (Courtesy Der Musikmarkt) As of 11/17/86

SINGLES	
1	1 COMING HOME (JEANNY PART II) FALCO TELDEC
2	4 IN THE ARMY NOW STATUS QUO VERTIGO/PHONOGRAM
3	9 SUBURBIA PET SHOP BOYS PARLOPHONE/PMV
4	2 THE FINAL COUNTDOWN EUROPE EPIC/CBS
5	3 GERONIMO'S CADILLAC MODERN TALKING HANSA/ARIOLA
6	6 (I JUST) DIED IN YOUR ARMS CUTTING CREW VIRGIN/ARIOLA
7	12 WORD UP CAMEO MERCURY/PHONOGRAM
8	7 TRUE BLUE MADONNA SIRE/WEA
9	5 TAKE MY BREATH AWAY BERLIN CBS
10	8 RAGE HARD FRANKIE GOES TO HOLLYWOOD ISLAND/ARIOLA
11	10 DON'T LEAVE ME THIS WAY COMMUNARDS LONDON/METRONOME/PMV
12	11 (FOREVER) LIVE AND DIE OMD VIRGIN/ARIOLA
13	16 RUMORS (REMIX) TIMEX SOCIAL CLUB MERCURY/PHONOGRAM
14	17 YOU WANT LOVE MIXED EMOTIONS ELECTROLA/EMI
15	14 EASY LADY SPAGNA CBS
16	NEW TWO PEOPLE TINA TURNER CAPITOL/EMI
17	13 HI HI HI SANDRA VIRGIN/ARIOLA
18	NEW TRUE COLOURS CYNDI LAUPER PORTRAIT/CBS
19	NEW NOTORIOUS DURAN DURAN EMI
20	19 WALK THIS WAY RUN DMC LONDON/METRONOME/PMV
ALBUMS	
1	1 FALCO EMOTIONAL TELDEC
2	2 TINA TURNER BREAK EVERY RULE CAPITOL/EMI
3	4 PETER MAFFAY TABALUGA UND DAS LEUCHTENDE SCHWEIGEN TELDEC
4	3 CHRIS DE BURGH INTO THE LIGHT A&M/DG/PMV
5	10 FRANKIE GOES TO HOLLYWOOD LIVERPOOL ISLAND/ARIOLA
6	6 MADONNA TRUE BLUE SIRE/WEA
7	5 SOUNDTRACK TOP GUN CBS
8	7 A-HA SCOUNDREL DAYS WARNER/WEA
9	8 EUROPE THE FINAL COUNTDOWN EPIC/CBS
10	13 BRUCE HORNSBY & THE RANGE THE WAY IT IS RCA
11	9 CHRIS REA HERZKLOPFEN POLYSTAR/PMV
12	NEW BILLY IDOL WHIPLASH SMILE CHRYSALIS/ARIOLA
13	12 HUEY LEWIS & THE NEWS FORE CHRYSALIS/ARIOLA
14	11 EURHYTHMICS REVENGE RCA
15	20 STATUS QUO IN THE ARMY NOW VERTIGO/PHONOGRAM
16	15 IRON MAIDEN SOMEWHERE IN TIME EMI
17	17 AL JARREAU LIS FOR LOVER WEA
18	NEW HEINZ RUDOLPH KUNZE WUNDERKINDER WEA
19	NEW PAUL SIMON GRACELAND WARNER
20	16 SANDRA MIRRORS VIRGIN/ARIOLA

ITALY (Courtesy Germano Ruscitto) As of 11/6/86

ALBUMS	
1	1 MADONNA TRUE BLUE WEA
2	2 POOH GIORNI INFINITI CGDMM
3	3 ANTONELLO VENDITTI SEGRETI RICORDI
4	NEW LUCIO DALLA DALLAMERICARUSO RCA
5	4 GIANNA NANNINI PROFUMO RICORDI
6	13 SOUNDTRACK TOP GUN CBS
7	9 EROS RAMAZZOTTI NUOVI EROI DDD/CBS
8	8 ZUCCHERO FORNACIARI RISPETTO POLYGRAM
9	5 ORNELLA VANONI ORNELLA E..... CGDMM
10	7 WHAM THE FINAL CBS
11	6 IRON MAIDEN SOMEWHERE IN TIME WEA
12	14 TINA TURNER BREAK EVERY RULE EMI
13	NEW FRANKIE GOES TO HOLLYWOOD LIVERPOOL RICORDI
14	11 WHITNEY HOUSTON RCA
15	NEW A-HA SCOUNDREL DAYS WEA
16	NEW COMMUNAROS POLYGRAM
17	12 ENRICO RUGGERI ENRICO VIII CGDMM
18	19 PAUL MCCARTNEY PRESS TO PLAY EMI
19	17 SERGIO CAPUTO EFFETTI PERSONALI CGDMM
20	20 LIONEL RICHIE DANCING ON THE CEILING RCA

MUSIC & MEDIA PAN-EUROPEAN CHARTS 11/22/86

HOT 100 SINGLES	
1	1 TAKE MY BREATH AWAY BERLIN CBS
2	3 TRUE BLUE MADONNA SIRE
3	2 THE FINAL COUNTDOWN EUROPE EPIC
4	11 NOTORIOUS DURAN DURAN EMI
5	5 DON'T LEAVE ME THIS WAY COMMUNARDS LONDON
6	7 TRUE COLOURS CYNDI LAUPER PORTRAIT
7	9 IN THE ARMY NOW STATUS QUO VERTIGO
8	4 I'VE BEEN LOSING YOU A-HA WARNER
9	6 HOLIDAY RAP MC MIKER G AND DEEJAY SVEN DURECO
10	8 EASY LADY SPAGNA CBS
11	12 FLASH/ONE LOVE TO GIVE STEPHANIE JULISA/CARRERE
12	10 TYPICAL MALE TINA TURNER CAPITOL
13	NEW TWO PEOPLE TINA TURNER CAPITOL
14	13 RAGE HARD FRANKIE GOES TO HOLLYWOOD ZTT/ISLAND
15	14 WORD UP CAMEO CLUB/PHONOGRAM
16	15 SUBURBIA PET SHOP BOYS PARLOPHONE
17	17 TO BE A LOVER BILLY IDOL CHRYSALIS
18	NEW DON'T GIVE UP PETER GABRIEL & KATE BUSH VIRGIN
19	NEW DON'T GET ME WRONG THE PRETENDERS REAL RECORDS/WEA
20	NEW WALK LIKE AN EGYPTIAN BANGLES CBS
HOT 100 ALBUMS	
1	1 MADONNA TRUE BLUE SIRE
2	2 TINA TURNER BREAK EVERY RULE CAPITOL
3	3 SOUNDTRACK TOP GUN CBS
4	9 FRANKIE GOES TO HOLLYWOOD LIVERPOOL ZTT/ISLAND
5	4 IRON MAIDEN SOMEWHERE IN TIME EMI
6	6 EURHYTHMICS REVENGE RCA
7	5 A-HA SCOUNDREL DAYS WARNER
8	8 CHRIS DE BURGH INTO THE LIGHT A&M
9	7 LIONEL RICHIE DANCING ON THE CEILING MOTOWN
10	13 PAUL SIMON GRACELAND WARNER
11	12 DIRE STRAITS BROTHERS IN ARMS VERTIGO
12	14 HUEY LEWIS & THE NEWS FORE CHRYSALIS
13	11 QUEEN A KIND OF MAGIC EMI
14	17 BILLY IDOL WHIPLASH SMILE CHRYSALIS
15	10 WHAM THE FINAL EPIC
16	NEW ELTON JOHN LEATHER JACKETS ROCKET/PHONOGRAM
17	15 TALKING HEADS TRUE STORIES EMI
18	20 PETER GABRIEL SO VIRGIN
19	18 STATUS QUO IN THE ARMY NOW VERTIGO
20	16 CYNDI LAUPER TRUE COLORS PORTRAIT

AUSTRALIA (Courtesy Kent Music Report) As of 11/24/86

SINGLES	
1	1 YOUR'RE THE VOICE JOHN FARNHAM WHEATLEY/RCA
2	4 DON'T LEAVE ME THIS WAY COMMUNARDS LONDON/POLYGRAM
3	3 LADY IN RED CHRIS DE BURGH A&M/FESTIVAL
4	2 YOU CAN CALL ME AL PAUL SIMON WARNER/WEA
5	5 TRUE BLUE MADONNA SIRE/WEA
6	6 STUCK WITH YOU HUEY LEWIS & THE NEWS CHRYSALIS/FESTIVAL
7	10 HEARTACHE ALL OVER THE WORLD ELTON JOHN ROCKET/POLYGRAM
8	12 EMOTION IN MOTION RIC OCASEK GEFFEN/WEA
9	8 MATTER OF TRUST BILLY JOEL CBS
10	16 TWO OF HEARTS STACEY Q ATLANTIC/WEA
11	7 YOU TAKE MY BREATH AWAY BERLIN CBS
12	14 THE WAY IT IS BRUCE HORNSBY & THE RANGE RCA
13	9 WALK THIS WAY RUN DMC LONDON/POLYGRAM
14	NEW TO BE A LOVER BILLY IDOL CHRYSALIS/FESTIVAL
15	13 FRIENDS AND LOVERS CARL ANDERSON & GLORIA LORING EPIC/CBS
16	11 VENUS BANANARAMA LIBERATION/EMI
17	NEW DON'T GET ME WRONG THE PRETENDERS WEA
18	17 TRUE COLOURS CYNDI LAUPER CBS/PORTRAIT
19	NEW ((I JUST) DIED) IN YOUR ARMS CUTTING CREW SIREN/EMI
20	NEW ((DON'T FORGET ME) WHEN I'M GONE GLASS TIGER MANHATTAN/EMI
ALBUMS	
1	1 JOHN FARNHAM WHISPERING JACK WHEATLEY/RCA
2	2 PAUL SIMON GRACELAND WARNER/WEA
3	NEW BRUCE SPRINGSTEEN LIVE 75-85 CBS
4	5 EURHYTHMICS REVENGE RCA
5	4 ELTON JOHN LEATHER JACKET ROCKET/POLYGRAM
6	3 HUEY LEWIS & THE NEWS FORE CHRYSALIS/FESTIVAL
7	6 BILLY JOEL THE BRIDGE FAMILY PRODUCTIONS/CBS
8	7 TALKING HEADS TRUE STORIES EMI
9	12 WHITNEY HOUSTON ARISTA/RCA
10	8 VARIOUS TOP GUN-ORIGINAL MOTION PICTURE SOUNDTRACK CBS
11	9 JOE COCKER LIBERATION/EMI
12	10 CYNDI LAUPER TRUE COLOURS PORTRAIT/CBS
13	11 TINA TURNER BREAK EVERY RULE INTERFUSION/FESTIVAL
14	13 MADONNA TRUE BLUE SIRE/WEA
15	14 CHRIS DE BURGH INTO THE LIGHT A&M/FESTIVAL
16	15 KEVIN BLOODY WILSON KEV'S BACK CBS
17	16 GENESIS INVISIBLE TOUCH VIRGIN/EMI
18	17 A-HA SCOUNDREL DAYS WARNER/WEA
19	NEW THE PRETENDERS GET CLOSE WEA
20	20 LIONEL RICHIE DANCING ON THE CEILING MOTOWN/RCA

NETHERLANDS (Courtesy Stichting Nederlandse Top 40) As of 11/22/86

SINGLES	
1	1 DON'T LEAVE ME THIS WAY COMMUNARDS LONDON
2	2 YOU CAN CALL ME AL PAUL SIMON WARNER
3	7 RUMORS TIMEX SOCIAL CLUB MERCURY
4	5 LOVE CAN'T TURN AROUND FARLEY JACKMASTER FUNK LONDON
5	9 YOU GIVE LOVE A BAD NAME BON JOVI MERCURY
6	10 NOTORIOUS DURAN DURAN EMI/BOVEA
7	NEW WALK LIKE AN EGYPTIAN BANGLES CBS
8	3 LIVE AND DIE OMD VIRGIN
9	4 TAKE MY BREATH AWAY BERLIN CBS
10	6 HEARTBEAT DON JOHNSON EPIC
ALBUMS	
1	1 PAUL SIMON GRACELAND WARNER
2	4 EVA NOW THIS IS MUSIC
3	2 TINA TURNER BREAK EVERY RULE CAPITOL
4	5 MADONNA TRUE BLUE SIRE
5	3 BZN HEARTBREAKER MERCURY
6	7 FRANKIE GOES TO HOLLYWOOD LIVERPOOL ISLAND
7	10 COMMUNAROS LONDON
8	6 ROB O'NIJS VRIJE VAL BOVEA
9	8 JANET JACKSON CONTROL A&M
10	9 HERMNA VAN VEEN ANNE HARTLEKJUN

IFPI OPTIMISTIC ABOUT CONTROL OF ASIAN PIRACY

(Continued from page 56)

greater, at \$12 million, in the first half of 1986 than in the same period last year.

The pressure will be kept up, officials say. October 1986 saw a total of 22 police raids on Singapore retailers, wholesalers, and manufacturers and the seizure of nearly 5,000 suspected pirate tapes. Rewards for informers whose information led to successful raids will continue to be paid until the end of November.

Indonesia, which, according to officials, has taken over Singapore's mantle as the music piracy center of the world, is also coming to terms with international pressure to subscribe to a copyright act providing umbrella protection for both foreign and local works.

Said Ian Thomas, IFPI director general: "Prior to the updated 1982 Copyright Act, which only covered local works, Indonesian legislation was terribly outdated, going right back to the colonial Dutch law, which completely excluded protection of foreign works.

"The loss of revenue as a result of piracy is still astronomical, but the good news is that we have initiated a dialog with government officials to put into effect protection for foreign works. This two-way cooperative effort is a milestone so far as IFPI is concerned and will also help us to monitor piracy-related activities."

Korea and Malaysia are also like-

ly to introduce new provisions in their existing copyright acts to protect foreign recordings, Thomas said. In Malaysia, a revised bill is already in its second reading and is expected to be passed at third reading early in 1987.

Ertegun made plain that international pressure at a governmental level had been necessary to induce the Third World community to take concrete steps to protect intellectual property. He chided government agencies here for their "lack of sincerity," which he said endangers the future potential of foreign business interests in the region.

The scale of the problem has prompted the formation of a Washington, D.C.-based pressure group, the International Intellectual Property Alliance, allying manufacturers and distributors of video, film sound recordings, books, and computer software. This group departs radically from IFPI's former "gentle, coaxing methods," Ertegun said, in that the repercussions for uncooperative governments could extend to trade sanctions, if need be.

IFPI's long-term investment is finally paying off, Ertegun said. "Sales of international product have improved tremendously in this region, and this has allowed us to invest in vernacular recordings because we can now afford to do so."

Would Lower Domestic Content To 15%-20% CAB Seeks Cut In Country Quotas

BY KIRK LaPOINTE

OTTAWA Canadian broadcasters have renewed their attempts to erode domestic content quotas on radio. This time, their target is country music.

The Canadian Assn. of Broadcasters (CAB) has recently reaffirmed a long-standing position on country music that radio stations do not have an adequate supply of music to merit 30% Canadian content levels.

The association, which unveiled its plan at its annual convention in early November, wants the level reduced to 15% or 20%.

There are signs that the federal broadcast regulator is willing to bend on the issue. Andre Bureau, chairman of the Canadian Radio-

television and Telecommunications Commission (CRTC), says his group is conducting a review of all pertinent country music issues and will deliver decisions shortly.

In its proposal to the CRTC, the association says there aren't enough Canadian country recordings made to permit stations to meet content quotas. To support domestic music, the association says 16 of 22 country FM stations have proposed sharing the cost of a syndicated, monthly hourlong program of fully Canadian country music. Those stations have also proposed broadcasting commercials for free to support Canadian albums in their first three weeks of release and for artists playing local clubs on a daily basis. An in-studio interview would also be part

of the package.

The proposal has drawn mixed response from the industry. Ron Solleveld, director of music publishing for RCA-Ariola in Canada, supports the move and was quoted as saying it would "get higher quality Canadian music up to the surface."

But Jack Feeney, executive director of the Academy of Country Music Entertainment (ACME), is opposed to a reduction in Canadian content.

Canadian country sales go up and down, but most artists earn meager livings through radio royalties. Any move to reduce airplay would be expected to have a profound effect on less-established artists' livelihoods.

Music Industry Newsletter Determines Awards Through Poll The Record Honors Companies, Execs

TORONTO At the Juno Awards Nov. 10, the Canadian music industry got to find out what it thought about its artists. But a little-publicized event held the night before was in many ways just as interesting: It let industry executives know what they thought about each other.

The Record, the Canadian music industry newsletter, polled subscribers to determine which individual and companies were the best in their fields. An awards ceremony was held to honor the winners at the Hilton Harbour Castle Hotel here.

The poll is unscientific in that it relies on subscribers to return their ballots, but the annual awards are taken seriously enough in most industry quarters that few neglect to pencil in their choices.

According to the poll, the top corporation was MCA; the top indie was I.R.S., which MCA distributes; and the top Canadian company was Duke Street Records. Top major-market station was CILQ-FM Toronto; top large-market station was CHEZ-FM Ottawa; top medium-market outlet was CKSL London, Ontario; and top small-market station was CHTZ-FM St. Catharines, Ontario.

In the best singles or one-stop operator category the winner was Saturn Distributing. Best rack operator was Handleman, and best retail chain was A & A's. The survey also identified WEA Music of Canada Ltd. as having the best corporate marketing team, Virgin Records Canada Inc. as having the best independent marketers, and Duke Street as having the best Canadian marketing squad.

There were several awards bestowed on radio personalities and executives. Best medium-market radio personality was Greg Simpson of CFPL London; best large-market personality was Laurie Lang Castor of CHED Edmonton, Alberta; and best major-market personality was Bob Saint of CFTR Toronto. Best medium-market program director was Barry Horne of C100 Halifax,

Nova Scotia; best large-market PD was Don Stevens of AM 106 Calgary, Alberta; and best major PD was Gary Slaughter of CILQ-FM Toronto.

Top radio personality in a large market was Wes Erickson of CKIK-FM Calgary. Major-market personality winner was Terry DiMonte of CHOM-FM Montreal.

Top radio executives included Vern Trail of large-market station CHED Edmonton and Duff Roman of major-market station CHUM-FM Toronto.

The top-concert-promoter award was shared by Concert Productions

International of Toronto and Donald K. Donald Productions of Montreal. Top managers chosen were Joe Bamford, Gary Pring, and Derek Sutton, the team behind Glass Tiger, which won three Junos the next evening.

A prestigious award honoring the industry executive who has made the biggest international contribution went to producer Dan Lanlois, who has worked with U2, Peter Gabriel, and Robbie Robertson on their most recent recordings.

KIRK LaPOINTE

Eight Seconds Has A Hit

OTTAWA It is hard enough to crack the international market as a band based in Canada, but when you are a band based in Canada outside of Toronto, Montreal, or Vancouver, it is an uphill struggle to grab the spotlight and stay in it.

But Eight Seconds are doing exactly that. Based in Ottawa, the band has gone in the last few months from being a local club favorite to having its debut album produced by Rupert Hine. The album has been picked up through PolyGram's New York office for North American distribution. Out only a few weeks in Canada, "Almacantar" is halfway to gold, with a single, "Kiss You When It's Dangerous," on just about every hit radio and adult contemporary playlist in Canada.

Good fortune began for Eight Seconds when they won a "homegrown" contest two years ago, sponsored by CHEZ-FM Ottawa. The station's music director, Greg Torrington, knew Hine and handed him the tape of the band's music one day. Hine played the tape on the way to his studio and liked what he heard.

"For me, it's important that the artist have something distinct about the music," Hine said recently. "Eight Seconds was one of those artists."

The band culled old and new mate-

rial for a nine-cut album that PolyGram in Canada believes is at least three singles deep. "Kiss You" appears to be headed for the top of the charts for openers.

"Things are going well, really well," says the band's keyboardist, Frank Levin. "And the ball got rolling with Rupert's interest."

Although the album was issued in late October in the U.S., the major push will likely take place in the new year. Tentative plans have the band touring with Wang Chung in February in the U.S.

Levin and singer/guitarist Andres del Castillo say Hine was a profound influence on strengthening the songs, but that he didn't tinker with the band's sound. Many are already comparing Eight Seconds to a younger, energized version of Hine's principal production project, the Fixx, although the Canadian band is much more keyboard-oriented.

The striking video for "Kiss You," produced by Champagne Pictures of Toronto, was designed "to have us avoid looking like anyone else," says del Castillo.

Some of the tracks on the new album had been recorded numerous times before for various local independent releases.

KIRK LaPOINTE

MIDEM '87

CIRCLE THE GLOBE WITH YOUR AD IN BILLBOARD'S 2 MIDEM SHOW ISSUES



Pre-MIDEM Convention Issue January 24
Ad Deadline December 23

MIDEM Convention Issue January 31
Ad Deadline December 30

For ad details contact
Gene Smith, Associate Publisher
(212) 764-7356
or any Billboard sales office worldwide

• Bonus distribution in Cannes

Dick Clark Productions Makes IPO

\$\$ Earmarked For New Programming

BY FRED GOODMAN

NEW YORK Dick Clark may have to suffer a steady stream of jokes about being America's perennial teen-ager, but his Dick Clark Productions Inc. shows continuing fiscal maturity with a proposed initial public offering (IPO).

The television and motion picture production company hopes to raise as much as \$16 million through an IPO of 1.6 million shares. Net proceeds are earmarked for increased production, expanding the staff, and beginning an in-house distribution service.

Clark's position at the head of the company—in terms of its image, worth, and control—is unusually strong. The preliminary prospectus notes that in addition to appearing on camera for many of the company's shows, Clark is "involved in almost all the significant decisions concerning the company's activities" and that the company "is, and after this offering will be, a corporation controlled by Mr. Clark."

That control includes nearly 3 million shares of common stock and 675,000 shares of Class A common stock. With each share of Class A stock carrying 10 votes and Clark voting an additional 3.8

million shares held by other principals, Clark will have control of nearly 81% of all voting securities. Subsequently, Clark will be able to elect all members of the board of directors and control the company's operations.

During the past five years, the company has enjoyed a consistent increase in revenues, and profits

'This is, and after this offering will be, a corporation controlled by Mr. Clark'

have risen steadily with the exception of 1983, when the company's gross and pro forma net income dropped substantially. The firm showed a strong rebound the following year, however, when revenues doubled and income increased by nearly 500%. In 1986, Dick Clark Productions had revenues of \$38.3 million, producing a gross profit of \$6.8 million and pro forma net income of \$4 million.

Despite the company's ability to generate a profit, it has not paid cash dividends in the past and does

not plan to do so following the IPO. Plans call for profits to be retained for future growth.

Net tangible book value for the company at the time of the preliminary prospectus was \$1.24 per share. Existing shareholders, who currently control 1.15 million shares, or 41.8% of the shares after completion of the IPO, paid an average of 86 cents per share, a total of less than \$1 million.

The pro forma adjustment of the company's profits reflects executive producer fees paid to Clark by the company before July 1. A new contract with the company provides that his fees for services as executive producer be retained by the company, and the adjustment gives that agreement retroactive effect.

Dick Clark Productions has also agreed to acquire Olive Enterprises, a related company in which Clark and Francis La Maina, executive vice president of Dick Clark Productions, are principals. Olive owns a library of TV programming and received 410,000 shares of Dick Clark Productions in return. One asset that Olive retains is the "American Bandstand" service mark, which it licenses to Dick Clark Productions. Clark, his wife, and La Maina also receive additional stock for other programming produced before 1977.

Prior to the offering, Dick Clark Productions contributed its radio operations to a wholly owned subsidiary and distributed that stock to Dick Clark Productions stockholders in a spin-off transaction. Assets included the production contract for the radio program "Countdown America" as well as a library of other programs and equipment. The radio operation includes a majority interest in the programmer United Stations.

Generally associated with music and variety programming, the company says its strategy is to broaden the types of programs it produces, with emphasis on sitcoms and dramas. Toward that end, the company has made development deals with three major networks and three first-run domestic syndicators. Although best known for "American Bandstand," which has been airing since 1952 and has been produced by the company since 1957, Dick Clark Productions has also produced numerous series, including "Puttin' On The Hits" and "TV's Bloopers & Practical Jokes"; specials; awards shows; and TV movies. The company also jointly produced the theatrical film "Remo Williams: The Adventure Begins."

...newslines...

NET INCOME AND REVENUES PLUNGED FOR VESTRON VIDEO (NYSE/VV) during the third quarter, which ended Sept. 30. Net income totaled \$960,000, compared with \$9.5 million for the same period last year. Earnings per share were 3 cents, compared with 27 cents in last year's third quarter. While the decline was due in part to an increase in the weighted average number of shares outstanding—34.7 million to 37.4 million—the company says the greatest factors were diminishing orders for B titles and higher costs. Net sales for the quarter also slid sharply, from \$50.8 million for last year's third quarter to \$38.2 million this year. For the year to date, Vestron's total sales of \$138.5 million lag behind last year's figure by more than \$3 million. Ausin O. Furst Jr., chairman of Vestron, says that the quarter's results "continue to show the effect of video stores committing a smaller proportion of dollars to movies with little or no theatrical exposure" and that "many of Vestron's releases have sold below expectations as a result." The higher cost of program acquisition has also been noted by the company.

VIDEO CORP. OF AMERICA (VCA) was acquired Nov. 12 from VCA/Technicolor in a management buyout. The agreement created a new company, VCA Teletronics Inc., which also includes the video program duplicating division, with four duplication centers and a sales office. VCA is a leading New York video production and postproduction facility. The new management group is headed by Thomas R. DeMaeyer, president and CEO. (See separate story, page 47.)

FLORIDA HOME ENTERTAINMENT RETAILER Spec's Music Inc. (NASDAQ/SPEK) announced a five-for-four stock split Nov. 17 in the form of a 25% stock dividend. The dividend will be distributed on or about Dec. 22 to shareholders of record as of Dec. 8. Each shareholder will receive one additional share of common stock for each four shares held, with cash paid in lieu of fractional shares. The company has 10 million shares of common stock authorized, of which slightly more than 2 million are currently issued and outstanding. Spec's also announced that it is opening an additional five outlets. It currently operates 29 stores.

Virgin Offering Gets Warm Welcome From U.K. Market

BY NICK ROBERTSHAW

LONDON On the eve of share dealings in Richard Branson's Virgin Group, the company's tender offer was three times oversubscribed at a striking price of \$1.96 (at an exchange rate of \$1.40 to the pound), putting a value of about \$350 million on an operation that spans music, retailing, and film and video distribution (Billboard, Nov. 1).

Analysts believe Branson has sacrificed some \$6 million by setting the strike rate the equivalent of 30-40 cents lower than was obtainable on the basis of applications received, but Branson himself notes: "We wanted to pitch the offer as low as possible to make sure there was a healthy aftermarket. The important thing is that we have not let people down. People trust us, and if we were to lose that it would be a bad business decision."

Proceeds of the share sale, which started on Nov. 21, will be about \$70 million before expenses, much of the money going to finance expansion plans in Britain and overseas. Most notably, Virgin is engaged in its second attempt to establish itself in the U.S. market, where the new Virgin Records America subsidiary under Jeff Ayeroff and Jordan Harris is expected to announce major artist signings soon.

In the U.K., Virgin is still ex-

panding aggressively, though rumors linking Branson with EMI and with Chrysalis, in which he has a near-4% stake, are to be discounted. Since 1983, the music division has launched the 10 and Siren labels and acquired Charisma. Among its competitors, it has a reputation as a high roller in the a&r sector, with a talent roster that is enormous by today's standards.

The company's prospectus reveals that of more than 100 artists contracted for one or more countries, 14 contributed more than \$1.4 million each to total music division turnover of \$165 million in the year to July 1986. Between them they generated 56% of this turnover, though no single act accounted for more than 12%, and the next largest contribution was under 7%. More than 60% of earnings came from overseas business.

Though he reportedly pays himself an annual salary of only \$32,000, Branson is rapidly becoming one of the wealthiest businessmen in Britain. Not all his projects have succeeded—Virgin's film division was closed down earlier this year after a series of unprofitable productions—but his stated aim of making the company he launched from a public phone booth into the "greatest entertainment business in the world" has to be treated with respect.

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	Close 11/7	Close 11/17	Change
NEW YORK STOCK EXCHANGE				
American Can	841.3	87 1/2	86 1/2	-1/2
John Blair & Co.	125.5	15 1/4	15 1/4	-1/4
CBS Inc.	793.9	134 3/4	136	+1 1/4
Cannon Group	443	27 3/4	21 1/2	-6 1/4
Capital Cities Communications	149.1	273 3/4	272 1/4	-1/4
Coca Cola	2484	36 1/2	36 3/4	+1/4
Walt Disney	1570.8	44 1/4	42 1/2	-2 1/4
Eastman Kodak	9868.6	62 1/4	65 1/2	+2 1/4
General Electric	3102.5	78	76 1/4	-1 1/4
Gulf & Western	634.8	65 3/4	66	+1/4
Handleman	452.6	29 3/4	31 1/4	+2 1/4
MCA Inc.	1030	43 3/4	41 1/4	-2 1/4
MGM/UA	94.6	10 1/4	9 3/4	-1/4
Orion Pictures Corp.	482.2	14 1/4	14 1/4	-1/4
Sony Corp.	444.7	20 1/4	20 1/4	-1/4
Taft Broadcasting	140.8	118	115	-3
Vestron Inc.	118.9	5 1/4	5 1/4	-1/4
Viacom	1705.7	43 3/4	43 3/4
Warner Communications Inc.	1837.7	25	22 3/4	+2 1/4
Westinghouse	2124.6	58	56 1/4	-1 1/4
AMERICAN STOCK EXCHANGE				
Commtron	13.8	9 1/4	8 3/4	-1/4
Lorimar/Telepictures	2600.6	19 1/4	20 1/4	+1 1/4
New World Pictures	66.4	14 1/4	14	-1/4
Price Communications	159.9	10 1/4	10 1/2	+1/4
Turner Broadcasting System	29.7	15 1/4	15	-1/4
Unitel Video	23.8	9 1/4	8 1/4	-1 1/4
Wherehouse Entertainment	101.8	20 1/4	20 1/4	-1/4
OVER THE COUNTER				
Company	Open	Close	Change	
Crazy Eddie	15	14 1/4	-1/4	
Infinity Broadcasting	12 1/2	12 1/2	
Josephson Inc.	11 1/4	11 1/4	
LIN Broadcasting	53 1/4	52 3/4	-3/4	
Lieberman Enterprises	18 1/4	18 1/4	
Malrite Communications Group	11 1/4	11	-1/4	
Prism Entertainment Corp.	5 1/4	4 3/4	-3/4	
Recoton Corporation	7 1/2	7 1/4	-1/4	
Reeves Communications	9	8 1/2	-1/2	
Satellite Music Network, Inc.	5 3/4	5 1/4	-1/4	
Sound Warehouse	22 1/4	21 1/4	-1 1/4	
Specs Music	9 1/4	9 1/4	
Trans World Music Corp.	20 1/4	20 1/4	
Tri-Star Pictures	11 1/4	11 1/4	
Wall To Wall Sound & Video Inc.	5 1/4	5 1/4	-1/4	
Westwood One	28 1/4	27 1/4	-1	

The first Australian CD plant will go on-line in March ... see page 56

ALBUMS

SPOTLIGHT Predicted to hit top 10 on Billboard's Top Pop Albums chart or to earn platinum certification

NEW & NOTEWORTHY Highlights new and developing acts worthy of attention and other releases of special interest

PICKS New releases predicted to hit the top half of the chart in the format listed

RECOMMENDED Other releases predicted to chart in the respective format; also, other albums of superior quality

All albums commercially available in the U.S. are eligible for review

Send albums for review to: Fred Goodman, Billboard 1515 Broadway New York, N.Y. 10036

or Chris Morris, Billboard 9107 Wilshire Blvd. Beverly Hills, Calif. 90210

Country albums should be sent to: Ed Morris, Billboard 14 Music Circle E. Nashville, Tenn. 37203

POP

PICKS

BOB GELDOF
Deep In The Heart Of Nowhere
PRODUCER: Rupert Hine
Atlantic 81687

Geldof returns to the commercial marketplace following Band Aid and makes his debut as a solo artist. Results are uniformly strong and offer better sales potential than more recent Boomtown Rats albums. Marked by a smoky romanticism, tracks like "This Is The World Calling," "In The Pouring Rain," and "When I Was Young" should prove the collection's entrée to album radio.

VARIOUS ARTISTS
Rock For Amnesty
PRODUCERS: Various
Mercury 830 617

Compilation seeks to continue drawing attention to the work of Amnesty International, with all artist royalties earmarked for the organization. Contributors include Sting (with a cover of Billie Holiday's "Strange Fruit"), Bryan Adams, John Cougar Mellencamp, Tears For Fears, Peter Gabriel, Elton John, Paul McCartney, Howard Jones, Dire Straits, and Simple Minds. Some tracks previously unavailable in the U.S., making it noteworthy for collectors.

ROBBIE NEVIL
PRODUCERS: Alex Sadkin & Philip Thornalley
Manhattan ST-53006

Convincingly funky pop singer/songwriter may seduce members of Robert Palmer and Steve Winwood's sizable followings. Single "C'est La Vie" has been a slow but steady chart roller for nearly two months. "Just a Little Closer" would be a positive follow-up, but entire package is of remarkable consistency. Definitely one to watch.

RECOMMENDED

THE GOLDEN PALOMINOS
Blast Of Silence
PRODUCER: Anton Feir
Celluloid 6127

New York band now spearheaded by drummer Anton Feir began life as an experimental art/noise band but continues its move toward the commercial mainstream with this engaging and ambitious album. Guest artists include T-Bone Burnett, Bernie Worrell, Sneaky Pete Kleinow, Chris Stamey, and Carla Bley. A band to watch and one certainly deserving of a major label contract.

BILL COSBY
Cosby Classics/Cosby And The Kids
PRODUCERS: Roy Silver & Allan Sherman
Warner Bros. 25497-1

The ubiquitous Cosby returns to record with a two-album anthology of his classic routines from the '60s, full of impeccable timing and sharp observations about children and human nature. The hot TV show will nudge this onto the charts.

ROBERT CRAY
Strong Persuader
PRODUCERS: Bruce Bromberg & Dennis Walker
Mercury/Hightone 830568-1-M-1

Seattle-based bluesman's fourth album—his first for a major label—showcases his silky vocals, tart guitar work, and compositional skill. Album's sheer excellence combined with outside radio play could spell a dark-horse winner.

LIZ STORY
Part Of Fortune
PRODUCER: Steve Miller & Liz Story
Novus 3001-1-N

First album from RCA's new-age-oriented label features busy yet easy-to-take piano from Windham Hill émigré Story, playing solo and with string accompaniment.

MARK GERMINO
London Moon And Barnyard Remedies
PRODUCER: Paul Samwell-Smith
RCA AEL1-5852

Curious yet very endearing debut album by singer/songwriter Germino, whose unburnished vocals and unusual turns of phrase are reminiscent of Dylan and Newman. Alternative airwaves should take note.

LADYSMITH BLACK MAMBAZO
Inala
PRODUCER: West Nkosi
Shanachie 43040

Virtuoso South African a cappella group heard on Paul Simon's "Graceland" LP turns in a vocal tour de force. Octet's close harmonies, in Zulu tongue and (on two selections) in English, never fail to amaze.

TIM WEISBERG
High Risk
PRODUCERS: Tim Weisberg & Jeff Silverman
Cypress 661 112-1

Unfortunate outing by vet pop fusioner finds the flutist hamstrung by batteries of irritating synthesizers and excruciating vocals. Unlike the Blue Angels precision flight team seen on sleeve, this one never soars.

BEN E. KING
Stand By Me: The Best Of Ben E. King And Ben E. King With The Drifters
PRODUCERS: Various
Atlantic 81716

Success of the film "Stand By Me" has spurred a second commercial run by the King standard and prompted this collection. Three of the 10 tracks are with the Drifters, including "Save The Last Dance For Me," and collection is a superb package, especially for Christmas selling season.

NEW AND NOTEWORTHY

BENNY GOODMAN
The RCA Victor Years
REISSUE PRODUCER: Steven Miller
Bluebird 5704-1-RB

The late King of Swing would have been pleased by the lavish treatment accorded his Victor sides on this 16-record boxed set. Indisputable classics of the swing era are contained in this package, composed of eight two-record sets previously issued by RCA. The 1933-39 tracks include Goodman's famed quartets with Lionel Hampton, Teddy Wilson, and Gene Krupa. Mort Goode's original notes now make up a hefty illustrated booklet. Perfect for under the tree.

DIAMOND REXX
Land Of The Damned
PRODUCERS: Mark Nawara & Jim Sperandio
Island 90554

Raunchy speed metal outfit makes its debut with vocalist Nasti Habits and guitarist S. St. Lust leading the charge. Destined to appeal to hardcore fans only.

LOU ANN BARTON
Forbidden Tones
PRODUCER: Lou Ann Barton
Spindletop SPT 107

Texas rock vocalist formerly on Elektra/Asylum and associated with the Austin scene turns in a fine performance on an indie label. Excellent backup musicians and intelligent choice of tunes, including John Hiatt's "Pink Bedroom" and Willy DeVille's "One Good Reason." Contact: 818-500-7677.

NEIL SEDAKA
My Friend
PRODUCERS: Neil Sedaka & Howard Greenfield
Polydor 831 235

Double-album collection of Sedaka's best-known work, released and dedicated to the memory of his long-time lyrical collaborator, Howie Greenfield.

VARIOUS ARTISTS
The Christmas Rock Album
PRODUCERS: Various
Priority/Capitol SL9468

Newest entry to the Christmas-collections catalog features previously released tracks by Billy Squier, Queen, the Kinks, Dave Edmunds, Elvin Bishop, the Beach Boys, Elton John, the Waitresses, and Foghat.

PETER HIMMELMAN
This Father's Day
PRODUCER: Peter Himmelman
Island 90559

Singer/songwriter operates on the edge, combining dissonant rock with compositions in the folk tradition. Results are mixed, but Himmelman has his own voice, which could make him a sought-after songwriter.

ANDY WILLIAMS
Close Enough To Love/Romantic Music From The Movies
PRODUCER: Jeremy Lubbock
ATCO 90561

A little perspective: Andy Williams first recorded two of his big hits reprised on this album 25 years ago—"Moon River" and "The Days Of Wine & Roses." The Williams purr remains persuasive, with producer Lubbock's caressing backdrops properly low-key. Nicely so, it seems like old time.

HELEN MERRILL
Rodgers & Hammerstein Album
PRODUCERS: Helen Merrill & Torrie Zito
DRG SL 5204

Far from their stage or, in one case, their screen origins, nine R&H standards are treated more intimately than is their usual fate. Big orchestra backing or no, the great stylist always makes a case for their sincere sentiments. These are 1982 New York sessions.

BLACK

PICKS

ISAAC HAYES
U-Turn
PRODUCERS: Isaac Hayes, David "Pic" Conley, Bernard Jackson & David Townshend
Columbia FC 40316

Tracks from Hayes' comeback album could work in black and quiet storm radio formats, although first single, "Ike's Rap/Hey Girl," is a hard anticore recitation-ballad. Consistently strong production makes Hayes' trademark mumble sound surprisingly timeless. He's still the master of heavy-breathing soul.

THE GAP BAND
Gap Band 8
PRODUCER: Lonnie Simmons
Total Experience 2700-1-T

The Simmons Brothers take their act to RCA, and their deliciously funky dance party takes off to new heights. "Big Fun" lights the fuse. The fun isn't witless, either: Their good-time send-ups purr with the joys of creative brotherhood. Gappers everywhere can fill their Christmas stocking with the band's new bounce.

RECOMMENDED

CLUB NOUVEAU
Life, Love & Pain
PRODUCERS: Jay King, Thomas McElroy & Deniz Foster
Warner Bros. 25531-1

Sparked by the club hit "Jealousy," the Club bids for a breakthrough with its designer arrangements of danceables, including an interesting version of Bill Withers' "Lean On Me."

VARIOUS ARTISTS
Rap's Greatest Hits
PRODUCERS: Various
Priority/Capitol SL-9466

Licensed collection includes new version of Timex Social Club's "Rumors" plus original versions of "Roxanne, Roxanne" by UTFO and "King Of Rock" by Run-D.M.C. Also features Doug E. Fresh, Fat Boys, the Real Roxanne, Whodini, and others.

VARIOUS ARTISTS
Gift Rapping: The Select Best
PRODUCERS: Various
Select SEL 21617

Collection of hits from New York street label Select. Features original extended versions of hip-hop classics by UTFO, the Real Roxanne & Hitman Howie Tee, Whistle, and others. Added bonus is the seasonal "Santa Is A B-Boy."

BOBBY BLAND
After All
PRODUCERS: Tommy Couch & Wolf Stephenson
Malaco 7439

America's premier blues singer finds renewal with his new label association. The pairing with Malaco's production, songwriting, and studio teams gives Bland a winning combination. Best: "Second Hand Heart" and the cover of "I Stand Accused."

JAZZ

RECOMMENDED

THILO VON WESTERNHAGEN & BAND
Pleasureland
PRODUCER: Uncredited
Lifestyle/Moss Music Group LSR 6002

Album by keyboardist Von Westernhagen kicks off new age label Lifestyle. Quintet, featuring saxophonist Herb Geller, is more like the recordings associated with ECM, although songs also show the influence of American fusion artists.

NANCY REED
PRODUCERS: Mike Lewis & Nancy Reed
Atlantic 81717

Singer/pianist Reed works the MOR/nostalgia vein with a fine quartet featuring drummer Grady Tate, pianist Mike Renzi, and bassist Jay Leonhart.

CLASSICAL

RECOMMENDED

REICH: SEXTET; SIX MARIMBAS
Nexus, Manhattan Marimba Quartet, Reich
Nonesuch 79138

The composer's diverse audience will reach for this album eagerly. No new trails are blazed, but there are the usual rewards for idle or concentrated listening. The marimba piece is an adaptation of Reich's earlier "Six Pianos." Expertly recorded and played.

WALTON: BELSHAZZAR'S FEAST; SUITE FROM HENRY V
Luxon, Royal Philharmonic, Brighton Festival Chorus, Previn
RPO MCA-6187

Other versions of the striking choral work, including one by Previn himself, have been allowed to disappear from the active catalog, making this powerful new recording doubly welcome. With the "Henry V" film score, package shapes as a highlight of MCA's first release in its return to the classical market.

SALZBURG RECITAL
Kathleen Battle, James Levine
Deutsche Grammophon 415 361

A superior degree of communicative artistry is achieved in addition to the beautiful sound one has come to expect from Battle. The program of 20 songs is choice, ranging from Purcell through Mendelssohn, Mozart, and Faure to a group of four spirituals. Strong sales due.

GRIEG/SCHUMANN: PIANO CONCERTOS
Jorge Bolet, RSO Berlin, Chailly
London 417 112

Lyrical interpretations freely expressive without the overt brilliance Bolet can deliver in greater measure than most when he chooses. The ubiquitous coupling was never better presented and will remain a demand item over the long haul.

HOT 100 SINGLES SPOTLIGHT

A weekly look behind the Hot 100 with Michael Ellis.

THE SEVEN RECORDS AT the top of the chart are separated by fewer points than usual this week. **Bon Jovi's** "You Give Love A Bad Name" (Mercury) moves to No. 1 on the Hot 100, boosted by a large lead in sales points. Although only No. 6 in airplay, Bon Jovi is behind the No. 1 airplay record, the **Human League's** "Human" (A&M), by a slim margin, allowing its outstanding sales points to take it No. 1 overall. The two closest bulleted records to No. 1 are "The Next Time I Fall" by **Peter Cetera & Amy Grant** (Warner Bros.)—No. 2 in airplay, No. 4 overall—and "Hip To Be Square" by **Huey Lewis & the News** (Chrysalis).

NEW ARTIST ROBBIE NEVIL nabs the Power Pick/Sales with "C'est La Vie" (Manhattan), moving 27 to 21. At KLUC Las Vegas, PD **Jerry Dean** says it's one of the top 10 sellers, in the top 8 requests at 8 o'clock every night, and is testing very well with all female demos in call-outs. "It's an uptempo, fun-sounding song," he says. Nevil is one of several artists whose first singles are leaping up the chart: Other hot newcomers include **Gregory Abbott**, **Timbuk 3**, **Nancy Martinez**, and **Samantha Fox**. The Power Pick/Airplay, not surprisingly, is **Bruce Springsteen's** "War" (Columbia). Early top 10 radio reports are coming from WYDD Pittsburgh and both WMMS and WNCX in Cleveland. Nationally, "War" jumps 45 to 33 in only its second week on the chart, with over 85% of the reporting stations already playing it and excellent early sales.

THIS WEEK'S MOST ADDED record is the Hot Shot Debut, **Cyndi Lauper's** "Change Of Heart" (Portrait), with about one-third of the panel adding the record for a debut at No. 67. The eight other debuts include seven established artists and one new group featuring well-known musicians, the **KBC Band** (Arista). The most-added record already charting is **Tina Turner's** "Two People" (Capitol), which picks up another 42 pop reporters to jump 18 places to No. 54. Tied with Turner for the biggest jump in position, 18 places, is **Don Johnson's** "Heartache Away" (Epic), as 25 new adds move it up to No. 74.

QUICK CUTS: **David & David** lose their bullet at No. 37 with "Welcome To The Boomtown" (A&M), but the record is still strong in many markets and is garnering top 10 radio reports in Cleveland, Akron, Minneapolis, and Atlanta. **Stacy Lattisaw** regains her bullet on "Nail It To The Wall" (Motown) at No. 48, as sales kick in strongly and radio points continue to grow. The former top 5 record on the Hot Black Singles Chart moves 15-10 at KSFM Sacramento, 11-9 at KMAI Honolulu, 15-12 at KKKR Phoenix, and 18-14 at WQUE New Orleans. **Jesse Johnson's** "Crazy" (A&M) is a record that refuses to die, moving up four weeks in a row without sufficient points to bullet. It's now top 20 at 11 pop reporting stations, including 23-19 at WXKS Boston and 16-12 at KMGX Fresno.

FOR WEEK ENDING NOVEMBER 29, 1986

Billboard HOT 100 SINGLES ACTION

RADIO MOST ADDED

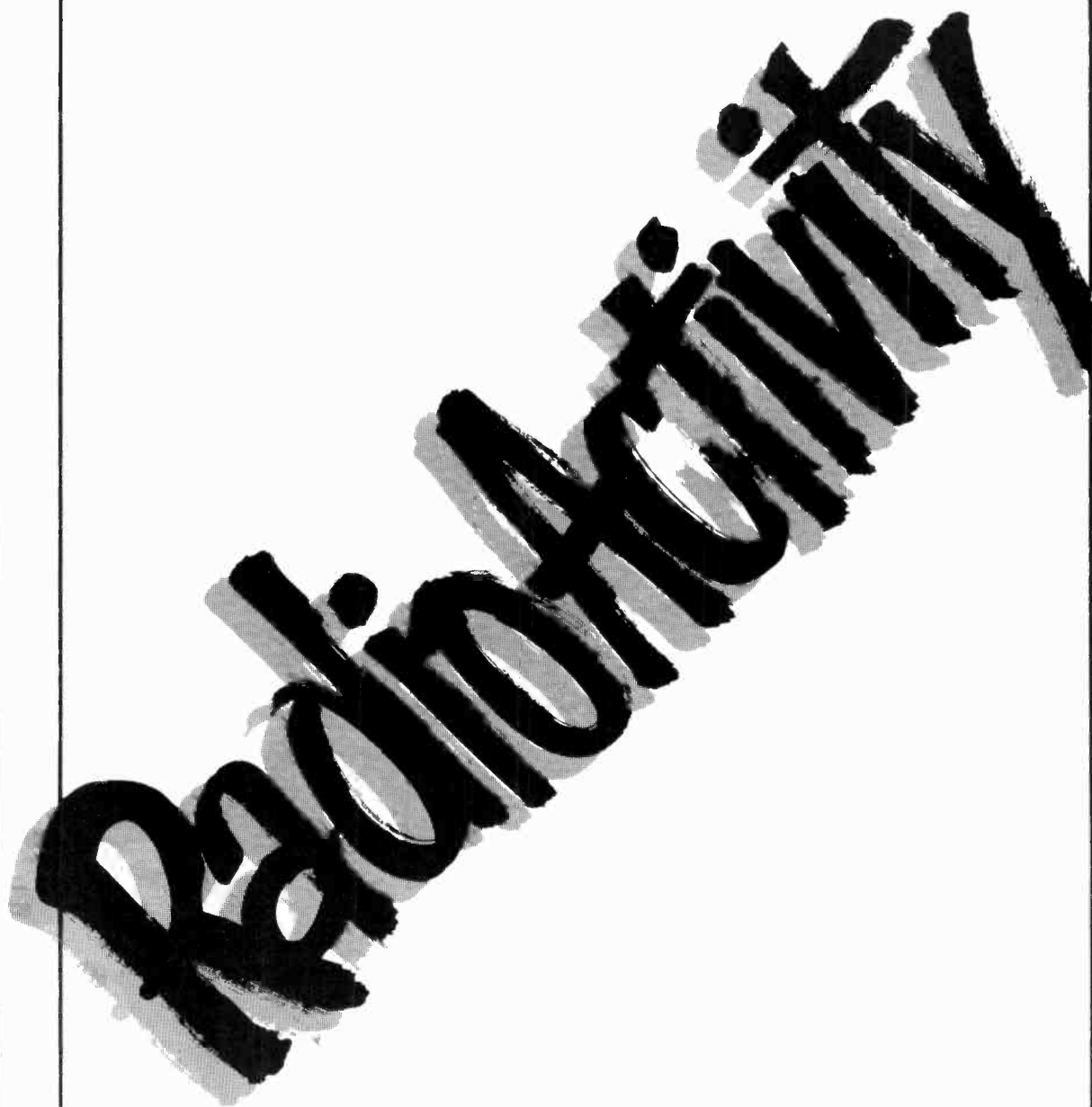
222 REPORTERS				NEW	TOTAL
				ADDS	ON
CYNDI LAUPER	CHANGE OF HEART	PORTRAIT		73	74
TINA TURNER	TWO PEOPLE	CAPITOL		42	116
BILLY VERA & THE BEATERS	AT THIS MOMENT	RHINO		35	71
ANN WILSON	THE BEST MAN IN THE WORLD	CAPITOL		28	28
G. SATELLITES	KEEP YOUR HANDS TO YOURSELF	ELEKTRA		27	53

Radio Most Added is a weekly national compilation of the five records most added to the playlists of the radio stations reporting to Billboard. Retail Breakouts is a weekly national indicator of those records with significant future sales potential based on initial market reaction at the retailers and one-stops 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.

RETAIL BREAKOUTS

197 REPORTERS				NUMBER
				REPORTING
BRUCE SPRINGSTEEN & THE E STREET BAND	WAR	COLUMBIA		35
GLASS TIGER	SOMEDAY	MANHATTAN		21
CARLY SIMON	COMING AROUND AGAIN	ARISTA		19
KANSAS	ALL I WANTED	MCA		19
TIMBUK 3	THE FUTURE'S SO BRIGHT	I.R.S.		17

© Copyright 1986 by 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.



Your singles ad HERE sells Radio... and Retailers

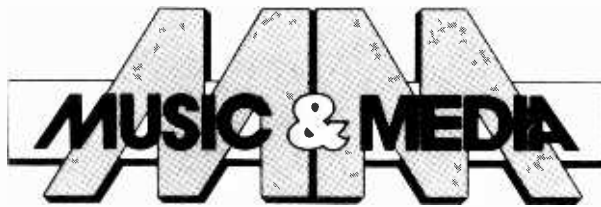
Plus... 1,840 rack jobbers
and distributors, and
1,400 talent buyers
and promoters.

WHERE ELSE CAN ONE AD GIVE YOU SO MUCH COVERAGE?

Billboard

Contact Radio/Singles Category Manager
Margaret Lo Cicero

1515 Broadway New York, N.Y. 10036
(212) 764-7736



in partnership with **Billboard**

CAN YOU GET THE HITS?

More and more international hits are created in Europe. Whether it is A-Ha (Norway) or Falco (Austria); Blow Monkeys (UK) or Mai Tai (Holland); Double (Switzerland) or Jennifer Rush (Germany); Simply Red (UK) or Modern Talking (Germany); Opus (Austria) or Sandra (Germany), European acts hit the world!

Every week almost 30% of the hits on Billboard's

Hot 100 originate from one of the 18 European markets. A&R experts and Music Publishers, Radio and Television programmers, Managers and Producers all have a need to follow the European music trends. They find their new upcoming hits every week in Music & Media, the leading Pan-European newsweekly for the broadcasting and Home Entertainment industries.

EUROPEAN ACTS HIT THE WORLD



YES YOU CAN!

MUSIC & MEDIA (formerly Eurotipsheet) gets you the hits at the earliest stage. Every week Music & Media tips the new upcoming hits from the 18 European markets, gives the latest Pan-European music and videonews, playlists and hot adds from the 400 leading programme directors and deejays, the official European Hot 100 charts, the most aired videoclips, New Talent and much more.

Detach and mail coupon below

SUBSCRIPTION COUPON

SUBSCRIBE NOW!

Mail coupon to: Music & Media
c/o Billboard Publications, 1515 Broadway
New York, NY 10036. Att: Circulation Dept.

Please enter my Music & Media Subscription:

Name _____

Company _____ Title _____

Address _____

City/State/Zip _____

Country _____

Type of Business _____

Signature _____

• Issues will not be sent until payment is received. • Please allow 3 weeks for handling.

Payment Enclosed Bill Me

Charge my credit card as follows:

American Express MasterCard/Eurocard (Access)
 Dinersclub VISA

Card # _____

Expiration Date _____

Subscription Rates	1 year (U.S. dollars)
USA/Canada	\$155.
Holland	\$155.
Germany	\$155.
England	\$155.
France	\$155.
Rest of Europe	\$130.
Other Markets	\$185.

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	YOU GIVE LOVE A BAD NAME	BON JOVI	1
2	4	WORD UP	CAMEO	6
3	1	HUMAN	THE HUMAN LEAGUE	2
4	8	HIP TO BE SQUARE	HUEY LEWIS & THE NEWS	5
5	5	TRUE BLUE	MADONNA	3
6	7	THE NEXT TIME I FALL	PETER CETERA WITH AMY GRANT	4
7	3	AMANDA	BOSTON	7
8	12	THE WAY IT IS	BRUCE HORNSBY & THE RANGE	8
9	11	LOVE WILL CONQUER ALL	LIONEL RICHIE	9
10	14	TO BE A LOVER	BILLY IDOL	12
11	17	WALK LIKE AN EGYPTIAN	BANGLES	10
12	10	I'LL BE OVER YOU	TOTO	14
13	15	EVERYBODY HAVE FUN TONIGHT	WANG CHUNG	11
14	6	TAKE ME HOME TONIGHT	EDDIE MONEY	13
15	18	STAND BY ME	BEN E. KING	15
16	23	NOTORIOUS	DURAN DURAN	16
17	26	SHAKE YOU DOWN	GREGORY ABBOTT	17
18	9	THE RAIN	ORAN "JUICE" JONES	18
19	29	C'EST LA VIE	ROBBIE NEVIL	21
20	22	DON'T GET ME WRONG	THE PRETENDERS	19
21	27	(FOREVER) LIVE AND DIE	ORCHESTRAL MANOEUVRES IN THE DARK	22
22	21	FREEDOM OVERSPILL	STEVE WINWOOD	20
23	13	I DIDN'T MEAN TO TURN YOU ON	ROBERT PALMER	23
24	25	WHAT ABOUT LOVE	'TIL TUESDAY	32
25	16	EMOTION IN MOTION	RIC OCASEK	29
26	30	WILD WILD LIFE	TALKING HEADS	26
27	—	CONTROL	JANET JACKSON	27
28	34	THE FUTURE'S SO BRIGHT, I GOTTA WEAR SHADES	TIMBUK 3	35
29	35	YOU KNOW I LOVE YOU ... DON'T YOU?	HOWARD JONES	24
30	19	TRUE COLORS	CYNDI LAUPER	34
31	33	WELCOME TO THE BOOMTOWN	DAVID & DAVID	37
32	—	IS THIS LOVE	SURVIVOR	25
33	40	LOVE IS FOREVER	BILLY OCEAN	30
34	38	VICTORY	KOOL & THE GANG	31
35	39	DON'T STAND SO CLOSE TO ME '86	THE POLICE	46
36	—	WAR	BRUCE SPRINGSTEEN & THE E STREET BAND	33
37	—	LAND OF CONFUSION	GENESIS	28
38	20	I AM BY YOUR SIDE	COREY HART	47
39	—	YOU BE ILLIN'	RUN-D.M.C.	39
40	28	SWEET LOVE	ANITA BAKER	41

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT 100 POSITION
1	2	HUMAN	THE HUMAN LEAGUE	2
2	4	THE NEXT TIME I FALL	PETER CETERA WITH AMY GRANT	4
3	1	AMANDA	BOSTON	7
4	3	TRUE BLUE	MADONNA	3
5	6	HIP TO BE SQUARE	HUEY LEWIS & THE NEWS	5
6	5	YOU GIVE LOVE A BAD NAME	BON JOVI	1
7	8	THE WAY IT IS	BRUCE HORNSBY & THE RANGE	8
8	10	LOVE WILL CONQUER ALL	LIONEL RICHIE	9
9	11	EVERYBODY HAVE FUN TONIGHT	WANG CHUNG	11
10	9	WORD UP	CAMEO	6
11	12	WALK LIKE AN EGYPTIAN	BANGLES	10
12	7	TAKE ME HOME TONIGHT	EDDIE MONEY	13
13	16	TO BE A LOVER	BILLY IDOL	12
14	20	NOTORIOUS	DURAN DURAN	16
15	24	SHAKE YOU DOWN	GREGORY ABBOTT	17
16	21	STAND BY ME	BEN E. KING	15
17	22	DON'T GET ME WRONG	THE PRETENDERS	19
18	13	I'LL BE OVER YOU	TOTO	14
19	23	YOU KNOW I LOVE YOU ... DON'T YOU?	HOWARD JONES	24
20	19	FREEDOM OVERSPILL	STEVE WINWOOD	20
21	14	THE RAIN	ORAN "JUICE" JONES	18
22	25	IS THIS LOVE	SURVIVOR	25
23	26	(FOREVER) LIVE AND DIE	ORCHESTRAL MANOEUVRES IN THE DARK	22
24	27	LAND OF CONFUSION	GENESIS	28
25	28	C'EST LA VIE	ROBBIE NEVIL	21
26	31	CONTROL	JANET JACKSON	27
27	29	WILD WILD LIFE	TALKING HEADS	26
28	39	WAR	BRUCE SPRINGSTEEN & THE E STREET BAND	33
29	32	LOVE IS FOREVER	BILLY OCEAN	30
30	15	I DIDN'T MEAN TO TURN YOU ON	ROBERT PALMER	23
31	36	VICTORY	KOOL & THE GANG	31
32	34	FOOLISH PRIDE	DARYL HALL	36
33	37	SOMEDAY	GLASS TIGER	38
34	17	TRUE COLORS	CYNDI LAUPER	34
35	—	THE FUTURE'S SO BRIGHT, I GOTTA WEAR SHADES	TIMBUK 3	35
36	18	EMOTION IN MOTION	RIC OCASEK	29
37	—	GOLDMINE	THE POINTER SISTERS	42
38	—	ALL I WANTED	KANSAS	40
39	—	YOU BE ILLIN'	RUN-D.M.C.	39
40	—	FALLING IN LOVE (UH-OH)	MIAMI SOUND MACHINE	49

©Copyright 1986, 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
WARNER BROS. (4)	14
Geffen (6)	
Sire (3)	
Island (1)	
COLUMBIA (11)	12
Def Jam (1)	
CAPITOL	8
EPIC (6)	8
Portrait (1)	
Scotti Bros. (1)	
A&M (5)	7
A&M/Virgin (2)	
ATLANTIC (6)	7
Island (1)	
MCA (6)	7
I.R.S. (1)	
ELEKTRA (5)	6
Solar (1)	
RCA (5)	6
Jive (1)	
EMI-AMERICA (1)	5
Manhattan (4)	
POLYGRAM	5
Mercury (3)	
Atlanta Artists (1)	
Polydor (1)	
ARISTA (3)	4
Jive (1)	
MOTOWN (3)	4
Gordy (1)	
CHRYSALIS	3
CRITIQUE	1
PORTRAIT	1
PROFILE	1
RHINO	1

HOT 100 A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE	(Publisher - Licensing Org.)	Sheet Music Dist.
43 ALL CRIED OUT	(Wilkesden, BMI/My! My!, BMI/Careers, BMI) CPP	
40 ALL I WANTED	(Dangling Participle, BMI/Hard Fought, BMI/Stark Raving, BMI)	
7 AMANDA	(Hideaway Hits, ASCAP)	
50 AT THIS MOMENT	(WB, ASCAP/Vera-Cruz, ASCAP) WBM	
97 THE BEST MAN IN THE WORLD	(Not Listed)	
88 BIG TIME	(Cliffline, BMI/Hidden Pun, BMI)	
92 BRAND NEW LOVER	(Latebound, ascap/WB, ASCAP)	
68 CAN'T WAIT ANOTHER MINUTE	(Ensign, BMI/Boomers Mothers, BMI/Naked Prey, BMI) CPP	
93 CAUGHT UP IN THE RAPTURE	(WB, ASCAP/DQ, ASCAP/Silver Sun, ASCAP)	
21 C'EST LA VIE	(MCA, ASCAP/Atg, ASCAP/Bug, BMI) WBM/MCA/HL	
67 CHANGE OF HEART	(Stone And Muffin, BMI/Rellia, BMI)	
45 COMING AROUND AGAIN	(C'est, ASCAP/Famous, ASCAP) CPP	
27 CONTROL	(Flyte Tyme, ASCAP) WBM	
63 CRAZY	(Shockadelica, ASCAP/Almo, ASCAP) CPP/ALM	
80 DON'T FORGET ME (WHEN I'M GONE)	(Colgems-EMI, ASCAP/Tiger Shards, CAPAC/Irving, BMI/Calypto Toonz, PROC) WBM/ALM	
19 DON'T GET ME WRONG	(Hynde House of Hits/Clive Banks) HL	
46 DON'T STAND SO CLOSE TO ME '86	(Virgin, ASCAP) CPP	
29 EMOTION IN MOTION	(Lido, ASCAP) WBM	
83 EVERY BEAT OF MY HEART	(Rod Stewart, ASCAP/Intersong-USA, ASCAP/Black Lion, ASCAP/Kevin Savigar, ASCAP)	
11 EVERYBODY HAVE FUN TONIGHT	(Chong, PRS/Warner-Tamerlane, BMI/Pet Wolf, ASCAP/Chappell, ASCAP) WBM/CHA/HL	
49 FALLING IN LOVE (UH-OH)	(Foreign Imported, BMI) CPP	
36 FOOLISH PRIDE	(Hallowed Hall, BMI/Red Network, BMI) CPP	
44 FOR TONIGHT		
22 (FOREVER) LIVE AND DIE	(Pezaz, PRO/Kish Kish, CAPAC)	
20 FREEDOM OVERSPILL	(F.S.Limited, PRS/April, ASCAP/Hot Little Numbers, ASCAP) CPP/ABP/WBM	
91 FRENCH KISSIN	(Home Grown, BMI/Theodello Profunct, BMI)	
35 THE FUTURE'S SO BRIGHT, I GOTTA WEAR SHADES	(Mambadaddi, BMI/I.R.S., BMI/Criterion, ASCAP)	
84 GIRL CAN'T HELP IT	(Street Talk, ASCAP/Rock Dog, ASCAP/Frisco Kid, ASCAP/Colgems-EMI, ASCAP) WBM	
69 GOIN' TO THE BANK	(Tuneworks, BMI/Careers, BMI/Franne Gee, BMI/Rightsong, BMI/Nonpareil, ASCAP) CPP	
42 GOLDMINE	(Nonpareil, ASCAP/Broozertoonies, BMI) CPP	
72 HEARTACHE ALL OVER THE WORLD	(Intersong, ASCAP) CHA/HL	
74 HEARTACHE AWAY	(Stone Diamond, BMI) CPP	
100 HEARTBEAT	(Glasco, ASCAP/Collition, BMI/Moon & Stars, BMI) CPP	
5 HIP TO BE SQUARE	(Hulex, ASCAP) CLM	
2 HUMAN	(Flyte Tyme, ASCAP) WBM	
47 I AM BY YOUR SIDE	(Liesse, ASCAP) CPP	
23 I DIDN'T MEAN TO TURN YOU ON	(Flyte Tyme, ASCAP/Avant Garde, ASCAP) WBM	
99 I WANT TO MAKE THE WORLD TURN AROUND	(Sailor, ASCAP)	
14 I'LL BE OVER YOU	(Rehtakul Veets, ASCAP/California Phase, ASCAP) WBM	
95 I'M NOT PERFECT (BUT I'M PERFECT FOR YOU)	(Bruce Woolley, ASCAP/April, ASCAP/Grace Jones, ASCAP/DeShufflin, ASCAP)	
96 IN YOUR EYES	(Cliffline, BMI/Hidden Pun, BMI)	
25 IS THIS LOVE	(Easy Action, ASCAP/WB, ASCAP/Rude, BMI/Warner-Tamerlane, BMI) WBM	
94 IT'S NOT YOU, IT'S NOT ME	(Warner-Tamerlane, BMI/Cool Dude, BMI/Writers House, BMI)	
66 JUMPIN' JACK FLASH	(Abkco, BMI) CPP	
79 KEEP YOUR HANDS TO YOURSELF	(No Surrender, BMI/Warner-Tamerlane, BMI/Eleksylum, BMI) WBM	
59 LADY SOUL	(Dream Dealers, ASCAP/Buchu, ASCAP/Arista, ASCAP) CPP	
28 LAND OF CONFUSION	(Anthony Banks, ASCAP/Philip Collins, ASCAP/Michael Rutherford, ASCAP/Hit And Run, ASCAP) WBM	
98 LOVE IN SIBERIA	(Solid Smash, ASCAP)	
30 LOVE IS FOREVER	(Zomba, ASCAP) HL	
9 LOVE WILL CONQUER ALL	(Brockman, ASCAP/Dyad, BMI/Poppy's, ASCAP) CPP/CLM	
76 LOVE YOU DOWN	(Music Corp. Of America, BMI/Off Backstreet, BMI/Walk On The Moon, BMI/Ready For The World, BMI/Trixie Lou, BMI)	
62 A MATTER OF TRUST	(Joel, BMI) CPP/ABP	
70 MIAMI	(Gear, ASCAP) WBM	
58 MIDAS TOUCH	(Hip Trip, BMI/Midstar, BMI) CPP	
48 NAIL IT TO THE WALL	(Jobete, ASCAP/Perfect Punch, BMI) CPP	
4 THE NEXT TIME I FALL	(Sin-Drome, BMI/Blackwood, BMI/Chappell, ASCAP/French Surf, ASCAP) CPP/ABP/CHA/HL	
77 NOBODY'S FOOL	(Chappell, ASCAP/Eve, ASCAP) CHA/HL	
16 NOTORIOUS	(Copyright Control)	
90 POINT OF NO RETURN	(Poolside, BMI) WBM	
18 THE RAIN	(Def Jam, ASCAP)	
17 SHAKE YOU DOWN	(Charles Family, BMI/Alti Bee, BMI/Grabbitt, BMI) HL	
78 SOME PEOPLE	(April, ASCAP/I.Q., PRS) CPP/ABP	
73 SOMEBODY'S OUT THERE	(Triumph, ASCAP) WBM	
38 SOMEDAY	(Colgems-EMI, ASCAP/Tiger Shards, CAPAC/Irving, BMI/Calypto Toonz, BMI) WBM/ALM	
15 STAND BY ME	(Rightsong, BMI/Trio, BMI/A.D.T. Enterprises, BMI) WBM/CHA/HL	
57 STAY THE NIGHT	(Orange Village, ASCAP) HL	
60 STOP TO LOVE	(April, ASCAP/Uncle Ronnie's, ASCAP/Dillard, BMI) CPP/ABP	
81 STRANGLEHOLD	(MPL, ASCAP) MPL/HL	
82 STUCK WITH YOU	(Hulex, ASCAP) CPP/CLM	
41 SWEET LOVE	(Old Brompton Road, ASCAP/Jobete, ASCAP) CPP	
13 TAKE ME HOME TONIGHT	(C And D, ASCAP/Arlon, ASCAP/Chappell, ASCAP/Mother Bertha, BMI/Trio, BMI/Warner-Tamerlane, BMI) CHA/HL	
56 TALK TO ME	(Music Corp. Of America, BMI/Franne Gee, BMI/Rightsong, BMI/Del Zorro, ASCAP/Summa-Booma, ASCAP/Arista, ASCAP) CPP/MCA/CHA/HL	
51 TASTY LOVE	(Bush Burnin', ASCAP)	
86 THAT'S LIFE	(Vogue, BMI)	
53 THIS IS THE TIME	(Joel, BMI) CPP/ABP	
75 THORN IN MY SIDE	(RCA, BMI/Red Network, BMI) CPP	
87 THROWING IT ALL AWAY	(Anthony Banks, ASCAP/Phil Collins, ASCAP/Michael Rutherford, ASCAP/Hit And Run, ASCAP) WBM	
12 TO BE A LOVER	(East Memphis, BMI/Irving, BMI) CPP/ALM	
55 TOUCH ME (I WANT YOUR BODY)	(Zomba, ASCAP)	
3 TRUE BLUE	(WB, ASCAP/Bleu Disque, ASCAP/Webo Girl, ASCAP/Black Lion, ASCAP) WBM	
34 TRUE COLORS	(Denise Barry, ASCAP/Billy Steinberg, ASCAP) WBM	
71 TWO OF HEARTS	(On The Note, BMI/Bug, BMI/Tim Green, ASCAP/Four Buddies, ASCAP)	
54 TWO PEOPLE	(Myaxe, PRS/Almo, ASCAP/WB, ASCAP) WBM/ALM	
52 TYPICAL MALE	(Myaxe, PRS/Almo, ASCAP/WB, ASCAP) WBM/ALM	
31 VICTORY	(Delightful, BMI)	
10 WALK LIKE AN EGYPTIAN		

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.



Label Launch. Cypress Records executives celebrate the release of the label's first two albums, "Famous Blue Raincoat" by Jennifer Warnes and "High Risk" by Tim Weisberg, at a reception in Los Angeles. The newly formed logo will be distributed by PolyGram. From left are Cypress artists Weisberg and Johnny Z (of the Johnny Z Band), vice president of marketing Ted Cohen, Cypress artist Wendy Waldman, label president Craig Sussman, and Cypress artists Warnes and Kenny Rankin.



The Battle Continues. Noted composers Jerry Leiber, left, and Mike Stoller entertain the Committee of 200, an organization of leading American business women, during its annual conference in Kansas City, Mo., recently. Also pictured are, from left, committee president Susan W. Bird, conference chairwoman Ruth I. Smith, and ASCAP managing director Gloria Messinger, who called on group members to support the fight against the source licensing bills.



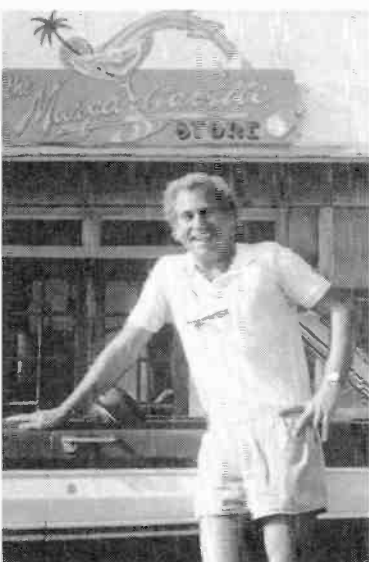
Jazzy Intro. Open Sky Records executive producer Martin Scot Kosins, second from left, introduces the artists on the label's latest jazz release, "For Sentimental Reasons." Shown standing are, from left, pianist Hank Jones, Kosins, drummer J.C. Heard, readman Buddy Tate, and trumpeter Harry "Sweets" Edison. Seated is legendary jazz vocalist Al Hibbler.



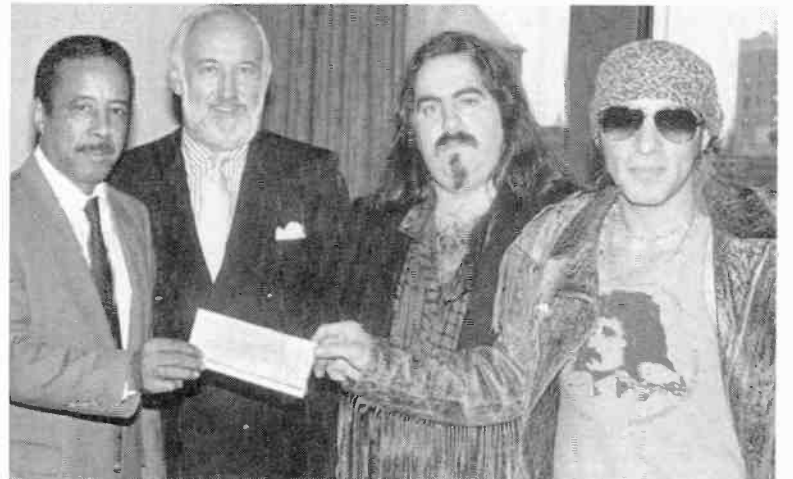
Shaking Them Down. Gregory Abbott, third from left, visits with Macey Lipman Marketing staffers in Los Angeles to discuss plans for his newest release, "Shake You Down." Pictured with Abbott are, from left, Carla Olson, Amy Zaret, Barbara Firstman, Bob Hathaway, Junius Taylor (CBS local promotion manager for black music/jazz division), and Marti Baldassarro.



Higher Achievements. Warner Bros. Records president Lenny Waronker, left, and chairman Mo Ostin, right, present Steve Winwood with platinum disks for his latest Island/Warner Bros. release, "Back In The High Life," in Burbank, Calif.



Which Way To Margaritaville? MCA recording artist Jimmy Buffett shows off his latest venture, a retail store called Margaritaville in Key West, Fla. The outlet features a line of tropical clothing and gift items that are also for sale via mail order in Buffett's monthly newsletter, the Coconut Telegraph.



Artist Against Apartheid. Little Steven (Van Zandt), right, presents a check for \$327,617.84 to Africa Fund trustee Tilden LeMelle, left, in New York. The check represents U.S. and international artist royalties from the sale of the anti-apartheid album and single "Sun City" on Manhattan Records. Also there for the presentation were Manhattan Records president Bruce Lundvall, second from left, and project co-producer Arthur Baker (see story, page 4).

Handles Promos, Concessions Stiletto Slices Up Pie

BY MOIRA McCORMICK

CHICAGO It started as Barry Manilow's fan club back in 1979, but now Stiletto is a \$10 million industry with multiple divisions and offices in New York, Los Angeles, and London. The organization encompasses merchandising, concessions, management, publishing, and marketing concerns.

According to Stiletto president Garry Kief, the Stiletto merchandising arm services pop music artists, sports events, and promotional activities. Clients include Charlie Sexton, Berlin, Fishbone, Whitewolf, Golden Boys Of Bandstand, and Barry Manilow, who is also managed by Stiletto Ltd.

The Stiletto concessions division owns and operates merchandise concessions at eight major venues around the country, most of them affiliated with the Nederlander Organization. These are Poplar Creek (Chicago), Pine Knob (Detroit), Kingswood (Toronto), Riverbend (Cincinnati), Merriweather Post Pavilion (Baltimore), Pacific Amphitheatre and Greek Theatre (Los Angeles), and the Concord Pavilion (a Bill Graham venue in San Francisco).

"We'd like to add two theaters a year," says Kief. "Right now we're negotiating with non-Nederlander facilities." Last June, the concessions division reportedly had the distinction of posting the highest merchandise per capita in 25 years for the Beach Boys at Pine Knob.

In addition to managing Barry Manilow, whose fan club is still operated by the company, Stiletto Ltd. handles producer Howie Rice, Skin-Deep, Jill Hillier, Suzette Charles, Patty Weaver, and Hans Naughty.

The Stiletto music publishing arm administers the catalogs of Manilow; his co-writers Bruce Sussman, Jack Feldman, and Adrienne Anderson; and new songwriters Lisa Senneff Thomas and Artie Ray Kinble.

Newest division is Stiletto sports, which handles promotional merchandise, syndication, broadcast production, and licensing to amateur athletic organizations and events. Clients include the U.S. water polo team, the Los Angeles Marathon, and three boats in the America's Cup competition.

Stiletto was originally founded in 1979 by Kief and partners Mark Bevan and C. Tucker Cheedle, under the name Hastings/Clayton/Tucker Inc. Kief and Bevan had worked together at the ABC Entertainment Center, where they came up with the idea of selling ABC-logo merchandise to visiting tourists. The trio's first enterprise, Starglow, operated fan clubs and mail-order sales of concert merchandise.

In summer 1980, they handled merchandise concessions for Barry Manilow's tour, grossing \$900,000 in sales. "We were at all the big outdoor facilities," says Kief, "and we realized that very few people operated the merchandise concessions. Mostly, it was band employees selling tour accessories."

At the conclusion of the tour, Kief, Bevan, and Cheedle made a presentation to the Nederlander Organization, persuading that firm to let them organize concession rights as a separate enterprise.

Through its association with Manilow's concert merchandise, the company became involved in handling his finances and subsequently his career. Manilow was officially signed as a management client in 1983.

By 1985, Hastings/Clayton/Tucker had consolidated its various divisions (including the newly created sports arm) under the Stiletto name. The company counts 35 full-time employees between its three offices, and during the summer concert season that number rises to over 250. "We get a lot of teachers and students that work for us during the summer," says Kief. "Turnover is very low."

That steady core of employees as well as Stiletto concessions' healthy sales can be attributed in part to the company's incentive program. In addition to their salaries, workers receive a commission, which is given out in one lump at the end of the season, encouraging them to stay on for the duration. In addition, monthly and annual competitions are held for best sales performance, with prizes including televisions, radios, and Walkmans. The year's top seller wins a trip to Hawaii.

ment will certainly be followed by expanding manufacturing in Italy.

"We'll be using only one-twelfth of the actual space for cassette manufacturing. In past years, the Japanese didn't have much confidence in the Italian economy, but the situation has changed greatly. The economy has improved, and, in a more stable political climate, its companies are more internationally competitive."

The only other Japanese company with any manufacturing experience in Italy is Nissan, which was involved in an ill-fated joint venture with Alfa Romeo to build Arna cars here.

Calendar

Weekly calendar of trade shows, conventions, award shows, seminars, and other notable events. Send information to Calendar, Billboard, 1515 Broadway, New York, N.Y. 10036.

NOVEMBER

Nov. 29, **Broadcast Entertainment Seminar**, Hyatt Regency, Kansas City, Mo. Greg Schaeffer, 913-829-6600.

DECEMBER

Dec. 6, **National Academy Of Songwriters' (NAS) Second Annual Salute To The American Songwriter**, Beverly Theatre, Los Angeles, Calif. 213-463-7178.

Dec. 18, **International Radio & Television Society (IRTS) Christmas Benefit**, Waldorf-Astoria, New York. 212-867-6650.

JANUARY

Jan. 5, **Dynasty Records' Rapper's Rap-Off Finals**, Atlanta Civic Center, Atlanta. Anthony Stenson, 404-792-3812.

Jan. 8-11, **Consumer Electronics Society (CES) Winter Show**, Las Vegas, Nev. 202-457-4919.

Jan. 21, **Rock And Roll Hall Of Fame Foundation Second Annual Induction Dinner**, Waldorf-Astoria, New York. Christopher Johnson, 216-621-3300.

Jan. 26-30, **MIDEM '87**, Cannes, France. 212-967-7600.

FEBRUARY

Feb. 10-13, **Performance Magazine's Seventh Annual Summit Conference**, Fairmont Hotel, New Orleans. Shelly Brimacombe, 817-338-9444.

New Companies

Gorilla Films & Entertainment Inc., formed by Suzy Noel, who has produced videos for Sister Sledge and the Oak Ridge Boys, among others. Company will produce music videos, film and tape projects, and original music for related projects. 24-24 35th St., Long Island City, N.Y. 11103; 718-956-5484.

Record City Records Inc., formed by Walter J. Hunt. Company offers record label, artist management, and music publishing services. First releases are the 12-inch dance singles "I Want You" by Sherri and "Life" by Tom Collins. 1301 Deer Park Ave., N. Babylon, N.Y. 11703; 516-242-0626.

The first Australian CD plant will go on line in March ... see page 56



It's Only Rock'n'Roll. Detroit Capitol Records staffers greet hometown hero Bob Seger, center, following one of his recent sold-out performances. With the artist are, from left, special accounts manager Len Mardeusz, customer service representative Nancy Shames, promotions manager Frank Short, and territory manager Chuck Swaney.

Lifelines

BIRTHS

Boy, Christian, to **Gary and Pam Sharaf**, Oct. 24 in Los Angeles. He is leader of Encore Records group Under Fire. She is a television producer for Lifetime Cable Network.

Boy, Alex Traynor, to **Bob and Terry Stone**, Oct. 29 in Woodland Hills, Calif. He is founder and president of Rock Garden Music Inc.

Girl, Heather Michelle, to **Gary and Michelle Courneya**, Oct. 30 in Havasu City, Ariz. They are independent concessionaires.

Girl, Halie Glenn, to **Robert and Geri Lieberman**, Nov. 2 in Los Angeles. He is an entertainment attorney.

ney. She is an account supervisor for an advertising agency.

DEATHS

Ken Baker, 38, of a brain tumor, Nov. 7 in New London, Conn. Founder of the San Francisco-based Ken Baker Publicity Services, he represented and handled projects for such clients as George Thorogood, the Neville Brothers, Robert Cray, Greg Kihn, David Rubinson's Automatt recording studios, Michael Nesmith's Pacific Arts Video, and the Bill Graham organization. For several years, Baker taught a music business publicity course at San Francisco State Univ. He is survived by his parents, a sister, and a brother.

EXECUTIVE TURNTABLE

(Continued from page 4)

ministration for Capitol Industries-EMI, based in Los Angeles. He was director of that area.

DISTRIBUTION/RETAILING. WEA in Los Angeles names **Susan Aoki** programmer analyst. She was upped from programmer.

Gemini Record Corp. in Cleveland, Ohio, makes the following promotions: **Nancy Wallace**, vice president of product operations; **Dennis Mack**, vice president of finance/systems; and **Tony Valentino**, vice president and general manager of Leisure Time sales. Wallace was head of purchasing. Mack was controller. Valentino was operations manager.

HOME VIDEO. **Gordon Bossin** is appointed vice president of sales for Vestron Video and Lightning Video in Stamford, Conn. He was vice president of marketing and sales for Lightning Video. Also, **F. Peter Brechter** becomes manager of corporate development for Vestron.

Prism Entertainment in Los Angeles names **David Catlin** general manager of its consumer products division. He joins from Jeito Concepts Inc.

The United Entertainment Co. in Tulsa, Okla., makes the following appointments: **Declan Kavanaugh**, vice president and national sales manager, based in Los Angeles; **Linda Hess**, director of marketing; **Dori Bowie**, art director; **Pam Collins**, national sales administrator; **David Blair**, Southeast regional sales manager; **Don Blair**, Central regional sales manager; **Harold Komisar**, Northeast regional sales manager; **Mark Patton**, international sales staffer; and **Deborah Mitchell**, sales director of Vanguard Video, a division of United.

Hal Roach Studios Film Classics in Los Angeles names **Barbara Nason** Midwest field merchandiser. She was controller for the company.

PRO AUDIO/VIDEO. **Bob Belcher** is named vice president of sales and marketing for Editel in Los Angeles. He was marketing and sales executive at Complete Post.

PUBLISHING. **Ira B. Selsky** is appointed to the newly created post of vice president of business affairs for the music division of MGM/UA Communications in Los Angeles. He served in a similar capacity for Almo/Irving Music.

Sony Plans Italian Plant

MILAN Sony Electronics plans to invest some \$17.5 million in becoming the first Japanese manufacturing company to build its own factory in Italy. By 1988 it hopes to have opened a 22,000-square-foot plant in Trentino—in northern Italy—which will produce 2 million magnetic cassette tapes a month.

The Sony investment will create 150 jobs, and the company forecasts that sales of its Italian-produced software will eventually generate an annual revenue of about \$55 million.

Some 25% of the Sony Italian production will go for export. Emilio Baruffi, chairman of Sony's Italian subsidiary, says the initial invest-

TOP POP ALBUMS™

©Copyright 1986, 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
				Compiled from a national sample of retail store, one-stop, and rack sales reports.	
				★★ NO. 1 ★★	
1	NEW ▶		1	BRUCE SPRINGSTEEN COLUMBIA CSX 40558 (CD)	BRUCE SPRINGSTEEN & THE E STREET BAND 1975-1985
2	1	1	7	BOSTON MCA 6188 (9.98) (CD)	THIRD STAGE
3	2	2	12	BON JOVI ▲ MERCURY 830264-1/POLYGRAM (CD)	SLIPPERY WHEN WET
4	3	3	12	HUEY LEWIS & THE NEWS CHRYSALIS OV 41534 (CD)	FORE!
5	5	6	14	LIONEL RICHIE ▲ ³ MOTOWN 6158ML (9.98) (CD)	DANCING ON THE CEILING
6	7	11	12	PAUL SIMON ● WARNER BROS. 25447 (9.98) (CD)	GRACELAND
7	4	4	9	CYNDI LAUPER PORTRAIT OR 40313/EPIC (CD)	TRUE COLORS
8	8	19	4	BILLY IDOL CHRYSALIS OV 41514	WHIPLASH SMILE
9	6	5	10	TINA TURNER CAPITOL PJ 12530 (9.98) (CD)	BREAK EVERY RULE
10	18	21	24	BRUCE HORNSBY & THE RANGE RCA AFL 1-5904 (8.98) (CD)	THE WAY IT IS
11	15	15	10	CAMEO ● ATLANTA ARTISTS 830 265-1/POLYGRAM (CD)	WORD UP
12	10	10	20	MADONNA ▲ ² SIRE 25442/WARNER BROS. (9.98) (CD)	TRUE BLUE
13	9	9	16	BILLY JOEL ▲ COLUMBIA OC 40402 (CD)	THE BRIDGE
14	11	13	8	IRON MAIDEN CAPITOL SJ 12524 (9.98) (CD)	SOMEWHERE IN TIME
15	14	12	25	RUN-D.M.C. ▲ ² PROFILE 1217 (8.98) (CD)	RAISING HELL
16	16	16	33	ANITA BAKER ▲ ELEKTRA 60444 (8.98) (CD)	RAPTURE
17	19	14	39	JANET JACKSON ▲ ² A&M SP-5106 (9.98) (CD)	CONTROL
18	20	20	20	CINDERELLA ● MERCURY 830076-1/POLYGRAM (CD)	NIGHT SONGS
19	12	8	26	SOUNDTRACK ▲ ² COLUMBIA SC 40323 (CD)	TOP GUN
20	17	17	9	TALKING HEADS SIRE 25512/WARNER BROS. (9.98) (CD)	"TRUE STORIES"
21	21	22	14	EDDIE MONEY COLUMBIA FC 40096 (CD)	CAN'T HOLD BACK
22	13	7	20	STEVE WINWOOD ▲ ISLAND 25448/WARNER BROS. (8.98) (CD)	BACK IN THE HIGHLIFE
23	23	27	7	LUTHER VANDROSS EPIC FE 40415	GIVE ME THE REASON
24	24	25	9	THE HUMAN LEAGUE A&M/VIRGIN SO 5129/A&M (8.98) (CD)	CRASH
25	22	18	23	GENESIS ▲ ² ATLANTIC 81641 (9.98) (CD)	INVISIBLE TOUCH
26	71	—	2	THE POLICE A&M SP 3902 (9.98) (CD)	EVERY BREATH YOU TAKE-THE SINGLES
27	25	23	19	DAVID LEE ROTH ▲ WARNER BROS. 25470 (8.98) (CD)	EAT 'EM AND SMILE
28	29	39	3	THE PRETENDERS SIRE 25488/WARNER BROS. (9.98)	GET CLOSE
29	27	24	54	ROBERT PALMER ▲ ISLAND 90471/ATLANTIC (8.98) (CD)	RIPTIDE
30	26	26	6	RATT ATLANTIC 81683 (9.98)	DANCIN' UNDERCOVER
31	28	28	25	PETER GABRIEL ▲ GEFEN GHS 24088/WARNER BROS. (8.98) (CD)	SO
32	32	42	11	SOUNDTRACK ATLANTIC 81677 (9.98) (CD)	STAND BY ME
33	40	78	3	FREDDIE JACKSON CAPITOL ST 12495 (8.98)	JUST LIKE THE FIRST TIME
34	30	29	12	DON JOHNSON EPIC FE 40366 (CD)	HEARTBEAT
35	36	35	20	GLASS TIGER MANHATTAN ST-53032/EMI-AMERICA (8.98)	THIN RED LINE
36	53	69	44	BANGLES ● COLUMBIA BFC 40039 (CD)	DIFFERENT LIGHT
37	31	31	8	RIC OCASEK GEFEN GHS 24098/WARNER BROS. (8.98) (CD)	THIS SIDE OF PARADISE
38	39	46	21	PETER CETERA WARNER BROS. 25474 (8.98) (CD)	SOLITUDE/SOLITAIRE
39	82	—	2	STRYPEN ENIGMA PJAS 73237/CAPITOL (9.98)	TO HELL WITH THE DEVIL
40	43	47	12	TOTO COLUMBIA FC 40273 (CD)	FAHRENHEIT
41	33	30	17	EURHYTHMICS ● RCA AJL1-5847 (9.98) (CD)	REVENGE
42	45	48	16	DAVID & DAVID A&M SP 65134 (6.98) (CD)	BOOMTOWN
43	38	34	29	BILLY OCEAN ▲ JIVE JL8-8409/ARISTA (8.98) (CD)	LOVE ZONE
44	34	32	8	JOHN FOGERTY WARNER BROS. 25449 (9.98) (CD)	EYE OF THE ZOMBIE
45	35	33	13	TRIUMPH MCA 5786 (8.98) (CD)	THE SPORT OF KINGS
46	58	66	3	ARETHA FRANKLIN ARISTA AL-8442 (9.98)	ARETHA
47	50	51	7	ORCHESTRAL MANOEUVRES IN THE DARK A&M/VIRGIN SP 5144/A&M (8.98) (CD)	THE PACIFIC AGE
48	37	36	15	R.E.M. I.R.S. 5783/MCA (8.98) (CD)	LIFE'S RICH PAGEANT
49	49	57	6	'TIL TUESDAY EPIC FE 40314 (CD)	WELCOME HOME
50	44	43	7	CHICAGO WARNER BROS. 25509 (9.98)	18
51	51	54	5	WANG CHUNG GEFEN GHS 24115/WARNER BROS. (8.98)	MOSAIC
52	41	37	34	VAN HALEN ▲ ³ WARNER BROS. 25394 (8.98) (CD)	5150
53	46	49	8	LINDA RONSTADT ASYLUM 60474-1-E/ELEKTRA (9.98) (CD)	FOR SENTIMENTAL REASONS
54	47	40	30	JOURNEY ▲ COLUMBIA OC 39936 (CD)	RAISED ON RADIO

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
55	48	38	19	THE MONKEES ● ARISTA AL9-8432 (9.98) (CD)	THEN & NOW... THE BEST OF THE MONKEES
56	56	56	5	HOWARD JONES ELEKTRA 60499 (8.98) (CD)	ONE TO ONE
57	68	77	5	GREGORY ABBOTT COLUMBIA BFC 40437	SHAKE YOU DOWN
58	42	45	6	ALABAMA RCA 5649-R-1 (8.98) (CD)	THE TOUCH
59	83	123	3	KANSAS MCA 5838 (8.98)	POWER
60	60	73	4	W.A.S.P. CAPITOL ST 12531 (8.98)	INSIDE THE ELECTRIC CIRCUS
61	62	63	4	BERLIN GEFEN GHS 24121/WARNER BROS. (8.98)	COUNT THREE AND PRAY
62	59	60	7	ALICE COOPER MCA 5761 (8.98)	CONSTRUCTOR
63	54	44	11	ORAN "JUICE" JONES DEF JAM/COLUMBIA BFC 40367/COLUMBIA	JUICE
64	52	41	54	MIAMI SOUND MACHINE ▲ EPIC BFE 40131 (CD)	PRIMITIVE LOVE
65	57	58	8	YNGWIE J. MALMSTEEN MERCURY 831 073-1/POLYGRAM (CD)	TRILOGY
66	61	65	16	THE SMITHEREENS ENIGMA ST 73208/CAPITOL (8.98) (CD)	ESPECIALLY FOR YOU
67	63	68	15	GEORGE THOROGOOD AND THE DESTROYERS EMI-AMERICA ST 17214 (8.98)	LIVE
68	85	91	4	SURVIVOR SCOTTI BROS./CBS ASSOCIATED F2-40457/EPIC	WHEN SECONDS COUNT
69	55	55	7	COREY HART EMI-AMERICA PW 17217 (8.98)	FIELDS OF FIRE
70	78	79	9	TIMBUK 3 I.R.S./MCA 5739/MCA (8.98)	GREETINGS FROM TIMBUK 3
71	65	53	88	WHITNEY HOUSTON ▲ ⁷ ARISTA ALB-8212 (8.98) (CD)	WHITNEY HOUSTON
72	70	70	7	JESSE JOHNSON'S REVUE A&M SP 5122 (8.98) (CD)	SHOCKADELICA
73	64	64	11	VINNIE VINCENT INVASION CHRYSALIS BFV 41529	VINNIE VINCENT INVASION
74	67	50	33	BOB SEGER & THE SILVER BULLET BAND ▲ CAPITOL PT 12398 (8.98) (CD)	LIKE A ROCK
75	93	124	5	GEORGIA SATELLITES ELEKTRA 60496 (8.98)	GEORGIA SATELLITES
76	77	81	6	MEGADETH CAPITOL ST 12526 (8.98)	PEACE SELLS... BUT WHO'S BUYING?
77	72	67	51	LISA LISA & CULT JAM WITH FULL FORCE ● COLUMBIA BFC 40135 (CD)	LISA LISA & CULT JAM WITH FULL FORCE
78	73	61	7	BILLY SQUIER CAPITOL PJ 12483 (9.98)	ENOUGH IS ENOUGH
79	75	75	7	IGGY POP A&M SP 5145 (8.98) (CD)	BLAH, BLAH, BLAH
80	76	62	13	DARYL HALL RCA AJL 1-7196 (9.98) (CD)	THREE HEARTS IN THE HAPPY ENDING MACHINE
81	66	52	18	QUIET RIOT PASHA OZ 40321/EPIC (CD)	QUIET RIOT III
82	81	59	16	BANANARAMA ● LONDON 828 013-1/POLYGRAM (CD)	TRUE CONFESSIONS
83	84	85	6	GENERAL PUBLIC I.R.S. 5782/MCA (8.98)	HAND TO MOUTH
84	80	76	12	PAUL MCCARTNEY CAPITOL PJAS 12475 (9.98) (CD)	PRESS TO PLAY
85	86	90	12	THE RAINMAKERS MERCURY 830-214-1/POLYGRAM (CD)	THE RAINMAKERS
86	107	172	3	STEVE MILLER CAPITOL PJ 12445 (9.98)	LIVING IN THE 20TH CENTURY
87	NEW ▶		1	THE POINTER SISTERS RCA 5609-1 R (9.98) (CD)	HOT TOGETHER
88	74	74	5	A-HA WARNER BROS. 25501 (8.98)	SCOUNDREL DAYS
89	69	71	52	THE OUTFIELD ▲ COLUMBIA BFC 40027 (CD)	PLAY DEEP
90	112	146	3	SOUNDTRACK MCA 6189 (9.98)	THE COLOR OF MONEY
91	91	108	3	FRANKIE GOES TO HOLLYWOOD ISLAND 90546/ATLANTIC (8.98)	LIVERPOOL
92	NEW ▶		1	BEASTIE BOYS COLUMBIA BFC 40238 (CD)	LICENSED TO ILL
93	94	88	11	AMY GRANT A&M SP 3900 (9.98) (CD)	THE COLLECTION
94	89	89	6	STEVE EARLE MCA 5713 (8.98)	GUITAR TOWN
95	87	80	18	ANDREAS VOLLENWEIDER CBS MASTERWORKS FM 42255/EPIC (CD)	DOWN TO THE MOON
96	101	119	5	THE TONIGHT SHOW BAND/DOC SEVERINSEN AMHERST AMHY 3311 (8.98) (CD)	THE TONIGHT SHOW BAND
97	102	94	13	KENNY G. ARISTA AL 8-8427 (8.98) (CD)	DUOTONES
98	104	114	4	KBC BAND ARISTA AL 8440 (8.98)	KBC BAND
99	92	83	33	SIMPLY RED ● ELEKTRA 60452 (8.98) (CD)	PICTURE BOOK
100	79	72	38	THE FABULOUS THUNDERBIRDS ● CBS ASSOCIATED BFZ 40304/EPIC (CD)	TUFF ENUFF
101	88	82	29	THE MOODY BLUES ● POLYDOR 8291 79-1/POLYGRAM (CD)	THE OTHER SIDE OF LIFE
102	90	84	10	STACEY Q ATLANTIC ATL 81676 (8.98) (CD)	BETTER THAN HEAVEN
103	100	104	104	BOSTON ▲ ⁹ EPIC JC 34188 (CD)	BOSTON
104	96	86	18	THE TEMPTATIONS GORDY 6207G/MOTOWN (8.98)	TO BE CONTINUED
105	122	131	4	METAL CHURCH ELEKTRA 60493 (8.98)	THE DARK
106	114	127	3	SLAYER DEF JAM GHS 24131/GEFFEN (8.98)	REIGN IN BLOOD
107	123	116	13	ASHFORD & SIMPSON CAPITOL ST 12469 (8.98)	REAL LOVE
108	148	—	2	PAUL YOUNG COLUMBIA FC 40543 (CD)	BETWEEN TWO FIRES
109	99	87	24	AC/DC ● ATLANTIC 81650 (9.98) (CD)	WHO MADE WHO

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 its product.

DON'T BE MEESE-LED.

The Meese Commission Exposed is must reading for everyone concerned about creeping censorship in our society. Literary, artistic, social, religious, intellectual and political freedom of thought is being threatened.

The biases and abuses of the Attorney General's Commission on Pornography, appointed with the charge of "controlling" what our laws do not even define, have aroused the concern of many Americans.

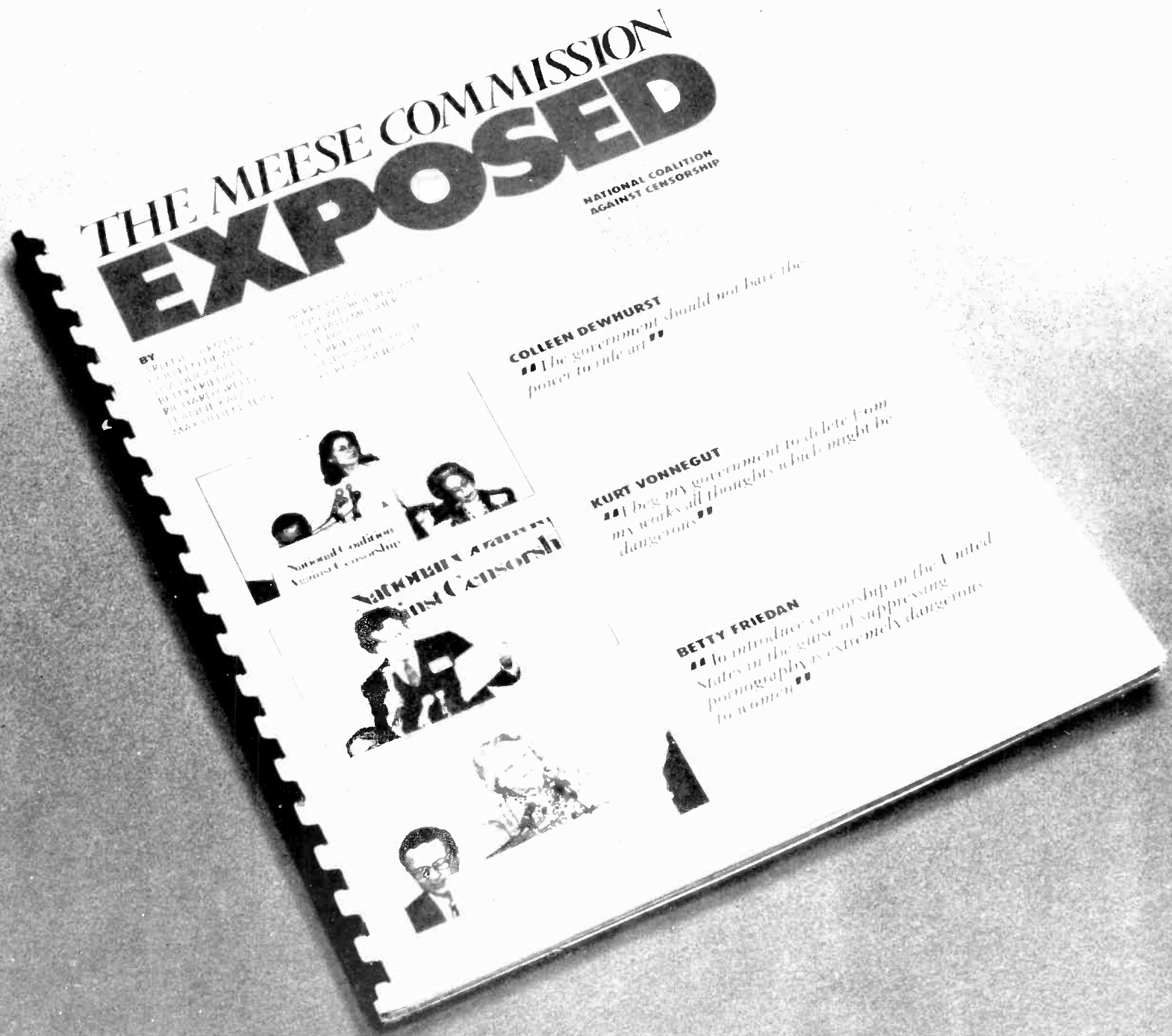
On January 16, 1986, the National Coalition Against Censorship brought together well-known writers, feminists, actors, psychiatrists, lawyers and psychologists at a Public Information Briefing to answer the Meese Commission. Actress Colleen Dewhurst, author Kurt Vonnegut, Jr., and feminist Betty Friedan among others spoke out fervently on the growing wave of attacks—on the national, state

and local levels—on sexually related expression. This booklet presents the vital information covered in this historic public information briefing.

It is must reading for all who cherish freedom of thought, expression and choice in our country, and wish to see these freedoms preserved.

To order **The Meese Commission Exposed**, write to: National Coalition Against Censorship, 132 West 43rd Street, New York, NY 10036 or call (212) 944-9899. Postpaid copies are \$3 to individuals, \$6 to institutions. Bulk rates on request.

The NATIONAL COALITION AGAINST CENSORSHIP, founded in 1974, is a broad-based non-profit, non-partisan coalition of religious, educational, professional, artistic, labor and civil rights organizations. The Coalition opposes censorship and advocates First Amendment rights.



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	108	105	20	WHAM! ▲	COLUMBIA OC 40285 (CD) MUSIC FROM THE EDGE OF HEAVEN
111	124	97	27	NU SHOZ ●	ATLANTIC 81647 (8.98) (CD) POOLSIDE
112	135	156	4	BENJAMIN ORR	ELEKTRA 60460 (8.98) (CD) THE LACE
113	115	136	5	LOVE & ROCKETS	BIG TIME 6011-1-B/RCA (8.98) (CD) EXPRESS
114	169	—	2	KROKUS	ARISTA AL-8445 (8.98) ALIVE AND SCREAMIN'
115	118	93	25	THE CURE	ELEKTRA 60477 (8.98) (CD) STANDING ON THE BEACH
116	103	92	9	FIVE STAR	RCA AFL1-5901 (8.98) (CD) SILK AND STEEL
117	97	95	8	ELVIS COSTELLO & THE ATTRACTIONS	COLUMBIA FC 40518 (CD) BLOOD & CHOCOLATE
118	95	96	11	GEORGE BENSON	WARNER BROS. 25475 (8.98) (CD) WHILE THE CITY SLEEPS
119	119	129	5	BIG AUDIO DYNAMITE	COLUMBIA BFC 40445 (CD) NO. 10 UPPING STREET
120	98	98	6	PETE TOWNSHEND	ATCO 90553/ATLANTIC (8.98) DEEP END LIVE!
121	168	—	2	COMMODORES	POLYDOR 831 194 1/POLYGRAM UNITED
122	113	99	16	THE MONKEES	RHINO RNL 70140/CAPITOL (8.98) THE MONKEES
123	127	150	3	JEFF LORBER	WARNER BROS. 25492 (8.98) PRIVATE PASSION
124	106	100	91	PHIL COLLINS ▲	ATLANTIC 81240 (9.98) (CD) NO JACKET REQUIRED
125	110	111	6	BLACK 'N BLUE	GEFFEN GHS 24111/WARNER BROS. (8.98) NASTY, NASTY
126	109	106	6	BAD COMPANY	ATLANTIC 81684 (9.98) (CD) FAME & FORTUNE
127	193	—	2	JOHN LENNON	CAPITOL SJ 12533 (9.98) MENLOVE AVENUE
128	NEW ►	—	1	LONE JUSTICE	GEFFEN GHS 24122 (9.98) SHELTER
129	130	135	8	LINDA RONSTADT	ASYLUM 60489/ELEKTRA (24.98) (CD) 'ROUND MIDNIGHT
130	125	121	9	AL JARREAU	WARNER BROS. 25477 (8.98) (CD) L IS FOR LOVER
131	117	118	6	NEW ORDER	QWEST 25511/WARNER BROS. (8.98) BROTHERHOOD
132	132	137	8	STACY LATTISAW	MOTOWN 6212 ML (8.98) TAKE ME ALL THE WAY
133	116	109	18	POISON	ENIGMA ST 12523/CAPITOL (8.98) (CD) LOOK WHAT THE CAT DRAGGED IN
134	126	110	16	THE MONKEES	RHINO RNL 70142/CAPITOL (8.98) MORE OF THE MONKEES
135	105	107	6	JOAN JETT AND THE BLACKHEARTS	BLACKHEART/CBS ASSOCIATED BFZ 40544/EPIC GOOD MUSIC
136	143	149	60	BON JOVI ●	MERCURY 824 509-1/POLYGRAM (8.98) (CD) 7800 DEGREES FAHRENHEIT
137	166	—	2	JASON & THE SCORCHERS	EMI-AMERICA ST 17219 (8.98) STILL STANDING
138	144	126	29	WHODINI ●	JIVE JL8-8407/ARISTA (8.98) BACK IN BLACK
139	140	166	4	VARIOUS ARTISTS	PRIORITY SL 9466 (7.98) RAP'S GREATEST HITS
140	121	122	9	THE B-52'S	WARNER BROS. 25504 (8.98) BOUNCING OFF THE SATELLITES
141	129	132	25	BOB JAMES/DAVID SANBORN	WARNER BROS. 25393 (8.98) (CD) DOUBLE VISION
142	120	120	20	RANDY TRAVIS ●	WARNER BROS. 25435 (8.98) (CD) STORMS OF LIFE
143	111	101	55	ZZ TOP ▲	WARNER BROS. 25342 (9.98) (CD) AFTERBURNER
144	149	153	5	LIZZY BORDEN	METAL BLADE/ENIGMA ST 73224/CAPITOL (8.98) MENACE TO SOCIETY
145	147	155	5	EUROPE	EPIC BFE 40241 THE FINAL COUNTDOWN
146	146	189	38	BOSTON ▲	EPIC FE 35050 (CD) DON'T LOOK BACK
147	154	157	3	SOUNDTRACK	A&M SP 3903 (9.98) (CD) SOUL MAN
148	NEW ►	—	1	SAMANTHA FOX	RCA 1012-1-J (8.98) (CD) TOUCH ME
149	161	139	78	DIRE STRAITS ▲	WARNER BROS. 25264 (8.98) (CD) BROTHERS IN ARMS
150	134	133	20	THE SMITHS	SIRE 25426/WARNER BROS. (8.98) THE QUEEN IS DEAD
151	128	113	14	UB40	A&M SP 5137 (8.98) (CD) RAT IN THE KITCHEN
152	139	115	7	CHEAP TRICK	EPIC FE 40405 THE DOCTOR
153	175	180	652	PINK FLOYD ●	HARVEST SMAS11163/CAPITOL (9.98) (CD) DARK SIDE OF THE MOON
154	156	152	25	MIDNIGHT STAR ●	SOLAR 60454/ELEKTRA (8.98) (CD) HEADLINES
155	163	158	42	BON JOVI ▲	MERCURY 814 982-1/POLYGRAM (CD) BON JOVI

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	ARTIST	TITLE
				LABEL & NUMBER/DISTRIBUTING LABEL (SUG. LIST PRICE)*	
156	NEW ►	—	1	ROBBIE NEVIL	MANHATTAN ST 53006 (8.98) ROBBIE NEVIL
157	172	194	3	VARIOUS ARTISTS	TEE VEE TOONS TVT 1200 (16.98) TELEVISION'S GREATEST HITS VOLUME II
158	150	147	36	METALLICA	ELEKTRA 60439 (8.98) (CD) MASTER OF PUPPETS
159	187	—	2	SOUNDTRACK	MERCURY 830 545 1- JUMPIN' JACK FLASH
160	160	169	4	THE OUTLAWS	PASHA/CBS ASSOCIATED F2-40512/EPIC SOLDIERS OF FORTUNE
161	164	179	7	GENE LOVES JEZEBEL	GEFFEN GHS 24118/WARNER BROS. (8.98) DISCOVER
162	138	117	29	38 SPECIAL ●	A&M SP-5115 (8.98) (CD) STRENGTH IN NUMBERS
163	188	190	3	CHICO DEBARGE	MOTOWN 6214 ML (8.98) CHICO DEBARGE
164	153	138	64	JOHN COUGAR MELLENCAMP ▲	RIVA 824 865-1/POLYGRAM (CD) SCARECROW
165	136	130	28	PATTI LABELLE ▲	MCA 5737 (8.98) (CD) WINNER IN YOU
166	131	112	26	BELINDA CARLISLE	I.R.S. 5741/MCA (8.98) (CD) BELINDA CARLISLE
167	195	196	8	PHYLLIS HYMAN	P.I.R. ST 53029/EMI-AMERICA (8.98) LIVING ALL ALONE
168	NEW ►	—	1	MOTORHEAD	PROFILE/GWR PAL 1223/PROFILE (8.98) ORGASMATRON
169	171	176	19	CREEDENCE CLEARWATER REVIVAL ●	FANTASY CCR2 (11.98) (CD) CHRONICLE I
170	173	148	33	DWIGHT YOAKAM	REPRISE 25372/WARNER BROS. (8.98) (CD) GUITARS, CADILLACS, ETC., ETC.
171	151	142	6	RICHARD THOMPSON	POLYDOR 829 728-1/POLYGRAM DARING ADVENTURES
172	167	167	115	TALKING HEADS ▲	SIRE 1-25186/WARNER BROS. (8.98) (CD) STOP MAKING SENSE
173	185	—	2	BOB JAMES	WARNER BROS. 25495 (9.98) OBSESSION
174	RE-ENTRY	—	—	GEORGE WINSTON ▲	WINDHAM HILL WH-1025/A&M (9.98) (CD) DECEMBER
175	176	192	4	SAM KINISON	WARNER BROS. 25503 (8.98) LOUDER THAN HELL
176	NEW ►	—	1	KRAFTWERK	WARNER BROS. 25525 (8.98) ELECTRIC CAFE
177	181	188	3	"WEIRD AL" YANKOVIC	SCOTTI BROS./CBS ASSOCIATED FZ 40520/EPIC POLKA PARTY
178	178	145	50	DOKKEN ●	ELEKTRA 60458 (8.98) (CD) UNDER LOCK AND KEY
179	158	159	134	HUEY LEWIS & THE NEWS ▲	CHRYSALIS FV 41412 (CD) SPORTS
180	192	186	156	U2 ▲	ISLAND 90127/ATLANTIC (6.98) (CD) UNDER A BLOOD RED SKY
181	157	144	23	JEFFREY OSBORNE ●	A&M SP-5103 (8.98) (CD) EMOTIONAL
182	170	170	46	STRYPHER	ENIGMA ST 73217/CAPITOL (8.98) (CD) SOLDIERS UNDER COMMAND
183	142	143	19	DOUBLE	A&M SP 5133 (8.98) (CD) BLUE
184	186	184	74	TALKING HEADS ▲	SIRE 25305/WARNER BROS. (8.98) (CD) LITTLE CREATURES
185	159	103	15	STRYPHER	ENIGMA ST 73207/CAPITOL (8.98) THE YELLOW AND BLACK ATTACK
186	137	102	16	NEIL YOUNG	GEFFEN GHS 24109/WARNER BROS. (8.98) (CD) LANDING ON WATER
187	155	140	13	GLORIA LORING	ATLANTIC 81679 (8.98) (CD) GLORIA LORING
188	141	141	6	MILES DAVIS	WARNER BROS. 25490 (9.98) TUTU
189	145	128	25	EMERSON, LAKE & POWELL	POLYDOR 829297-1/POLYGRAM (CD) EMERSON, LAKE, & POWELL
190	174	174	128	BRUCE SPRINGSTEEN ▲	COLUMBIA QC 38653 (CD) BORN IN THE U.S.A.
191	191	—	2	SOUNDTRACK	COLUMBIA SC 40549 TRICK OR TREAT
192	177	168	73	HEART ▲	CAPITOL ST-12410 (9.98) (CD) HEART
193	183	163	16	THE MONKEES	RHINO RNL 70141/CAPITOL (8.98) PISCES, AQUARIUS, CAPRICORN, AND JONES LTD.
194	133	125	25	JERMAINE STEWART	10/ARISTA ALB-8395/ARISTA (8.98) FRANTIC ROMANTIC
195	184	151	16	THE MONKEES	RHINO RNL 70143 (8.98) HEADQUARTERS
196	162	165	5	HOWARD HEWETT	ELEKTRA 60487 (8.98) (CD) I COMMIT TO LOVE
197	190	187	11	MAZE FEATURING FRANKIE BEVERLY	CAPITOL ST-12479 (8.98) LIVE FROM L.A.
198	182	162	19	QUEENSRYCHE	EMI-AMERICA ST 17197 (8.98) RAGE FOR ORDER
199	152	154	4	THE MONKEES	RHINO RNL 70148/CAPITOL (8.98) CHANGES
200	NEW ►	—	1	BOBBY JIMMY & THE CRITTERS	MACOLA MRC 0933 (8.98) ROACHES—THE BEGINNING

TOP POP ALBUMS A-Z (LISTED BY ARTISTS)

- | | | | | | | | |
|------------------------|--------------------------------------|---|---|---|------------------------|---|--|
| A-Ha 88 | Commodores 121 | Peter Gabriel 31 | Bobby Jimmy & The Critters 200 | Megadeth 76 | The Outlaws 160 | SOUNDTRACKS | Tina Turner 9 |
| AC/DC 109 | Alice Cooper 62 | Billy Joel 13 | Yngwie J. Malmsteen 65 | The Color Of Money 90 | Robert Palmer 29 | The Color Of Money 90 | U2 180 |
| Gregory Abbott 57 | Elvis Costello & The Attractions 117 | Don Johnson 34 | Maze Featuring Frankie Beverly 197 | Jumpin' Jack Flash 159 | Pink Floyd 153 | Jumpin' Jack Flash 159 | UB40 151 |
| Alabama 58 | Genesis 25 | Howard Jones 34 | Paul McCartney 84 | Soul Man 147 | The Pointer Sisters 87 | Stand By Me 32 | Van Halen 52 |
| Ashford & Simpson 107 | Georgia Satellites 75 | Jesse Johnson's Revue 72 | John Cougar Mellencamp 164 | Top Gun 19 | Poison 133 | Top Gun 19 | Luther Vandross 23 |
| The B-52's 140 | The Cure 115 | Howard Jones 56 | Metallica 158 | Trick Or Treat 191 | The Police 26 | Trick Or Treat 191 | VARIOUS ARTISTS |
| Bad Company 126 | David & David 42 | Oran "Juice" Jones 63 | Metal Church 105 | Bruce Springsteen 190.1 | Iggy Pop 79 | Bruce Springsteen 190.1 | Rap's Greatest Hits 139 |
| Anita Baker 16 | Miles Davis 188 | Journey 54 | Miami Sound Machine 64 | Billy Squier 78 | The Pretenders 28 | Billy Squier 78 | Television's Greatest Hits Volume II 157 |
| Bananarama 82 | Chico DeBarge 163 | KBC Band 98 | Midnight Star 154 | Stacey Q 102 | Quiet Riot 81 | Stacey Q 102 | Vinnie Vincent Invasion 73 |
| Bangles 36 | Dire Straits 149 | Kansas 59 | Steve Miller 86 | Jermaine Stewart 194 | Quiet Riot 81 | Jermaine Stewart 194 | Andreas Vollenweider 95 |
| Beastie Boys 92 | Dokken 178 | Kraftwerk 176 | Eddie Money 21 | Stryper 182, 39, 185 | Quiet Riot 81 | Stryper 182, 39, 185 | W.A.S.P. 60 |
| George Benson 118 | Double 183 | Krokus 114 | The Monkees 199, 195, 122, 134, 193, 55 | Survivor 68 | Quiet Riot 81 | Survivor 68 | Wang Chung 51 |
| Berlin 61 | Steve Earle 94 | Lizzy Borden 144 | The Moody Blues 101 | Talking Heads 184, 172, 20 | Quiet Riot 81 | Talking Heads 184, 172, 20 | Wham! 110 |
| Big Audio Dynamite 119 | Emerson, Lake & Powell 189 | Lone Justice 128 | Motorhead 168 | The Temptations 104 | Quiet Riot 81 | The Temptations 104 | Richard Thompson 171 |
| Black 'N Blue 125 | Europe 145 | Jeff Lorber 123 | Robbie Nevil 156 | Richard Thompson 171 | Quiet Riot 81 | Richard Thompson 171 | George Thorogood And The Destroyers 67 |
| Bon Jovi 136, 155, 3 | Eurythmics 41 | John Lennon 127 | New Order 131 | George Thorogood And The Destroyers 67 | Quiet Riot 81 | George Thorogood And The Destroyers 67 | Til Tuesday 49 |
| Boston 103, 146, 2 | The Fabulous Thunderbirds 100 | Huey Lewis & The News 4, 179 | Nu Shooz 111 | Til Tuesday 49 | Quiet Riot 81 | Til Tuesday 49 | Timbuk 3 70 |
| Cameo 11 | Five Star 116 | Lisa Lisa & Cult Jam With Full Force 77 | Paul Young 186 | The Tonight Show Band/Doc Severinsen 96 | Quiet Riot 81 | The Tonight Show Band/Doc Severinsen 96 | Neil Young 186 |
| Belinda Carlisle 166 | John Fogerty 44 | Lizzy Borden 144 | Paul Young 186 | Toto 40 | Quiet Riot 81 | Toto 40 | Paul Young 108 |
| Peter Cetera 38 | Samantha Fox 148 | Lone Justice 128 | Paul Young 186 | Pete Townshend 120 | Quiet Riot 81 | Pete Townshend 120 | ZZ Top 143 |
| Cheap Trick 152 | Aretha Franklin 46 | Jeff Lorber 123 | Paul Young 186 | Randy Travis 142 | Quiet Riot 81 | Randy Travis 142 | |
| Chicago 50 | Frankie Goes To Hollywood 91 | Gloria Loring 187 | Paul Young 186 | Triumph 45 | Quiet Riot 81 | Triumph 45 | |
| Cinderella 18 | Kenny G. 97 | Love & Rockets 113 | Paul Young 186 | | Quiet Riot 81 | | |
| Phil Collins 124 | | Madonna 12 | Paul Young 186 | | Quiet Riot 81 | | |



Dancing Debut. Atlantic Records executives celebrate the release of New York-based composer and performing artist Joshua's debut 12-inch single, "Jimmy Because (My Name Is)." The project also marks the debut release for Deniz Productions, established by veteran producer and Atlantic vice president Arif Mardin. Standing are, from left, Atlantic chairman Ahmet M. Ertegun, Takes Two Management's Sharon Steinbach and Skip Styles, and Atlantic vice president of singles sales Larry Yasgar and dance music department staffer, Bruce Carbone. Seated are producer Joe Mardin, Joshua, and Arif Mardin.

CDS TO MEET U.S. DEMAND IN '87

(Continued from page 1)

141 million. In 1987, capacity will increase to 314 million and demand to 270 million.

Roberts explained the apparent paradox of capacity exceeding demand by a tendency on the part of pressing plants to inflate figures beyond their ability to deliver.

In a roundup of CD player statistics, the CBS executive said that domestic sales of 2.1 million units this year will rise to 8.6 million in 1990. The number of players in actual use will zoom from this year's tally of 3.37 million to 29.13 million in 1990.

Jerry Shulman, CBS Records vice president, marketing development, who shared the podium with Roberts, held out the hope of lower CD prices as the capacity-demand gap narrows. He said that manufacturer price promotions, already in evidence, would increase as product supply rises. Labels might also pass on through the merchandising chain some of the benefits of cost savings.

While CD is cutting most deeply into LP sales, Shulman predicted

that it will eventually eat into cassette sales as well, as the new configuration continues to grow. He placed the current unit share of CDs in the total prerecorded music mar-

Public awareness of CD continues to grow

ket at 8%, which will rise to 17% in 1987.

Shulman also decried predictions that the LP will die soon. "It will be with us for a very long time," he said, and will continue to attract active consumer support. He pointed to "equal" LP and cassette sales of the new multidisk Bruce Springsteen album as evidence of the vitality of LPs, especially in the area of "collectibles."

CBS studies have shown that the public awareness of CD continues to increase, said Shulman, but there is still a long way to go. In 1984 it was measured at 40%, and in 1986 it

is 70%. But "correct" awareness on the part of the general public showed more modest figures. Those who can actually describe a CD today comprise only 30% of the population.

The median age of people who own CD players is 27 years old, down from 33 in 1984. Their median annual income has also fallen: \$37,000 this year, compared with \$45,000 in 1984. All but 5% of owners are white and male.

Purchases of CDs by repertoire categories break down as follows, according to CBS research: rock & pop, 55%; classical, 20%; jazz, 10%; black, 10%; and miscellaneous, 5%.

The heavy majority of CD owners are satisfied with the configuration, CBS research indicates; 90% buy CD versions of preferred albums they already own; 50% buy only CDs; 30% say they buy more music since acquiring CD players.

There are those, however, who have complaints: 60% say they can't find product they like on CD; 30% would buy more if prices were lower.

Sony Also Shows Duping Equipment DAT Cassettes At AES

LOS ANGELES In what was likely a warm-up for the winter Consumer Electronics Show, digital audiotape (DAT) cassettes were boldly displayed at the Sony exhibit at the Audio Engineering Society (AES) convention here Nov. 12-16.

It is the first American trade gathering of any kind at which any firm has placed DAT hardware and software openly on the stand for general attendees to examine.

Equally intriguing was Sony's display of duplication equipment for DAT cassettes for the first time. On the stand (inside a protective plexiglass shell) was a real-time DAT duplication setup, and on the wall (pictures only) was a modified Sony Sprinter high-speed duplicating system that technicians say will duplicate DAT cassettes at a ratio of 300-1. The Sony staff estimated that production of the DAT duplicator is at least two years off but that the real-time system will be ready for market far sooner than that.

No duplicator is now prepared to enter the market for high-speed prerecorded DAT cassettes. There has

been much speculation in the industry as to how DAT will be duplicated and who will eventually supply the hardware. But the issue has been resting on the back burner with most duplicators, whose label clients have been anything but supportive of the new digital format.

Still, Sony and other Japanese manufacturers have said that DAT will be launched in the U.S. sometime in early 1987. Initial plans call for the establishment of a DAT consumer/retailer educational and marketing group on the order of the Compact Disc Group, which was so successful in helping launch the CD format in the early '80s.

Some AES observers say that it is likely that Sony went with the prominent DAT display to indicate to the professional community that its commitment to digital cassettes would follow in the firm's traditional mode of involving itself in every aspect of a technology—from the manufacture and duplication of the software to the production of the consumer hardware.

STEVEN DUPLER

This announcement is neither an offer to sell nor a solicitation of an offer to buy any of these Securities. The offer is made only by the Prospectus.

November 14, 1986

1,000,000 Shares



National Video, Inc.

Common Stock

Price \$5 Per Share

Copies of the Prospectus may be obtained in any State from only such of the undersigned as may legally offer these Securities in compliance with the securities laws of such State.

Morgan, Olmstead, Kennedy & Gardner
Incorporated

Allen & Company
Incorporated

William Blair & Co.

Ladenburg, Thalmann & Co. Inc.

Advest, Inc.

Bateman Eichler, Hill Richards Inc.

Boettcher & Company, Inc.

Butcher & Singer Inc.

Cable, Howse & Ragen

Crowell, Weedon & Co.

Dain Bosworth Inc.

R.G. Dickinson & Co.

Eppler, Guerin & Turner Inc.

Furman Selz Mager Dietz & Birney
Incorporated

Howard, Weil, Labouisse, Friedrichs, Inc.

Interstate Securities Corporation

Laidlaw Adams & Peck Inc.

Legg Mason Wood Walker Inc.

Morgan, Keegan & Company, Inc.

The Ohio Company

Rauscher Pierce Refsnes, Inc.

Raymond, James & Associates, Inc.

The Robinson-Humphrey Company, Inc.

Seidler Amdec Securities Inc.

Stifel, Nicolaus & Company
Incorporated

Sutro & Co.
Incorporated

Swergold, Chefitz & Sinsabaugh, Inc.

Tucker, Anthony & R.L. Day, Inc.

Wedbush, Noble, Cooke, Inc.

William K. Woodruff & Company
Incorporated

Underwood, Neuhaus & Co.
Incorporated

Anderson & Strudwick, Inc.

Baldwin Capital/Partners

Birr, Wilson & Co., Inc.

Brean Murray, Foster Securities Inc.

D.A. Davidson & Co., Inc.

Hanifen, Imhoff Inc.

Jesup & Lamont Securities Co., Inc.

Keane Securities Co. Inc.

H.J. Meyers & Co. Inc.

Needham & Co., Inc.

Pacific Investment Securities Corp.

Pacific Securities, Inc.

Starr Securities, Inc.

Steinberg & Lyman

Van Kasper & Co.

THE BILLBOARD BOOK OF NUMBER ONE HITS

BY FRED BRONSON

The inside story of every Number One single from "Rock Around the Clock" to "We Are the World." AT BOOKSTORES NOW.

BPI/BACK STAGE DEAL

(Continued from page 3)

cally. These fellows have been doing all right without our help for some time."

Speaking for the partners, Eaker said that he and Zwerdling were "delighted" to become associated with a company that knows and understands the entertainment business. "We have had a good run since founding Back Stage and watching it grow into the leading source for information on film and video production as well as the largest source of theater casting news. We now look forward to this association with Billboard."

The terms of agreement were not disclosed.

THE BOSS IS A SELLOUT IN THE STORES

(Continued from page 1)

the product. We were out, but they bought other things and it was great for business.

"We're issuing rainchecks, as they did for the Cabbage Patch craze. But I think things will calm down, and everyone will have plenty of LPs and tapes for Christmas and that the CD situation will clear up in January."

Rainchecks are also being offered by other dealers, including the 127-store Record Bar chain and North-eastern 47-store web Strawberries.

In the meantime, many dealers are scrambling for product after the set's tremendous first two days on the street (Billboard, Nov. 22), a selling spree that earned the Boss an out-of-the-box No. 1 position on Billboard's Top Pop Albums chart (see separate story, page 1).

Buyers are concerned not only about landing Springsteen replenishment but also about the effect the album will have on other titles in the CBS pipeline:

- CBS is "way behind" on reorders for Springsteen tapes and LPs, according to Tom McGuinness, vice president of marketing/branch distribution. He estimates it will be the end of the first week in December before orders already on hand are completed.

- Some Canadian stores have offered one-stops as much as \$40 (U.S.) a unit to land the CD, says Dave Colson, vice president of Buffalo, N.Y.-based Transcontinent.

- Many U.S. accounts are still awaiting the balance of their initial CD orders, which had been promised to arrive Nov. 17. McGuinness now says CBS hopes to finish filling those quantities this week.

- While retailers expect the cassette to achieve parity with the LP, most say they had not anticipated the vinyl set's initial demand.

- Earlier fears that production for the Boss box might hinder fill on other product appear to be well-

founded (Billboard, Oct. 25). Some accounts, including 32-store Spec's Music and the 38-store Yorktown network, report shortfall on CBS midline and catalog product.

"Where it has hurt is that CBS has several other hot records that are not being replenished," says Lew Garrett, vice president of purchasing for 191-store Camelot Music.

"But that's completely natural when you're dealing with a phenomenon, and that's exactly what this

'Basically, the album has just added to business'

is. Overall, this has certainly been very healthy for our industry."

But CBS is assuring its customers that replenishment will be ironed out in time for gift sales. "What we've been hearing is that everything will be worked out, except for the Springsteen CD," says Joe Andrules, vice president and general manager for Spec's.

CBS' McGuinness says the distributor still hopes to have some replenishment Boss CDs on the market by the last week of December, but most accounts do not expect to see fill until early- to mid-January.

Paul Hutchinson, buyer for the 54-store, Nashville-based Sound Shop chain worries that the boxed set will detract from other album sales. "I would not want to be a band releasing an album this time of year with that out in the stores," he says.

Bob Lee, owner of Face The Music in Eugene, Ore., also worries about displaced sales. "Probably 75% of our clients are students, with limited disposable income. They're not likely to spend more than \$30 a week on albums, and the box set

probably shot their budget for a week or two.

"It certainly brought a lot of people into the stores, but I didn't see a lot of tagalong sales, and it's hard to say what the long-run overall effect will be. I think it certainly cut into the sales of other albums."

But others are confident that competing artists can only benefit from the traffic Springsteen's record is generating. "Basically, it's just added to our business," says Kim Coleman, Music Den product clerk for the 24-store, Houston based Music Den chain. "The other top 15 LPs stayed up where they were and didn't decline because of Bruce."

"I don't think it will cut into the sales of other hit records," says Garrett. "But I think it will cut into the sweater business or the jean business and other gift items that have a \$25 or \$30 price tag."

While Face The Music's Lee is concerned that other artists may suffer, he agrees that the Boss will be a large holiday draw.

"It answers the question—'What do I get so-and-so?' There should be countless moms and pops walking into record stores the week before, cause it's a simple answer to the Christmas gift problem."

As was true during the album's first week, most retailers say business is up over last year's numbers, even without the Boss' extra volume. Subtracting that album's sales from 25-store Waxie Maxie's business still leaves the Washington, D.C., chain up by 25% against 1985 numbers, according to David Blaine, vice president and general manager.

"The first week, our sales were up, not counting Bruce," says John Quinn, director of operations for 90-store Sound Warehouse. "A lot of people were drawn into the stores

who hadn't bought albums in a while. And they bought more than just Springsteen."

With the album's fast start, most retailers backed off of lowball pricing during its first and second day, including Transcontinent's 16 Record Theatre stores. But Colson says the chain plans to utilize "different promotions throughout the country with Bruce, with or without CBS" to capitalize on the Boss' drawing power.

He says a Nov. 15 co-promotion in Buffalo with radio station WBYR, called "Breakfast With Bruce," featured a remote broadcast, coffee, doughnuts, and an LP/cassette sale price of \$19.95 proved most successful.

The event was to begin at 6 a.m., but when he arrived at 5 a.m., Colson says that "they were already standing there waiting in line. We had to bring them in early so they wouldn't have to wait out in the cold."

RAD ANTIDRUG CAMPAIGN

(Continued from page 3)

with making music, though some people will tell you they do."

According to Tom Freston, president of MTV Operations, the channel will supply two separate satellite feeds of the spots as a service to its affiliates. The first is a special feed that runs the week of Dec. 8. Along with this, MTV will run the spots during the affiliates' regular local advertising availabilities, ensuring that the greatest number of affiliates have access to the spots. Billboard, which hosted the RAD press conference at its eighth annual Video Music Conference, will run still photos from the spots to create further awareness in the industry.

MAJOR LABELS STILL RECRUITING NEW TALENT

(Continued from page 3)

that's because there's been a whole rebuilding process going on at EMI America," says Portnow.

Like other a&r staffers, however, Portnow says the current radio climate, particularly with album rock stations, still presents problems in terms of breaking new talent. "The prevalence of oldies is disheartening for those of us whose lives are concerned with the future not the past," he says.

According to Geffen a&r executive John Kalodner, "The radio industry's continuing abandonment of the teen-age demographic could eventually damage record sales. I don't know what's going to happen

if radio people, especially at AOR, continue to ignore the teen audience, which is a really important record-buying audience.

"MTV's changing back to how they were—they're going to start to try to play rock music—but if radio and the media continue to not play records that teens want to buy, how are those teens going to get exposed to new music?"

Despite the ongoing problem of gaining exposure for new talent, however, Kalodner says, "I'll face the battle [to break an act through the system], but it's not going to affect my decision about signing an act."

"Born In The U.S.A.," debuted at No. 9 in June 1984. Both albums ultimately hit No. 1.

With "Live/1975-1985" also reaching No. 1, Springsteen becomes the first artist to collect three No. 1 albums in the '80s. Six acts have amassed two No. 1 albums each so far this decade: the Rolling Stones, Barbra Streisand, Lionel Richie, Huey Lewis & the News, Prince & the New Power Generation, and Madonna.

(For more on Springsteen's accomplishment, see Chartbeat, page 6.)

EUROPE GETS ITS MTV

(Continued from page 1)

sidered, the representative adds.

MGN, owned by Bill Maxwell, is one of the largest diversified media groups in the U.K. Its holdings include the Daily Mirror, Sunday Mirror, The People, and the Scottish Daily Record and Sunday Mail. MGN is also the managing partner of Premiere, the British cable movie channel.

MTVN's other partner in the venture, British Telecom, is a major supplier of telecommunications services in the U.K. as well as an inves-

tor in new cable channels, including the Children's Channel and various movie channels.

A statement prepared by Maxwell called the move "part of our drive to be at the forefront of European satellite and cable television." Among Maxwell's main competitors in the market is Rupert Murdoch, whose multinational media group owns the European cable music service Sky Channel.

Viacom International is no stranger to the international cable

and TV programming market, with ventures in the Far East, the U.K., and Europe.

Kenneth Gorman, executive vice president of Viacom International and chairman of the Viacom Networks Group, issued a statement calling MTV "one of Viacom's most important assets" as well as "the most profitable basic channel in the U.S." He expressed optimism that the channel would translate successfully to Europe.

BRUCE 'LIVE' ALBUM DEBUTS AT NO. 1

(Continued from page 1)

makes his achievement even more dramatic.

The previous highest-charting five-record set was Bob Dylan's "Biograph," which peaked at No. 33 in January. The only other album consisting of five or more records to crack the top 50 was "Elvis Aron Presley," an eight-record set that peaked at No. 27 in 1980.

Springsteen's previous highest-debating album was "The River," which entered at No. 4 in November 1980. Springsteen's last album,

RECORD COVERS & JACKETS

Design, art, type, color separations, printing, fabrication. Let us work for you—find out what quality, reliability & service mean.

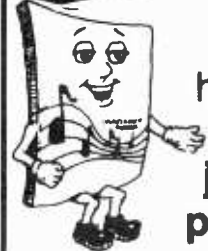
Lee Myles Associates, Inc.
160 East 56th Street, Dept. N2
NY, NY 10022 (212) 758-3232

Serving the graphic needs of the music industry since 1952

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



A Little Help From Friends. Pictured at the press conference in New York to launch the release of the Mercury/PolyGram album "Rock For Amnesty" are, from left, Paul Gambaccini, project co-creator, British writer, and DJ; artist Peter Gabriel; John Healey, director of Amnesty International USA; Harry Anger, PolyGram senior vice president of marketing; and Pat Duffy, project co-creator and deputy director of Amnesty International U.K. The album features tracks by such artists as Gabriel, John Cougar Mellencamp, Dire Straits, Howard Jones, Paul McCartney, Sting, Elton John, and Bryan Adams.

PMRC Travels To Gotham Meets With Labels On Lyrics

BY BILL HOLLAND

WASHINGTON Representatives of the Parents' Music Resource Center (PMRC), which reached an agreement in November 1985 with 22 member companies of the Recording Industry Assn. of America (RIAA) on the labeling of albums containing explicit lyrics, traveled to New York last week to meet with several of the labels to urge uniform compliance with the voluntary warning label.

A PMRC spokeswoman had earlier said that while some labels have complied with the agreement, others had ignored the request to provide the labeling, and others had chosen to vary and minimize the size and placement of the few "Explicit Lyrics/Parental Advisory" warning labels that appeared on member company records during 1986. Some 20-30 albums were "seriously" given the labeling so far this year, according to the PMRC.

The group did not meet with officials from the RIAA during the visit—part of the 1985 agreement was that further discussions would be between the individual labels and the PMRC—although a meeting between the two groups is being scheduled for December.

According to Trish Heimers, spokeswoman for RIAA, "We've been asked to review the status of

the agreement. Our policy is that there will be no further changes or accommodations." Heimers said she was unaware that the group was meeting with label officials.

PMRC officials have made it clear that the group does not want further changes and that the visit was primarily to fine tune the agreement, particularly to make the labeling uniform from company to company.

No list of the record companies visited was available, and spokesmen from Atlantic, Columbia, PolyGram, and Warner Bros.—several labels the PMRC apparently would visit—said no one from the group had met with officials there. Only Elektra said a meeting had taken place.

A PMRC spokeswoman said, "We don't want to mention labels, because then they might not be receptive to talking with us again."

The founding members of the PMRC have said many times they have no desire to approach Congress to push for legislation that would require companies to label explicit product and have not sided with groups that advocate action opponents view as censorship.

However, their Washington clout has grown with the addition of a 12-person board of directors, 11 of which are the wives of U.S. senators and congressmen.

Sugar Hill Sues MCA

NEW YORK Sugar Hill Records filed a multimillion-dollar suit against MCA Records and reputed mobster Salvatore Pisello in Newark, N.J., on Nov. 17. According to a United Press International report, the civil suit, filed in federal court, claims that MCA and Pisello conspired to financially weaken the New Jersey-based black music label to get a lower sale price on the Sugar Hill-owned Chess catalog.

Sugar Hill charges MCA violated a distribution agreement, withheld proceeds from the sale of Sugar Hill recordings, and sold product at lower prices as cutouts. The suit says the purpose of MCA's actions was to force Sugar Hill into economic difficulty and make them bargain from a position of weakness. The label claims to have lost \$80 million as a result of the alleged conspiracy and asks for that amount as settlement.

The suit charges that Pisello, claiming to represent MCA, told Sugar Hill president Joe Robinson that MCA would pay more than \$8 million for the rights to the Chess catalog—which includes the Cadet and Checker imprints—but that the final price of the sale was \$1.7 million and a loan of \$1.3 million.

At presstime, attorney Alan Sussman, counsel for MCA, said he had not seen the suit. He added, that "from what I know, certainly MCA has done nothing wrong in its dealings with Sugar Hill."

MCA began distributing Sugar Hill records in 1983 and purchased the Chess lines—primarily classic Chicago blues and early rock'n'roll recordings—from the label in 1984.

Pisello, convicted of income tax evasion in 1985, has been identified in court papers as a reputed member of the Gambino crime family.

FRED GOODMAN

INSIDE TRACK

POLITICS 1, PAYOLA PROBE 0: According to a source on Capitol Hill, there will be no hearings or announcements concerning the ongoing payola probe by the Senate Subcommittee on Investigations until Congress convenes in January, even though Sen. Sam Nunn, D-Ga., who OK'd that the probe be handled by Sen. Albert Gore, D-Tenn., is now chairman of that subcommittee. Reason? Nobody can be sure who will be working on what and with whom, says the source, until the main players return to the Hill.

TWO WEEKS WITHOUT LOVE: After two weeks of bargaining, negotiations between the recording industry and the American Federation of Musicians over a new contract were recessed Nov. 14. As reported earlier (Billboard, Nov. 22), main hang-up is the fate of the music performance and special payments funds. Talks will resume Jan. 12-13 in an attempt to resolve the issue. Meanwhile, the current agreement, due to expire at the end of November, has been extended through Jan. 31.

POP MIDLINE CDS ON THE WAY? Before spring '87 has sprung, the trade is likely to hear from several labels on the matter of midline pop CDs. PolyGram figures to revive a midline series, one that it dropped quickly after an initial release of 12 titles in 1985—the pressing crunch did that. Reflecting easier access to pressing time (see story, page 1), MCA may also keep the ball rolling with less costly pop titles of its own. Currently, classics from the likes of MCA and Moss Music Group cost several dollars less than regularly priced product. Pop contributions are limited at the moment to a few independents, such as the late Dave Miller's Damil line.

PRICE VIEW ON VIDEO: Price increases on rental-targeted A feature films are inevitable, says Nicholas Santrizos, president of Vista Vista Video. Speaking at the recent International Tape/Disc Assn. Update Seminar in New York, Santrizos said the price increases will be concentrated "at the blockbuster level." According to Santrizos, "There will be \$89.95, we will see \$99.95, we might see the \$100 mark beginning to be breached."

ON HIS OWN: If you're wondering what plans Mike Stewart has in mind for the future, Stewart is telling folks that he's building a music publishing entity of his own and is welcoming inquiries from those who wish to bring individual copyrights and/or catalogs to his attention for acquisition. Stewart is no longer associated with CBS Songs, which was recently sold to Steve Swid, Marty Bandier, and Charles Koppelman. The former president of the company tried in vain to engineer a buyout. Meanwhile, the SBK trio left the U.S. last week to make the rounds of newly acquired affiliates in Europe . . . Sen. Edward M. Kennedy, D-Mass., accepting ASCAP's new Friend of Music Award in New York from society president Morton Gould, who was elected to the post last spring, noted that he was "upset" at Gould for becoming a president before he did. Kennedy, to ASCAP's joy, is a staunch supporter of publisher and writer attempts to prevent source licensing bills from passing in Congress. Several weeks ago, he paid a visit to the new Los Angeles offices of BMI.

THE NATIONAL ASSN. for the Advancement of Colored People's report on employment practices in the recording industry is due Dec. 1. The report is expected to cover much of the same ground as the Rev. Jesse Jackson's recent attacks on Warner Bros. but, unlike Jackson's comments, will be backed with a full year of research into the industry.

WITH STRINGS ATTACHED: Stan Applebaum, the man credited with first putting a big string section in rock'n'roll with the Drifters' 1959 smash "There Goes My Baby," arranged and conducted 35 hits from 1959-64 alone. One of them is celebrating its 25th anniversary in style: Ben E. King's "Stand By Me" is rising on the charts anew thanks to its performance in the hit film of the same name. Applebaum also worked on hit sessions—many of them producing No. 1s—by Connie Francis, Neil Sedaka, Brook Benton, and Bobby Vinton, among others. Applebaum lives in New York, where he does lots of musical things, like commercials, music books, and, with Mel Mandel, a score of a-yet-to-be-produced musical.

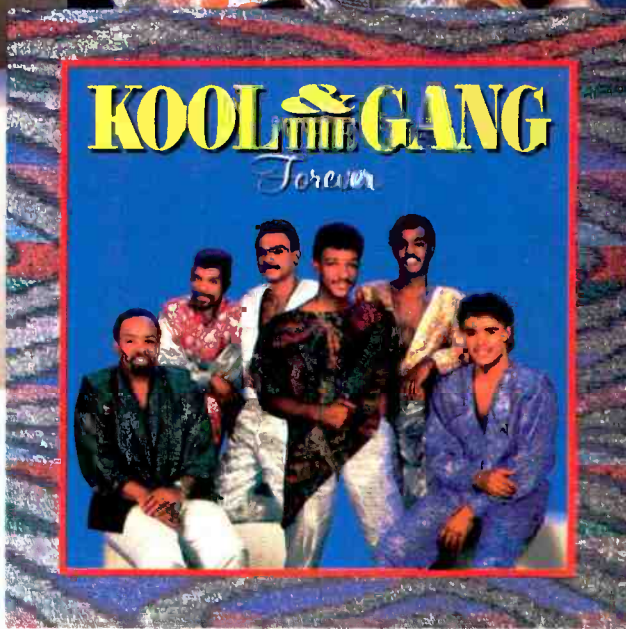
NO SALE: Arista Records says its superact Billy Ocean turned down \$2 million to sing his current hit, "Love Is Forever," at the wedding of a rich diamond mogul. But the arrangement involved the wedding of a South African millionaire, and for no fee will Ocean set foot in the country of apartheid . . . After a 13-year stint at Epic/Portrait/Associated Labels—most recently as vice president of media relations—Susan Blond has established a public relations company under her own name in New York at 1776 Broadway. Clients already include artists Luther Vandross, Ozzy Osbourne, Kraftwerk, Gregory Abbott, Mtume, and Danny Goldberg.

WALLET-SIZE: Moss Music Group has won a big fan for its CD wallet: Joe Bressi, senior VP at Camelot Music, gave the package a ringing endorsement in the chain's recently revived newsletter. Bressi endorses the Moss wallet for its space efficiency—both in store bins and in warehousing—and for the fact the savings over the jewel box may help bring down CD wholesale costs . . . Meanwhile, Camelot is now two stores stronger, having picked up Cleveland's two Record Rendezvous locations, in the Richmond and Great Lakes malls. Both stores have already converted to the Camelot logo for the fourth-quarter drive and will be up for complete remodeling after the holidays.

CONTINUING ADVENTURES: The strife at Salt Lake City-based video franchiser Adventureland International continues, as executive vice president and chief operating officer William E. Mapes announced his resignation Nov. 7. Mapes, who joined the company in May, had worked for National Video—Adventureland's most heated rival—and American Family Video in the last 2½ years. He leaves his latest post in the wake of Adventureland's failed attempt to acquire Sounds Easy and Video Biz. An insider says, though, that his exit had more to do with internal politics than with the fact that those deals fell through. A curt letter to franchisees issued by the home office gave no explanation for Mapes' departure, and no successor has been named.

MAJOR MOVES: Las Vegas-based superstore chain Major Video lost two stores in its backyard Nov. 1, dropping its local store count to eight. The two stores now operate under the name The Video Park. A Park employee says differences in store design led to the split, not any kind of serious rift. Bill Jebb, Major's director of finances, concurs, noting that those stores' owners are still stockholders in the company. Despite the defection of the two stores, Major's store count is still growing. Its 50th store opened last month in El Paso, Texas, and the company says it's on course to have at least 211 stores within five years . . . Pittsburgh-based National Record Mart is in the process of unveiling a new logo and a new marketing concept in its home market. The new division will complement, rather than displace, existing NRM and Oasis stores now operated by the 50-year-old company . . . A New York-area Sears store had "more for your life" but not enough Boss when Bruce Springsteen's live set came out of the box. Employees bought up all 160 units in the initial order before the outlet had a chance to open its doors, according to a CBS executive.

VERBAL KO: Frank Dileo, manager of Michael Jackson, has replied in no uncertain terms, via a press release, to promoter Don King's reported suggestions that King promote a Jackson Family tour and that Jackson make a feature film under his auspices. After declaring that Jackson's schedule precludes a tour, Dileo snarls, "There's no way, no how, no chance [the film] will take place. There has been no contact between Michael or myself with King in 18 months. Don King has no official, authorized, or professional association with Michael Jackson. King's fantasies are pure hype, an area in which Mr. King has been known to flourish." In response, King told Track he assumed Dileo's comments were the result of a piece in the Los Angeles Times in which he merely stated that he would "like" to undertake such projects not having actually talked to Jackson or his representatives. "I have been talking to the family, and as big as Michael Jackson is alone, he's even bigger with his brothers. If I had the right screenplay, I would like to talk to Michael." Edited by IRV LICHMAN



Presenting the latest and greatest from the one and only Kool & The Gang!

"Forever!" Every song's a winner, like the chart-busting first single, "Victory." 888-074-7

830-398-1

"Forever." Because that's how long you'll love it!

Produced by Khalis Baysan (Ronald Bell), I.E.M.C. and Kool & The Gang

Kool & The Gang's Newest Victory!



ON MERCURY COMPACT DISCS, CASSETTES AND RECORDS.

Executive Producer: Gabe Vigoro Management: Gerald Delet / WorldWide Entertainment Company, Inc. / Quintet Associates Ltd.

Manufactured and Marketed by
PolyGram Records

BOB GELDOLF



DEEP IN THE HEART OF NOWHERE

the solo debut
featuring the single,

(81687)

"THIS IS THE WORLD CALLING"

(7-89341)

Produced by Rupert Hine except "This Is The World Calling" and "In The Pouring Rain,"
produced by The Brothers of Doom with special thanks to Jimmy Iovine.
Arranged by Bob Geldof and Rupert Hine.

On Atlantic Records, Cassettes and Compact Discs

© 1986 Atlantic Recording Corp. A Warner Communications Co.

